

Provision	Section in Agreement	Summary
t. Integration/merger clause	15.D	Only the terms of the Franchise Agreement, including its respective exhibits, are binding (subject to state law). Any other promises may not be enforceable. Notwithstanding the foregoing, you will be entitled to rely on the representations contained in this disclosure document.
u. Dispute resolution by arbitration or mediation	Section 14.B	Except for certain disputes listed in Section 14.C of the Franchise Agreement, all disputes must be mediated and, if not resolved by mediation, submitted to binding arbitration. Arbitration and mediation will be conducted in Minneapolis, Minnesota (subject to state law).
v. Choice of forum	Section 14.D	Subject to state law, litigation must be brought in the Federal District Courts located in Minnesota or in the State courts located in Minneapolis, Minnesota.
w. Choice of law	Section 14.A	Subject to state law, our rights under federal trademark laws, and the parties' rights under the Federal Arbitration Act in accordance with Section 14.B of the Franchise Agreement, the franchise relationship will be governed by the laws of the state where the Protected Territory(ies) is (are) located or, if the Protected Territory(ies) include(s) areas in more than one state, the state with the largest area in the Protected Territory(ies).

See the state-specific addendums attached to this disclosure document or the Franchise Agreement for additional, state-specific disclosures required by the laws of certain states.

ITEM 18

PUBLIC FIGURES

We currently do not use any public figure to promote this franchise. No public figure is an owner of us or is involved in our management or control.

ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

As of the end of 2023, we had granted 22 Protected Territories that were in operation for at least 12 months. The following table includes revenue data on those Protected Territories:

Total Combined Gross Sales from All 22 Protected Territories	\$3,383,446.78
Average Gross Sales Per Protected Territory	\$147,106
Protected Territory with the Highest Gross Sales	\$654,661
Protected Territory with the Lowest Gross Sales	\$0
Median Gross Sales per Protected Territory	\$ 122,000
Number of Protected Territories Meeting or Exceeding Average Gross Sales	12
Percent of Protected Territories Meeting or Exceeding Average Gross Sales	54%

The information on the table above was prepared by us using information provided by our existing franchisees. We did not audit or otherwise verify the information. The information above is not a forecast of your potential financial performance. You cannot rely just on sales figures in calculating prospective profitability. The profitability of individual businesses depends on a number of factors including your management skill, experience and business acumen; local economic conditions; the local market for our product; and competition. These factors vary due to individual characteristics of the franchised business.

Other than the preceding financial performance representation, [name of franchisor] does not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting [name, address, and telephone number], the Federal Trade Commission, and the appropriate state regulatory agencies.

You are responsible for developing your own business plan for your business, including capital budgets, financial statements, projections and other elements appropriate to your particular circumstances. We encourage you to consult with your own accounting, business, and legal advisors to assist you to identify the expenses you likely will incur in connection with your business, to prepare your budgets, and to assess the likely or potential financial performance of your business.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

Table No. 1

Systemwide Outlet Summary For Years 2021 to 2023

Column 1	Column 2	Column 3	Column 4	Column 5
Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	24	24	0
	2022	24	23	-1
	2023	23	22	-1
Company-Owned	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
Total Outlets	2021	24	24*	0
	2022	24	23**	-1
	2023	23	22***	-1

* At the end of 2021 we had 15 franchisees, but 6 of those franchisees operated multiple Protected Territories each, bringing the total of Protected Territories in operation to 24.

** At the end of 2022 we had 14 franchisees, but 6 of those franchisees operated multiple Protected Territories each, bringing the total of Protected Territories in operation to 23.

*** At the end of 2023 we had 11 franchisees, but 6 of those franchisees operated multiple Protected Territories each, bringing the total of Protected Territories in operation to 22.