

s.	Modification of the agreement	Section 15.B Section 11E of the Multi-Unit Development Agreement	No modifications generally, but we have the right to change operations manual, list of authorized trademarks and menu.
t.	Integration/merger clause	Section 15.B Section 11C of the Multi-Unit Development Agreement	Only the terms of the Franchise Agreement are binding (subject to state law). Any other representations or promises not in the Franchise Agreement or this Disclosure Document may not be enforceable.
u.	Dispute resolution by arbitration or mediation	Section 12 Section 10 of the Multi-Unit Development Agreement	Except for certain claims, all disputes must be mediated and arbitrated in the city where our headquarters is located when the proceedings are conducted (subject to state law).
v.	Choice of forum	Section 15.I Section 11F of the Multi-Unit Development Agreement	Litigation must be in the Federal District Court for the District of Minnesota or in Hennepin County District Court, Fourth Judicial District, Minneapolis, Minnesota (subject to state law).
w.	Choice of law	Section 15.H Section 11F of the Multi-Unit Development Agreement	Applicable law is that of the state where your Restaurant is located (subject to state law).

ITEM 18
PUBLIC FIGURES

We do not use any public figure to promote our franchise.

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: (i) a franchisor provides the actual records of an existing outlet you are considering buying; or (ii) 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.

Table 1 below represents the sales of franchisee-operated Crooked Pint Ale House Restaurants that were in operation the entire fiscal year ending on December 31, 2022 (the "Measurement Period"). As of December 31, 2022, we had 13 franchised Restaurants open and operating during the Measurement Period under the Crooked Pint name and 11 in 2021. We obtained these sales figures from information provided to us by our franchisees for the periods noted. We have not included the franchised restaurants that operate under a name

other than Crooked Pint or those restaurants that were not open for the full Measurement Period.

In April 1920 the COVID-19 virus pandemic impacted local, regional and national economies. New laws, rules and governmental orders were issued in response to the virus outbreak. Crooked Pint Ale House businesses were generally deemed essential businesses under such governmental orders and were therefore generally able to continue operating. Some of the businesses closed during the 2020 and 2021 Reporting Period (as noted below), other businesses closed for a temporary period and have since reopened (as noted below) and others may have reduced operating hours, limited seating capacity or furloughed some employees. As of the date of this Disclosure Document, we do not intend to make any changes to our business model as a result of the COVID-19 pandemic.

Tables 2, 3 and 4 show average food costs, beverage costs, and labor costs historically and for the 13 franchised Restaurants that were open and operating during the entire Measurement Period as of December 31, 2022.

The information in the Tables below is based on historical data concerning the franchise system's outlets and was prepared using financial information provided to us by the franchisees. The franchisees' financial information is not audited.

A prospective franchisee who is purchasing the assets of an existing restaurant should review the actual financial results of the restaurant(s) being purchased.

TABLE 1
Average Restaurant Sales

For the franchisee-owned Restaurants open for the Measurement Periods Ended December 31, 2021, December 31, 2022, and December 31, 2023:

MONTHLY AVERAGE SALES			
Year	2021	2022	2023
Minneapolis	212,097	258,206	226,522
Apple Valley	194,209	209,004	176,285
Rochester	N/A	N/A	77,163
Chaska	249,370	311,134	249,522
Maplewood	149,186	192, 839	207,377
Duluth	193,527	190, 558	171,887
Grand Forks	121,942	122,980	110, 426*
Sioux Falls	219,649	258,105	263, 126
Fargo	117,763	110,522	104,174
Faribault	75,751	90,047	86,623
Waite Park	100,589	97,200	85,823
Onalaska	207,414	241,594	223, 309
Glendale – Not open full year	N/A	99,890	65,689
Average	\$167,409	\$181,840	\$111, 620
Median	\$193,868	\$191,699	\$171,887

Notes:

(1) The number of Restaurants represents traditional Crooked Pint Ale House Restaurants open for the entire year for periods ended December 31, 2021, December 31, 2022, and December 31, 2023.

(2) “Sales” includes the total revenues and receipts from the sale of all products, services and merchandise sold in the restaurant whether under any of the Trademarks or otherwise, including any vending or similar activities in the restaurant or on its premises as well as all license and use fees. Sales excludes sales tax.

(3) * This location had a fire and was only open for seven months.

TABLE 2
Average Cost of Goods – Food

Number of Restaurants	Year	Total Average Food Cost	Total Median Food Cost
	2021	29.45%	29.60%
	2022	31.59%	32.50%
	2023	32.41%	33.58%
Total: 12 (2021) 13 (2022) 15 (2023)			

Notes:

(1) Food costs can vary greatly depending on your ability to maintain portion controls and manage regular inventory counts.

(2) The average food cost is shown as a percentage of gross sales.

(3) Food costs include the cost of food purchased and a credit of 28.5% of coupon redemptions.

TABLE 3
Average Cost of Goods – Beverages

Number of Restaurants	Year	Total Average Beverage Cost	Total Median Beverage Cost
	2021	24.89%	25.09%
	2022	23.93%	25.15%
	2023	26.29%	27.32%
Total: 12 (2021) 13 (2022) 15 (2023)			

Notes:

- (1) Beverage costs can vary greatly depending on your ability to maintain portion controls and manage regular inventory counts.
- (2) The average beverage cost is shown as a percentage of gross sales.
- (3) Beverage costs include the cost of liquor, beer, wine, and all non-alcoholic beverages.

TABLE 4
Average Direct Labor

Number of Restaurants	Year	Total Average Labor Cost	Total Median Labor Cost
	2021	30.38%	29.70%
	2022	33.25%	33.58%
	2023	35.80%	36.38%
Total: 12 (2021) 13 (2022) 15 (2023)			

Notes:

- (1) The average labor cost is shown as a percentage of gross sales.

(2) Does not include franchisee salary or draw, worker's compensation, insurance, payroll tax, or medical assistance. It does include manager salaries.

Additional Notes:

Some outlets have sold this amount. Your individual results may differ. There is no assurance that you'll sell as much.

The information set forth above reflects only a limited number of expenses associated with the ongoing operations of a Crooked Pint Ale House Restaurant. You will incur many other types of expenses in operating a Crooked Pint Ale House Restaurant, among them being: (1) royalty fee; (2) advertising fee; (3) occupancy costs (rent, common area maintenance, tax and insurance due to landlord); (4) debt service, interest, bank charges and other finance charges; (5) insurance; (6) professional fees (accounting, payroll & legal services); and (7) operating costs (kitchen supplies, utilities, repair and maintenance, small wares, licenses & permits, credit card & gift card fees, laundry, telephone, office supplies and janitorial services).

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Except as provided in this Item 19, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. 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 our CEO, Mr. Paul Dzubnar, 1342 Grand Avenue, St. Paul, Minnesota 55105 at (651) 203-3100, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20-OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
System-wide Outlet Summary for Years 2021 to 2023

Outlet Type	Year	Outlets at the Start Of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	13	14	+1
	2022	14	16	+2
	2023	14	15	+1
Company - Owned	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
Total Outlets	2021	13	14	+1
	2022	14	16	+2
	2023	14	15	+1