

THE DEVELOPMENT RELATIONSHIP		
PROVISION	SECTIONS IN DEVELOPMENT AGREEMENT	SUMMARY
w. Choice of law.	Section 14(a)	State of Florida laws apply (unless prohibited by laws of the state where the Franchise is located).

ITEM 18 PUBLIC FIGURES

We do not use any public figures 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 the Disclosure Document 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.

Definitions

- “Calendar year” means the period beginning on January 1, 2024 and ending on December 31, 2024.
- “Class Utilization Percentage” means the ratio of booked spots to total available spots in all scheduled classes at a given Studio during the Measurement Period, expressed as a percentage. This percentage is determined by dividing the total number of booked spots across all classes by the total number of available spots in those classes, then multiplying by 100. Class Utilization Percentage reflects customer demand and efficiency in capacity utilization across Qualified Studios.
- “Measurement Period” means the Calendar Year.
- “Non-Traditional Site” means any location that (i) is smaller than 1000 square feet; (ii) have fewer than 11 reformers; or (iii) is situated within or as part of a larger venue or facility and, as a result, is likely to draw the predominance of its customers from those persons who are using or attending events in the larger venue or facility (for example, “big box” gyms and/or fitness facilities, cruise ships, military bases, airports, sports facilities and stadiums, hotels, train stations and other transportation facilities, travel plazas, casinos, hospitals, theme parks, convention centers, colleges/universities, and other similar captive market locations).
- “Profit and Loss Statement – Trailing Twelve Months (TTM)” means the financial statement that presents the revenue, expenses, and net profit or loss of a given Studio over the Calendar Year’s twelve-month period ending on the last day of the Measurement Period. The TTM Profit and Loss Statement provides a rolling view of financial performance, capturing trends and seasonality across a full-year timeframe.
- “Profit and Loss Statement – Fiscal Year-to-Date (FYTD)” means the financial statement that presents the revenue, expenses, and net profit or loss of a given Studio from the beginning of the Calendar Year through the most recent completed fiscal month of the Measurement Period. The FYTD Profit and Loss Statement provides a snapshot of a Studio’s financial performance within the ongoing fiscal year, helping to assess interim profitability

and operational efficiency.

- “Qualified Studio” means a Studio that was owned and operated by us, an affiliate, or a franchisee for the entire Measurement Period (except for permitted temporary closures). Qualified Studios do not include Studios that operated at Non-Traditional Sites.
- “Weekly Number of Classes per Studio” means the average number of scheduled and conducted classes per week at a given Studio during the Measurement Period. This figure is calculated by dividing the total number of classes conducted at the Studio over the Measurement Period by the number of weeks in that period. This metric provides insight into the frequency and consistency of class offerings across Qualified Studios.

Data Set and Methodology

The data presented below is data we obtained from monthly profit and loss reports provided to us by three of our affiliates^[1] and three franchisees^[2] operating Qualified Studios; first in the aggregate (annual) basis across all six units; second on an individual twelve-month trailing basis. Data regarding Weekly Number of Classes and Class Utilization related to the P&Ls are also provided. In each case, the data used was the affiliates and franchisee’s data. We have not undertaken an independent investigation to verify the data that was reported by franchisees.

[Profit & Loss and Class Utilization charts on following several pages.]

^[1] Our affiliate operating at 110 Washington Avenue, Miami Beach, Florida is not a Qualified Studio.

^[2] The franchise operating at the Merrick Park, Coral Gables, Florida unit is not a Qualified Studio.

JETSET Pilates
Profit & Loss - By Entity
For the Fiscal Year Ending:
12/31/2024

\$552,638	Lowest Total Income (Gross Revenue)
\$1,358,060	Highest Total Income (Gross Revenue)
\$924,048	Average (Mean) Total Income (Gross Revenue)
\$856,138	Median Total Income (Gross Revenue)

Downtown Miami (Franchisee)	Brickell (Affiliate)	Sunset (Affiliate)	Edgewater (Affiliate)	Flagler Village (Franchisee)	West Boca (Franchisee)	Total
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Ordinary Income/Expense

Income						
Gift Card Sales	100.00	919.21	400.00	1,830.71	2,297.40	5,547.32
Instructor Training	5,850.00	9,000.00	0.00	0.00	3,925.00	18,775.00
Late & No Show Fees Charged	10,975.00	38,913.50	16,960.00	17,568.04	87,290.00	202,681.55
Membership Income	210,103.36	347,814.40	172,029.00	176,577.20	541,383.00	2,004,634.56
Package Income	100,260.81	327,599.20	375,327.70	182,386.10	466,313.00	1,935,886.16
Private Class Income	0.00	0.00	63,880.00	(120.00)	0.00	63,760.00
Retail Product Income	29,059.79	38,782.97	44,200.75	24,440.21	51,918.68	260,434.86
Third Party Platform Income	196,289.49	173,776.05	102,673.50	212,389.06	153,118.25	1,052,572.26
Total Income / Gross Revenue	552,638.45	936,805.33	775,470.95	615,071.32	1,306,245.33	5,544,291.71

Cost of Goods Sold

Cost of Service						
COS Payroll Taxes	0.00	4,073.24	4,124.42	2,561.04	0.00	10,758.70
Instructor Bonus (1099)	810.00	0.00	0.00	0.00	0.00	4,810.00
Instructor Pay (1099)	99,965.00	191,175.24	141,085.00	138,144.00	163,351.49	955,590.34
Private Instructor Pay (1099)	0.00	0.00	37,093.00	0.00	0.00	37,093.00
Studio Lead Bonus	0.00	83.00	0.00	0.00	0.00	6,083.00
Studio Lead Bonus (1099)	147.00	0.00	74.00	0.00	0.00	221.00
Studio Lead Pay (1099)	35,802.37	0.00	51,200.70	31,007.18	0.00	118,010.25
Studio Lead Wages	0.00	49,810.13	0.00	0.00	51,814.90	184,969.85
Total Cost of Service	136,724.37	245,141.61	233,577.12	171,712.22	215,166.39	1,317,536.14
Franchise Fees						
Adjustments	(1,100.33)	0.00	0.00	0.00	0.00	(1,100.33)
Brand and System Development	8,124.37	5,731.12	5,417.08	4,718.04	18,089.11	60,039.19
Franchise Technology	3,000.00	0.00	0.00	0.00	2,750.00	8,419.35
Instructor Training	5,850.00	731.25	731.25	731.25	0.00	8,043.75
Royalties	40,621.86	0.00	0.00	0.00	92,319.95	224,281.14
Total Franchise Fees	56,495.90	6,462.37	6,148.33	5,449.29	113,159.06	299,683.10
Merchant Chargebacks	1,924.04	1,331.03	858.78	970.31	496.17	5,580.33
Merchant Fees	13,673.82	28,937.93	27,088.16	15,332.62	43,594.76	141,943.98
Operational Supplies	4,448.79	2,408.18	912.25	1,723.37	2,585.61	31,467.57
Retail Products COGS	9,392.80	17,299.86	20,351.63	10,681.28	23,227.75	129,435.93
Uncollectibles	6,534.25	4,189.76	(375.79)	4,311.57	0.00	14,659.79
Total COGS	229,193.97	305,770.74	288,560.48	210,180.66	398,229.74	1,940,306.84

Gross Profit	323,444.48	631,034.59	486,910.47	404,890.66	908,015.59	849,689.08	3,603,984.87
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Expense

Facility Expenses							
Total Facility Expenses	98,640.17	65,701.13	110,144.53	88,675.41	131,160.91	165,839.59	660,161.74
General Operating Expenses							
Total General Operating Expenses	38,334.69	32,337.21	35,651.06	32,607.59	53,897.24	125,340.62	318,168.41
Marketing							
Total Marketing	21,071.21	8,464.66	9,621.84	8,163.30	16,003.85	65,888.12	129,212.98
Other Personnel Expense							
Total Other Personnel Expense	6,641.00	4,949.33	6,340.28	5,349.62	10,423.69	3,918.50	37,622.42
Personnel Expenses							
Total Personnel Expenses	90,422.21	63,209.82	57,173.82	52,800.91	95,914.36	63,616.83	423,137.95
Total Expense	255,109.28	174,662.15	218,931.53	187,596.83	307,400.05	424,603.66	1,568,303.50

Net Ordinary Income	68,335.20	456,372.44	267,978.94	217,293.83	600,615.54	425,085.42	2,035,681.37
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Other Income/Expense

Other Income							
Total Other Income	108.71	820.98	96.10	70.49	60.00	4,437.75	5,594.03
Other Expense							
Total Other Expense	70,141.63	83,791.16	56,727.40	30,365.93	3,887.80	95,932.36	340,846.28
Net Other Income	(70,032.92)	(82,970.18)	(56,631.30)	(30,295.44)	(3,827.80)	(91,494.61)	(335,252.25)
Net Income	(1,697.72)	373,402.26	211,347.64	186,998.39	596,787.74	333,590.81	1,700,429.12

JETSET Pilates
P&L - Trailing Twelve Months As of:
December 31, 2024

001 – Downtown Miami

	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Income													
Gift Card Sales	0	0	0	0	0	0	0	0	0	100	0	0	100
Instructor Training	0	0	0	0	0	1,950	0	975	0	1,950	0	975	5,850
Late & No Show Fees Charged	1,130	820	1,080	975	820	520	930	655	540	1,145	1,435	925	10,975
Membership Income	18,103	16,573	20,917	18,658	20,723	17,995	16,194	15,830	15,907	19,449	13,916	15,840	210,103
Package Income	7,785	4,423	11,448	7,347	4,726	7,748	11,290	7,057	7,524	10,316	11,490	9,106	100,261
Retail Product Income	1,924	2,346	3,249	2,904	2,375	1,930	2,172	2,363	2,736	2,058	2,489	2,514	29,060
Third Party Platform Income	7,428	11,869	14,334	14,990	16,083	13,955	15,905	17,585	16,779	21,909	23,320	22,132	196,289
Total Income	36,370	36,031	51,027	44,873	44,727	44,097	46,491	44,466	43,486	56,926	52,650	51,492	552,638
Cost of Goods Sold													
Cost of Service													
Instructor Bonus (1099)	0	0	0	0	0	0	0	0	0	210	290	310	810
Instructor Pay (1099)	6,121	6,978	7,954	8,699	8,711	7,863	8,001	8,494	8,259	9,732	9,278	9,875	99,965
Studio Lead Bonus (1099)	0	0	0	0	0	0	0	0	0	42	75	30	147
Studio Lead Pay (1099)	1,298	2,084	2,124	2,832	3,725	3,330	3,102	3,537	2,926	3,894	3,431	3,520	35,802
Total Cost of Service	7,419	9,062	10,078	11,531	12,436	11,193	11,103	12,031	11,185	13,878	13,074	13,735	136,724
Franchise Fees													
Adjustments	0	0	0	(306)	0	(795)	29	(29)	0	0	0	0	(1,100)
Brand and System Development	544	530	758	662	670	616	701	659	646	848	756	734	8,124
Franchise Technology	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Instructor Training	0	0	0	1,950	0	0	0	975	0	1,950	0	975	5,850
Royalties	2,718	2,650	3,790	3,311	3,352	3,079	3,504	3,295	3,230	4,242	3,780	3,671	40,622
Total Franchise Fees	3,512	3,430	4,798	5,867	4,273	3,150	4,483	5,150	4,126	7,291	4,786	5,631	56,496
Merchant Chargebacks	35	234	398	440	398	199	0	0	0	0	220	0	1,924
Merchant Fees	725	995	857	1,335	1,100	1,062	1,943	1,200	990	1,298	1,075	1,095	13,674
Operational Supplies	1,452	248	1,593	(120)	(173)	(674)	735	1,231	157	0	0	0	4,449
Retail Products COGS	637	926	303	1,092	881	697	827	23	1,094	827	1,013	1,073	9,393
Uncollectibles	188	645	501	740	66	1,100	(267)	533	417	363	(291)	2,540	6,534
Total COGS	13,968	15,540	18,527	20,885	18,980	16,726	18,825	20,167	17,970	23,657	19,876	24,074	229,194
Gross Profit	22,402	20,491	32,500	23,988	25,747	27,372	27,666	24,299	25,517	33,270	32,775	27,419	323,444
Gross Profit Margin	62%	57%	64%	53%	58%	62%	60%	55%	59%	58%	62%	53%	59%
Expense													
Facility Expenses													
Janitorial	800	800	400	1,200	600	1,570	0	0	0	0	0	0	5,370
Rent	7,510	7,103	7,923	7,923	7,923	7,735	7,735	7,735	7,735	7,735	7,735	7,735	92,530
Studio Repairs & Maintenance	252	0	0	0	0	0	0	0	0	0	489	0	741
Total Facility Expenses	8,562	7,903	8,323	9,123	8,523	9,305	7,735	7,735	7,735	7,735	8,224	7,735	98,640

JETSET Pilates
P&L - Trailing Twelve Months As of:
December 31, 2024

001 – Downtown Miami

	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
General Operating Expenses													
(Over)/Short	0	0	0	796	0	0	0	0	0	0	4	(57)	743
Bank Fees	50	0	0	25	40	25	0	0	0	0	0	0	140
Computer & Hardware	379	98	0	391	0	0	0	0	0	0	0	0	868
Dues & Subscriptions	12	12	161	12	12	12	14	14	14	14	14	14	305
General Liability Insurance	245	245	245	245	245	245	501	251	257	257	257	257	3,250
License & Permits	125	125	280	125	125	125	125	125	125	158	158	158	1,751
Meals	0	0	0	307	97	0	7	0	0	0	0	0	411
Office Expenses & Supplies	264	228	213	35	290	151	216	197	230	73	426	191	2,514
Parking & Tolls	200	200	200	200	200	200	200	200	200	200	0	401	2,400
Postage & Delivery	0	0	64	29	10	3	0	0	0	0	0	0	105
Professional Fees - 401k Plan	145	145	145	145	145	145	145	145	145	145	145	145	1,740
Professional Fees - Accounting	783	713	713	783	803	713	783	713	713	783	718	818	9,030
Software & Apps	1,319	644	1,150	1,184	1,117	1,213	1,238	1,073	1,073	1,263	1,073	1,254	13,599
Travel	0	0	0	0	0	0	0	0	0	0	1,480	0	1,480
Total General Operating Expenses	3,521	2,408	3,170	4,276	3,084	2,831	3,227	2,716	2,755	2,892	4,274	3,180	38,335
Marketing													
Digital Marketing	1,565	1,706	1,938	2,078	1,994	2,038	1,499	1,514	1,521	1,645	1,003	986	19,487
Local Marketing	368	0	0	0	6	124	0	0	0	0	561	0	1,060
MB Marketplace Marketing	0	0	0	0	0	0	0	0	0	215	142	167	524
Total Marketing	1,933	1,706	1,938	2,078	2,000	2,162	1,499	1,514	1,521	1,860	1,706	1,153	21,071
Other Personnel Expense													
Employee Benefits & Appreciation	11	0	0	0	609	0	0	0	0	0	0	0	620
Payroll Processing Fees	497	296	310	313	328	381	378	395	395	368	545	893	5,098
Workers Compensation	70	70	70	70	70	70	70	88	88	88	85	88	923
Total Other Personnel Expense	578	366	379	382	1,006	451	447	483	483	455	630	980	6,641
Personnel Expenses													
Management Bonus	884	602	1,970	1,830	1,828	1,478	1,792	1,571	1,600	2,093	1,818	1,858	19,323
Management Wages	4,435	4,363	4,331	4,542	4,331	4,331	4,331	4,331	4,331	4,421	4,331	4,331	52,412
Owner Wages	2,000	2,000	2,000	2,000	1,100	300	400	400	400	400	400	400	11,800
Payroll Taxes	785	599	701	640	555	467	499	482	484	529	501	643	6,887
Total Personnel Expenses	8,104	7,564	9,003	9,012	7,815	6,577	7,022	6,784	6,815	7,443	7,050	7,233	90,422
Total Expense	22,698	19,947	22,814	24,872	22,428	21,326	19,931	19,232	19,310	20,385	21,885	20,281	255,109
Net Ordinary Income	(296)	543	9,686	(884)	3,320	6,046	7,735	5,067	6,207	12,885	10,890	7,137	68,335
Net Ordinary Income Margin	-1%	2%	19%	-2%	7%	14%	17%	11%	14%	23%	21%	14%	12%
Other Income/Expense													
Other Income													
Other Miscellaneous Income	0	0	0	0	0	0	0	65	0	0	0	0	65
Sales Tax Discount	5	0	0	13	0	0	13	0	0	13	0	0	44

JETSET Pilates
P&L - Trailing Twelve Months As of:
December 31, 2024

001 – Downtown Miami

	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Total Other Income	5	0	0	13	0	0	13	65	0	13	0	0	109
Other Expense													
Amortization	1,253	1,253	1,253	1,253	1,253	1,296	1,296	1,296	1,296	1,296	1,296	1,296	15,337
Depreciation	1,731	1,700	1,785	1,785	1,785	1,785	1,785	1,785	1,785	1,785	1,785	1,785	21,278
Interest Expense	2,714	2,683	2,651	2,618	2,586	2,553	2,521	2,487	2,454	2,420	2,387	2,685	30,760
Inventory Gain/Loss	0	0	0	0	0	0	0	0	0	1,311	(252)	457	1,516
Miscellaneous	0	0	0	1,069	0	0	0	0	0	0	0	0	1,069
Taxes	56	0	0	84	0	0	43	0	0	0	0	0	183
Total Other Expense	5,753	5,635	5,688	6,808	5,623	5,635	5,645	5,568	5,535	6,812	5,216	6,223	70,142
Net Other Income	(5,748)	(5,635)	(5,688)	(6,795)	(5,623)	(5,635)	(5,632)	(5,503)	(5,535)	(6,799)	(5,216)	(6,223)	(70,033)
Net Income	(6,044)	(5,092)	3,998	(7,679)	(2,304)	411	2,103	(436)	672	6,085	5,674	914	(1,698)

JETSET Pilates
P&L - Trailing Twelve Months As of:
December 31, 2024

003 - Brickell

	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Income													
Gift Card Sales	0	0	0	0	0	95	0	0	0	0	0	824	919
Instructor Training	0	0	0	0	0	9,000	0	0	0	0	0	0	9,000
Late & No Show Fees Charged	2,380	2,180	2,270	2,695	2,635	2,740	3,225	7,055	2,620	2,565	4,200	4,350	38,914
Membership Income	30,305	26,097	27,860	31,106	30,454	27,271	20,640	23,001	30,327	32,587	35,419	32,748	347,814
Package Income	42,478	23,407	25,308	29,496	24,068	32,979	37,492	22,716	19,316	22,583	22,713	25,043	327,599
Retail Product Income	2,611	2,927	3,097	3,372	3,053	3,175	3,492	3,604	3,599	2,975	3,109	3,770	38,783
Third Party Platform Income	15,009	9,157	11,154	13,382	17,224	16,399	16,908	18,787	18,385	13,517	12,717	11,137	173,776
Total Income	92,783	63,768	69,689	80,050	77,434	91,659	81,757	75,162	74,247	74,227	78,158	77,872	936,805
Cost of Goods Sold													
Cost of Service													
COS Payroll Taxes	262	253	287	318	297	301	316	331	379	464	419	448	4,073
Instructor Pay (1099)	17,937	17,004	16,249	16,130	15,472	14,230	15,434	15,220	15,490	17,128	15,998	14,884	191,175
Studio Lead Bonus (1099)	0	0	0	0	0	0	0	0	0	0	0	83	83
Studio Lead Wages	3,177	3,026	3,437	3,807	3,551	3,601	3,785	3,958	4,647	5,973	5,395	5,454	49,810
Total Cost of Service	21,376	20,282	19,973	20,254	19,320	18,131	19,535	19,509	20,516	23,565	21,812	20,869	245,142
Franchise Fees													
Brand and System Development	1,386	951	1,028	1,195	1,171	0	0	0	0	0	0	0	5,731
Instructor Training	0	0	244	488	0	0	0	0	0	0	0	0	731
Total Franchise Fees	1,386	951	1,271	1,683	1,171	0	0	0	0	0	0	0	6,462
Merchant Chargebacks	0	0	34	68	199	38	59	674	0	0	0	259	1,331
Merchant Fees	2,068	2,521	1,924	2,016	2,278	2,012	2,667	3,849	2,324	2,429	2,137	2,713	28,938
Operational Supplies	2,668	337	(2,363)	87	392	463	1,093	(106)	(163)	0	0	0	2,408
Retail Products COGS	939	1,018	1,066	1,377	1,575	1,451	1,745	1,783	1,816	1,316	1,506	1,709	17,300
Uncollectibles	458	303	1,184	398	(646)	1,030	541	(336)	19	(173)	330	1,083	4,190
Total COGS	28,895	25,412	23,090	25,882	24,288	23,126	25,639	25,373	24,512	27,136	25,785	26,632	305,771
Gross Profit	63,889	38,356	46,600	54,167	53,146	68,533	56,118	49,789	49,735	47,091	52,372	51,240	631,035
Gross Profit Margin	69%	60%	67%	68%	69%	75%	69%	66%	67%	63%	67%	66%	67%
Expense													
Facility Expenses													
Rent	5,097	5,097	5,097	5,097	5,091	5,249	5,249	5,249	5,249	5,249	5,249	5,249	62,221
Studio Repairs & Maintenance	1,400	0	160	358	90	0	95	0	0	0	190	610	2,903
Utilities	47	44	44	47	48	60	54	49	53	48	43	40	578
Total Facility Expenses	6,544	5,141	5,300	5,502	5,228	5,309	5,398	5,298	5,302	5,297	5,482	5,899	65,701
General Operating Expenses													
(Over)/Short	0	0	0	0	(0)	0	(0)	(0)	(0)	0	0	(748)	(748)
Bank Fees	1	1	4	0	0	0	24	0	0	(5)	5	0	30

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003 - Brickell

	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Computer & Hardware	23	0	0	279	0	119	0	0	421	759	89	0	1,689
Dues & Subscriptions	216	58	303	84	157	57	58	210	192	(1,881)	46	148	(352)
Equipment Maintenance	0	0	0	946	0	0	512	0	93	0	97	0	1,648
General Liability Insurance	0	0	0	99	99	99	99	99	99	99	99	99	893
License & Permits	468	75	75	75	75	75	529	368	54	203	282	103	2,383
Meals	0	0	0	0	0	0	0	0	0	0	0	184	184
Office Expenses & Supplies	328	255	579	854	341	857	399	425	613	253	513	660	6,076
Phone & Internet	97	97	97	130	97	97	97	97	97	97	97	97	1,191
Professional Fees - Accounting	723	732	1,111	742	874	732	732	732	732	732	737	737	9,320
Professional Fees - Legal	0	0	0	1,875	0	0	0	0	0	0	0	0	1,875
Software & Apps	624	623	695	683	696	871	873	668	702	704	381	632	8,149
Total General Operating Expenses	2,478	1,842	2,863	5,767	2,339	2,906	3,322	2,598	3,002	962	2,346	1,912	32,337
Marketing													
Digital Marketing	638	673	645	730	696	759	700	713	704	507	633	627	8,026
MB Marketplace Marketing	0	0	0	0	0	0	0	0	0	109	131	199	439
Total Marketing	638	673	645	730	696	759	700	713	704	616	764	825	8,465
Other Personnel Expense													
Employee Benefits & Appreciation	0	0	0	0	0	0	0	0	187	187	153	0	527
Payroll Processing Fees	380	661	409	344	354	337	338	337	333	326	105	352	4,275
Uniforms	0	0	0	0	21	51	0	0	0	0	0	0	72
Total Other Personnel Expense	380	661	409	344	375	387	338	337	520	513	258	352	4,873
Personnel Expenses													
Janitorial Pay (1099)	1,480	815	740	1,000	890	860	1,025	970	900	1,045	980	1,045	11,750
Lead Instructor Pay (1099)	0	0	798	1,707	1,860	1,596	1,726	1,659	1,180	1,245	931	920	13,620
Management Bonus (1099)	0	0	0	0	0	0	0	0	0	0	0	2,500	2,500
Management Pay (1099)	2,039	3,399	2,267	2,138	2,138	2,262	2,138	2,138	2,138	2,138	2,138	2,138	27,067
Marketing Pay (1099)	0	0	0	100	200	200	200	200	600	0	350	150	2,000
Ops Assistant Pay (1099)	478	250	773	674	765	673	637	648	325	0	0	0	5,223
Owner Wages	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	45,000
Payroll Taxes	310	287	287	287	287	287	287	287	287	287	287	300	3,479
Total Personnel Expenses	8,057	8,501	8,614	9,655	9,889	9,628	9,762	9,651	9,179	8,464	8,435	10,802	110,638
Total Expense	18,097	16,817	17,831	21,996	18,527	18,990	19,521	18,597	18,708	15,853	17,285	19,791	222,014
Net Ordinary Income	45,792	21,538	28,769	32,171	34,619	49,543	36,597	31,192	31,027	31,237	35,087	31,449	409,021
Net Ordinary Income Margin	49%	34%	41%	40%	45%	54%	45%	41%	42%	42%	45%	40%	44%
Other Income/Expense													
Other Income													
Other Miscellaneous Income	0	0	0	0	0	490	0	148	0	0	91	28	756
Sales Tax Discount	4	5	5	5	2	9	6	5	6	6	5	5	65
Total Other Income	4	5	5	5	2	499	6	153	6	6	96	33	821

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	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Other Expense													
Depreciation	431	474	474	474	519	519	519	519	519	519	561	606	6,132
Inventory Gain/Loss	0	0	0	0	0	0	0	0	0	431	(359)	(1,399)	(1,326)
Officer Expenses	292	413	281	603	551	516	400	581	272	430	476	692	5,508
Tax Adj. Deferred Revenue	0	0	0	0	0	0	0	0	0	0	0	24,999	24,999
Total Other Expense	724	887	755	1,077	1,069	1,035	919	1,100	791	1,380	679	24,898	35,312
Net Other Income	(720)	(882)	(750)	(1,072)	(1,067)	(536)	(913)	(947)	(784)	(1,374)	(582)	(24,865)	(34,491)
Net Income	45,072	20,656	28,019	31,099	33,552	49,007	35,684	30,245	30,243	29,864	34,505	6,584	374,530

JETSET Pilates
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December 31, 2024

006 - Sunset

Jan 2024 Feb 2024 Mar 2024 Apr 2024 May 2024 Jun 2024 Jul 2024 Aug 2024 Sep 2024 Oct 2024 Nov 2024 Dec 2024 Total

Income

Gift Card Sales	0	0	0	0	0	0	400	0	0	0	0	0	400
Late & No Show Fees Charged	1,705	1,350	1,790	1,390	2,190	1,410	1,035	815	1,505	1,280	1,125	1,365	16,960
Membership Income	22,019	26,995	19,532	17,143	17,701	12,882	9,161	7,069	10,206	9,858	10,056	9,407	172,029
Package Income	39,291	26,163	28,460	35,536	28,280	32,950	30,956	22,200	25,723	29,375	39,865	36,529	375,328
Private Class Income	0	0	6,310	6,290	7,410	3,200	3,370	1,750	10,660	10,380	5,130	9,380	63,880
Retail Product Income	3,501	3,663	4,285	3,407	3,869	2,719	2,600	3,434	3,508	4,366	3,899	4,951	44,201
Third Party Platform Income	7,592	6,839	7,652	8,606	10,693	8,708	6,659	8,522	8,576	10,531	10,061	8,234	102,674
Total Income	74,109	65,010	68,028	72,372	70,143	61,869	54,181	43,790	60,178	65,789	70,137	69,865	775,471

Cost of Goods Sold

Cost of Service

COS Payroll Taxes	304	299	310	305	331	279	305	398	399	469	455	270	4,124
Instructor Pay (1099)	15,789	13,087	10,733	11,051	11,313	11,243	9,224	10,494	11,940	13,685	12,017	11,347	141,921
Private Instructor Pay (1099)	0	1,694	3,153	4,196	4,013	2,309	2,864	1,355	3,998	4,303	5,070	4,138	37,093
Studio Lead Bonus (1099)	0	50	0	0	0	0	0	0	0	0	0	24	74
Studio Lead Pay (1099)	3,639	3,549	3,738	3,658	3,959	3,340	3,673	4,256	4,677	5,775	5,636	5,301	51,201
Total Cost of Service	19,732	18,679	17,935	19,210	19,616	17,171	16,065	16,503	21,014	24,231	23,177	21,080	234,413

Franchise Fees

Brand and System Development	1,273	983	1,014	1,091	1,057	0	0	0	0	0	0	0	5,417
Instructor Training	0	0	244	488	0	0	0	0	0	0	0	0	731
Total Franchise Fees	1,273	983	1,258	1,578	1,057	0	0	0	0	0	0	0	6,148
Merchant Chargebacks	148	0	59	199	275	40	38	99	0	0	0	0	859
Merchant Fees	2,498	2,411	2,158	2,384	2,415	2,146	1,998	2,572	1,973	2,046	1,945	2,543	27,088
Operational Supplies	(1,105)	22	7	(3)	385	(537)	561	1,378	204	0	0	0	912
Retail Products COGS	1,162	1,308	1,557	1,575	1,953	1,451	1,373	1,827	1,763	2,077	1,756	2,551	20,352
Uncollectibles	(184)	(545)	471	(361)	(325)	(4)	(106)	364	44	230	235	(195)	(376)
Total COGS	23,523	22,857	23,445	24,582	25,376	20,267	19,928	22,743	24,999	28,585	27,114	25,978	289,396

Gross Profit	50,585	42,153	44,584	47,790	44,767	41,601	34,253	21,047	35,180	37,205	43,023	43,887	486,074
Gross Profit Margin	68%	65%	66%	66%	64%	67%	63%	48%	58%	57%	61%	63%	63%

Expense

Facility Expenses

Property Taxes	0	0	0	0	0	0	0	0	0	0	3,348	0	3,348
Rent	7,956	7,956	7,956	7,956	7,956	7,956	8,104	8,104	8,104	8,104	8,104	8,104	96,363
Security	64	0	128	64	64	64	64	64	64	64	64	64	770
Studio Repairs & Maintenance	1,400	676	390	240	895	0	207	952	695	450	3,064	695	9,664
Total Facility Expenses	9,421	8,632	8,475	8,261	8,916	8,021	8,375	9,120	8,863	8,618	14,580	8,863	110,145

General Operating Expenses