

	Provision	Article in Franchise Agreement	Summary
			United States District Court for the District of Delaware. You consent to the personal jurisdiction and venue of any court of general jurisdiction in New Castle County, Delaware, and the United States District Court for the District of Delaware (subject to state law).
w.	Choice of law	Section XIX (G)	The franchise agreement is governed by the laws of the State of Delaware (subject to state law).

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 this Item 19 may only be given 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.

This Item 19 includes a historic financial performance representation about the franchise system's existing outlets. At the end of 2024, we had five (5) franchised locations. There were no company-owned or affiliated locations. The information presented below is the average invoice achieved by three (3) franchised locations that were operated on a full-time basis over the 2024 calendar year. We excluded two (2) franchised locations that performed only a single job over the 2024 calendar year and did not operate on a full-time basis.

Mesa, AZ:

- Minimum: \$16.00
- Maximum: \$8,766.95
- Average (Mean): \$988.77
- Median: \$538.10

St. George, UT:

- Minimum: \$16.00
- Maximum: \$8,944.45
- Average (Mean): \$1,012.92
- Median: \$509.15

Salt Lake City, UT:

- Minimum: \$31.44
- Maximum: \$4,590.90

- Average (Mean): \$329.74
- Median: \$235.00

Note: This Item 19 provides gross sales, and does not deduct sales tax, discounts, allowances and returns.

We have not audited or independently verified this data. The data was provided to us by franchisees from their own independently maintained records.

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

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

Other than the preceding financial performance representation, Worried Bird 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 our CEO Kevin Longe 19500 Victor Parkway Suite 400 Livonia, MI 48152 kevin@phoenixfranchisebrands.com, 734-237-9730, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20 **OUTLETS AND FRANCHISEE INFORMATION**

Table 1
System-Wide Outlet Summary
For Fiscal Years 2022, 2023, and 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	0	6	+6
	2023	6	6	0
	2024	6	5	-1
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets*	2022	0	6	+6
	2023	6	6	0
	2024	6	5	-1