

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.

The Table below presents certain historical revenue and related operating results for of all Restaurant Brokerage Businesses that were open and in operation for all of Fiscal Year 2024. As of December 31, 2024, we had a total of 53 franchised Restaurant Brokerage Businesses, 43 of which were open and operating for the full 12 months of fiscal year 2024. Of these 43 Restaurant Brokerage Businesses, all are owned and operated by 29 Franchisees who own and operate a total of 43 outlets. We have excluded the results of 11 outlets who were either new to the system or terminated and did not operate for the full fiscal year. We are reflecting the results of 43 outlets, operated by 29 franchisees, 100% of all franchisees and territories in operation for an entire calendar year.

The following is the financial performance of the 30 reporting franchisees:

Table 1 Gross Revenue By Franchisee - Calendar Year 2024

Gross Revenues Average	Gross Revenues Median	Transactions	Average Gross Commission per Transaction	Median Gross Commission Per Transaction
\$263,253	\$136,413	9	\$28,918	\$21,750

Of Gross Revenues, the highest was \$1,770,096 and the lowest was \$2,000. Of the representative group, 27% attained or surpassed the average Gross Revenues figure.

The following is the financial performance of the 43 reporting territories:

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Table 2 Gross Revenue By Territory - Calendar Year 2024

Gross Revenues Average	Gross Revenues Median	Transactions	Average Gross Commission per Transaction	Median Gross Commission Per Transaction
\$175,633	\$107,712	6	\$28,622	\$24,348

Of Gross Revenues, the highest was \$543,327 and the lowest was \$2,000. Of the representative group, 41% attained or surpassed the average Gross Revenues figure.

As used herein, “**Gross Revenues**” means the total of all commissions, monthly fees, transaction fees, valuation fees, consulting fees, professional witness fees, leasing fees, and other fees received by the Franchisee (prior to any payments made to Agents) from all sources (including but not limited to referral fees and finder’s fees received from brokers or agents in other brokerage companies) which is derived from the sale, lease, transfer or other disposition (including like-kind exchanges, barter exchanges, or other exchanges of property not involving money) of Restaurants, including any note, obligation, lien or other consideration given to Franchisee in lieu of a commission and insurance claims for lost profits if a claim is paid by the insurer, less commissions and referral fees paid to cooperating or referring brokers in other brokerage companies. Gross Revenues do not include the amount of any tax imposed by any federal, state, municipal or other governmental authority directly on sales and collected from customers, provided that the amount of any tax is shown separately and in fact paid by the Franchisee to the appropriate governmental authority.

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

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

Other than the financial performance representations set forth above, 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 Eric Gagnon at 6 Meridian Home Lane, Suite 101, Palm Coast, Florida 32137 and (404) 800-6700, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

System-wide Outlet Summary
For Years 2022 to 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	22	32	+10
	2023	32	44	+12
	2024	44	54	+10
Company-Owned	2022	3	3	0
	2023	3	3	0
	2024	3	3	0
Total Outlets	2022	25	35	+10
	2023	35	47	+12
	2024	47	57	10

Transfers of Outlets from Franchisee to New Owners
For Years 2022 to 2024

State	Year	Number of Transfers
None	2022	0
	2023	0
	2024	3
Totals	2022	0
	2023	0
	2024	3

Status of Franchised Outlets
(Other than the Franchisor) For Years 2022 to 2024

State	Year	Outlets at Start of the Year	Outlets Opened	Terminations	Non-Renewals	Reacquired By Franchisor	Ceased Operations Other Reasons	Outlets at End of Year
Alabama	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1
	2024	1	0	0	0	0	0	1
Arizona	2022	0	2	0	0	0	0	2
	2023	2	1	0	0	0	0	3
	2024	3	1	0	0	0	0	4
Colorado	2022	4	0	0	0	0	0	4
	2023	4	0	0	3	0	0	1
	2024	1	0	0	0	0	0	0
Florida	2022	6	3	0	0	0	0	9
	2023	9	9	0	0	0	0	17
	2024	17	2	0	0	0	0	19