

Type of Fee <sup>1</sup>	Amount	Due Date	Remarks
Interest)	Park yet to be developed		an approved third-party.
Administrative Fee (Convenience of Operation or Non-Controlling Interest)	\$3,500 but only if 20% or less of the total outstanding units or assets in the Franchised Business are being transferred to an approved Owner and limited to one time per rolling twelve-month period. Otherwise, such transfers are subject to the Transfer Fee governing Controlling Interest.	Upon demand	Payable only if you transfer your rights under this agreement to a business entity under your common control.
Liquidated Damages	The lesser of i) \$100,000 and ii) the median Gross Sales of the type of park you intend to develop (either 2.0 Park or 2.5 Park), as disclosed in Item 19 of the franchise disclosure document of the year the Development Agreement was executed, multiplied by 7%, multiplied by three, multiplied by the number of units undeveloped under the Development Agreement.	Upon Demand	Payable only if you default and we terminate your Development Agreement.

Notes:

Note 1. Unless otherwise noted, all fees in this Item 6 are uniformly imposed and are non-refundable.

Note 2. **Gross Sales** means the dollar aggregate of: (1) the sales price of all products, services, membership fees, merchandise and other items sold, and the charges for all services you perform, whether made for cash, on credit or otherwise, without reserve or deduction for inability or failure to collect, including sales and services (A) originating at the Franchised Business premises even if delivery or performance is made offsite from the Franchised Business premises, (B) placed by mail, facsimile, telephone, the internet and similar means if received or filled at or from the Franchised Business premises, and (C) that you in the normal and customary course of your operations would credit or attribute to the operation of the Franchised Business; and (2) all monies, trade value or other things of value that you receive from Franchised Business operations at, in, or from the Franchised Business premises that are not expressly excluded from Gross Sales, including but not limited to the redemption of approved gift cards/certificates, stored value cards, and loyalty program benefits (the initial sales or reloading of gift cards shall not be included in the calculation of Gross Sales) pursuant to the Customer Card Programs. Gross Sales does not include: (1) the exchange of merchandise between Franchised Businesses (if you operate multiple franchises) if the exchanges are made solely for the convenient operation of your business and not for the purpose of depriving us of the benefit of a sale that otherwise would have been made at, in, on or from the Franchised Business premises; (2) returns to shippers, vendors, or manufacturers; (3) sales of

fixtures or furniture after being used in the conduct of the Franchised Business; (4) the sale of gift certificates and stored value cards (the redemption value will be included in Gross Sales at the time of redemption); (5) insurance proceeds; (6) sales to employees at a discount (provided such discounts will not exceed 1.5% of Gross Sales during any reporting period); (7) cash or credit refunds for transactions included within Gross Sales (limited, however, to the selling price of merchandise returned by the purchaser and accepted by you); (8) the amount of any city, county, state or federal sales, luxury or excise tax on such sales that is both (A) added to the selling price or absorbed therein and (B) paid to the taxing authority; (9) tips and gratuities; (10) Gross Sales earned through an Affiliated Brand franchise operated at the Franchised Business premises, so long as such Gross Sales constitute gross sales (or equivalent) subject to a royalty fee and other fees under such Affiliated Brand's franchise agreement; and (11) rent or other consideration paid by an Affiliated Brand franchise for occupying the Franchised Business' premises. A purchase returned to the Franchised Business may not be deducted from Gross Sales unless the purchase was previously included in Gross Sales.

Note 3. If we approve your Franchised Business to engage in certain pre-opening sales, including advanced ticket sales, membership sales and Urban Air Adventure Parks merchandise sales, you will pay us a Royalty Fee, Membership Program Fee, NAF Contribution and other fees required under the Franchise Agreement consistent with the terms and conditions of the Franchise Agreement on all such pre-opening sales. Upon 30 days' notice to you, we may implement, and thereafter will administer and control the NAF. We can require your NAF Contribution to be up to 5% of Gross Sales.

Note 4. The Local Marketing Expenditure combined with the NAF Contribution and any Advertising Cooperative contribution described below will not exceed 6% of Gross Sales (as allocated by us between the Local Marketing Expenditure, Advertising Cooperative contribution and the NAF Contribution) during any 12-month period. If established, the NAF will contribute up to 15% of its monthly balance to a separate fund (the "Unleashed Fund") utilized for marketing all the Affiliated Brands, including Urban Air Adventure Park. See Item 11 for details on the Unleashed Fund.

Note 5. We reserve the right to identify a Designated Supplier of local and regional marketing services and establish a system-wide supply contract for local and regional marketing services. Under these circumstances, we may collect all or a portion of the Local Marketing Expenditure and apply it to fees payable to the Designated Supplier for those marketing services. If the full amount of the Local Marketing Expenditure is applied to fees due under a system-wide supply contract, you may, but are not required to, conduct additional or supplemental marketing activities as permitted under the Franchise Agreement. If we collect less than the full amount of the Local Marketing Expenditure, you must spend the remaining Local Marketing Expenditure on marketing activities in your Protected Area as permitted under the Franchise Agreement. Currently, the Local Marketing Expenditure is 6% of Gross Sales, of which 4% is collected by us and then provided to our Designated Supplier for use in local and regional marketing, promotional, and advertising campaigns for your Adventure Park, and the remaining 2% is allocated to advertising and marketing that you purchase directly from approved sources, subject to the guidelines described in the Manual.

Note 6. Currently, there is no established Urban Air advertising cooperative ("Advertising Cooperative"). If we establish an Advertising Cooperative, we may require that you participate in an approved local or regional Advertising Cooperative with certain other franchisees and sign our then-current form of cooperative advertising agreement. If an Advertising Cooperative is established, it will operate by majority vote, with each Adventure Park (whether franchised or affiliate-owned or managed) entitled to one vote. We also will have the right to cast one vote with respect to each Advertising Cooperative. The majority vote will determine the level of contributions. The amounts you contribute will be credited against the Local Marketing Expenditure. We do not currently expect that company-owned or affiliate-owned Adventure Parks will have majority voting power in any Advertising Cooperative, but if they do, the required contribution by any member of the Advertising Cooperative will not exceed \$50,000 per year absent the consent of a majority (i.e., 51%) of the franchisees in the Advertising Cooperative.

Note 7. We do not currently charge for our initial training program for your Designated Manager (defined in Item 15) and other management personnel. Your request for additional participants at the initial training program or additional training past the initial training program may be subject to our then-current training fee per person. If we provide remedial training to you or your management personnel upon your request or as we determine necessary, you will pay us our then-current fee for such remedial training and reimburse us for our out-of-pocket costs in providing such training, including travel, accommodations, and meals.

Note 8. You are required to pay us for all losses and expenses incurred by us in connection with any third-party claim for which you are required to indemnify us under the Franchise Agreement.

Note 9. If at the time your Franchise Agreement is terminated, you have been operating your Adventure Park for less than 12 months, the amount of liquidated damages will be based upon the system-wide Royalty Fee average for the month in which termination occurs.

Note 10. We operate a national call center for the benefit of the Urban Air Adventure Park system that performs various functions, including general customer support and promotion, booking and upselling related to events held at Adventure Parks (e.g., birthday parties, corporate events). We apply a portion of the call center fee to pay directly approved suppliers of certain services provided to your Adventure Park, including the fee charged by the call center telephone provider, your license for Salesforce Community Cloud CRM (e.g. event lead generation and management, donation requests and routing customer service inquiries) or such other provider of event lead generation and management that we may select and your license for Contact Center Solutions or such other provider of customer service software that we may select. In addition, we will assess a commission for booking parties and events at your Adventure Park. Currently, with respect to each birthday party, the commission is \$5 and an additional \$5 commission per each \$50 upsell related to the party, with upsell commissions not to exceed \$10 per birthday party, and, with respect to corporate and special events, if the call center books the event, the commission is 5% of the Gross Sales for the event. We may amend commissions periodically.

Note 11. We administer a multi-tier membership program for Urban Air Adventure Park guests (“Membership Program”). You must participate in the Membership Program. In connection with the offer and sale of memberships for the Membership Program at your Franchised Business, you must comply with the Standards for the Membership Program, including Membership Program tiers, pricing and other terms and conditions we may establish periodically. We or our Designated Supplier will administer the Membership Program, and we reserve the right to modify the structure of such Membership Program and benefits of membership at any time upon notice to you. In connection with the sale of each membership, the customer must enter into a membership agreement in the form required by us and pay the applicable Membership Program dues. We will collect all such dues and disburse them to you, less the NAF Contribution and Membership Program Fee.

We and our affiliates have the right, through the point-of-sale or other technology system components, or otherwise, to independent and unrestricted access to lists of the Franchised Business’s members and prospects, including names, addresses and other related information (“Member Information”). We and our affiliates may use Member Information in our and their business activities, but, during the term of the Franchise Agreement, we and our affiliates will not use the Member Information that we or they learn from you or from accessing the point-of-sale or other technology system components to compete directly with the Franchised Business. Upon termination of the Franchise Agreement, we and our affiliates reserve the right to make any and all disclosures to the members of your Adventure Park and use the Member Information in any manner that we or they deem necessary or appropriate.

Note 12. We require that franchisees utilize the payment processor that we designate for processing credit card payments by Adventure Park customers. You will be charged each month a payment card processing fee by us, which represents your pro rata share of the system-wide fee assessed by our designated payment card processor based upon the volume of payments by credit card received at your Adventure Park.

Note 13. If you participate in our corporate seeded development program (“Corporate-Seeded Development Program”), you will purchase an Urban Air Adventure Park that is under development and not open (“CDP Park”). The goal of the Corporate-Seeded Development Program is to assist franchisees to open an Adventure Park more quickly. We will disclose to you the total project cost for such CDP Park at the time of the sale, engage in an equipment purchase agreement or equivalent to transfer the CDP Park or its assets for operation of the CDP Park, and work with the landlord to transfer the lease from us or our affiliate to you. In addition to the sales price of the CDP Park, which will vary, you shall pay a “Project Management Fee” that consists of a one-time payment that is 3% of the total project cost, plus an ongoing fee of 3% of Gross Sales for the period of time that the CDP Park’s landlord requires us or our affiliate to guarantee the CDP Park’s lease in the lease transfer (in some instances, but not all, up to three years). To participate in the Corporate-Seeded Development Program you shall tender to us upon execution of the applicable agreement, the Project Management Fee, the initial franchise fee for the applicable franchise agreement, and a non-refundable earnest money deposit of no less than \$250,000. This ongoing fee is in addition to the Royalty Fee, NAF Contribution, and any other fee you are required to pay us under the Franchise Agreement.

Note 14. Total project costs shall include but are not limited to the following: attorney fees to review lease, costs related to permits and zoning (and any required variances), engineering and architectural plans, construction costs, attraction costs and deposits, fixtures, furnishings, and equipment costs, audio and visual equipment and installation costs, food, merchandise, and all other expenses similar to those identified in Item 7. Such costs will vary by Adventure Park, which we will disclose to you before the purchase.

**ITEM 7**  
**ESTIMATED INITIAL INVESTMENT**  
**YOUR ESTIMATED INITIAL INVESTMENT**

**TABLE 1 - 2.0 Park**

Type of Expenditure	Amount	Method of Payment	When Due	To Whom Payment is Made
Initial Franchise Fee <sup>2</sup>	\$100,000 to \$100,000	Lump sum	When Franchise Agreement is signed	Us
Security Deposits for commercial lease <sup>3,22</sup>	\$25,000 to \$70,000	As incurred	Typically, upon execution of the commercial lease	Landlord
Other Security Deposits	\$2,500 to \$10,000	As incurred	As incurred	Utility or equipment providers
Business License/Government Approval <sup>4</sup>	\$300 to \$25,000	As incurred	As incurred	Licensing Authorities
Leasehold Improvements <sup>5</sup>	\$1,057,269 to \$2,695,469	As arranged	As required	Contractors and third-party suppliers

Type of Expenditure	Amount	Method of Payment	When Due	To Whom Payment is Made
Audio-Visual (equipment and installation) <sup>6</sup>	\$147,142 to \$305,342	As arranged	As required	Contractors and third-party suppliers
Architectural Plans <sup>7</sup>	\$80,000 to \$128,000	As arranged	As required	Approved Architect
Café equipment and Café furniture <sup>8</sup>	\$120,000 to \$205,000	As arranged	As incurred	Contractors and third-party suppliers
Smallwares	\$10,000 to \$15,000	As arranged	As incurred	Contractors and third-party suppliers or our affiliate
Exterior Signage <sup>9</sup>	\$12,500 to \$50,000	As arranged	As incurred	Approved suppliers or our affiliate
Interior Signage <sup>10</sup>	\$10,000 to \$25,000	As arranged	As incurred	Approved Suppliers
Furniture, Fixtures, and Equipment <sup>11</sup>	\$60,000 to \$69,000	As arranged	As incurred	Approved suppliers
Point-of-sale and Computer Systems <sup>12</sup>	\$7,558 to \$7,558	As arranged	As incurred	Approved suppliers or our affiliate
Base Attraction Equipment 2.0 Package <sup>13</sup>	\$1,193,640 to \$1,618,650	As arranged	As incurred	UA Attractions
Professional Fees <sup>15</sup>	\$4,000 to \$10,000	As arranged	As incurred	Your accountant, attorney, and other professionals
Travel and Related Expenses for Training	\$1,500 to \$7,500	As arranged	As incurred	Third-Party
Initial Inventory (Merchandise) <sup>16</sup>	\$12,000 to \$18,000	As arranged	As incurred	Approved suppliers and/or our Affiliate
Initial Inventory (Food) <sup>16</sup>	\$15,000 to \$22,200	As arranged	As incurred	Approved suppliers
Pre-opening Wages <sup>17</sup>	\$15,000 to \$35,000	As arranged	Per your designated pay schedule	Your employees
Insurance <sup>18</sup>	\$71,750 to \$71,750	As agent requires	Before opening	Approved suppliers or our Affiliate

Type of Expenditure	Amount	Method of Payment	When Due	To Whom Payment is Made
Third-Party Inspection Fees <sup>19</sup>	\$1,250 to \$3,500	As arranged	As incurred	Approved Inspectors
Grand Opening Advertising <sup>20</sup>	\$45,000 to \$60,000	Lump sum	Before opening	Third-party vendors, service providers, media providers and/or Us, as applicable
Working Capital <sup>21</sup>	\$120,000 to \$240,000	As arranged	As incurred	Various
<b>Total<sup>21,22</sup></b>	<b>\$3,111,409 to \$5,791,969</b>			

**TABLE 2 - 2.0 Park - Optional**

Type of Expenditure	Amount	Method of Payment	When Due	To Whom Payment is Made
Optional 2.0 Attraction Equipment Upgrade Package <sup>14</sup>	\$0 to \$980,000	As Arranged	As incurred	Third-Party
<b>Total</b>	<b>\$0 to \$980,000</b>			

**TABLE 3 - 2.5 Park**

Type of Expenditure	Amount <sup>1</sup>	Method of Payment	When Due	To Whom Payment is Made
Initial Franchise Fee <sup>2</sup>	\$100,000 to \$100,000	Lump sum	When Franchise Agreement is signed	Us
Security Deposits for commercial lease <sup>3,22</sup>	\$40,000 to \$90,000	As incurred	Typically, upon execution of the commercial lease	Landlord
Other Security Deposits	\$2,500 to \$10,000	As incurred	As incurred	Utility or equipment providers
Business Licenses, Permits, and Government Approval <sup>4</sup>	\$300 to \$25,000	As incurred	As incurred	Licensing Authorities

Type of Expenditure	Amount <sup>1</sup>	Method of Payment	When Due	To Whom Payment is Made
Leasehold Improvements <sup>5</sup>	\$1,990,050 to \$3,067,500	As arranged	As required	Contractors and third-party suppliers
Audio-Visual (equipment and installation) <sup>6</sup>	\$164,759 to \$370,451	As arranged	As required	Contractors and third-party suppliers
Architectural Plans <sup>7</sup>	\$128,003 to \$176,000	As arranged	As required	Approved Architect
Café equipment and Café furniture <sup>8</sup>	\$120,000 to \$205,000	As arranged	As incurred	Contractors and third-party suppliers
Smallwares and disposables	\$10,000 to \$15,000	As arranged	As incurred	Contractors and third-party suppliers
Exterior Signage <sup>9</sup>	\$12,500 to \$50,000	As arranged	As incurred	Approved suppliers or our affiliate
Interior Signage <sup>10</sup>	\$10,000 to \$25,000	As arranged	As incurred	Approved Suppliers or our affiliate
Furniture, Fixtures, and Equipment <sup>11</sup>	\$60,000 to \$69,000	As arranged	As incurred	Approved Suppliers
Point-of-sale and Computer Systems <sup>12</sup>	\$7,558 to \$7,558	As arranged	As incurred	Approved Suppliers or our affiliate
Base Attraction Equipment 2.0 Package <sup>13</sup>	\$1,193,640 to \$1,618,650	As arranged	As incurred	Our Affiliate
2.5 Attraction Equipment Upgrade Package <sup>14</sup>	\$600,000 to \$2,080,000	As Arranged	As incurred	Third-Party
Professional Fees <sup>15</sup>	\$4,000 to \$10,000	As arranged	As incurred	Your accountant, attorney, and other professionals
Travel and other Training expenses	\$1,500 to \$7,500	As arranged	As incurred	Third-Party
Initial Inventory (Merchandise) <sup>16</sup>	\$12,000 to \$18,000	As arranged	As incurred	Approved Suppliers or our Affiliate
Initial Inventory (Food) <sup>16</sup>	\$15,000 to \$22,200	As arranged	As incurred	Approved Suppliers
Pre-opening Wages <sup>17</sup>	\$15,000 to \$40,000	As arranged	Per your designated pay schedule	Your employees

Type of Expenditure	Amount <sup>1</sup>	Method of Payment	When Due	To Whom Payment is Made
Insurance <sup>18</sup>	\$71,750 to \$71,750	As agent requires	Before opening	Approved Suppliers or our Affiliate
Third-Party Inspection Fees <sup>19</sup>	\$1,250 to \$3,500	As arranged	As incurred	Approved Inspectors
Grand Opening Advertising <sup>20</sup>	\$45,000 to \$60,000	Lump sum	Before opening	Third-party vendors, service providers, media providers and/or us, as applicable
Working Capital <sup>21</sup>	\$120,000 to \$240,000	As arranged	As incurred	Various
<b>Total<sup>21,22</sup></b>	<b>\$4,724,810 to \$8,382,109</b>			

Notes:

Note 1. The figures shown in the tables above are based on either a single 2.0 Park that is 25,000 to 40,000 square feet (Table 1) or a single 2.5 Park that is 40,001 to 55,000 square feet (Table 3). The cost for optional updates for a 2.0 Park is shown in Table 2. As further described in the Notes below, your costs may vary depending upon the size of the premises you select and whether you include additional Attractions.

Note 2. The figures shown for the initial franchise fee is for a single Adventure Park. The initial franchise fee is nonrefundable and fully earned when received by us. See Item 5 for more information about the initial franchise fee and available discounts.

Note 3. Based on our experience developing Adventure Parks, the security deposit for the Adventure Park premises is equal to one month's base rent. The security deposit estimate in Table 1 is based on development of a 2.0 Park that is 25,000 to 40,000 square feet. The security deposit estimate in Table 3 is based on development of a 2.5 Park that is 40,001 to 55,000 square feet. However, the amount of your security deposit payable to the landlord may vary substantially depending upon various factors, including your financial condition, rental history, and other market conditions. These estimates assume that you will not be required to commence making monthly base rent payments until your Adventure Park opens for business to the public. The base rent \$25,000 per month (\$12 per square foot annually) on the low end, and \$70,000 (\$21 per square foot annually) on the high end. The base rent for 2.5 Parks is \$40,000 per month (\$11 per square foot annually) on the low end, and \$90,000 (\$20 per square foot annually) on the high end. This does not include NNN charges (common area maintenance, real estate taxes, and insurance). Further, your costs for commercial space will be higher in certain high-cost markets, or if you choose a commercial space with a higher square footage than our recommended range stated above (i.e., above 55,000 square feet).

Note 4. This cost will vary greatly depending on the legal jurisdiction in which your facility is located. Expenses typically incurred include, but are not limited to, filing fees for the organization of your business entity, building permits, certificates of occupancy, regulatory compliance, and food handler's permits and required training. If your facility is not zoned for the appropriate use, you will need to rezone the facility in order to operate an Urban Air Adventure Park. Typical fees incurred to rezone your facility include the cost for legal fees, filing fees, engineering fees, traffic and parking studies, and third-party consultants. These fees vary greatly. This figure does not include the costs of obtaining a liquor license. We are unable to estimate the cost of your liquor license because of wide variations in costs depending on factors like location, the availability of liquor licenses, the ability to move a license, and the market value of liquor licenses.

Note 5. The estimate for a 2.0 Park is based on an average \$42.29 per square foot for the low and \$67.39 per square foot cost for leasehold improvements and assumes a 25,000 to 40,000 square foot facility. The estimate for a 2.5 Park is based on a \$49.75 to \$55.77 per square foot cost for leasehold improvements and assumes a 40,001 to 55,000 square foot facility. The high side of each range includes an interior, 2<sup>nd</sup> floor mezzanine level inside the Adventure Park, which costs approximately \$400,000. The cost of construction varies based on a number of different variables, including: the geographic region where your Adventure Park is located (including, without limitation, whether there is seismic activity in your geographic region that requires structural modifications to the building), the size of your Adventure Park, whether your Adventure Park is located in a jurisdiction where labor is unionized; availability of materials; design, configuration and condition of the premises; the condition and configuration of the premises (including whether structural modifications are required) and any existing facilities such as air conditioning, electrical, and plumbing; whether you are constructing a new facility or remodeling an existing facility; whether the premises already contains ADA-compliant restrooms; and the terms of your lease. Leasehold improvement costs vary depending on whether a landlord provides an improvement allowance (*i.e.*, tenant improvement allowance or “TIA”). The low (25,000 sq. ft. for 2.0 Park and 40,001 sq. ft. for 2.5 Park) and high (40,000 sq. ft. for 2.0 Park and 55,000 sq. ft. for 2.5 Park) range assumes the landlord includes leasehold tenant improvements or an allowance of at least \$10 sq. ft. for a second-generation space, new construction costs may be higher depending on the condition the landlord provides the space. The landlord is not required to provide any leasehold improvements. Your costs may vary depending upon your ability to negotiate a TI with the landlord for your Adventure Park premises. These costs include the cost of constructing the café but not the equipment needed for the café. In some cases, you may be requested to install noise attenuation devices or make modifications due to seismic zones. Note 6. The cost of the equipment, materials, and labor will vary, and in some cases substantially, based upon the square footage of your location. This estimate for a 2.0 Park is based upon an Adventure Park that is between 25,000 to 40,000 square feet. The estimate for a 2.5 Park is based on an Adventure Park that is between 40,001 to 55,000 square feet. Each estimate includes the specialty lighting, audio (such as speakers, amps, volume control, and microphones), security system (such as video recorder, cameras, hard drive, and monitor), data (such as router, switches, WAP, and cabling), and racks for hardware.

Note 7. This fee represents the estimated base fee of architectural fees to design the interior of an existing facility between either 25,000 to 40,000 square feet (2.0 Park) or 40,001 to 55,000 square feet (2.5 Park). The base fee for architectural plans prepared by our preferred architect is \$3.20 per square foot and includes the site survey and coordination of the virtual reality with the manufacturer. If you have a smaller or larger facility, your fee will vary at the rate of \$3.20 per square foot multiplied by the number of square feet in your facility. If you use an architect other than the preferred architect, your fees may vary. This fee assumes you provide the existing CAD files to the architect. If CAD files are not available, this fee can vary substantially. If it is necessary to retain an architect to design a new building or perform services out of the normal requirements of an architect in designing an Adventure Park, you may incur additional fees, which could be substantial. Additional architectural fees may be incurred for the following: design of go-karts, Wind Tunnel, laser tag and/or a 2<sup>nd</sup> floor mezzanine; CAD file recreation; and/or new mechanical, electrical or plumbing service. Reimbursable expenses may also be billed to you by the preferred architect for photography, courier services, mileage, travel expenses, and document printing. In some cases, you may need to hire a structural engineer to conduct a roof load analysis for your Attractions at an additional cost. If you are developing an Adventure Park in areas that experience seismic activity, you may incur an additional cost for a seismic analysis and may be required to complete structural modifications to the building.

Note 8. You are required to have a café at your Adventure Park, which is constructed in accordance with our prototype and includes our designated equipment, unless otherwise approved by us in writing. Any deviations from our prototype must be approved by us in writing. These costs do not include the cost of the build-out of the café as such costs are included in the identified Leasehold Improvements. Further, this cost

does include a standard package for tables and chairs. Depending on the size of your café, you may need additional furniture, booths, tables, and chairs, which may increase the cost of your cafe.

Note 9. This fee may vary depending on the number and size of signs required for your facility.

Note 10. This fee may vary depending on the number and size of signs required for your facility, including the number of birthday party rooms.

Note 11. This fee identifies the range of costs for furniture, fixtures, and equipment other than that required for the café.

Note 12. The hardware costs include point-of-sale kiosks and computers for a standard number of kiosks. The cost of sale will depend on the number of kiosks your location needs.

Note 13. This represents the cost of purchasing the required base Attractions equipment for either a 2.0 Park or 2.5 Park, as well as installation costs, unloading costs, shipping, and sales tax. For 2.0 and 2.5 Parks, the range does not include the cost of acquiring optional Attractions such as Free Roam VR, MyFly, spin/flip zone, skydiving, bowling, laser tag, and go-karts, for which costs are reflected in Table 2. This range does not include any governmental tariffs, duties, or customs inspection fees. However, as of the issuance date of this disclosure document, the U.S. tariff on Chinese imports, which is where many of our attractions are manufactured, has been set at 145% by the U.S. government. This tariff, including tariffs on imports from other countries, is subject to change from time to time—including potentially material increases—as determined by the United States government. While the duration and level of applicable tariffs (and the items to which they apply) are uncertain going forward, such tariffs will directly impact (i.e., increase) your costs of purchasing the required base Attractions and optional Attractions. In addition, the cost of the Attraction Equipment may vary depending on the number of shipping containers used. The cost of Attraction Equipment is typically paid 35% upon placement of the order, 60% before shipping, and 5% before delivery and installation is scheduled. Certain facilities may not be appropriate for each Attraction and building modifications may be necessary to operate each Attraction properly. Depending on the structure of your building, structural engineering and special brackets may be required to carry the load of the Sky Rider®. This cost also includes the cost of shipping, which is estimated between \$75,000 and \$110,000. This fee assumes a sales tax rate of 7.00% and is charged on the sum of (a) the Attractions Equipment 2.0/2.5 Package, (b) installation, (c) shipping, (d) insurance, and platforms, stairs, and railing. This sum will vary based upon the actual sales tax rate charged in the taxing jurisdiction in which your facility is located. The identified fee does not include the sales tax for optional Attractions. If you include optional Attractions, you will be required to pay sales tax on such optional Attractions. This fee also includes unloading costs and assumes an hourly rate of \$15/hour for six employees to empty up to ten containers. A forklift will also be required to unload this equipment and is not included in the identified fee. The cost of the forklift varies considerably. This cost includes an estimate of the cost for rails, stairs, and platforms for a 2.0 or 2.5 Park, but such costs may vary depending on the size, layout and mix of Attractions at the Adventure Park.

Note 14. We currently offer upgraded Attraction options for 2.0 Parks (including, but not limited to Bowling, Flip/Spin Zone Bumper Cars and Laser Tag). A franchisee investing in a 2.5 Park is required to upgrade with Go-Karts, as well as being offered the same optional upgrade Attractions for 2.0 Parks. Some franchisees will invest in one or more of these upgrade Attraction options to develop a 2.0 Park. The cost of two or three of these Attractions can be \$500,000 or more. We do not require franchisees opening 2.5 Parks to purchase additional 2.0 Park upgrade Attraction options although some decide to do so. Your costs may be higher if you choose additional optional Attraction packages to be added to your Franchised Business.

Note 15. You will likely need to employ an attorney, an accountant or CPA, and other consultants to assist you in setting up your business and in reviewing the franchise offering. We have negotiated an agreement with three law firms, who have no legal or other relationship with us and who will review and negotiate a