

	<b>Provision</b>	<b>Section in Development Agreement</b>	<b>Summary</b>
			Agreement, but we are not required to mediate any claim or dispute we have with you if we do not wish to do so.
v.	Choice of forum	15	Subject to Sections 13 and 14 of the Development Agreement, all claims must be brought before a court of general jurisdiction located in Washtenaw County, Michigan, or the United States District Court for the Eastern District of Michigan. You consent to the personal jurisdiction and venue of these courts (subject to state law).
w.	Choice of law	11	The Development Agreement is governed by the laws of the State of Michigan (subject to state law).

## **ITEM 18. PUBLIC FIGURES**

We do not currently use any public figures to promote the franchise.

## **ITEM 19 FINANCIAL PERFORMANCE REPRESENTATION**

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, for example, by providing information about possible performance at a particular location or under particular circumstances.

### **BACKGROUND**

Part I in this Item below discloses the historical average Adjusted Gross Sales generated by the nine (9) Affiliate-Owned Shops that were open and operating over the entirety of the 2024 calendar year (each, a "Part I Shop") over that 2024 calendar year (the "Part I Measurement Period"). The nine shops are divided into 3 equal tertiles by Adjusted Gross Revenue.

As of December 31, 2024 there were ten (10) total Affiliate-Owned Shops. Of the ten (10) total Affiliate-Owned Shops that were open and operating as of December 31, 2024, Chart I excludes one (1) Shop that had hours of operation and staffing in 2024 were substantially different from the franchise model.

Part II of this Item discloses historical averaged for the first full three months of operations for our first three Franchised locations which opened in 2024. One location that opened in 2024 only operated for a partial month and was excluded from this disclosure since it was not open for at least three months.

Part III of this Item discloses the revenue mix of product sales with respect to product type as well as Shop type (affiliate and franchise). This chart includes historical information for all reporting locations that operated during the 2024 calendar year for at least one month.

Part IV of this Item discloses the 2024 historical number of checks per day and average ticket size for both franchised and affiliate locations. One location was excluded on the basis that it did not have a complete month in operation in 2024.

Part V of this Item discloses the percentage of Gross Sales generated amongst all affiliate Shops during the 2024 calendar year broken down by: (i) month of operation in 2024; and (ii) each business day and each hour of operation amongst these Shops over the typical and recommended operational hours we recommend in our current Manuals (12 pm EST to 10 pm EST) over that period. Franchise locations were excluded on the basis that no franchise locations operated for an entire year.

The information and data provided in this Item is historical in nature and was provided/reported to us by the affiliate owners of the Part I Shops for the measurement period(s) discussed above.

**Some affiliate outlets sold these amounts. Your individual results may vary. There is no assurance that you will sell as much.**

The also excluded from all parts is a licensed Shop located in Southside area of Pittsburgh, PA. This shop is in a non-traditional venue and offers a single menu item which are not substantially similar to the other Affiliate-Owned Shops or the Franchised Business being offered in this Disclosure Document. This Shop is also not listed in Item 20 of this Disclosure Document below.