

Provision	Section in Franchise Agreement (“FA”)	Section in Area Development Agreement (“ADA”)	Summary
u. Dispute resolution by arbitration or mediation	Section 19.18	Section 13.18	Except for certain claims, all disputes must be mediated at our headquarters (subject to applicable state law).
v. Choice of forum	Section 19.8	Section 13.8	Litigation in Hillsborough County, Florida (subject to applicable state law).
w. Choice of law	Section 19.7	Section 13.7	Florida law applies (subject to applicable state law).

The provisions summarized in this Item are subject to any applicable state specific addenda contained in Exhibit L.

Item 18. PUBLIC FIGURES.

We do not use any public figures to promote the System or any Brass Tap Bar.

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 tables below contain the historical average Adjusted Gross Sales (as defined in the General Notes to Item 19 below) for franchised Brass Tap Bars. Table 1 below provides the average Adjusted Gross Sales for all franchised Brass Tap Bars that were open and operating for at least 12 months before December 31 of each year for which data is shown on the charts below (“**Reporting Brass Tap Bars**”). Table 2 below provides average Adjusted Gross Sales for only those Reporting Brass Tap Bars that have a full liquor license and a full kitchen (“**Reporting 2.0 Brass Tap Bars**”). Tables 3 and 4 below provide average Adjusted Gross Sales information for Reporting 2.0 Brass Tap Bars, broken down by those Reporting 2.0 Brass Tap Bars that achieved an average Adjusted Gross Sales that ranked in the top quartile (“**Top Quartile Reporting 2.0 Bars**”) of all Reporting 2.0 Brass Tap Bars, for each of the three previously fiscal years, respectively, and those Reporting 2.0 Brass Tap Bars that achieved an average Adjusted Gross Sales that ranked in the bottom quartile (“**Bottom Quartile Reporting 2.0 Bars**”) of all Reporting 2.0 Brass Tap Bars for each of the previous three fiscal years, respectively. In determining “Quartiles,” we divide the Reporting 2.0 Brass Tap Bars into four quarters based on reported Adjusted Gross Sales. The Top Quartile Reporting 2.0 Bars contains the quarter of Reporting 2.0 Brass Tap Bars with the highest Adjusted Gross Sales and the Bottom Quartile Reporting 2.0 Bars contains the quarter of Reporting 2.0 Brass Tap Bars with the lowest Adjusted Gross Sales.

TABLE 1: AVERAGE ADJUSTED GROSS SALES FOR ALL REPORTING BRASS TAP BARS

Although there were a total of 51, 42 and 41 Brass Tap Bars operating domestically as of December 31, 2024, 2023 and 2022, respectively, there were 38, 34, and 35 Reporting Brass Tap Bars in 2024, 2023 and 2022, respectively. In 2024, a total of 4 franchise outlets closed; none was a Brass Tap Bar 1.5 and 4 were 2.0 Brass Tap Bars. 1 of these franchise outlets were open for less than 12 months before closing.

	2024	2023	2022
Average Adjusted Gross Sales for Reporting Brass Tap Bars	\$1,402,356	\$1,436,849	\$1,436,358
Total Number of Reporting Brass Tap Bars	38	34	35
Number of Reporting Brass Tap Bars that Met or Exceeded Average Adjusted Gross Sales for Reporting Brass Tap Bars	18	15	13
Percentage of Reporting Brass Tap Bars that Met or Exceeded Average Adjusted Gross Sales for Reporting Brass Tap Bars	47%	44%	37%
Median Adjusted Gross Sales for Reporting Brass Tap Bars	\$1,319,839	\$1,225,860	\$1,297,842
High Adjusted Gross Sales for Reporting Brass Tap Bars	\$2,398,697	\$2,867,363	\$2,826,776
Low Adjusted Gross Sales for Reporting Brass Tap Bars	\$695,032	\$909,985	\$725,102

TABLE 2: AVERAGE ADJUSTED GROSS SALES FOR REPORTING 2.0 BRASS TAP BARS

Although there were a total of 38, 34 and 35 Reporting Brass Tap Bars in 2024, 2023 and 2022, respectively, the information set forth below relates solely to the 35, 31 and 30 Reporting 2.0 Brass Tap Bars in 2024, 2023 and 2022, respectively.

	2024	2023	2022
Average Adjusted Gross Sales for Reporting 2.0 Brass Tap Bars	\$1,417,513	\$1,446,762	\$1,428,982
Total Number of Reporting 2.0 Brass Tap Bars	35	31	30
Number of Reporting 2.0 Brass Tap Bars that Met or Exceeded the Average Adjusted Gross Sales for Reporting 2.0 Brass Tap Bars	18	14	11
Percentage of Reporting 2.0 Brass Tap Bars that Met or	51%	45%	37%

Exceeded the Average Adjusted Gross Sales for Reporting 2.0 Brass Tap Bars			
Median Adjusted Gross Sales for Reporting 2.0 Brass Tap Bars	\$1,467,643	\$1,245,179	\$1,277,807
High Adjusted Gross Sales for Reporting Brass Tap Bars	\$2,398,697	\$2,867,363	\$2,826,776
Low Adjusted Gross Sales for Reporting Brass Tap Bars	\$695,032	\$909,985	\$725,102

TABLE 3: AVERAGE ADJUSTED GROSS SALES FOR TOP QUARTILE REPORTING 2.0 BARS

Although there were a total of 35, 31 and 30 Reporting 2.0 Brass Tap Bars in 2024, 2023 and 2022, respectively, the information set forth below relates solely to the 9, 8 and 8 Top Quartile Reporting 2.0 Bars in operation as of December 31, 2024, 2023 and 2022, respectively.

	2024	2023	2022
Average Adjusted Gross Sales for Top Quartile Reporting 2.0 Bars	\$2,057,402	\$2,089,377	\$2,142,040
Total # of Top Quartile Reporting 2.0 Bars	9	8	8
Number of Top Quartile Reporting 2.0 Bars that met or exceeded the Average Adjusted Gross Sales for Top Quartile Reporting 2.0 Bars	4	4	4
Percentage of Top Quartile Reporting 2.0 Bars that met or exceeded the Average Adjusted Gross Sales for Top Quartile Reporting 2.0 Bars	46%	50%	50%
Median Adjusted Gross Sales for Top Quartile Reporting 2.0 Brass Tap Bars	\$2,036,665	\$2,067,414	\$2,121,600
High Adjusted Gross Sales for Reporting Brass Tap Bars	\$2,398,697	\$2,867,363	\$2,826,776
Low Adjusted Gross Sales for Reporting Brass Tap Bars	\$1,684,871	\$1,694,838	\$1,684,968

TABLE 4: AVERAGE ADJUSTED GROSS SALES FOR BOTTOM QUARTILE REPORTING 2.0 BARS

Although there were a total of 35, 31, and 30 Reporting 2.0 Brass Tap Bars in 2024, 2023 and 2022, respectively, the information set forth below relates solely to the 9, 8, and 8 Bottom Quartile Reporting 2.0 Bars in operation as of December 31, 2024, 2023 and 2022, respectively.

	2024	2023	2022
Average Adjusted Gross Sales for Bottom Quartile Reporting 2.0 Bars	\$882,274	\$978,897	\$925,365
Total # of Bottom Quartile Reporting 2.0 Bars	9	8	8
Number of Bottom Quartile Reporting 2.0 Bars that met or exceeded the Average Adjusted Gross Sales for Bottom Quartile Reporting 2.0 Bars	5	5	3
Percentage of Bottom Quartile Reporting 2.0 Bars that met or exceeded the Average Adjusted Gross Sales for Bottom Quartile Reporting 2.0 Bars	57%	63%	38%
Median Adjusted Gross Sales for Bottom Quartile Reporting 2.0 Brass Tap Bars	\$890,352	\$991,214	\$897,167
High Adjusted Gross Sales for Reporting Brass Tap Bars	\$986,508	\$1,061,684	\$1,108,719
Low Adjusted Gross Sales for Reporting Brass Tap Bars	\$695,032	\$1,694,838	\$1,684,968

General Notes to Item 19

We have not audited the information presented above, nor have we independently verified this information. Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request.

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

As used in this Item 19, “**Adjusted Gross Sales**” has the same definition as defined in Section 6.5 of the Franchise Agreement, specifically: Gross Sales less: (1) complimentary food and beverage service, or sums collected and actually paid by you for any sales, drink or other excise tax imposed by any duly constituted governmental authority on alcoholic beverages sales in a state that prohibits the payment of Royalties on the sales; (2) the value of gift certificates and the amounts paid for them; and, (3) the amount of all reasonable over-rings, allowances, discounts to customers, tips to employees (including discounts attributable to coupon sales as determined by us in our sole judgment, provided they have been included in Gross Sales). The term “**Gross Sales**” means all revenue you derive from operating the Brass Tap Bar, including, for example, all amounts you receive at or away from the Site from any activities or services whatsoever, including any that are in any way associated with the Marks, and whether from cash, check, barter, credit or debit card or credit transactions, including the redemption value of gift certificates redeemed by you regardless of whether the gift certificates are issued by you or someone else; but excluding (1) all federal, state or municipal sales, use or service taxes collected from customers and paid to the

appropriate taxing authority; and (2) customer refunds, adjustments, credits and allowances actually made by the Brass Tap Bar. Gross Sales also includes revenues from delivery service sales, concessions, hotel room service, catering, special functions, etc. and sales of products bearing or associated with the Marks. Gross Sales also includes revenues from retail sales whether or not such retail products bear or are associated with the Marks.

Other than the preceding financial performance representation, we do 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 Michelle Knight, 5660 W. Cypress Street, Suite A, Tampa, Florida 33607 (813-226-2333), the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20. OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary
For Years December 31, 2022 to December 31, 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	39	41	+2
	2023	41	42	+1
	2024	42	51	+9
Company-Owned	2022	2	2	0
	2023	2	1	-1
	2024	1	2	+1
Total Outlets	2022	41	43	+2
	2023	43	43	0
	2024	43	53	+10

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For years December 31, 2022 to December 31, 2024

State	Year	Number of Transfers
Florida	2022	1
	2023	0
	2024	0
Texas	2022	0
	2023	0
	2024	1
Total	2022	1
	2023	0
	2024	1