

Provision	Section in Franchise Agreement, Development Agreement (D.A.) or Other Agreement	Summary
v. Choice of forum	Section 20(D) Section 10 of D.A.	Litigation must be in state or federal court in the state where our corporate headquarters is located at the time the suit is commenced (subject to state law). We also have the right to file suit where the Restaurant is located (subject to applicable law).
w. Choice of law	Section 20(E) Section 10 of D.A.	Laws of state where Restaurant is located applies.

## ITEM 18

### PUBLIC FIGURES

We do not use any public figure 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 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 data presented in TABLE A of this Item 19 reflects the average Net Sales reported to us from the 10 JL Beers® Restaurants in operation for the entire calendar year ending December 31, 2024. The data has not been audited. Of these 10 Restaurants, 7 are "company owned" Restaurants, meaning they are owned by entities under common control with us. The remaining 3 Restaurants are franchised locations.

TABLE A	
Average Annual Net Sales for Year Ended December 31, 2024	\$1,439,911.63

(1) "Net Sales" means the aggregate amount of all sales of food and beverages, including beer and other alcoholic beverages, together with clothing items, growlers, glassware, and all other goods and services, whether for cash, on credit or otherwise, made or provided in connection with the Restaurant, including off-premises sales and monies derived at or away from the Restaurant, but excluding taxes paid or accrued, adjustments for net returns and discounts for employee meals.

(2) Of the 10 Restaurants, 7 Restaurants (70%) met or exceeded the average Net Sales for calendar year 2024. The range of annual Net Sales of the Restaurants for calendar year 2024 was \$971,962.34 to \$1,715,278.45.

(3) The median of Net Sales for the Restaurants for calendar year 2024 was \$1,517,884.56. "Median is the numerical value separating the higher half of the sample from the lower half of the sample. As a result, in all cases when a median number is stated, approximately 50% of the Restaurants met or exceeded the stated median.

(4) Of the 10 Restaurants, 1 Restaurant opened in 2009, 1 Restaurant opened in 2010, 1 Restaurant opened in 2011, 2 Restaurants opened in 2012, 2 Restaurants opened in 2014, 1 Restaurant opened in 2015 and 2 Restaurants opened in 2016.

The data presented in TABLE B of this Item 19 reflects the average Net Sales reported to us from the 10 JL Beers® Restaurants in operation for the entire calendar year ending December 31, 2023. The data has not been audited. Of these 10 Restaurants, 7 are “company owned” Restaurants, meaning they are owned by entities under common control with us. The remaining 3 Restaurants are franchised locations.

<b>TABLE B</b>	
Average Annual Net Sales for Year Ended December 31, 2023	\$1,452,914

(1) “Net Sales” means the aggregate amount of all sales of food and beverages, including beer and other alcoholic beverages, together with clothing items, growlers, glassware, and all other goods and services, whether for cash, on credit or otherwise, made or provided in connection with the Restaurant, including off-premises sales and monies derived at or away from the Restaurant, but excluding taxes paid or accrued, adjustments for net returns and discounts for employee meals.

(2) Of the 10 Restaurants, 7 Restaurants (70%) met or exceeded the average Net Sales for calendar year 2023. The range of annual Net Sales of the Restaurants for calendar year 2023 was \$960,699 to \$1,744,495.

(3) The median of Net Sales for the Restaurants for calendar year 2023 was \$1,477,853. “Median is the numerical value separating the higher half of the sample from the lower half of the sample. As a result, in all cases when a median number is stated, approximately 50% of the Restaurants met or exceeded the stated median.

(4) Of the 10 Restaurants, 1 Restaurant opened in 2009, 1 Restaurant opened in 2010, 1 Restaurant opened in 2011, 2 Restaurants opened in 2012, 2 Restaurants opened in 2014, 1 Restaurant opened in 2015 and 2 Restaurants opened in 2016.

The data presented in TABLE C of this Item 19 reflects the average Net Sales reported to us from the 10 JL Beers® Restaurants in operation for the entire calendar year ending December 31, 2022. The data has not been audited. Of these 10 Restaurants, 7 are “company owned” Restaurants, meaning they are owned by entities under common control with us. The remaining 3 Restaurants are franchised locations.

<b>TABLE C</b>	
Average Annual Net Sales for Year Ended December 31, 2022	\$1,425,339

(1) “Net Sales” means the aggregate amount of all sales of food and beverages, including beer and other alcoholic beverages, together with clothing items, growlers, glassware, and all other goods and services, whether for cash, on credit or otherwise, made or provided in connection with the Restaurant, including off-premises sales and monies derived at or away from the Restaurant, but excluding taxes paid or accrued, adjustments for net returns and discounts for employee meals.

(2) Of the 10 Restaurants, 6 Restaurants (60%) met or exceeded the average Net Sales for calendar year 2022. The range of annual Net Sales of the Restaurants for calendar year 2022 was \$941,520 to \$1,779,275.

(3) The median of Net Sales for the Restaurants for calendar year 2022 was \$1,448,213. “Median is the numerical value separating the higher half of the sample from the lower half of the sample. As a result,

in all cases when a median number is stated, approximately 50% of the Restaurants met or exceeded the stated median.

(4) Of the 10 Restaurants, 1 Restaurant opened in 2009, 1 Restaurant opened in 2010, 1 Restaurant opened in 2011, 2 Restaurants opened in 2012, 2 Restaurants opened in 2014, 1 Restaurant opened in 2015 and 2 Restaurants opened in 2016.

We recommend that you make your own independent investigation to determine whether or not to purchase this franchise, and consult with an attorney and other advisors before signing any Franchise Agreement. You should conduct an independent investigation of the costs and expenses in operating a Restaurant.

**Some Restaurants have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.**

We will, on reasonable request, provide to you written substantiation for all information illustrated in this Item 19.

Other than the preceding financial performance representation, 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 Randy Thorson at 16 Broadway, Suite 208, Fargo, North Dakota 58102, (701) 237-5151 (Ext. 11), the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20

### OUTLETS AND FRANCHISEE INFORMATION

**TABLE NUMBER 1**  
**Systemwide Restaurant Summary**  
**For Years 2022 to 2024**

<b>Restaurant Type</b>	<b>Year</b>	<b>Restaurants at the Start of the Year</b>	<b>Restaurants at the End of the Year</b>	<b>Net Change</b>
Franchised	2022	3	3	0
	2023	3	3	0
	2024	3	3	0
Company-Owned	2022	8	7	-1
	2023	7	7	0
	2024	7	7	0
<b>Total Restaurants</b>	<b>2022</b>	<b>11</b>	<b>10</b>	<b>-1</b>
	<b>2023</b>	<b>10</b>	<b>10</b>	<b>0</b>
	<b>2024</b>	<b>10</b>	<b>10</b>	<b>0</b>