

<b>Provision</b>	<b>Section In Franchise or Other Agreement</b>	<b>Summary</b>
u) Dispute resolution by arbitration or mediation	11.9	You must attempt to mediate claims against us. Arbitration only applies to IL franchisees.
v) Choice of forum	11.7	All disputes must be litigated in Greene County, Missouri (subject to applicable state law)
w) Choice of law	11.2	Except where federal law applies, Missouri law applies (subject to applicable state law)

## **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.

Below we present historical financial performance representations for the company's outlets split into two subsets: (1) affiliated company-owned outlets and (2) franchised outlets. The data for the affiliated company-owned outlets was obtained from those outlets and the data for the franchised outlets was provided to us by the franchised outlets. None of the financial data provided has been audited. The material differences in the financial and operational characteristics of company-owned outlets and franchised outlets/future franchised outlets are explained further below in FPR #1.

### **FPR #1- Gross Revenue for Company Stores 2024**

First, we disclose the Gross Revenues of our affiliated company store in 2024. The company store, operated by our affiliate, T&C Ventures, LLC, began operations in 2013.

Material financial and operational differences between the affiliated company outlet and a franchise outlet: There are no material operational differences between the company

outlet whose results are reported in the tables below and a franchise outlet that a franchisee would operate, except age of outlet. The company outlet and a franchisee outlet would offer the same goods and services to the same client base. However, the company outlet has operated for a longer period of time.

However, there are financial differences. A franchised outlet would incur Royalties (7% of Gross Revenues) and Advertising Royalties (2% of Gross Revenues).

Gross Revenue	\$1,544,098.66
Less Royalties (7%) and Advertising Royalties (2%) as if a Franchised Outlet	-\$138,968.87
Adjusted Gross Revenue as if a Franchised Outlet	\$1,405,129.79

### **FPR #2-Average Gross Revenues- Franchised Outlets 2024**

Here, we disclose the Average Gross Revenues of our franchised outlets that operated for the entire 2024 calendar year. As of December 31, 2024, we had 15 franchised outlets.

Average Gross Revenue	\$1,158,813.43
Median Gross Revenues	\$1,100,988.30
Highest Gross Revenues	\$2,850,206.88
Lowest Gross Revenues	\$566,308.39

7 out of 15 outlets, or 46.6%, attained or surpassed the stated result, of the Average Gross Revenue shown in the table above.

### **Notes Applicable to Both FPR's:**

"Gross Revenue" means the total amount of money or other compensation received or earned by you and your Related Parties for all goods sold and services rendered from the Accepted Location or in connection with the Trade Name or MARKS, excluding money received for sales tax, returned merchandise, and sale of types of items not currently constituting part of the HDC System and specifically exempted from the definition of "Gross Revenue" in writing by HDC, within an accounting period.

Written substantiation for the financial performance representation 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 will earn as much.**

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 Timothy Clegg, CEO, at 2034 W. Vista Street, Springfield, MO 65807, (417) 368-0279, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1

### SYSTEMWIDE OUTLET SUMMARY FOR YEARS 2022-2024

OUTLET TYPE	YEAR	OUTLETS AT THE START OF THE YEAR	OUTLETS AT THE END OF THE YEAR	NET CHANGE
Franchised	2022	19	18	-1
	2023	18	18	0
	2024	18	15	-3
Company Owned	2022	2	3	+1
	2023	3	2	-1
	2024	2	1	-1
Total Outlets	2022	21	21	0
	2023	21	20	-1
	2024	20	16	-4

TABLE NO. 2

### TRANSFER OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN FRANCHISOR) FOR YEARS 2022-2024

State	Year	Number of Transfers
Arizona	2022	0
	2023	0
	2024	1
Texas	2022	0
	2023	0
	2024	1