

Provision	Section in Franchise Agreement	Summary
		owner, investor, officer, director, employee or agent, in any competing business within 25 miles of your Territory or the territory of any other Sticky Fingers Cooking outlet; do any act that could damage the goodwill of the Marks or System, or disrupt or jeopardize our business or that of our franchisees.
s.	Modification of the agreement	Sections 9.4, 14.6 and 19.1.4  No oral modifications. We may change the operations manual and System standards at any time. You may be required to implement these changes at your own costs. We have the right to modify our Marks at any time upon written notice to you.
t.	Integration/merger clause	Section 21.4  Only the terms of the Franchise Agreement and other related written agreements, such as any attachments to the Franchise Agreement or addenda, are binding (subject to applicable state law). Notwithstanding the foregoing, nothing in this or any related agreement is intended to disclaim the express representations made in the Franchise Disclosure Document, its exhibits and amendments.
u.	Dispute resolution by arbitration or mediation	Sections 20.1 and 20.2  At our option, claims that are not resolved internally may be submitted to non-binding mediation and arbitration in the state where our headquarters is located, subject to state law.
v.	Choice of forum	Section 20.3  Litigation takes place in Colorado (subject to applicable state law).
w.	Choice of law	Section 20.3  Colorado law applies (subject to applicable state law).

See the state addenda to this Franchise Disclosure Document and the Franchise Agreement for special state disclosures.

**ITEM 18: PUBLIC FIGURES**

We do not currently use any public figures 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 following representation is a historic financial performance representation about our existing affiliate-owned outlets and franchisees that were in operation in calendar years 2023 and 2024. We began 2024 with 2 affiliate-owned outlets and 3 franchised outlets. We have excluded the performance of 5 franchised outlets as they were new to the system and not open for an entire year. The data below represents a 2 full year of operations for the fiscal years ending December 31, 2023 and 2024 for 3 franchised units and 2 corporate outlets.

**Colorado Front Range North Performance (Corporate):**

**Table 1<sup>1</sup>**

**Financial Performance<sup>2</sup>  
Denver/Boulder Front Range North**

**For the Year Ending December 31, 2024**

<b>Approximate Total Number of Student Taught</b>	<b>3,940</b>
<b>Average Enrollment Rate (%)</b>	<b>93.0%</b>
<b>Median Enrollment Rate (%)<sup>12</sup></b>	<b>100%</b>

	<b>2023</b>		<b>2024</b>	
Total Gross Revenue <sup>3</sup>	\$ 408,547	100%	\$ 465,595	100%
Cost of Service				
Direct Labor (Chef Instructor Wages)	\$ 116,447	28.5%	\$ 132,679	28.5%
Cost of Materials and Supplies <sup>4</sup>	\$ 47,702	11.7%	\$ 49,585	10.6%
Total Cost of Service	\$ 164,149	40.2%	\$ 182,264	39.1%
Gross Margin	\$ 244,398	59.8%	\$ 283,331	60.9%
Franchise Expenses not incurred by our affiliate <sup>5</sup>				
Royalty 8%	\$ 32,684	8.0%	\$ 37,248	8.0%
Brand Fund 1%	\$ 4,085	1.0%	\$ 4,656	1.0%
Internal Systems Fee \$375/month	\$ 4,500	1.1%	\$ 4,500	1.0%
Local Advertising min \$100/month	\$ 1,200	0.3%	\$ 1,200	0.3%
Adjusted Gross Margin after Franchise Expenses	\$ 201,929	49.4%	\$ 235,727	50.6%

**Table 2<sup>1</sup>****Gross Revenue by Category  
Denver/Boulder Front Range North**

	<b>2023</b>		<b>2024</b>	
After School Programs <sup>6</sup>	\$280,937	68.8%	\$ 372,189	79.9%
Camps <sup>7</sup>	\$116,176	28.4%	\$ 80,926	17.4%
Private Events <sup>8</sup>	\$11,434	2.8%	\$ 12,480	2.7%
Total Gross Revenue	\$408,547	100%	\$ 465,595	100%

**Table 3<sup>1</sup>****Average Gross Revenue by Category  
Denver/Boulder Front Range North**

	<b>2023</b>	<b>2024</b>
After School Programs <sup>6</sup>		
Total Gross Revenue	\$280,937	\$ 372,189
Total Schools <sup>9</sup>	62	79
Average School	\$4,531	\$ 4,711
Highest School	\$15,619	\$ 21,432
Lowest School	\$480	\$ 240
Median School	\$3,958	\$ 3,956
Number Achieving/Exceeding Average	29	36
Camps <sup>7</sup>		
Total Gross Revenue	\$116,176	\$ 80,926
Total Camps <sup>10</sup>	18	9
Average Camp	\$6,454	\$ 8,992
Highest Camp	\$31,671	\$ 50,116
Lowest Camp	\$240	\$ 240
Median Camp	\$3,656	\$ 720
Number Achieving/Exceeding Average	5	3

**Colorado Front Range Central/South Performance (Corporate):**

**Table 4<sup>1</sup>**

**Financial Performance<sup>2</sup>  
Denver/Boulder Front Range Central/South**

**For the Year Ending December 31, 2024**

<b>Approximate Total Number of Student Taught</b>	<b>3,800</b>		
<b>Average Enrollment Rate (%)</b>	<b>93.8%</b>		
<b>Median Enrollment Rate (%)<sup>12</sup></b>	<b>100%</b>		

	<b>2023</b>		<b>2024</b>	
Total Gross Revenue <sup>3</sup>	\$370,440	100.0%	\$ 475,947	100%
Cost of Service				
Direct Labor (Chef Instructor Wages)	\$101,875	27.5%	\$ 126,139	26.5%
Cost of Materials and Supplies <sup>4</sup>	\$36,506	9.9%	\$ 45,958	9.7%
Total Cost of Service	\$138,381	37.4%	\$ 172,097	36.2%
Gross Margin	\$232,059	62.6%	\$ 303,850	63.8%
Franchise Expenses not incurred by our affiliate <sup>5</sup>				
Royalty 8%	\$29,635	8.0%	\$38,076	8.0%
Brand Fund 1%	\$3,704	1.0%	\$4,759	1.0%
Internal Systems Fee \$375/month	\$4,500	1.2%	\$4,500	0.9%
Local Advertising min \$100/month	\$1,200	0.3%	\$1,200	0.3%
Adjusted Gross Margin after Franchise Expenses	\$193,020	52.1%	\$255,315	53.6%

**Table 5<sup>1</sup>**

**Gross Revenue by Category  
Denver/Boulder Front Range Central South**

	<b>2023</b>		<b>2024</b>	
After School Programs <sup>6</sup>	\$253,591	68.5%	\$ 333,636	70.1%
Camps <sup>7</sup>	\$108,544	29.3%	\$137,033	28.8%
Private Events <sup>8</sup>	\$8,305	2.2%	\$ 5,278	1.1%
Total Gross Revenue	\$370,440	100%	\$ 475,947	100%

**Table 6<sup>1</sup>**  
**Average Gross Revenue by Category**  
**Denver/Boulder Front Range Central/South**

	<b>2023</b>	<b>2024</b>
After School Programs <sup>6</sup>		
Total Gross Revenue	\$253,591	\$333,636
Total Schools <sup>9</sup>	60	65
Average School	\$4,227	\$ 5,133
Highest School	\$10,031	\$15,576
Lowest School	\$572	\$ 240
Median School	\$3,695	\$ 5,520
Number Achieving/Exceeding Average	26	35
Camps <sup>7</sup>		
Total Gross Revenue	\$108,544	\$ 137,033
Total Camps <sup>10</sup>	15	17
Average Camp	\$7,236	\$ 8,061
Highest Camp	\$47,580	\$ 51,300
Lowest Camp	\$240	\$ 400
Median Camp	\$3,000	\$ 2,176
Number Achieving/Exceeding Average	3	5

**Chicago IL North/West Performance (Franchised):**

**Table 7<sup>1</sup>**  
**Financial Performance<sup>2</sup>**  
**Chicago IL North/West**  
**For the Year Ending December 31, 2024**

<b>Approximate Total Number of Student Taught</b>	<b>1,600</b>
<b>Average Enrollment Rate (%)</b>	<b>88.1%</b>
<b>Median Enrollment Rate (%)<sup>12</sup></b>	<b>100%</b>

	<b>2023</b>		<b>2024</b>	
Total Gross Revenue <sup>3</sup>	\$226,679	100.0%	\$ 313,108	100%
Cost of Service				
Direct Labor (Chef Instructor Wages)	\$64,890	28.6%	\$81,272	26.0%
Cost of Materials and Supplies <sup>4</sup>	\$19,686	8.7%	\$21,635	6.9%
Total Cost of Service	\$84,576	37.3%	\$102,907	32.9%
Gross Margin	\$142,103	62.7%	\$210,201	67.1%

Franchise expenses <sup>11</sup>				
Royalty 8%	\$18,134	8.0%	\$ 25,049	8.0%
Brand Fund 1%	\$2,267	1.0%	\$ 3,131	1.0%
Internal Systems Fee \$375/month	\$4,500	2.0%	\$ 4,500	1.4%
Local Advertising min \$100/month	\$1,200	0.5%	\$ 1,200	0.4%
Adjusted Gross Margin after Franchise Expenses	\$116,002	51.2%	\$176,321	56.3%

**Table 8<sup>1</sup>**

**Gross Revenue by Category  
Chicago IL North/West**

	2023		2024	
After School Programs <sup>6</sup>	\$155,816	68.7%	\$242,890	77.6%
Camps <sup>7</sup>	\$70,518	31.1%	\$70,218	22.4%
Private Events <sup>8</sup>	\$345	0.2%	\$0	0%
Total Gross Revenue	\$226,679	100.0%	\$313,108	100%

**Table 9<sup>1</sup>**

**Average Gross Revenue by Category  
Chicago IL North/West**

After School Programs <sup>6</sup>	2023	2024
Total Gross Revenue	\$155,816	\$242,890
Total Schools <sup>9</sup>	25	34
Average School	\$6,233	\$7,144
Highest School	\$14,311	\$21,867
Lowest School	\$924	\$552
Median School	\$6,192	\$6,091
Number Achieving/Exceeding Average	12	14
Camps <sup>7</sup>		
Total Gross Revenue	\$70,518	\$70,218
Total Camps <sup>10</sup>	6	5
Average Camp	\$11,753	\$14,044
Highest Camp	\$21,498	\$20,700
Lowest Camp	\$3,240	\$6,552
Median Camp	\$12,150	\$12,600
Number Achieving/Exceeding Average	3	3

## **Chicago IL Northshore Performance (Franchised):**

**For the Year Ending December 31, 2024**

<b>Approximate Total Number of Student Taught</b>	<b>3,290</b>
<b>Average Enrollment Rate (%)</b>	<b>86.6%</b>
<b>Median Enrollment Rate (%)</b>	<b>91.7%</b>

**Table 10<sup>1</sup>**

### **Financial Performance<sup>2</sup> Chicago IL Northshore**

	<b>2023</b>		<b>2024</b>	
Total Gross Revenue <sup>3</sup>	\$463,622	100.0%	\$584,458	100%
Cost of Service				
Direct Labor (Chef Instructor Wages)	\$138,153	29.8%	\$157,041	26.9%
Cost of Materials and Supplies <sup>4</sup>	\$39,002	8.4%	\$44,815	7.7%
Total Cost of Service	\$177,155	38.2%	\$201,856	34.6%
Gross Margin	\$286,467	61.8%	\$382,602	65.4%
Franchise expenses <sup>11</sup>				
Royalty 8%	\$37,090	8.0%	\$46,757	8.0%
Brand Fund 1%	\$4,636	1.0%	\$5,845	1.0%
Internal Systems Fee \$375/month	\$ 4,500	1.0%	\$4,500	0.7%
Local Advertising min \$100/month	\$1,200	0.3%	\$1,200	0.2%
Adjusted Gross Margin after Franchise Expenses	\$239,041	51.5%	\$324,300	55.5%

**Table 11<sup>1</sup>**

### **Gross Revenue by Category Chicago IL Northshore**

	<b>2023</b>		<b>2024</b>	
After School Programs <sup>6</sup>	\$361,674	78.0%	\$466,428	79.8%
Camps <sup>7</sup>	\$101,288	21.9%	\$118,030	20.2%
Private Events <sup>8</sup>	\$660	0.1%	\$0	0.0%
Total Gross Revenue	\$463,622	100.0%	\$584,458	100%

**Table 12<sup>1</sup>**  
**Average Gross Revenue by Category**  
**Chicago IL Northshore**

	<b>2023</b>	<b>2024</b>
After School Programs <sup>6</sup>		
Total Gross Revenue	\$361,674	\$466,428
Total Schools <sup>9</sup>	56	70
Average School	\$6,458	\$6,663
Highest School	\$17,134	\$17,865
Lowest School	\$792	\$280
Median School	\$6,074	\$5,425
Number Achieving/Exceeding Average	23	31
Camps <sup>7</sup>		
Total Gross Revenue	\$101,288	\$118,030
Total Camps <sup>10</sup>	13	15
Average Camp	\$7,791	\$7,869
Highest Camp	\$15,660	\$29,460
Lowest Camp	\$1,560	\$280
Median Camp	\$5,700	\$3,614
Number Achieving/Exceeding Average	5	6

**Austin, TX Performance (Franchised)**

**For the Year Ending December 31, 2024**

<b>Approximate Total Number of Student Taught</b>	<b>2,540</b>
<b>Average Enrollment Rate (%)</b>	<b>87.6%</b>
<b>Median Enrollment Rate (%)<sup>12</sup></b>	<b>100%</b>

**Table 13<sup>1</sup>**

**Financial Performance<sup>2</sup>**  
**Austin, TX**

	<b>2023</b>		<b>2024</b>	
Total Gross Revenue <sup>3</sup>	\$283,917	100.0%	\$382,735	100%
Cost of Service				
Direct Labor (Chef Instructor Wages)	\$86,191	30.3%	\$100,770	26.3%
Cost of Materials and Supplies <sup>4</sup>	\$40,538	14.3%	\$57,808	15.1%
Total Cost of Service	\$126,729	44.6%	\$158,578	41.4%
Gross Margin	\$157,188	55.4%	\$224,157	58.6%
Franchise expenses <sup>11</sup>				

Royalty 8%	\$22,714	8.0%	\$30,619	8.0%
Brand Fund 1%	\$2,839	1.0%	\$3,827	1.0%
Internal Systems Fee \$375/month	\$4,500	1.6%	\$4,500	1.2%
Local Advertising min \$100/month	\$1,200	0.4%	\$1,200	0.3%
Adjusted Gross Margin after Franchise Expenses	\$125,935	44.4%	\$184,011	48.1%

**Table 14<sup>1</sup>**

**Gross Revenue by Category  
Austin, TX**

	2023		2024	
After School Programs <sup>6</sup>	\$222,142	78.3%	\$284,738	74.4%
Camps <sup>7</sup>	\$59,695	21.0%	\$97,097	25.4%
Private Events <sup>8</sup>	\$2,080	0.7%	\$900	0.2%
Total Gross Revenue	\$283,917	100.0%	\$382,735	100%

**Table 15<sup>1</sup>**

**Average Gross Revenue by Category  
Austin, TX**

	2023	2024
After School Programs <sup>6</sup>		
Total Gross Revenue	\$222,142	\$284,738
Total Schools <sup>9</sup>	63	61
Average School	\$3,526	\$4,668
Highest School	\$13,560	\$19,638
Lowest School	\$500	\$131
Median School	\$2,142	\$3,234
Number Achieving/Exceeding Average	21	20
Camps <sup>7</sup>		
Total Gross Revenue	\$59,695	\$97,097
Total Camps <sup>10</sup>	9	14
Average Camp	\$6,633	\$6,936
Highest Camp	\$12,485	\$32,181
Lowest Camp	\$945	\$480
Median Camp	\$6,271	\$3,405
Number Achieving/Exceeding Average	4	5

Notes:

<sup>1</sup>The data within the table is unaudited.

<sup>2</sup>Data is taken from our internally developed sales software.

<sup>3</sup> Gross Revenue represents the total revenues received by each outlet/territory during each of the calendar years. Gross Revenue does not include (a) any sales tax or similar taxes collected from customers and turned over to the governmental authority imposing the tax, (b) properly documented refunds to customers, and (c) properly documented promotional discounts (i.e. coupons).

<sup>4</sup> Cost of Materials and Supplies represents the cost of materials and supplies used in teaching of the classes including food ingredients, paper products, and classroom rental, if applicable.

<sup>5</sup> Our affiliate-owned outlets are not subject to the same fees that you are required to pay pursuant to your Franchise Agreement. Imputed royalties and brand fund contributions are based on sales achieved by our affiliate-owned outlet.

<sup>6</sup> After School Programs are Sticky Fingers Cooking classes offered as after school enrichment at schools primarily but can also be held at non-school venues.

<sup>7</sup> Camps are Sticky Fingers Cooking programs offered in school and non-school venues consisting of single and multi-day camps, mostly occurring during the summer months

<sup>8</sup> Private Events are classes conducted for individual consumers and are primarily one-hour private children's parties.

<sup>9</sup> Total Schools represents the number of schools in which we provided services and generate revenue.

<sup>10</sup> Total Camps represents the total number of camp venues at which we provided services and generated revenue in each respective year. An individual camp venue may offer more than one camp session.

<sup>11</sup> The Royalty, Brand Fund and Internal System Fee are fees charged by us in accordance with the franchise agreement. The Local Advertising fee is the amount the Franchisee shall spend on the Franchise Business in the territory.

<sup>12</sup> The median rate of 100% is due to more than half of the Sticky Fingers Cooking sessions offered in this territory achieved 100% enrollment in sessions they operated.

Written substantiation 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.**

Other than the above disclosure, 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 Erin Fletter, 3030 E. 6<sup>th</sup> Avenue, Denver, Colorado 80206, and 303-648-4078, the Federal Trade Commission, and the appropriate state regulatory agencies.