

For additional disclosures required by certain states, refer to Exhibit H - State Addenda to Disclosure Document.

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 outlets 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.

As of December 31, 2024, we had two affiliate-owned Children's Art Classes locations, and we had 14 franchisees in operation.

Table 1 reflects historical financial information for all 14 of those outlets. As indicated below, Table 2 reflects historical information from 2 affiliate-owned outlets, respectively. Except as noted in the footnotes to the tables below, we are not aware of any characteristics of these locations which will differ materially from those of the outlet that may be offered to you

For all tables, "Gross Sales" means the total revenue derived from the sale of goods or services less sales tax and discounts.

We prepared the information below from our information and from information provided by our franchisees and affiliates. These reported results are not audited, and we have not independently verified this data. However, we believe it to be accurate.

Table 1-Gross Sales for 2024

The following table shows the historical reported information for the Gross Sales for the 2 affiliate owned locations and for the 12 franchisee owned locations that were open as of December 31, 2024.

| Location | Date Opened | 2022 Gross Sales | 2023 Gross Sales | 2024 Gross Sales |
|------------------------|--------------------|-------------------------|-------------------------|-------------------------|
| Ponte Vedra Beach, FL* | 2009 | \$139,826 | \$147,337 | \$147,321 |
| Jacksonville, FL* | 2018 | \$332,554 | \$390,412 | \$359,449 |

| | | | | |
|----------------------|------------|-----------|-----------|-----------|
| Nolensville, TN** | 2/21/2018 | \$177,253 | \$260,449 | \$232,370 |
| Richmond, VA | 9/19/2021 | \$100,730 | \$156,842 | \$166,622 |
| Geneva, IL | 10/3/2021 | \$53,040 | \$64,201 | \$81,754 |
| Brownsburg, IN | 2/1/2022 | \$75,502 | \$116,492 | \$126,689 |
| Hanover, MA | 10/1/2023 | NA | \$31,209 | \$160,690 |
| Greenville, SC | 6/4/2023 | NA | \$55,073 | \$117,865 |
| Sarasota, FL | 6/3/2023 | NA | \$51,530 | \$165,592 |
| Fairfield, CT | 10/31/2023 | NA | \$ 9,017 | \$113,875 |
| Murfreesboro, TN | 10/31/2023 | NA | \$27,464 | \$118,616 |
| Saratoga Springs, UT | 9/8/2024 | NA | NA | \$95,365 |
| St. Petersburg, FL | 9/3/2024 | NA | NA | \$28,251 |
| Manhattan, NY | 9/29/2024 | NA | NA | \$24,753 |

* Affiliate owned locations

** This outlet had a license agreement with an associate of ours and converted to a franchise outlet in 2022; however, during 2022, it operated in a similar manner as a franchise outlet.

Table 2-Summary Income Statement for Affiliate Owned Locations for 2024

The following tables are a summary income statement for the 2 affiliate owned locations for 2018 through 2024. Beaches opened in September 2018, so the tables below include operating results only for 2019 through 2024, the years in which that was open for 12 full months. The affiliates whose performance is disclosed in this Item 19 are subject to the same territory and solicitation restrictions as the franchises being offered.

| | 2017 | 2018 | 2019 | | 2019 Total | 2020 | | 2020 Total | 2021 | |
|---|-------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| | Baymeadows | Baymeadows | Baymeadows | Beaches | Two Locations | Baymeadows | Beaches | Two Locations | Baymeadows | Beaches |
| Gross Sales | \$124,863 | \$141,424 | \$179,221 | \$76,282 | \$255,503 | \$136,021 | \$94,560 | \$230,581 | \$231,085 | \$122,242 |
| Operating Expenses | | | | | | | | | | |
| Art Supplies | (\$12,424) | (\$14,154) | (\$10,451) | (\$5,340) | (\$15,791) | (\$15,290) | (\$6,221) | (\$21,511) | (\$10,727) | (\$6,221) |
| Rent | (\$25,994) | (\$27,034) | (\$30,249) | (\$32,779) | (\$63,028) | (\$29,029) | (\$36,052) | (\$65,081) | (\$34,945) | (\$35,450) |
| Utilities | (\$3,202) | (\$2,611) | (\$2,059) | (\$937) | (\$2,996) | (\$1,758) | (\$1,131) | (\$2,890) | (\$3,166) | (\$786) |
| Insurance | (\$1,211) | (\$827) | (\$1,284) | (\$570) | (\$1,854) | (\$1,329) | (\$765) | (\$2,094) | (\$707) | (\$765) |
| Advertising (above Local Advertising Requirement) | (\$1,948) | (\$3,264) | (\$4,696) | | (\$4,696) | | | \$0 | (\$2,240) | (\$2,366) |
| Awards & Art Show | \$0 | \$0 | (\$1,594) | \$0 | (\$1,594) | (\$225) | (\$600) | (\$825) | (\$452) | (\$425) |
| Miscellaneous | \$0 | \$0 | (\$5,532) | (\$166) | (\$5,698) | \$0 | (\$1,634) | (\$1,634) | \$0 | \$500 |
| Cleaning | | | | | | | | | | |
| Merchant Services Fee | | | | | | | | | | |
| Technology Fee | (\$2,388) | (\$2,388) | (\$2,388) | (\$2,388) | (\$4,776) | (\$2,388) | (\$2,388) | (\$4,776) | (\$2,388) | (\$2,388) |
| Royalty Fee | (\$10,301) | (\$11,667) | (\$14,786) | (\$6,293) | (\$21,079) | (\$11,222) | (\$7,801) | (\$19,023) | (\$19,065) | (\$10,085) |
| Local Advertising Requirement | (\$6,000) | (\$6,000) | (\$6,000) | (\$6,000) | (\$12,000) | (\$6,000) | (\$6,000) | (\$12,000) | (\$6,000) | (\$6,000) |
| Total Expenses (including franchise costs) | (\$65,880) | (\$70,357) | (\$82,031) | (\$56,885) | (\$138,916) | (\$69,653) | (\$65,004) | (\$134,657) | (\$77,459) | (\$70,592) |
| Adjusted Discretionary Income | \$58,983 | \$71,067 | \$97,190 | \$19,397 | \$116,587 | \$66,368 | \$29,556 | \$95,924 | \$153,626 | \$51,649 |

| | 2022 | | 2022 Total Two Locations | 2023 | | 2023 Total Two Locations | 2024 | | 2024 Total Two Locations |
|---|--------------------|-------------------|-----------------------------|--------------------|-------------------|-----------------------------|--------------------|-------------------|-----------------------------|
| | Baymeadows | Beaches | | Baymeadows | Beaches | | Baymeadows | Beaches | |
| Gross Sales | \$332,554 | \$139,826 | \$472,380 | \$390,412 | \$147,337 | \$537,749 | \$359,449 | \$147,321 | \$506,770 |
| Operating Expenses | | | | | | | | | |
| Art Supplies | (\$16,592) | (\$9,952) | (\$26,544) | (\$28,308) | (\$6,931) | (\$35,239) | (\$26,888) | (\$6,394) | (\$35,239) |
| Rent | (\$42,922) | (\$39,368) | (\$82,290) | (\$46,232) | (\$42,708) | (\$88,940) | (\$45,549) | (\$45,530) | (\$88,940) |
| Utilities | (\$5,011) | (\$3,962) | (\$8,973) | (\$3,230) | (\$1,397) | (\$4,627) | (\$3,252) | (\$2,437) | (\$4,627) |
| Insurance | (\$504) | (\$740) | (\$1,244) | (\$509) | (\$815) | (\$1,324) | (\$509) | (\$938) | (\$1,324) |
| Advertising (above Local Advertising Requirement) | (\$6,668) | (\$7,518) | (\$14,186) | (\$4,433) | (\$6,687) | (\$11,120) | (\$5,171) | (\$9,521) | (\$11,120) |
| Awards & Art Show | (\$1,578) | (\$813) | (\$2,391) | (\$1,613) | (\$900) | (\$2,513) | (\$1,149) | \$0 | (\$2,513) |
| Miscellaneous | (\$3,077) | (\$2,961) | (\$6,038) | (\$6,191) | (\$8,548) | (\$14,739) | (\$6,479) | (\$5,975) | (\$14,739) |
| Cleaning | (\$2,800) | (\$1,685) | (\$4,485) | (\$2,934) | (\$1,245) | (\$4,179) | (\$3,230) | (\$2,600) | (\$4,179) |
| Merchant Services Fee | (\$10,446) | (\$4,385) | (\$14,831) | (\$12,205) | (\$4,599) | (\$16,804) | (\$11,862) | (\$4,420) | (\$16,804) |
| Technology Fee | (\$2,388) | (\$2,388) | (\$4,776) | (\$6,093) | (\$3,180) | (\$9,273) | (\$3,180) | (\$3,210) | (\$9,273) |
| Royalty Fee | (\$27,436) | (\$11,536) | (\$38,971) | (\$32,209) | (\$12,155) | (\$44,364) | (\$29,655) | (\$12,154) | (\$44,364) |
| Local Advertising Requirement | (\$6,000) | (\$6,000) | (\$12,000) | (\$6,000) | (\$6,000) | (\$12,000) | (\$6,000) | (\$6,000) | (\$12,000) |
| Total Expenses (including franchise costs) | (\$125,422) | (\$91,308) | (\$216,730) | (\$149,957) | (\$95,166) | (\$245,122) | (\$142,922) | (\$99,179) | (\$245,122) |
| Adjusted Discretionary Income | \$207,132 | \$48,518 | \$255,650 | \$240,455 | \$52,172 | \$292,626 | \$216,528 | \$48,142 | \$261,648 |

1. “Miscellaneous” expenses include phone, post office box, and accounting expenses.

2. Expenses includes the royalty fee (the greater of \$500 per month or 8.25% of gross sales) that these outlets would have paid if they were franchises.

3. A franchisee is also required to spend money on local marketing (\$1,000 per month unless a school has at least 150 enrolled students in which case the requirement is only \$500 per month). Because both locations had over 150 enrolled students for all years reflected in this Table, this spending is shown as \$500 per month and is reflected under “Local Advertising Requirement”. We deducted the same amount from the “Advertising” actually spent on the outlets. Therefore, to calculate the amount actually spent on advertising by each outlet, you would add “Advertising (above Local Advertising Requirement)” and the “Local Advertising Requirement” (except for Beaches in 2019, which spent \$4,699 on advertising; Beaches for 2020, which spent \$5,210 on advertising; and Baymeadows in 2020, which spent \$5,018 on advertising). The Advertising expense includes print and digital paid ads as well as our affiliate’s website.

4. We currently do not require franchisees to contribute to the Brand Development Fund, but we have the right to start a Brand Development Fund in the future and require franchisees to pay up to 1% of gross sales to the fund.

5. “Adjusted Discretionary Income” is Gross Sales minus Total Expenses (including franchise costs). It does not reflect any interest on loans, taxes, depreciation, or amortization.

The foregoing tables are historic financial performance representation.

Written substantiation for the financial performance representation will be made available to the prospective franchisee 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 preceding financial performance representation, CAC Franchising, LLC does 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 Stephanie Larsen, 9838 Old Baymeadows Road, #158, Jacksonville, FL, 32256, and 904.962.4292, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20
OUTLETS AND FRANCHISEE INFORMATION

Table 1
Systemwide Outlet Summary
For Years 2022 to 2024

| Column 1 Outlet Type | Column 2 Year | Column 3 Outlets at the Start of the Year | Column 4 Outlets at the End of the Year | Column 5 Net Change |
|---------------------------------|--------------------------|--|--|--------------------------------|
| Franchised | 2022 | 5 | 6 | +1 |
| | 2023 | 6 | 9 | +3 |
| | 2024 | 9 | 12 | +3 |
| Company-Owned* | 2022 | 2 | 2 | 0 |
| | 2023 | 2 | 2 | 0 |
| | 2024 | 2 | 2 | 0 |
| Total Outlets | 2022 | 7 | 8 | +1 |
| | 2023 | 8 | 11 | +3 |
| | 2024 | 11 | 14 | +3 |

Table 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For Years 2022 to 2024

| Column 1 State | Column 2 Year | Column 3 Number of Transfers |
|---------------------------|--------------------------|---|
| N/A | 2022 | 0 |
| | 2023 | 0 |
| | 2024 | 0 |
| Total | 2022 | 0 |
| | 2023 | 0 |
| | 2024 | 0 |