

Provision	Section in franchise or other agreement	Summary
	Section 21 of SC Addendum;	states require that the superseding provisions appear in an Addendum to this Franchise Disclosure Document. Please refer to Exhibit D for the state-specific Addenda.
w. Choice of law	Section 12.4; Section 21 of SDSC Addendum; Section 21 of SC Addendum; Section 14 of MFC Addendum	Florida, both you and we have waived the right to a jury trial. Subject to state law. Local laws may supersede the Agreement provision. Certain states require that the superseding provisions appear in an Addendum to this Franchise Disclosure Document. Please refer to Exhibit D for the state-specific Addenda.

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.

Statement 1: Average Gross Sales for Certain Franchised and Company Owned Centers for January 1, 2022 to December 31, 2024

The following tables directly below set forth the historical average annual revenue during the fiscal period between January 1, 2022 and December 31, 2024 for centers that had been open for at least 24 months as of the fiscal end date in 2022, 2023 and 2024. As of December 31, 2022, there were 339 centers in the United States, 239 of which had been open for at least 24 months. As of December 31, 2023, there were 366 centers in the United States, 296 of which had been open for at least 24 months. As of December 31, 2024, there were 417 centers in the United States, 324 of which had been open for at least 24 months. The tables below include franchise and company owned centers.

The information below is divided into subsets by center type: Centers that were open for more than 48 months ("**Mature Centers**") and Centers that were open for 24-47 months ("**Intermediate Centers**"), as follows:

Franchise			
Fiscal Year	Mature Centers	Intermediate Centers	Total
2022	173	55	228

Franchise			
Fiscal Year	Mature Centers	Intermediate Centers	Total
2023	197	69	266
2024	232	65	297
Corporate			
Fiscal Year	Mature Centers	Intermediate Centers	Total
2022	19	6	25
2023	18	12	30
2024	16	11	27

The following tables show the Mature Centers:

Franchise				
Fiscal Year	# of Centers	Average Gross Sales	# and % Centers at or Above Average Gross Sales	Median Gross Sales
2022	173	\$1,979,344	81 (46.8%)	\$1,961,141
2023	197	\$2,034,763	99 (50.3%)	\$2,038,148
2024	232	\$2,163,703	116 (50.0%)	\$2,160,607
Corporate				
Fiscal Year	# of Centers	Average Gross Sales	# and % Centers at or Above Average Gross Sales	Median Gross Sales
2022	19	\$2,090,734	9 (47.4%)	\$2,082,642
2023	18	\$2,269,149	9 (50.0%)	\$2,269,043
2024	16	\$2,641,927	7 (43.8%)	\$2,460,136

Mature Centers that Exceed Average Gross Sales

Franchise				
Fiscal Year	# of Centers	Average Gross Sales	High	Low
2022	81	\$2,463,221	\$3,943,440	\$1,980,509
2023	99	\$2,512,077	\$4,259,489	\$2,038,148
2024	116	\$2,647,758	\$4,654,821	\$2,164,059
Corporate				
Fiscal Year	# of Centers	Average Gross Sales	High	Low
2022	9	\$2,451,191	\$2,824,769	\$2,122,371
2023	9	\$2,657,542	\$2,951,540	\$2,285,364
2024	7	\$3,209,798	\$4,142,199	\$2,685,992

Mature Centers that are below Average Gross Sales

Franchise				
Fiscal Year	# of Centers	Average Gross Sales	High	Low
2022	92	\$1,553,322	\$1,976,627	\$703,329
2023	98	\$1,552,578	\$2,029,532	\$552,241
2024	116	\$1,679,649	\$2,157,154	\$477,892
Corporate				
Fiscal Year	# of Centers	Average Gross Sales	High	Low
2022	10	\$1,766,323	\$2,082,642	\$1,216,247
2023	9	\$1,880,756	\$2,252,722	\$1,385,111
2024	9	\$2,200,250	\$2,486,045	\$1,881,771

The following tables show the Intermediate Centers.

Franchise				
Fiscal Year	# of Centers	Average Gross Sales	# and % Centers at or Above Average Gross Sales	Median Gross Sales
2022	55	\$1,861,522	30 (54.5%)	\$1,901,758
2023	69	\$1,766,829	38 (55.1%)	\$1,825,419
2024	65	\$1,863,709	35 (53.8%)	\$1,888,521
Corporate				
Fiscal Year	# of Centers	Average Gross Sales	# and % Centers at or Above Average Gross Sales	Median Gross Sales
2022	6	\$1,898,665	4 (66.7%)	\$1,997,189
2023	12	\$1,532,296	4, (33.3%)	\$1,462,942
2024	11	\$1,615,902	5, (45.5%)	\$1,521,312

Intermediate Centers that Exceed Average Gross Sales

Franchise				
Fiscal Year	# of Centers	Average Gross Sales	High	Low
2022	30	\$2,170,214	\$3,279,711	\$1,885,903
2023	38	\$2,174,743	\$3,969,703	\$1,786,169
2024	35	\$2,332,745	\$3,949,281	\$1,868,091
Corporate				
Fiscal Year	# of Centers	Average Gross Sales	High	Low
2022	4	\$2,259,028	\$3,008,444	\$1,988,940
2023	4	\$2,161,917	\$2,534,319	\$1,838,869
2024	5	\$2,034,851	\$2,322,021	\$1,679,593

Intermediate Centers that are below Average Gross Sales

Franchise				
Fiscal Year	# of Centers	Average Gross Sales	High	Low
2022	25	\$1,491,091	\$1,826,627	\$633,927
2023	31	\$1,266,805	\$1,765,868	\$750,798
2024	30	\$1,316,500	\$1,830,059	\$591,426
Corporate				
Fiscal Year	# of Centers	Average Gross Sales	High	Low
2022	2	\$1,177,940	\$1,800,515	\$555,364
2023	8	\$1,217,485	\$1,525,311	\$750,612
2024	6	\$1,266,778	\$1,521,312	\$822,800

Statement 2: Actual Annual Gross Sales, Selected Expenses and EBITDAR for Mature Company Owned Centers for January 1, 2022 to December 31, 2024

The table below reflects the actual annual gross sales, selected expenses and EBITDAR (which means “earnings before interest, taxes, depreciation, amortization and gross rent”) for 16 Mature Company Owned Centers that corporate owned the entire year in 2024. The table is showing a three-year historical for each center. All numbers are reported in thousands.

Center Fiscal Year	Center 1			Center 2			Center 3			Center 4			Center 5		
	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022
Revenue	4,015	2,967	2,557	2,902	2,893	2,691	3,481	2,872	2,719	3,273	3,134	2,866	3,111	2,980	2,086
Less Royalties	281	208	179	203	202	188	244	201	190	229	219	201	218	209	146
Gross Profit	3,734	2,759	2,378	2,699	2,690	2,503	3,237	2,671	2,529	3,044	2,915	2,665	2,893	2,772	1,940
Operating Expenses															
Salaries and Benefits	1,900	1,328	1,120	1,232	1,078	921	1,713	1,410	1,276	1,582	1,474	1,258	1,528	1,349	985
School Supplies	178	99	81	121	147	122	170	168	115	153	179	125	169	147	113
Advertising	90	82	83	49	39	42	58	67	83	50	55	70	46	45	52
Utilities and Repairs	121	109	94	134	142	150	144	132	143	157	153	119	103	105	97
Admin Expenses	48	37	36	70	63	55	58	63	58	61	59	58	55	62	54
Miscellaneous Expense	136	95	16	30	29	21	43	48	21	45	39	29	46	51	50
Total Expenses	2,474	1,751	1,430	1,636	1,500	1,311	2,186	1,890	1,697	2,047	1,958	1,659	1,947	1,757	1,351
EBITDAR	1,260	1,009	949	1,064	1,190	1,192	1,052	782	832	997	956	1,006	946	1,015	589

Center Fiscal Year	Center 6			Center 7			Center 8			Center 9			Center 10		
	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022
Revenue	2,772	2,817	344	3,072	2,816	2,261	2,235	2,476	2,373	2,516	2,479	2,059	2,284	2,334	1,791
Less Royalties	194	197	24	215	197	158	156	173	166	176	173	144	160	163	125
Gross Profit	2,578	2,620	320	2,857	2,619	2,103	2,079	2,303	2,207	2,340	2,305	1,914	2,124	2,171	1,666
Operating Expenses															
Salaries and Benefits	1,274	1,128	175	1,597	1,398	1,075	1,130	1,057	1,003	1,299	1,082	977	1,186	989	829
School Supplies	153	160	18	152	141	124	101	121	122	158	163	120	143	119	96
Advertising	47	52	5	50	59	53	58	60	46	44	46	39	47	39	45
Utilities and Repairs	115	132	16	127	108	122	115	111	116	129	128	122	101	99	96
Admin Expenses	77	69	6	58	60	57	48	55	51	62	62	64	44	46	35
Miscellaneous Expense	49	46	2	53	50	29	16	22	16	43	41	38	34	28	20
Total Expenses	1,715	1,587	222	2,037	1,817	1,459	1,469	1,426	1,354	1,735	1,521	1,359	1,556	1,321	1,122
EBITDAR	863	1,033	98	820	802	644	610	877	853	606	784	555	568	850	544

Center Fiscal Year	Center 11			Center 12			Center 13			Center 14			Center 15		
	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022	FY 2024	FY 2023	FY 2022
Revenue	2,592	2,470	2,120	2,448	2,555	2,592	2,121	2,078	1,831	2,117	1,729	1,921	1,878	1,830	163
Less Royalties	181	173	148	171	179	181	148	145	128	148	121	134	131	128	11
Gross Profit	2,410	2,297	1,971	2,277	2,376	2,410	1,973	1,932	1,703	1,969	1,608	1,787	1,746	1,702	151
Operating Expenses															
Salaries and Benefits	1,466	1,388	1,121	1,316	1,284	1,149	1,153	1,026	837	1,187	1,044	919	1,022	1,022	87
School Supplies	137	143	103	170	164	139	118	116	77	116	113	107	118	137	6
Advertising	55	51	80	43	38	43	45	54	52	49	52	60	61	51	2
Utilities and Repairs	141	115	103	112	121	106	139	145	116	130	116	101	118	128	6
Admin Expenses	51	45	42	68	80	63	53	72	65	58	64	52	76	66	2
Miscellaneous Expense	31	32	19	41	42	28	31	38	31	28	31	39	23	23	1
Total Expenses	1,880	1,774	1,469	1,752	1,729	1,528	1,540	1,450	1,178	1,568	1,419	1,278	1,420	1,428	106
EBITDAR	530	523	502	525	647	882	433	482	525	401	189	509	327	275	45

Center Fiscal Year	Center 16		
	FY 2024	FY 2023	FY 2022
Revenue	1,925	1,941	1,871
Less Royalties	135	136	131
Gross Profit	1,790	1,805	1,740
Operating Expenses			
Salaries and Benefits	1,137	1,078	865
School Supplies	108	107	107
Advertising	49	40	52
Utilities and Repairs	105	114	95
Admin Expenses	56	54	44
Miscellaneous Expense	22	26	21
Total Expenses	1,477	1,419	1,186
EBITDAR	313	386	555

Notes:
Center 6 was acquired in November 2022
Center 15 was acquired in December 2022

Footnotes

1. “Gross Sales” includes cash and credit sales for goods and services provided, but does not include sales or use taxes. The Gross Sales information is reported to us by each Franchised Center for royalty reporting. We have not audited the Gross Sales reports and we have not verified (i) the accuracy of the information or (ii) whether such information was prepared in accordance with generally accepted accounting principles. We do not believe that any Center overstated Gross Sales nor do we believe that any Mature Company Owned Center understated the selected expenses.

2. In Statement 2, we have not included any cost and expense data related to any Franchised Centers because we do not have the ability to poll such data through our point of sale system and our franchisee reports are not handled in a consistent manner. This means the earnings claims figures for Franchised Centers do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Center. Franchisees or former franchisees, listed in the Disclosure Document, may be one source of this information. We have no reason to believe that comparable expenses categories and EBITDAR of Mature Franchised Centers materially differ from those presented for Mature Company Owned Centers. Company Owned Centers may be able to take advantage of economies of scale not available to franchisees.

3. The information in Statement 2 represents actual results for the Mature Company Owned Centers, as maintained in our corporate accounting records. We use generally accepted accounting principles in maintaining our records. We have not audited, confirmed or verified this information.

4. You will incur expenses that are not identified in Statement 2. For example, base rent, CAM charges, property taxes and lease administration fees, interest, income taxes, depreciation and amortization are not deducted in arriving at EBITDAR. Statement 2 reflects a deduction for royalties in the amount of 7%, as well as LEAP Interactive Fee, Software Fee and Lease Administration fee; however, Company Owned Centers do not pay a royalty fee but do contribute to the Brand Awareness Fund at the same rate as franchisees; namely, 1% of Gross Sales. The Mature Company Owned Centers spent between 1% and 5% on marketing and advertising.

5. The information in Statement 1 does not include centers that closed during the reporting year.

6. In Statement 1, the “center type” is as of December 31, 2024. For example, if a center was converted from a Company Owned Center to a Franchised Center during the reporting period, but prior to December 31, 2024, the center is categorized as a Franchised Center in Statement 1.

Written substantiation for the financial performance representations will be made available to you upon reasonable request. Please carefully read all of the information in these financial performance representations, and all of the notes above, in conjunction with your review of the historical data.

Some centers have earned the amounts shown in this Item 19. Your individual results may differ. There is no assurance that you will achieve these results.

The financial performance representations appearing in this Item 19 are historic representations of certain performance data of the selected Centers and are not a forecast of future financial performance for any Center. You are strongly encouraged to consult with your own financial advisors in reviewing the financial information presented in this Item 19 and, in particular, in estimating your Gross Sales as well as the categories and amounts of expenses that you will incur in operating your own Center.

A Center's Gross Sales and expenses will be directly affected by many additional factors not noted above, such as the Center's geographic location, competition in the market, the presence of other Centers, the quality of management, the effectiveness of sales and marketing and the prices charged for products and services sold at the Center.

Other than the preceding financial performance representations, 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 our CEO, Richard S. Weissman, 210 Hillsboro Technology Drive, Deerfield Beach, Florida 33431 or (561) 886-6400, as well as the Federal Trade Commission and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
System wide Outlet Summary
For years 2022 to 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	269	301	+32
	2023	301	326	+25
	2024	326	386	+60
Company Owned	2022	33	38	+5
	2023	38	40	+2
	2024	40	31	-9
Total Outlets	2022	302	339	+37
	2023	339	366	+27
	2024	366	417	+51

TABLE NO. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For years 2022 to 2024

State	Year	Number of Transfers
Arizona	2022	0
	2023	3
	2024	0
California	2022	0
	2023	3
	2024	1
Colorado	2022	0
	2023	1
	2024	5
Connecticut	2022	0
	2023	0
	2024	5
Florida	2022	0
	2023	1
	2024	4