

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																
	Revenue	1,905	100%	2,967	100%	2,557	100%	2,902	100%	2,893	100%	2,691	100%	3,481	100%	2,872	100%	2,719	100%	3,273	100%	3,134	100%	2,866	100%	3,111	100%	2,980	100%	2,086	100%						
Less Royalties	281	7%	208	7%	179	7%	203	7%	202	7%	188	7%	244	7%	201	7%	190	7%	229	7%	219	7%	201	7%	218	7%	209	7%	146	7%							
Gross Profit	3,734	93%	2,759	93%	2,378	93%	2,699	93%	2,690	93%	2,503	93%	3,237	93%	2,671	93%	2,529	93%	3,044	93%	2,915	93%	2,665	93%	3,111	100%	2,980	100%	2,086	100%	2,893	93%	2,772	93%	1,940	93%	
Operating Expenses																																					
Salaries and Benefits	1,900	47%	1,328	45%	1,120	44%	1,232	42%	1,078	37%	921	34%	1,713	49%	1,410	49%	1,276	47%	1,582	48%	1,474	47%	1,258	44%	1,528	49%	1,349	45%	985	47%	169	5%	147	5%	113	5%	
School Supplies	178	4%	99	3%	81	3%	121	4%	147	5%	122	5%	58	2%	67	2%	83	3%	50	2%	55	2%	70	2%	46	1%	45	1%	52	2%	103	3%	105	4%	97	5%	
Advertising	90	2%	82	3%	83	3%	49	2%	39	1%	42	2%	134	5%	142	5%	150	6%	144	4%	132	5%	143	5%	157	5%	153	5%	119	4%	55	2%	62	2%	54	3%	
Utilities and Repairs	121	3%	109	4%	94	4%	70	2%	63	2%	55	2%	58	2%	63	2%	58	2%	61	2%	59	2%	58	2%	45	1%	39	1%	29	1%	46	1%	51	2%	50	2%	
Admin Expenses	48	1%	37	1%	36	1%	30	1%	29	1%	21	1%	43	1%	48	2%	21	1%																			
Miscellaneous Expense	136	3%	95	3%	16	1%																															
Total Expenses	2,474	62%	1,751	59%	1,430	56%	1,636	56%	1,500	52%	1,311	49%	2,186	63%	1,890	66%	1,697	62%	2,047	63%	1,958	62%	1,659	58%	1,947	63%	1,757	59%	1,351	65%							
EBITDAR	1,260	31%	1,009	34%	949	37%	1,064	37%	1,190	41%	1,192	44%	1,052	30%	782	27%	832	31%	997	30%	956	31%	1,006	35%	946	30%	1,015	34%	589	28%							

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																											
	Revenue	2,772	100%	2,817	100%	344	100%	3,072	100%	2,816	100%	2,261	100%	2,235	100%	2,476	100%	2,373	100%	2,516	100%	2,479	100%	2,059	100%	2,284	100%	2,334	100%	1,791	100%																	
Less Royalties	194	7%	197	7%	24	7%	215	7%	197	7%	158	7%	2,857	93%	2,619	93%	2,103	93%	2,079	93%	2,303	93%	2,207	93%	2,516	100%	2,479	100%	2,059	100%	2,284	100%	2,334	100%	1,791	100%												
Gross Profit	2,578	93%	2,620	93%	320	93%																																										
Operating Expenses																																																
Salaries and Benefits	1,274	46%	1,128	40%	175	51%	1,597	52%	1,398	50%	1,075	48%	1,130	51%	1,057	43%	1,003	42%	1,299	52%	1,082	44%	977	47%	1,299	52%	1,082	44%	977	47%	1,186	52%	989	42%	829	46%												
School Supplies	153	6%	160	6%	18	5%	152	5%	141	5%	124	5%	50	2%	59	2%	53	2%	58	3%	60	2%	46	2%	44	2%	46	2%	39	2%	45	3%	143	6%	119	5%	96	5%										
Advertising	47	2%	52	2%	5	1%	50	2%	59	2%	53	2%	127	4%	108	4%	122	5%	115	5%	111	4%	116	5%	129	5%	128	5%	122	6%	126	5%	122	6%	126	5%	126	6%	126	5%	126	6%						
Utilities and Repairs	115	4%	132	5%	16	5%	127	4%	108	4%	122	5%	58	2%	60	2%	57	3%	48	2%	55	2%	51	2%	16	1%	22	1%	16	1%	44	2%	46	2%	35	2%	34	2%	28	1%	20	1%						
Admin Expenses	77	3%	69	2%	6	2%	53	2%	50	2%	29	1%	49	2%	46	2%	42	2%	41	2%	42	2%	28	1%	41	2%	37	2%	38	2%	38	2%	38	2%	38	2%	38	2%	38	2%	38	2%	38	2%				
Miscellaneous Expense	49	2%	46	2%	2	1%																																										
Total Expenses	1,715	62%	1,587	56%	222	65%	2,037	66%	1,817	65%	1,459	65%	1,469	69%	1,752	72%	1,729	68%	1,528	59%	1,540	73%	1,450	70%	1,178	64%	1,568	74%	1,419	82%	1,278	67%	1,420	76%	1,428	78%	106	65%										
EBITDAR	863	31%	1,033	37%	98	28%	820	27%	802	28%	644	28%	525	21%	647	25%	882	34%	433	20%	482	23%	525	29%	401	19%	189	11%	509	26%	327	17%	275	15%	45	28%												

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																								
	Revenue	1,925	100%	1,941	100%	1,871	100%	2,448	100%	2,555	100%	2,592	100%	2,121	100%	2,078	100%	1,831	100%	2,117	100%	1,729	100%	1,921	100%	1,878	100%	1,830	100%	163	100%														
Less Royalties	135	7%	136	7%	131	7%	170	7%	164	6%	139	5%	43	2%	38	1%	43	2%	118	6%	116	6%	77	4%	45	2%	54	3%	52	3%	49	2%	52	3%	60	3%	118	6%	128	7%	6	4%			
Gross Profit	1,790	93%	1,805	93%	1,740	93%	2,277	93%	2,376	93%	2,410	93%	1,973	93%	1,932	93%	1,703	93%	53	3%	72	3%	65	4%	31	1%	38	2%	31	2%	28	1%	31	2%	39	2%	23	1%	23	1%	2	1%			
Operating Expenses																																													
Salaries and Benefits	1,137	59%	1,078	56%	865	46%	108	6%	107	6%	107	6%	49	3%	40	2%	52	3%	105	5%	114	6%	95	5%	56	3%	54	3%	44	2%	22	1%	26	1%	21	1%									

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