

	Provision	Section in Franchise Agreement	Summary
			We have the right to modify our Marks at any time upon written notice to you.
t.	Integration/merger clause	Section 21.12	Only the terms of the Franchise Agreement and other related written agreements are binding (subject to applicable state law). Any representations or promises outside of the disclosure document and Franchise Agreement may not be enforceable. Notwithstanding the foregoing, nothing in this or in any related Agreement is intended to disclaim the express representations made in this Franchise Disclosure Document.
u.	Dispute resolution by arbitration or mediation	Sections 20.1, 20.2, 20.3 and 20.4	At our option, claims that are not resolved internally may be submitted to non-binding mediation at our headquarters, and then to binding arbitration, excluding claims related to injunctive relief, anti-trust, the trademarks, possession of the commissary premises or food trucks and post-termination obligations. Subject to state law.
v.	Choice of forum	Section 20.5	Litigation takes place in Wyoming, subject to applicable state law.
w.	Choice of law	Section 20.5	Wyoming law applies, subject to 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 Franchise 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 performance at a particular location or under particular circumstances.

As of our fiscal year ending December 31, 2024, we had 6 affiliate-owned outlets open and operating and 3 franchised outlets. This financial performance representation is a historic representation based on the past performance of our affiliate outlets and franchised outlets. Our affiliates operate in substantially the same manner, and offer the same goods and services, that our franchised outlets offer.

#### Financial Performance<sup>1</sup> January 1, 2024 – December 31, 2024

	Denver, CO	Kansas City, MO	Dallas, TX	Waverly, NE	Salt Lake City, UT
	3	3	2	2	2
Serving Days <sup>3</sup>	732	732	488	488	488

<b>Gross Sales<sup>1</sup></b>	\$5,006,996.58	\$4,923,174.36	\$2,717,119.44	\$3,284,674.32	\$2,771,651.70
<b>Cost of Goods Sold<sup>2</sup></b>	\$1,787,391.84	\$1,776,992.51	\$951,869.18	\$1,183,714.52	\$955,483.29
<b>Gross Profit</b>	\$3,219,604.74	\$3,146,181.85	\$1,765,250.26	\$2,100,959.80	\$1,816,168.41
<b>Imputed Fees Not Incurred by Our Affiliate<sup>4</sup></b>					
<b>Royalty</b>	\$350,489.76	\$344,622.21	\$190,198.36	\$229,927.20	\$194,015.62
<b>Brand Fund Contribution</b>	\$50,069.97	\$49,231.74	\$27,171.19	\$32,846.74	\$27,716.52
<b>Total Imputed Fees</b>	\$400,559.73	\$393,853.95	\$217,369.56	\$262,773.95	\$221,732.14
<b>Adjusted Gross Profit</b>	\$2,819,045.01	\$2,752,327.90	\$1,547,880.70	\$1,838,185.85	\$1,594,436.27

	<b>Laramie, WY</b>	<b>Helena, MT</b>	<b>Spokane, WA</b>	<b>Boise, ID</b>
<b>Number of Trucks</b>	1	1 (Began operations April 16 <sup>th</sup> , 2024)	2 (Began operations September 10 <sup>th</sup> , 2024)	1 (Began operations September 17 <sup>th</sup> , 2024)
<b>Serving Days<sup>3</sup></b>	244	173	140	65
<b>Gross Sales<sup>1</sup></b>	\$1,416,362.50	\$1,157,058.90	\$786,475.55	\$259,096.71
<b>Cost of Goods Sold<sup>2</sup></b>	\$509,847.45	\$425,118.69	\$312,996.66	\$100,186.10
<b>Gross Profit</b>	\$906,515.05	\$731,940.21	\$473,478.89	\$158,910.61
<b>Imputed Fees Not Incurred by Our Affiliate<sup>4</sup></b>				
<b>Royalty</b>	\$99,145.38	\$80,994.12	\$55,053.29	\$18,136.77
<b>Brand Fund Contribution</b>	\$14,163.63	\$11,570.59	\$7,864.76	\$2,590.97
<b>Total Imputed Fees</b>	\$113,309.00	\$92,564.71	\$62,918.04	\$20,727.74
<b>Adjusted Gross Profit</b>	\$793,206.05	\$639,375.50	\$410,560.85	\$138,182.87

Notes:

<sup>1</sup>Gross Revenue is defined as all revenue derived from the sale of products and services less sales taxes, discounts, coupons, and refunds to customers.

<sup>2</sup>Cost of Goods Sold is the cost of food and disposables. It does not include other operating expenses.

<sup>3</sup>Serving Days represent the total number of operating days for all trucks in the territory.

<sup>4</sup>Our affiliate-owned outlets are not subject to the same territorial restrictions or fees that a franchisee will experience. Item 6 of this disclosure document outlines the fees to which a franchisee will be subject. Specifically, a franchisee who achieved the same sales results that our affiliate achieved would incur royalty fees and Brand Fund contributions.

Written substantiation of the data used in preparing these figures will be made available to you upon reasonable request. The information presented above has not been audited.

**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, 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 Ocean Andrew at 3717 Cherrywood West Loop, Laramie, Wyoming, 82070, or 307-395-2300, 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	0	0	0
	2023	0	0	0
	2024	0	3	+3
Company – Owned	2022	5	6	+1
	2023	6	6	0
	2024	6	6	0
Total Outlets	2022	5	6	+1
	2023	6	6	0
	2024	6	9	+3

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
None	2022	0
	2023	0
	2024	0
Total	2022	0
	2023	0
	2024	0