

Provision	Section in Franchise or Other Agreement	Summary
v. Choice of forum	Franchise Agreement Sections 20.A. and 22.D.	Arbitration must be conducted in Madison County, Idaho, and litigation, if any, must be in the state courts in Madison County, Idaho or federal courts of the District of Idaho, subject to applicable state law.
	Area Development Agreement Section 10(a)	Arbitration must be conducted in Madison County, Idaho, and litigation, if any, must be in the state courts in Madison County, Idaho or federal courts of the District of Idaho, subject to applicable state law.
w. Choice of law	Franchise Agreement Section 22.D.	Idaho law applies, subject to applicable state law.
	Area Development Agreement Section 10(a)	Idaho law applies, subject to applicable state law.

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.

The financial performance representations below include historic information from 6 franchise locations that operated as franchise locations at any point in calendar year 2024, using point of sale and other records from these locations. The data presented includes the Gross Sales, Cost of Goods Sold, and Gross Profit for these locations.

	Gross Sales	COGS	Gross Profit
Store 1*	\$ 374,697.29	\$ 87,827.10	\$ 286,870.19
Store 2	\$ 244,046.70	\$ 56,151.65	\$ 187,895.05
Store 3	\$ 257,457.95	\$ 58,071.00	\$ 199,386.95
Store 4^	\$ 426,244.66	\$ 101,652.27	\$ 324,592.39

	Gross Sales	COGS	Gross Profit
Store 5^	\$ 145,726.08	\$ 60,466.21	\$ 85,259.87
Store 6^	\$ 156,047.60	\$ 41,084.75	\$ 114,962.85

*Store 1 was a franchise location for 11 months in 2024 (from January to November) and then was transferred to Crispy Cones.

^ Store 4, 5, and 6 each opened in 2024 and did not operate for a full 12 month period. Store 4 opened in April 2024, Store 5 opened in September 2024, and Store 6 opened in October 2024.

As used in this financial performance representation, Gross Sales, Cost of Goods Sold and Gross Profits have the following meanings:

“Gross Sales” means the total revenue from the sale of goods or services less discounts, sales or other applicable taxes, tips, returns and gift card sales.

“Cost of Goods Sold” means the cost of goods sold, including all costs related to the creation or acquisition of the product or services sold.

“Gross Profit” means Gross Sales less Cost of Goods Sold.

Written substantiation for the financial performance representation will be made available to prospective franchisees upon request.

Some outlets have sold or earned this amount. Your individual results may differ. There is no assurance that you'll sell or earn as much.

Except as set forth above, we do not make any financial performance 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 future income, you should report it to Franchisor's management by contacting Jeremy Carlson at 3878 Jake Way, Suite 101, Rexburg, Idaho 83440, (208) 479-7238, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

TABLE 1: SYSTEM-WIDE OUTLET SUMMARY FOR (FISCAL) 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	3	+3
	2024	3	5	+2