

PROVISION	SECTION IN FRANCHISE AGREEMENT AND OTHER AGREEMENTS	SUMMARY
t. Integration/merger clause	Sections XV and XIX.C of the Franchise Agreement  Section IX.L of the ADA	Only the terms of the franchise agreement are binding (subject to state law). Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable.  Only the terms of the franchise agreement) are binding (subject to state law). Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	Section XIX.F of the Franchise Agreement  Section VIII of the ADA	Except for certain claims, all disputes must be mediated and possibly arbitrated in Boone County, Missouri.  Except for certain claims, all disputes must be mediated and possibly arbitrated in Boone County, Missouri.
v. Choice of forum	Section XIX.F of the Franchise Agreement  Section IX.G of the ADA	Litigation in federal court or arbitration must be in Boone County, Missouri (subject to state law).*  Litigation in federal court or arbitration must be in Boone County, Missouri (subject to state law).*
w. Choice of law	Section XIX.F of the Franchise Agreement  Section IX.G of the ADA	Missouri law applies (subject to state law).*  Missouri law applies (subject to state law).*

\*If a state regulator requires us to make additional disclosures related to the information contained in this disclosure document, these additional disclosures are contained in a State Law Addendum included in this disclosure document Exhibit D.

## **ITEM 18**

### **PUBLIC FIGURES**

We do not use any public figure to promote this 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 consider 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.

Our financial performance representation consists of actual 2024 average and median annual revenues of franchised Pickleman's Gourmet Café restaurants in operation throughout the entire calendar year. The "Annual Gross Revenues" are all gross revenues minus coupons, discounts and taxes.

**Table 1 –2024 Annual Gross Revenues for All Franchises**

Table 1 provides the average and median Annual Gross Revenues for the franchised Pickleman’s Gourmet Cafes that were open for the entire 2024 calendar year. As of December 31, 2024, there were 31 franchised Pickleman’s Gourmet Cafes. Table 1 provides the results of all 28 franchised outlets that were open and operating during the entire 2024 calendar year. Three franchised outlets were excluded from Table 1 because they opened in 2024 and were not operating for the entire 2024 calendar year.

	2024 Annual Gross Revenues
<b>Total Average</b>	\$1,368,244.16
<b>Total Median</b>	\$1,272,595.01
<b>Highest – Lowest in Range</b>	\$4,354,315.08 to \$677,487.18

Of the 28 franchised outlets included in Table 1, ten (or 36%) met or exceeded the average.

**Table 2 –2024 Annual Gross Revenues for Franchises Open at Least Three Years**

Table 2 provides the average and median Annual Gross Revenues for the 23 franchised Pickleman’s Gourmet Cafes that were open and operating for at least three years as of December 31, 2024. Excluded from Table 2 are eight franchises because they were open and operating for less than three years as of December 31, 2024.

	2024 Annual Gross Revenues
<b>Total Average</b>	\$1,415,057.45
<b>Total Median</b>	\$1,278,623.50
<b>Highest – Lowest in Range</b>	\$4,354,315.08 to \$677,487.18

Of the 23 franchised outlets included in Table 2, eight (or 35%) met or exceeded the average.

**Table 3 – 2024 Annual Gross Revenue for Franchises by Quartile**

Table 3 provides the average and median Annual Gross Revenues by quartile for the franchised Pickleman’s Gourmet Cafes that were open for the entire 2024 calendar year. As of December 31, 2024, there were 31 franchised Pickleman’s Gourmet Cafes. Table 3 provides the results of all 28 franchised outlets that were open and operating during the entire 2024 calendar year. Three franchised outlets were excluded from Table 3 because they opened in 2024 and were not operating for the entire 2024 calendar year.

	2024 Annual Gross Revenues			
	Top Quartile	Second Quartile	Third Quartile	Bottom Quartile
<b>Total Average</b>	\$2,044,814.78	\$1,343,565.74	\$1,163,795.54	\$920,800.56
<b>Total Median</b>	\$1,753,109.01	\$1,318,106.68	\$1,174,815.57	\$949,561.28
<b>Highest – Lowest in Range</b>	\$4,354,315.08 to \$1,420,624.93	\$1,417,346.70 to \$1,278,623.50	\$1,266,566.52 to \$1,061,886.56	\$1,005,990.66 to \$677,487.18
<b># (and %) Met or Exceeded Avg.</b>	1 (14%)	3 (43%)	4 (57%)	5 (71%)
<b># Outlets in Quartile</b>	7	7	7	7

**Some outlets have earned this amount. Your individual results may differ. There is no**

**assurance that you'll earn as much.**

These statements have not been audited and may not be based on generally accepted accounting principles.

The actual average Annual Revenues figures do not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from revenue to obtain net income or profit. You should conduct an independent investigation of the costs and expenses you may incur in operating your Center. Franchisees and former franchisees listed in this disclosure document may be one source of this information.

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

Other than as described above, 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, 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 Doug Stritzel, Pickleman's Franchising, LLC, P.O. Box 467, Hallsville, MO 65255, (573) 442-8180, 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**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised Outlets	2022	24	28	+4
	2023	28	28	0
	2024	28	31	+3
Company-Owned*	2022	0	0	0
	2023	0	1	+1
	2024	1	1	0
<b>Total Outlets</b>	<b>2022</b>	<b>24</b>	<b>28</b>	<b>+4</b>
	<b>2023</b>	<b>28</b>	<b>29</b>	<b>+1</b>
	<b>2024</b>	<b>29</b>	<b>32</b>	<b>+3</b>

\*Affiliate-owned outlets.