

s. Modification of the Franchise Agreement	Articles VII and XX	You must comply with the Confidential Operating Manual as amended from time to time. The Franchise Agreement may not be modified unless mutually agreed to in writing, except to the extent that we may reduce the scope of covenants as provided by the Franchise Agreement.
t. Integration/merger clause	Article XX	Only the terms of the Franchise Agreement and other related written agreements are binding (subject to applicable state law and FTC regulations). No other representations or promises will be binding unless mutually agreed to. However, nothing in the Franchise Agreement or in any related agreement is intended to disclaim the Franchisor's representations made in this disclosure document.
u. Dispute resolution by arbitration or mediation	Article XXIII	Except for certain claims brought by us, all disputes must be submitted to arbitration in New York, New York, subject to state law.
v. Choice of forum	Article XXIII	Arbitration must be at the American Arbitration Association located in New York, New York. We may initiate certain litigation in a court of competent jurisdiction, which is either a New York state court in New York, New York or in the United States District Court for the Southern District of New York in New York, New York. See the State Addendums attached as Exhibit G for more information. All depositions in connection with any litigation between the parties will be held in the jurisdiction and venue indicated above. Choice of forum may be subject to applicable state law.
w. Choice of law	Article XXIII	Subject to applicable state law, the laws of the State of New York govern the Franchise Agreement. However, if the Franchised Business is located outside of New York and a provision of the Franchise Agreement is not enforceable under the laws of New York but is enforceable under the laws of the state in which the Franchised Business is located, then that provision (and only that provision) will be interpreted and construed under the laws of the state where the Franchised Business is located.

ITEM 18. PUBLIC FIGURES

We do not use any other 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 representation being made below is a historic financial performance representation about a subset of the existing outlets in the franchise system that have been granted the right to operate a Core Program. The following information represents the “Gross Revenues” of 82 franchisees representing 121 out of our 155 franchised units for the time period of January 1, 2024 through December 31, 2024. There are franchised units that did not deliver their Royalty Reporting Sheets to us for this compilation and additional franchised units did not report because they were terminated or not renewed or reacquired.

The information includes only those franchisees who were operating for the entire 2024 calendar year and had been owned by the same owner(s) throughout the 2024 calendar year reported. The information was obtained from Royalty Reporting Sheets that franchisees are obligated to deliver to us on a monthly basis. There are franchised units that did not deliver their Royalty Reporting Sheets to us for this compilation and additional franchised units did not report because they were terminated or not renewed or reacquired.

Many franchisees have signed more than one franchise agreement and as a result, operate in more than one territory. Thus, in addition to providing information in this Item 19 by franchised unit (i.e. per territory), we also provide information by franchisee. Averages and median figures reported by owner are higher than averages and median figures reported by franchised unit because, as noted above, many franchisees own and operate more than one franchise.

“Gross Revenues” is defined as the gross revenue generated by a Franchised Business for all of the services it provides (see Note 2, Item 6). Gross Revenues does not account for any deduction of fees and costs paid to us (Items 5, 6, 7 and 8), of wages, fees, taxes, or costs paid to any employee or independent contractor hired by a franchisee, for the payment of taxes, or for any other operating expenses, fees, costs, or deductions that the franchisee may decide to subtract from Gross Revenues.

TABLE 1: AVERAGE GROSS REVENUES BY UNIT FOR 2024

Category of Franchisees	Total Number of Reporting Units in Category	Average Gross Revenues	Number of Units Who Exceeded the Average	Number of Units Who Did Not Exceed the Average
Top 25%	30	\$234,524	11 Units (36.7% of Units)	19 Units (63.3% of Units)
Top 50%	61	\$182,777	21 Units (34.4% of Units)	40 Units (65.6% of Units)
Middle 50%	61	\$106,869	30 Units (49.2% of Units)	31 Units (50.8% of Units)
Bottom 50%	60	\$57,284	31 Units (51.7% of Units)	29 Units (48.3% of Units)
Bottom 25%	31	\$35,269	18 Units (58% of Units)	13 Units (42% of Units)

TABLE 2: MEDIAN GROSS REVENUES BY UNIT FOR 2024

Category of Franchisees	Total Number of Reporting Units in Category	Median Gross Revenues	Number of Units Who Exceeded the Median	Number of Units Who Did Not Exceed the Median
Top 25%	30	\$211,286	15 Units (50% of Units)	15 Units (50% of Units)
Top 50%	61	\$161,155	30 Units (49.2% of Units)	31 Units (50.8% of Units)
Middle 50%	61	\$106,307	30 Units (49.2% of Units)	31 Units (50.8% of Units)
Bottom 50%	60	\$61,084	30 Units (50% of Units)	30 Units (50% of Units)
Bottom 25%	31	\$36,418	15 Units (48.4% of Units)	16 Units (51.6% of Units)

Notes to Tables 1 and 2

1. Of the top 25% fifteen (15) owners own one (1) unit; nine (9) owners own two (2) units, three (3) owners own three (3) units, zero (0) owners own four (4) units, zero (0) owner owns five (5) units. The states in which the top 25% have their locations are as follows: Arizona, Florida, Ohio, New York, South Carolina, California, Indiana, Illinois, Kentucky, Maryland, Nebraska, Connecticut, Texas, Missouri, Washington, New Jersey, Colorado, and Nevada. Of the top 25%, Twelve (12) owners have been in the system for five (5) years or more and sixteen (16) have been in the system for less than five (5) years. Of the top 25%, eleven (11) units have been open five (5) years or more and nineteen (19) have been open for less than five (5) years.
2. Of the top 50%, thirty-one (31) owners own one (1) unit; ten (10) owners own two (2) units, eight (8) owners own three (3) units, zero (0) owners own four (4) units, zero (0) owners own (5) units. The states in which the top 25% have their locations are as follows: Arizona, California, Colorado, Connecticut, Delaware, Florida, Georgia, Illinois, Indiana, Kentucky, Maryland, Missouri, Nebraska, Nevada, New Jersey, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Texas, Virginia, Washington, Wisconsin. Of the top 50%, twenty-one (21) owners have been in the system for five (5) years or more and twenty-six (26) have been in the system for less than five (5) years. Of the top 50%, twenty-five (25) units have been open five (5) years or more and thirty-six (36) have been open for less than five (5) years.
3. Of the middle 50%, twenty-nine (29) owners own one (1) unit; eight (8) owners own two (2) units, nine (9) owners own three (3) units; one (1) owner owns four (4) units; zero (0) owners own five (5) units. The states in which the middle 50% have their locations are as follows: California, Colorado, Delaware, Florida, Georgia, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, Missouri, North Carolina, New Jersey, New York, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, Wisconsin. Of the middle 50%, twenty-one (21) owners have been in the system for five (5) years or more and twenty-six (26) have been in the system for less than five (5) years. Of the middle 50%, twenty-six (26) units have been open five (5) years or more and thirty-five (35) have been open for less than five (5) years.
4. Of the bottom 50%, twenty-four (24) owners own one (1) unit; ten (10) owners own two (2) units; nine (9) owners own three (3) units; one (1) owner owns four (4) units; zero (0) owners own (5) units. The states in which the bottom 50% have their locations are as follows: Alabama, California, Colorado, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Maryland, Michigan, Minnesota, Missouri, Nevada, New Jersey, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Wisconsin. Of the bottom 50%, seventeen (17) owners have been in the system for five (5) years or

more and twenty-one (21) have been in the system for less than five (5) years. Of the bottom 50%, twenty-six (26) units have been open five (5) years or more and thirty-four (34) have been open for less than five (5) years.

5. Of the bottom 25%, eleven (11) owners own one (1) unit; five (5) owners own two (2) units; eight (8) owners own three (3) units; one (1) owner owns four (4) units; zero (0) owners own (5) units. The states in which the top 25% have their locations are as follows: Alabama, California, Colorado, Florida, Georgia, Idaho, Michigan, Minnesota, New Jersey, Nevada, North Carolina, Ohio, Oklahoma, Pennsylvania, Texas. Of the bottom 25%, fifteen (15) owners have been in the system for five (5) years or more and ten (10) have been in the system for less than five (5) years. Of the bottom 25%, fourteen (14) units have been open five (5) years or more and seventeen (17) have been open for less than five (5) years.

TABLE 3: AVERAGE GROSS REVENUES BY FRANCHISE OWNERS FOR 2024

Category of Franchisees	Total Number of Franchisees in Category	Average Gross Revenues	Number of Franchisees Who Exceeded the Average	Number of Franchisees Who Did Not Exceed the Average
Top 25%	21	\$364,170	8 Franchisee (38.1% of Franchisees)	13 Franchisee (61.9% of Franchisees)
Top 50%	41	\$275,617	16 Franchisee (39% of Franchisees)	25 Franchisee (61% of Franchisees)
Middle 50%	42	\$151,487	21 Franchisee (50% of Franchisees)	21 Franchisee (50% of Franchisees)
Bottom 50%	41	\$84,182	19 Franchisee (46.3% of Franchisees)	22 Franchisee (53.7% of Franchisees)
Bottom 25%	21	\$51,158	10 Franchisee (47.6% of Franchisees)	11 Franchisee (52.4% of Franchisees)

TABLE 4: MEDIAN GROSS REVENUES BY FRANCHISE OWNERS FOR 2024

Category of Franchisees	Total Number of Franchisees in Category	Median Gross Revenues	Number of Franchisees Who Exceeded the Median	Number of Franchisees Who Did Not Exceed the Median
Top 25%	21	\$339,250	10 Franchisee (47.6% of Franchisees)	11 Franchisee (52.4% of Franchisees)
Top 50%	41	\$251,201	20 Franchisee (48.8% of Franchisees)	21 Franchisee (51.2% of Franchisees)
Middle 50%	42	\$149,556	21 Franchisee (50% of Franchisees)	21 Franchisee (50% of Franchisees)
Bottom 50%	41	\$81,373	20 Franchisee (48.8% of Franchisees)	21 Franchisee (51.2% of Franchisees)
Bottom 25%	21	\$47,250	10 Franchisee (47.6% of Franchisees)	11 Franchisee (52.4% of Franchisees)

Notes to Tables 3 and 4

1. Of the top 25%, four (4) owners own one (1) unit; nine (9) owners own two (2) units, eight (8) owners own three (3) units, zero (0) owners own four (4) units, and zero (0) owners own five (5) units. The states in which the top 25% have their locations are as follows: Arizona, California, Florida, Illinois, Indiana, Maryland, Missouri, New Jersey, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Texas. Of the top 25%, ten (10) owners have been in the system for five (5) years or more and eleven (11) have been in the system for less than five (5) years. Of the top 25%, twenty-four (24)

units have been open five (5) years or more and twenty-two (22) have been open for less than five (5) years.

2. Of the top 50%, eighteen (18) owners own one (1) unit; thirteen (13) owners own two (2) units, nine (9) owners own three (3) units, one (1) owner owns four (4) units, and zero (0) owners own (5) units. The states in which the top 50% have their locations are as follows: Arizona, California, Colorado, Connecticut, Florida, Georgia, Hawaii, Illinois, Indiana, Kentucky, Maryland, Minnesota, Missouri, Nevada, New Jersey, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Texas, Virginia, Washington. Of the top 50%, nineteen (19) owners have been in the system for five (5) years or more and twenty-two (22) have been in the system for less than five (5) years. Of the top 50%, thirty-nine (39) units have been open five (5) years or more and thirty-six (36) have been open for less than five (5) years.
3. Of the middle 50%, thirty-three (33) owners own one (1) unit; four (4) owners own two (2) units, four (4) owners own three (3) units, and one (1) owner owns four (4) units.. The states in which the top 25% have their locations are as follows: California, Colorado, Connecticut, Delaware, Florida, Georgia, Hawaii, Illinois, Kentucky, Maryland, Michigan, Minnesota, Nevada, New Jersey, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Texas, Virginia, Washington, Wisconsin. Of the middle 50%, eighteen (18) owners have been in the system for five (5) years or more and twenty-four (24) have been in the system for less than five (5) years. Of the middle 50%, twenty-six (26) units have been open five (5) years or more and thirty-one (31) have been open for less than five (5) years.
4. Of the bottom 50%, thirty-seven (37) owners own one (1) unit; one (1) owner owns two (2) units, and three (3) owners own three (3) units . The states in which the top 25% have their locations are as follows: Alabama, California, Colorado, Delaware, Florida, Georgia, Idaho, Maryland, Michigan, Minnesota, New Jersey, New York, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Wisconsin. Of the bottom 50%, seventeen (17) owners have been in the system for five (5) years or more and twenty-four (24) have been in the system for less than five (5) years. Of the bottom 50%, twenty (20) units have been open five (5) years or more and twenty-eight (28) have been open for less than five (5) years.
5. Of the bottom 25%, nineteen (19) owners own one (1) unit; one (1) owner owns two (2) units, and one (1) owner owns three (3) units. The states in which the bottom 25% have their locations are as follows: Alabama, California, Colorado, Florida, Georgia, Idaho, Michigan, New Jersey, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas. Of the bottom 25%, seven (7) owners have been in the system for five (5) years or more and fourteen (14) have been in the system for less than five (5) years. Of the bottom 25%, nine (9) units have been open five (5) years or more and fifteen (15) have been open for less than five (5) years.

TABLE 5: AVERAGE GROSS REVENUES BY FRANCHISE OWNERS WITH TWO UNITS FOR 2024

Category of Franchisees	Total Number of Franchisees in Category	Average Gross Revenues	Number of Franchisees Who Exceeded the Average	Number of Franchisees Who Did Not Exceed the Average
Top 25%	4	\$393,897	1 Franchisee (25% of Franchisees)	3 Franchisee (75% of Franchisees)
Top 50%	7	\$364,102	3 Franchisee (42.9% of Franchisees)	4 Franchisee (57.1% of Franchisees)
Middle 50%	7	\$296,523	4 Franchisee (57.1% of Franchisees)	3 Franchisee (42.9% of Franchisees)
Bottom 50%	7	\$188,856	3 Franchisee (42.9%)	4 Franchisee (57.1% of

Bottom 25%	4	\$140,828	of Franchisees 3 Franchisee (75% of Franchisees)	Franchisees 1 Franchisee (25% of Franchisees)
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TABLE 6: MEDIAN GROSS REVENUES BY FRANCHISE OWNERS WITH TWO UNITS FOR 2024

Category of Franchisees	Total Number of Franchisees in Category	Median Gross Revenues	Number of Franchisees Who Exceeded the Median	Number of Franchisees Who Did Not Exceed the Median
Top 25%	4	\$386,831	2 Franchisee (50% of Franchisees)	2 Franchisee (50% of Franchisees)
Top 50%	7	\$343,855	3 Franchisee (42.9% of Franchisees)	4 Franchisee (57.1% of Franchisees)
Middle 50%	7	\$312,398	3 Franchisee (42.9% of Franchisees)	4 Franchisee (57.1% of Franchisees)
Bottom 50%	7	\$167,325	3 Franchisee (42.9% of Franchisees)	4 Franchisee (57.1% of Franchisees)
Bottom 25%	4	\$164,882	2 Franchisee (50% of Franchisees)	2 Franchisee (50% of Franchisees)

Notes to Tables 5 and 6

1. Of the top 25%, four (4) owners own two (2) units; The states in which the top 25% have their locations are as follows: California, Ohio, and Texas. Of the top 25%, three (3) owners have been in the system for five (5) years or more and one (1) has been in the system for less than five (5) years. Of the top 25%, six (6) units have been open five (5) years or more and two (2) have been open for less than five (5) years.
2. Of the top 50%, seven (7) owners own two (2) units; The states in which the top 50% have their locations are as follows: California, Florida, Indiana, Maryland, Ohio, Texas. Of the top 50%, four (4) owners have been in the system for five (5) years or more and three (3) have been in the system for less than five (5) years. Of the top 50%, eight (8) units have been open five (5) years or more and six (6) have been open for less than five (5) years.
3. Of the middle 50%, seven (7) owners own two (2) units; The states in which the middle 50% have their locations are as follows: Florida, Indiana, Maryland, Missouri, New Jersey, North Carolina, Texas. Of the middle 50%, two (2) owners have been in the system for five (5) years or more and five (5) have been in the system for less than five (5) years. Of the middle 50%, four (4) units have been open five (5) years or more and ten (10) have been open for less than five (5) years.
4. Of the bottom 50%, seven (7) owners own two (2) units; The states in which the bottom 50% have their locations are as follows: Hawaii, Maryland, Minnesota, Missouri, New Jersey, North Carolina, Oklahoma. Of the bottom 50%, two (2) owners have been in the system for five (5) years or more and five (5) have been in the system for less than five (5) years. Of the bottom 50%, four (4) units have been open five (5) years or more and ten (10) have been open for less than five (5) years.
5. Of the bottom 25%, four (4) owners own two (2) units; The states in which the bottom 25% have their locations are as follows: Hawaii, Maryland, Minnesota and Oklahoma. Of the bottom 25%, two (2) owners have been in the system for five (5) years or more and two (2) have been in the system for less than five (5) years. Of the top 25%, four (4) units have been open five (5) years or more and four (4) have been open for less than five (5) years.

TABLE 7: AVERAGE GROSS REVENUES BY FRANCHISE OWNERS WITH THREE OR MORE UNITS FOR 2024

Category of Franchisees	Total Number of Franchisees in Category	Average Gross Revenues	Number of Franchisees Who Exceeded the Average	Number of Franchisees Who Did Not Exceed the Average
Top 25%	3	\$519,574	1 Franchisee (33.3% of Franchisees)	2 Franchisee (66.7% of Franchisees)
Top 50%	7	\$397,013	3 Franchisee (42.9% of Franchisees)	4 Franchisee (57.1 % of Franchisees)
Middle 50%	7	\$264,243	3 Franchisee (42.9% of Franchisees)	4 Franchisee (57.1 % of Franchisees)
Bottom 50%	7	\$167,660	4 Franchisee (57.1 % of Franchisees)	3 Franchisee (42.9% of Franchisees)
Bottom 25%	3	\$95,975	2 Franchisee (66.7% of Franchisees)	1 Franchisee (33.3% of Franchisees)

TABLE 8: MEDIAN GROSS REVENUES BY FRANCHISE OWNERS WITH THREE OR MORE UNITS FOR 2024

Category of Franchisees	Total Number of Franchisees in Category	Median Gross Revenues	Number of Franchisees Who Exceeded the Median	Number of Franchisees Who Did Not Exceed the Median
Top 25%	3	\$508,703	1 Franchisee (33.3% of Franchisees)	2 Franchisee (66.7% of Franchisees)
Top 50%	7	\$348,176	3 Franchisee (42.9% of Franchisees)	4 Franchisee (57.1 % of Franchisees)
Middle 50%	7	\$256,367	3 Franchisee (42.9% of Franchisees)	4 Franchisee (57.1 % of Franchisees)
Bottom 50%	7	\$168,303	3 Franchisee (42.9% of Franchisees)	4 Franchisee (57.1 % of Franchisees)
Bottom 25%	3	\$124,561	1 Franchisee (33.3% of Franchisees)	2 Franchisee (66.7% of Franchisees)

Notes to Tables 7 and 8

1. Of the top 25%, three (3) owners own three (3) units. The states in which the top 25% have their locations are as follows: California, Illinois, and South Carolina. Of the top 25%, one (1) owner has been in the system for five (5) years or more and two (2) have been in the system for less than five (5) years. Of the top 25%, nine (9) units have been open five (5) years or more and zero (0) have been open for less than five (5) years.
2. Of the top 50%, seven (7) owners own three (3) units. The states in which the top 50% have their locations are as follows: California, Illinois, New Jersey, North Carolina, Pennsylvania, South Carolina. Of the top 50%, five (5) owners have been in the system for five (5) years or more and two (20) have been in the system for less than five (5) years. Of the top 50% fourteen (14) units have been open five (5) years or more and seven (7) have been open for less than five (5) years.
3. Of the middle 50%, six (6) owners own three (3) units; one (1) owner owns four (4) units. The states in which the middle 50% have their locations are as follows: California, Florida, Minnesota, New Jersey, North Carolina, Pennsylvania. Of the middle 50%, six (6) owners have been in the system for five (5) years or more and one (1) has been in the system for less than five (5) years. Of the middle 50%, thirteen (13)

units have been open five (5) years or more and nine (9) have been open for less than five (5) years.

4. Of the bottom 50%, six (6) owners own three (3) units; one (1) owner owns four (4) units. The states in which the bottom 50% have their locations are as follows: California, Florida, Georgia, Minnesota, Pennsylvania, Texas. Of the bottom 50%, four (4) owners have been in the system for five (5) years or more and three (3) have been in the system for less than five (5) years. Of the bottom 50%, twelve (12) units have been open five (5) years or more and ten (10) have been open for less than five (5) years.
5. Of the bottom 25%, three (3) owners own three (3) units. The states in which the bottom 25% have their locations are as follows: Florida, Georgia, and Texas. Of the Bottom 25%, one (1) owner has been in the system for five (5) years or more and two (2) have been in the system for less than five (5) years. Of the bottom 25% three (3) units have been open five (5) years or more and six (6) have been open for less than five (5) years.

This is a work-from-home business. As a result, many of the fixed expenses that a brick-and-mortar franchised operation would have (such as rent, utilities, phone systems, and other overhead expenses) are not applicable to our franchisees. You may choose to have an executive or other office; in which case you will have such overhead. We have no reliable information on any actual or average expenses, costs, fees, taxes, overhead, or other amounts that a franchisee may deduct from the Gross Revenues, and we do not give any information concerning what a franchisee may net or “take home” from the operations of a franchise business.

TABLE 9: PERFORMANCE OF ALL OWNERS

Rank	State	Owner Rank	Years in System	Units Reporting	Total Rev	Top 25%	Top 50%	Middle 50%	Bottom 50%	Bottom 25%	Additional Brands
1	AZ	Owner 1	1.90	1	\$596,969	X	X				SS
2	CA	Owner 2	1.68	3	\$551,222	X	X				
3	IL	Owner 3	14.54	3	\$508,703	X	X				
4	SC	Owner 4	1.75	3	\$498,797	X	X				SS
5	CA	Owner 5	11.45	2	\$458,072	X	X				
6	OH	Owner 6	1.60	2	\$390,218	X	X				
7	CA	Owner 7	9.96	2	\$383,444	X	X				
8	FL	Owner 8	1.83	1	\$379,839	X	X				
9	NC	Owner 9	8.90	3	\$348,176	X	X				
10	TX	Owner 10	6.65	2	\$343,855	X	X				
11	FL	Owner 11	5.93	2	\$339,250	X	X				SS
12	IN	Owner 12	3.44	2	\$321,478	X	X				
13	NJ	Owner 13	15.27	3	\$319,504	X	X				
14	MD	Owner 14	2.13	2	\$312,398	X	X				
15	NY	Owner 15	3.00	1	\$303,558	X	X				
16	NJ	Owner 16	7.83	3	\$296,321	X	X				
17	MO	Owner 17	3.98	2	\$272,992	X	X				
18	NC	Owner 18	1.68	2	\$261,249	X	X				
19	PA	Owner 19	8.65	3	\$256,367	X	X				
20	CA	Owner 20	8.46	1	\$253,948	X	X				

21	FL	Owner 21	1.03	3	\$251,201	X	X	X			SS
22	KY	Owner 22	9.07	1	\$228,179		X	X			
23	NJ	Owner 23	3.64	2	\$224,439		X	X			
24	NE	Owner 24	9.34	1	\$217,900		X	X			
25	CT	Owner 25	1.17	1	\$210,525		X	X			
26	MN	Owner 26	6.57	4	\$209,827		X	X			
27	TX	Owner 27	6.41	1	\$198,036		X	X			
28	IL	Owner 28	1.83	1	\$184,779		X	X			
29	WA	Owner 29	6.79	1	\$182,216		X	X			
30	FL	Owner 30	1.83	1	\$180,468		X	X			
31	FL	Owner 31	5.59	1	\$175,525		X	X			
32	NY	Owner 32	4.49	1	\$173,415		X	X			
33	CO	Owner 33	1.34	1	\$172,810		X	X			
34	CA	Owner 34	18.89	3	\$168,303		X	X			
35	HI	Owner 35	2.89	2	\$167,325		X	X			
36	MN	Owner 36	6.57	2	\$165,271		X	X			
37	MD	Owner 37	0.71	2	\$164,492		X	X			
38	NV	Owner 38	2.22	1	\$161,571		X	X			
39	VA	Owner 39	8.26	1	\$161,155		X	X			
40	OH	Owner 40	4.48	1	\$154,171		X	X			
41	FL	Owner 41	3.68	1	\$152,319		X	X			SS
42	SC	Owner 42	7.88	1	\$146,793			X	X		
43	TX	Owner 43	1.94	1	\$144,616			X	X		
44	CA	Owner 44	1.14	1	\$141,195			X	X		SS
45	CO	Owner 45	1.99	1	\$140,169			X	X		TGA
46	GA	Owner 46	6.29	1	\$137,841			X	X		
47	NY	Owner 47	1.97	1	\$134,490			X	X		
48	CA	Owner 48	10.53	1	\$132,780			X	X		
49	TX	Owner 49	8.26	3	\$128,986			X	X		
50	DE	Owner 50	1.79	1	\$126,771			X	X		
51	GA	Owner 51	1.01	3	\$124,561			X	X		
52	MD	Owner 52	11.45	1	\$122,083			X	X		
53	GA	Owner 53	1.20	1	\$111,524			X	X		
54	GA	Owner 54	1.95	1	\$110,904			X	X		
55	NJ	Owner 55	1.67	1	\$110,680			X	X		
56	CA	Owner 56	5.59	1	\$106,167			X	X		
57	TX	Owner 57	3.59	1	\$99,268			X	X		
58	CA	Owner 58	12.23	1	\$94,892			X	X		
59	WI	Owner 59	1.99	1	\$90,839			X	X		

60	NJ	Owner 60	9.69	1	\$90,275			X	X		
61	MI	Owner 61	6.58	1	\$82,317			X	X		
62	SC	Owner 62	1.32	1	\$81,373			X	X	X	
63	PA	Owner 63	1.94	1	\$81,041				X	X	
64	CA	Owner 64	6.41	1	\$80,737				X	X	
65	GA	Owner 65	1.13	1	\$75,209				X	X	
66	TN	Owner 66	8.46	1	\$73,056				X	X	
67	FL	Owner 67	2.56	1	\$67,465				X	X	
68	OK	Owner 68	8.81	2	\$66,224				X	X	
69	GA	Owner 69	3.89	1	\$65,256				X	X	
70	TX	Owner 70	3.81	1	\$63,736				X	X	
71	TX	Owner 71	8.13	1	\$53,569				X	X	
72	TX	Owner 72	9.28	1	\$47,250				X	X	
73	FL	Owner 73	3.18	1	\$42,513				X	X	
74	OH	Owner 74	1.68	1	\$39,328				X	X	
75	CO	Owner 75	2.11	1	\$38,874				X	X	
76	ID	Owner 76	6.08	1	\$37,578				X	X	
77	MI	Owner 77	9.90	1	\$35,562				X	X	
78	FL	Owner 78	1.37	3	\$34,377				X	X	
79	NJ	Owner 79	5.10	1	\$29,388				X	X	
80	CA	Owner 80	1.67	1	\$24,244				X	X	
81	CA	Owner 81	3.45	1	\$21,331				X	X	
82	AL	Owner 82	3.53	1	\$16,202				X	X	

Notes to Table 9

Table 9 shows the performance of each franchise owner and aggregates the performance of each unit. It does not show the performance of each unit but does provide the total number of units whose performance is aggregated in the total. Additionally, the table shows the number of years the franchisee has been in the System as calculated from the date of its first franchise agreement. Not all units owned by an owner/franchisee started operating at the same time. In many cases, owners opened or acquired additional franchises over time. Finally, the table shows the state in which the units are located. The last column of Table 9 identifies whether each franchisee is also a franchisee of one of our affiliates. If so, the revenue from its operations of a franchise in an affiliate's system is not included in the revenue reported in Table 9.

Basis of Compilation

All of the figures reported above have been compiled from Royalty Reporting Sheets provided by the reporting owners. As this is a non-brick-and-mortar business, there are no specific geographic criteria that distinguish one franchised unit from another. Franchisees have not disclosed the level of competition that any franchised unit may be experiencing. We and/or our Affiliates supply franchisees with the services outlined in Item 11 regardless of the length of time that they have been opened.

Some outlets have sold these amounts. Your individual results may differ. There is no