

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 public figures to promote our System.

#### **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. The included outlets do not differ materially from those of the outlets that may be offered to a prospective franchisee. New franchisees will be granted the right to operate either a Core Program or a Plus Program.

The following information represents the “Gross Revenues” of 32 owners representing 52 of franchised units for the time period of January 1, 2024 to December 31, 2024. This information includes only units that have been operating for at least one (1) year and that have been owned by the same owner(s) throughout the period of January 1, 2024 through December 31, 2024. There are franchised units that did not deliver its Gross Revenues statements in time for this compilation and additional franchised units did not report because they were either open for less than one (1) year or they were transferred to other franchisees during the year. “Gross Revenues” is defined as the gross revenue generated by a Business for all of the services it provides. 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%	13	\$309,839	6 Units (46.1% of Units)	7 Units (54.9% of Units)
Top 50%	26	\$224,547	7 Units (26.9 % of Units)	19 Units (73.1% of Units)
Middle 50%	26	\$107,761	12 Units (46.2% of Units)	14 Units (53.8% of Units)
Bottom 50%	26	\$53,388	14 Units (53.8% of Units)	12 Units (46.2% of Units)
Bottom 25%	13	\$30,589	7 Units (54.9% of Units)	6 Units (46.1% 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
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Top 25%	13	\$424,696	3 Units (23.1% of Units)	10 Units (76.9% of Units)
Top 50%	26	\$381,138	6 Units (23.1% of Units)	20 Units (76.9% of Units)
Middle 50%	26	\$121,205	8 Units (30.8% of Units)	18 Units (69.2% of Units)
Bottom 50%	26	\$52,525	14 Units (53.8% of Units)	12 Units (46.2% of Units)
Bottom 25%	13	\$31,010	7 Units (53.8% of Units)	6 Units (46.2% of Units)

## Notes to Tables 1 and 2

1. Of the top 25% three (3) owners own one (1) unit; five (5) owners own two (2) units, The states in which the top 25% have their locations are as follows: Arizona, California, Michigan, Minnesota, Washington D.C., New Jersey, New York and North Carolina. Of the top 25%, ten (10) 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%, thirteen (13) units have been open five (5) years or more.

2. Of the top 50%, eleven (11) owners own one (1) unit; six (6) owners own two (2) units, and four (4) owners own three (3) units. The states in which the top 50% have their locations are as follows: Arizona, California, Washington D.C., Florida, Georgia, Michigan, Minnesota, New Jersey, New York, North Carolina, Maryland, Texas and Washington. Of the top 50%, twelve (12) owners have been in the system for five (5) years or more and eight (8) 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 two (2) have been open for less than five (5) years.

3. Of the middle 50%, twelve (12) owners own one (1) unit; ten (10) owners own two (2) units, three (3) owners own three (3) units. The states in which the middle 50% have their locations are as follows: Arizona, California, Colorado, Florida, Maryland, Michigan, New Jersey, New York, North Carolina, Texas, Virginia, and Washington. Of the middle 50%, 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 middle 50%, nineteen (19) units have been open five (5) years or more and seven (7) have been open for less than five (5) years.

4. Of the bottom 50%, eleven (11) owners own one (1) unit; five (5) owners own two (2) units, and five (5) owners own three (3) units. The states in which the bottom 50% have their locations are as follows: Arizona, California, Colorado, Connecticut, Kansas, Maryland, Minnesota, New Jersey, New York, North Carolina, Pennsylvania, Texas, Virginia, and Washington. Of the bottom 50%, twelve (12) owners have been in the system for five (5) years or more and nine (9) have been in the system for less than five (5) years. Of the bottom 50%, seventeen (17) units have been open for five (5) years or more and eight (8) have been open for less than five (5) years.

5. Of the bottom 25%, eight (8) owners own one (1) unit; three (3) owners own two (2) units. The states in which the bottom 25% have their locations are as follows: Arizona, California,

Connecticut, Kansas, New York, New Jersey, North Carolina, Pennsylvania, Virginia, Oregon, and Texas. Of the bottom 25%, eight (8) 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 25%, nine (9) units have been open five (5) years or more and four (4) 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%	8	\$546,471	2 Franchisee (25% of Franchisees)	6 Franchisee (75% of Franchisees)
Top 50%	16	\$376,277	7 Franchisee (43.8% of Franchisees)	9 Franchisee (56.3% of Franchisees)
Middle 50%	16	\$160,419	7 Franchisee (43.8% of Franchisees)	9 Franchisee (56.3% of Franchisees)
Bottom 50%	16	\$75,432	8 Franchisee (50% of Franchisees)	8 Franchisee (50% of Franchisees)
Bottom 25%	8	\$36,1094	4 Franchisee (50% of Franchisees)	4 Franchisee (50% 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%	8	\$674,829	2 Franchisee (25% of Franchisees)	6 Franchisee (75% of Franchisees)
Top 50%	16	\$594,083	2 Franchisee (11.8% of Franchisees)	15 Franchisee (88.2% of Franchisees)
Middle 50%	16	\$197,099	5 Franchisee (29.4% of Franchisees)	12 Franchisee (70.6% of Franchisees)
Bottom 50%	16	\$80,838	7 Franchisee (41.2% of Franchisees)	10 Franchisee (58.8% of Franchisees)
Bottom 25%	8	\$36,799	4 Franchisee (50% of Franchisees)	4 Franchisee (50% of Franchisees)

#### Notes to Tables 3 and 4

1. Of the top 25%, four (4) owners own two (2) units, four (4) owners own three (3) units. The states in which the top 25% have their locations are as follows: California, Michigan, New Jersey, New York, North Carolina, Virginia, and Washington. Of the top 25%, seven (7) owners have

been in the system for five (5) years or more and zero (0) have been in the system for less than five (5) years. Of the top 25%, eight (8) 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%, six (6) owners own one (1) unit; six (6) owners own two (2) units, five (5) owners own three (3) units. The states in which the top 50% have their locations are as follows: Arizona, California, Florida, Georgia, Michigan, Minnesota, New Jersey, New York, North Carolina, Virginia, Texas, Washington D.C., and Washington. Of the top 50%, Twelve (12) owners have been in the system for five (5) years or more and four (4) have been in the system for less than five (5) years. Of the top 50%, fifteen (15) units have been open five (5) years or more and one (1) has been open for less than five (5) years.

3. Of the middle 50%, fourteen (14) owners own one (1) unit; one (1) owner owns two (2) units, three (3) owners own three (3) units. The states in which the middle 50% have their locations are as follows: Arizona, California, Colorado, Florida, Georgia, Maryland, New Jersey, Texas. Of the middle 50%, seven (7) owners have been in the system for five (5) years or more and nine (9) have 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 four (4) have been open for less than five (5) years.

4. Of the bottom 50%, seven (7) owners own one (1) unit. The states in which the top 25% have their locations are as follows: Kansas, Massachusetts, Maryland, North Carolina, Pennsylvania, Oregon, New York, Virginia, and Texas. Of the bottom 25%, six (6) 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 50%, nine (9) units have been open five (5) years or more and seven (7) have been open for less than five (5) years.

5. Of the bottom 25%, eight (8) owners own one (1) unit. The states in which the top 25% have their locations are as follows: Kansas, New Jersey, North Carolina, Pennsylvania, Oregon, New York, Virginia, and Texas. Of the bottom 25%, four (4) owners have been in the system for five (5) years or more and four (4) have been in the system for less than five (5) years. Of the bottom 25%, four (4) units have been open five (5) years or more and three (3) have been open for less than five (5) years.

This is a work-from-home business (Item 11). 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.

**TABLE 5: PERFORMANCE OF ALL OWNERS**

Rank	State	Owner	Years in System	Units Reporting	Revenue	Top 25%	Top 50%	Middle 50%	Bottom 50%	Bottom 25%	Multi Brand	Part Time Owner
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1	NJ/NY	Owner 1	16.5	4	1,034,333	x	x					
2	MI	Owner 2	16.6	3	718,210	x	x					
3	MN	Owner 3	2.5	2	522,515	x	x					
4	NY	Owner 4	11.2	2	502,191	x	x					
5	CA	Owner 5	6.4	2	475,421	x	x					
6	NC	Owner 6	9.3	2	406,322	x	x					
7	WA	Owner 7	10.4	3	397,449	x	x					
8	VA/DC	Owner 8	7.2	2	312,325	x	x					
9	AZ	Owner 9	4.7	3	310,817		x	x				
10	FL	Owner 10	6.8	2	254,271		x	x				
11	NJ	Owner 11	10.5	3	207,337		x	x				
12	CA	Owner 12	9.8	3	194,592		x	x				
13	GA	Owner 13	13.6	1	188,709		x	x				
14	MD	Owner 14	3.1	1	170,855		x	x				
15	FL	Owner 15	0.5	1	168,249		x	x				
16	TX	Owner 16	0.6	1	153,831		x	x				
17	AZ	Owner 17	3.6	1	153,251			x	x			
18	CA	Owner 18	10.8	1	153,015			x	x			
19	CA	Owner 19	16.2	3	126,556			x	x			

20	TX	Owner 20	1.1	1	108,438			x	x			
21	NJ	Owner 21	0.4	1	108,226			x	x			
22	CA	Owner 22	1.5	1	98,889			x	x			
23	CO	Owner 23	3.8	1	86,284			x	x		x	
24	TX	Owner 24	8.1	2	83,380			x	x			
25	CA	Owner 25	1.6	1	57,116				x	x		x
26	MD	Owner 26	1.1	1	65,174				x	x		
27	KS	Owner 27	9.5	1	45,775				x	x		
28	OR	Owner 28	1.6	1	39,274				x	x		x
29	TX	Owner 29	11.8	1	33,489				x	x		x
30	VA	Owner 30	1.1	1	25,045				x	x		x
31	NC	Owner 31	10	1	14,572				x	x		x
32	PA	Owner 32	2.5	1	8,424				x	x	x	x

### **Notes to Table 5**

The second to last column of Table 5 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 5. The last column of Table 5 identifies whether each franchisee is a part-time owner. Part-time owners are defined as franchisee owners who (a) do not spend a minimum of 30 hours per week working on their franchised business(es); (b) have not hired a full-time manager operating the franchised business(es); and/or (c) operate other ventures and/or are employed at other businesses that hinder their ability to work at least 30 hours per week at the franchised business(es).

### **Source of Information**

All of the figures reported above have been compiled from the annual profit & loss statements of the reporting owners.

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

**assurance you will sell and/or earn as much.**

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

Other than the preceding financial performance representations, TGA Franchise Systems, LLC does 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 from us, however, we may provide you with the actual records of that outlet. If you received any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting John Erlandson at 14 George Street, Budd Lake, New Jersey 07828, (615) 807-1623, [John@YouthAthletesUnited.com](mailto:John@YouthAthletesUnited.com), the Federal Trade Commission, and the appropriate state regulatory agencies.

## **ITEM 20. OUTLETS AND FRANCHISEE INFORMATION**

The tables presume a December 31 fiscal year end. The tables appear as follows:

**Table 1 – Systemwide Outlet Summary for Years 2022/2023/2024:**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the end of the Year	Net Changes
Franchised Owned	2022	76	62	-14
	2023	62	59	-3
	2024	59	53	-6
Company Owned*	2022	7	9	+2
	2023	9	1	-8
	2024	1	1	0
Total Outlets	2022	82	71	-12
	2023	71	60	-11
	2024	60	54	-6

\* The company owned outlet is in North Carolina.

**Table 2 – Transfers of Outlets From Franchisees to New Owners (Other than Franchisor) for Years 2022/2023/2024:**

State	Year	Number of Transfers
Florida	2022	0
	2023	0
	2024	1
Minnesota	2022	0
	2023	0
	2024	1
New Jersey	2022	0
	2023	0
	2024	1