

	Provision	Section in Multi-Unit Development Agreement	Summary
u.	Dispute resolution by arbitration or mediation	Sections 10.1, 10.2, 10.3, and 10.4	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 Franchised Business premises and post-termination obligations. Subject to state law.
v.	Choice of forum	Section 10.5	Litigation takes place in Montana, subject to applicable state law.
w.	Choice of law	Section 10.5	Montana, subject to applicable 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.

The following representation is a historic financial performance representation about our existing Great Harvest Bakery Cafe outlets that were in operation in calendar year 2024. As described in Item 1 of this Disclosure Document, we no longer offer Great Harvest franchises with limited menu items and/or limited seating, although many of these outlets remaining in operation. Since 2017, we have only offered franchises to operate a Great Harvest Bakery Cafe, which has an extensive menu and seating.

We had 55 Great Harvest Bakery Cafe franchised outlets and no company-owned outlets in the Great Harvest franchise system at the close of our most recent fiscal year. As of December 31, 2024, we had 49 Great Harvest Bakery Cafe outlets in the Great Harvest System that operated for the full 2024 calendar year. Of these, 7 outlets are a Hub that bakes bread for a non-bread baking Spoke outlet, and there are 7 corresponding Spoke outlets. We have not included the financial performance of the remaining 6 Great Harvest Bakery Café franchised outlets for the following reasons: 2 new outlets opened during 2024 and did not operate for the full calendar year, 1 outlet that our affiliate had ceased operating was acquired by a franchisee during 2024 and did not operate for the full calendar year, and 3 outlets are at non-traditional venues with limited customer access and days/hours of operation.

Chart 1¹

**Gross Sales² - All Bakery Cafes
January 1 – December 31, 2024**

	Single Site Operation	Hub and Spoke Operation
Number of Outlets	35	7 sets (14 total)
Average Gross Sales	\$ 948,105	\$ 1,761,286
Outlets Exceeding Average	13 or 38%	4 sets (8 total) or 57%
Median Gross Sales	\$ 823,366	\$ 1,582,815
Lowest Gross Sales	\$ 234,253	\$ 1,141,033
Highest Gross Sales	\$ 2,903,260	\$ 2,586,501

**Chart 2¹
Gross Sales² - Hub Cafes and Spoke Cafes
January 1 – December 31, 2024**

	Hubs	Spokes
Number of Outlets	7	7
Average Gross Sales	\$ 1,224,945	\$ 536,342
Outlets Exceeding Average	3 or 43%	3 or 43%
Median Gross Sales	\$ 1,089,815	\$ 492,461
Lowest Gross Sales	\$ 637,407	\$ 259,055
Highest Gross Sales	\$ 1,743,400	\$ 978,499

**Chart 3¹
Income and Expense - Reporting Bakery Cafes³
January 1 – December 31, 2023⁴**

	Single Site Operation			
Number of Reporting Outlets	19			
	Average	% of Gross Sales	Median	% of Gross Sales
Income				
Gross Sales ⁵	\$ 1,184,488	100.0	\$ 964,230	100.0
Expense				
Variable Costs ⁶	\$ 822,645	69.45	\$ 675,129	70.02
Fixed Costs ⁷	\$ 133,532	11.27	\$ 125,031	12.97

	Hub and Spoke Operation			
Number of Reporting Outlets	7 sets (14 total)			
	Average	% of Gross Sales	Median	% of Gross Sales
Income				
Gross Sales ⁸	\$ 1,764,680	100.0	\$ 1,783,463	100.0
Expense				
Variable Costs ⁶	\$ 1,191,926	67.54	\$ 1,175,696	65.92
Fixed Costs ⁷	\$ 249,808	14.16	\$ 259,852	14.57

Notes:

¹ The information contained in this Chart has not been audited.

² Gross Sales means the revenue from sales of all products, goods, services, and wares, whether for cash or on a charge, credit, or time basis, less applicable sales taxes, employee tips, sale discounts, comps, voids, or any revenue derived from selling or issuing Great Harvest gift cards.

³ The figures in this Chart are based on only those Bakery Cafe franchised outlets that submitted their income statements to us for calendar year 2023.

⁴ This Disclosure Document is issued prior to the date our franchisees are required to submit to us income statements for calendar year 2024.

⁵ For Single Site operations, the lowest performing outlet had \$407,966 in Gross Sales in 2023 and the highest performing outlet had \$2,625,367 in Gross Sales in 2023. Of the 19 reporting single site outlets, (i) 7 or 37% exceeded the average Gross Sales, (ii) 7 or 37% exceeded the average Variable Costs, and (iii) 6 or 32% exceeded the average Fixed Costs.

⁶ Variable Costs means costs of goods sold, labor costs (not including the franchise owner's compensation), advertising costs, and royalties.

⁷ Fixed Costs means rent, repairs, insurance, legal, vehicle costs, and other operating costs.

⁸ For Hub and Spoke operations, the lowest performing set had \$1,404,435 in Gross Sales in 2023 and the highest performing set had \$2,459,222 in Gross Sales in 2023. Of the 7 reporting sets, (i) 4 or 57% exceeded the average Gross Sales, (ii) 2 or 28% exceeded the average Variable Costs, and (iii) 4 or 57% exceeded the average Fixed Costs.

Written substantiation of the data used in preparing these figures will be made available to you upon reasonable request.

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

Other than the preceding financial performance representation, 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 Christine Koch at 28 South Montana Street, Dillon, Montana, 59725, or 800-442-0424, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

Tables 1a – 5a are a summary of all outlets, including bakery cafes, in the Great Harvest franchise System.

Tables 1b – 5b are a summary of Great Harvest Bakery Cafe outlets only.

Table No. 1a