

Provision	Section in Multi-Unit Developer Agreement	Summary
t. Integration/merger clause	13	The Multi-Unit Developer Agreement is the entire agreement between the parties. Only the terms of the Multi-Unit Developer Agreement are binding (subject to state law). Any representations or promises outside of the Disclosure Document and the Multi-Unit Developer Agreement may not be enforceable. However, nothing in the Multi-Unit Developer Agreement is intended to disclaim the representations made in the Disclosure Document.
u. Dispute resolution by arbitration or mediation	14	All disputes must be mediated, and then, if needed, litigated in the then-current county and state where our corporate headquarters is located—currently, Queen Anne's County, Maryland (subject to state law)
v. Choice of forum	14	The then-current county and state where our corporate headquarters is located—currently Queen Anne's County, Maryland (subject to state law)
w. Choice of law	14	Maryland law applies (subject to 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 any franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in this 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.

## **I. Affiliate Owned Kitchen:**

We have one (1) affiliate owned location in New York City, NY that has operated since 2010. In August 2018, a second Kitchen was opened in this same facility deviating from the standard franchise concept of one Kitchen per location. Total Gross Revenues for the NY location from the revenue streams available to franchised locations are shown in the table below. Our NY location does not have a set territory. We also have one (1) affiliate location that operates in Chester, Md. that operates as a testing and training facility and is not substantially similar to the franchised offerings. Due to the non-standard offerings and activities at the Chester, MD location, the data for this location has not been included in the chart below.

<b>Affiliate Location</b>	<b>Gross Revenue 2024</b>
<b>Total</b>	\$2,466,795

## **II. Franchised Kitchens 2024:**

We had ten (10) franchised locations operating as of December 31, 2024 that were opened a minimum of 12 months. Nine (9) of the ten (10) franchise locations operate in a Territory that consists of: (i) a population of approximately 100,000 people or a (4) mile radius; and (ii) an average household income of at least \$100,000, which are our current criteria for opening a new location (the “Qualifying Outlets”). Financial performance results were requested from all Qualifying Outlets and all nine (9) locations provided gross sales and event count information to us (the “Sales Reporting Locations”). Seven (7) of the Qualifying Outlets provided expense information to us (the “Sales & Expense Reporting Locations”) by the deadline provided.

A. The table below represents Gross Revenues achieved in 2024 by the Sales Reporting Locations. That data is separated into the top 1/4, middle-top 1/4, middle-bottom 1/4 and lowest 1/4. There were 2 franchises in each of the top 1/4, middle-top 1/4, and middle-bottom 1/4 and 3 franchisees in the lowest 1/4.

<b>Group</b>	<b>Average Gross Revenue</b>	<b>Median Revenue</b>	<b>High</b>	<b>Low</b>	<b># At or Above Average</b>	<b>% That Met or Exceeded the Average</b>
Top 1/4	\$1,113,959	\$1,113,959	\$1,421,420	\$806,497	1	11%
Top-Middle 1/4	\$752,576	\$752,576	\$805,388	\$699,764	1	11%
Bottom-Middle 1/4	\$629,282	\$629,282	\$641,304	\$617,260	1	11%
Bottom 1/4	\$372,023	\$313,931	\$572,025	\$230,112	1	11%

B. The table below represents Net Operating Income (\$) achieved in 2024 by the Sales & Expense Reporting Locations. The data is separated into the top 1/3, middle 1/3, and lowest 1/3. There were 2 franchises in each of the top 1/3, and middle 1/3 and 3 franchisees in the bottom 1/3.

Group	Net Operating Income (\$)	Median	High	Low	# At or Above Average	% That Met or Exceeded the Average
Top 1/3	\$312,633	\$312,633	\$314,708	\$310,557	1	14%
Middle 1/3	\$202,885	\$202,885	\$212,503	\$193,266	1	14%
Bottom 1/3	\$132,467	\$164,459	\$193,082	\$39,861	2	29%

C. The table below contains average Net Operating Income (%) achieved in 2024 by the Sales & Expense Reporting Locations. The data is separated into the top 1/3, middle 1/3, and lowest 1/3. There were 2 franchises in each of the top 1/3, and middle 1/3 and 3 franchisees in the bottom 1/3.

Group	Net Operating Income (%)	Median	High	Low	# At or Above Average	% That Met or Exceeded the Average
Top 1/3	36.2%	36.2%	38.6%	33.8%	1	14%
Middle 1/3	30.4%	30.4%	33.1%	27.6%	1	14%
Bottom 1/3	20.5%	22.1%	26.6%	12.7%	2	29%

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D. The table below contains certain financial performance numbers achieved during 2024 by the Sales and Expense Reporting Locations.

	2024 Average (Annual)	% of Gross Income	Median	High	Low	# at or above average	% That Met or Exceeded the Average
<b>Income</b>							
Gross Revenue	\$724,442	100%	\$641,304	\$1,421,420	\$313,931	2	29%
<b>COGS</b>							
Food & Event Supplies	\$59,116	8%	\$55,338	\$99,822	\$23,343	3	43%
<b>Operating Expenses</b>							
Labor	\$225,819	31%	\$199,301	\$543,851	\$83,015	1	14%
Rent	\$69,607	10%	\$61,090	\$125,365	\$46,771	3	43%
Maintenance and Repairs	\$4,679	1%	\$4,306	\$12,340	\$913	3	43%
Utilities	\$17,416	2%	\$10,227	\$68,189	\$3,982	1	14%
Royalty	\$63,703	9%	\$57,080	\$126,529	\$25,138	2	29%
Advertising	\$25,212	3%	\$26,890	\$32,471	\$18,630	4	57%
Brand Fund	\$5,032	1%	\$2,352	\$13,882	\$2,156	3	43%
GL Insurance	\$4,337	1%	\$4,545	\$6,780	\$0	5	71%
Credit Card Processing	\$14,678	2%	\$13,253	\$28,076	\$6,184	2	29%
Office Expenses	\$8,077	1%	\$5,803	\$19,601	\$3,186	3	43%
Other Expenses	\$19,101	3%	\$16,472	\$46,177	\$6,300	3	43%
<b>Net Operating Income</b>	<b>\$204,062</b>	<b>28%</b>	<b>\$193,266</b>	<b>\$314,708</b>	<b>\$39,861</b>	<b>3</b>	<b>43%</b>

E. The table below contains 2024 average number of events and gross revenue per event for all Sales Reporting Locations.

<b>Average Number of Events</b>	601
<b>Average Gross Revenue Per Event</b>	\$1,077
<b># (%) Above Average</b>	5 (55%)
<b>Median Gross Revenue Per Event</b>	\$1,083
<b>Highest Gross Revenue Per Event</b>	\$1,535
<b>Lowest Gross Revenue per Event</b>	\$709

F. The table below contains 2024 event and attendance data from all Sales Reporting Locations.

	Average	Median	High	Low	# at or above average	% Of Franchisees that Met or Exceeded the Average
Events per Week	12	12	18	6	5	55%
Guests per Event	14	15	16	11	5	55%

G. The below table contains 2024 Gross Revenue by category data from all Sales Reporting Locations.

Event Type	% of Gross Revenue
Adult Classes	18%
Adult Corporates & Private Events	20%
Kids Camps	26%
Kids Birthdays	17%
Kids Events	12%
Gift Cards/Products	6%

### III. Notes:

1. These results are unaudited.
2. Gross Revenue -means all revenue generated at, from or in connection with the operation of a Kitchen, including from sales of all products and services conducted at, from or with respect to the designated location. Gross Revenue does not include the sale of products or services for which

refunds have been made in good faith to customers or discounts. Gift cards are included in Gross Revenue when the gift card is sold.

3. Cost of Sales (Cost of Goods Sold) - is an amount that reflects the direct cost to deliver services to customers. It is the total of Food Cost, Event Supplies & Alcohol Costs for locations that sell beer and wine.
4. Food & Event Supplies - includes all ingredients and food purchases for events plus paper goods and other temporary event supplies. This also includes beer and wine purchase cost for locations who sell them. The average Kitchen spent \$4.48 per guest on food costs for each event.
5. Expenses - include the combination of Labor, Rent, Maintenance & Repairs, Utilities, Royalty, Advertising, Brand Fund, General Liability Insurance, Credit Card Process, Office Expense and Other Expenses.
6. Labor - includes wages, taxes, bonus, profit share and other employee expenses paid to employees. This includes hourly and salary labor. Health benefits and retirement costs, if offered, are not included. The average hourly rate paid for a lead instructor was \$20-24 per hour and for event assistants was \$15-18 per hour.
7. Rent - includes the location base rent, extra lease charges, such as common area maintenance (CAM) charges, real estate taxes, deferred rent, and related real estate charges. Trash removal and pest control are also included they are not part of CAM. The average monthly base rent was \$6,109.
8. Maintenance & Repairs - includes repair and maintenance expenses including knife sharpening, appliance repairs.
9. Utilities - the cost for utilities including gas and electric, internet, telephone and water.
10. Royalty - the cost paid to us for the license granted under the Franchise Agreement.
11. Advertising- includes the cost to advertise a Kitchen with paid marketing and local community efforts.
12. Brand Fund - the cost paid to us towards the Brand Development Fund.
13. GL Insurance - the cost paid to insurance carriers for general liability insurance premium
14. Credit Card Processing - the cost to accept credit card payments through our booking system.
15. Office Expenses - include miscellaneous office related expenses.
16. Other Expenses - include but are not limited to bank service charges, employee relations, smallwares, uniforms, licenses, permits, professional fees and other additional expenses. Non-

essential business expenses have been removed from operating expenses where relevant including but not limited to healthcare insurance, retirement expenses & contributions (even if required by law to provide) & car payments/expenses. This is to provide consistent data for comparison between Kitchens who incur these typically optional expenses and those who do not.

17. Net Operating Income (NOI) - Gross Profit minus Expenses. This does not include taxes or depreciation. This does not include expenses related to an owner's compensation, interest costs or debt service.
18. The above results do not include any expenses related to owner compensation, interest costs/debt service or employee health insurance/retirement benefits.
19. Kids Events include kids classes, family classes, field trips, and semester classes.

**V. General Notes:**

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

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

Other than the preceding financial performance representation, Taste Buds Kitchen International 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, 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 Jeff Brelsford at 800-D Abruzzi Drive, Chester, MD 21619 and (410) 929-2311, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**  
**Systemwide Outlet Summary**  
**For years 2022, 2023, 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	2022	9	9	0
	2023	9	10	+1
	2024	10	10	0
Company-Owned*	2022	2	2	0
	2023	2	2	0
	2024	2	2	0
Total Outlets	2022	11	11	0
	2023	11	12	+1
	2024	12	12	0

\*The company-owned outlets reflected in the above chart is owned and operated by our affiliate.

\*\*Numbers are as of November 30, which is our fiscal year end.

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For years 2022, 2023, 2024\*\***

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
None	2022	0
	2023	0
	2024	0
<b>Total</b>	2022	0
	2023	0
	2024	0

\*\*Numbers are as of November 30, which is our fiscal year end.