

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.

We do not make any financial performance representations about any Area Representative’s future financial performance or the past financial performance of company-owned or franchised Area Representative Businesses. 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 Area Representative Franchise, however, we may provide you with the actual records of that Area Representative Franchise. 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 Wayne Cavanaugh, 1751 Mound Street, Suite 102, Sarasota, Florida 34236 and (941) 444-2209, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20.
OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
SYSTEMWIDE AREA REPRESENTATIVE FRANCHISES SUMMARY FOR
FOR YEARS 2022 to 2024

Outlet Type	Year	Area Representative Franchises at the Start of the Year	Area Representative Franchises at the End of the Year	Net Change
Franchised	2022	19	37	+18
	2023	37	52	+15
	2024	52	58	+6
Company-Owned	2021	0	0	0
	2022	0	0	0
	2023	0	0	0