

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 group of facilities includes all of the outlets that are currently open. There are presently two Little Diggers facilities that are open as of December 31, 2024. Both of those facilities are company-owned. The stated level of performance was between January 1, 2024 and December 31, 2024 for the Dublin facility, and between November 15, 2024 and December 31, 2024 for the Cleveland facility. The opening date for the Cleveland facility was November 15, 2024.

Table 1
Annual Financial Information for All Facilities
January 1, 2024-December 31, 2024

	Dublin, Ohio	Cleveland, Ohio (Note 3)
Total Months Open	12	1.5
Net Sales	\$434,994	\$114,972
Cost of Goods Sold	\$34,858	\$6,941
Occupancy	\$101,073	\$18,833
Advertising (Note 1)	\$7,883	\$1,814
Payroll	\$109,735	\$7,348
Insurance	\$4,893	\$2,100
Other Expenses	\$29,269	\$26,545
Imputed Royalty (Note 2)	\$34,799	\$9,198
EBITDA (% of Gross Sales)	\$112,483 (25.85%)	\$42,103 (36.62%)

Note 1. The advertising fee that you will pay is currently two percent (2%) of sales.

Note 2. You will be required to pay a royalty fee of eight percent (8%) of sales.

Note 3. Given that the Cleveland facility opened on November 15, 2024, the average monthly sales may be higher than normal because of publicity surrounding the grand opening of the facility. The facility may also have benefitted from the Holiday season. Not all facilities will perform as well in their first month and a half.

Table 2
Monthly Financial Information for All Facilities
January 1, 2024-December 31, 2024

	Dublin, Ohio	Cleveland, Ohio (Note 1)
Total Months Open	12	1.5
Average Monthly Net Sales	\$36,249	\$76,648

Note 1. Given that the Cleveland facility opened on November 15, 2024, the average monthly sales may be higher than normal because of publicity surrounding the grand opening of the facility. The facility may also have benefitted from the Holiday season. Not all facilities will perform as well in their first month and a half.

Table 3
Monthly Financial Information for All Facilities
January 1, 2025-March 31, 2025

	Dublin, Ohio	Cleveland, Ohio (Note 1)
Total Months Open	3	3
Net Sales for Open Period	\$158,579	\$176,791
Cost of Goods Sold	\$10,435	\$13,692
Occupancy	\$27,706	\$25,536
Advertising	\$3,905	\$3,824
Payroll	\$28,697	\$29,083
Insurance	\$1,785	\$1,850
Other Expenses	\$4,188	\$3,855
Imputed Royalty	\$12,686	\$14,143

Some outlets have earned this amount. There is no assurance you'll do as well. If you rely upon our figures, you must accept the risk of not doing as well.

Written substantiation of these figures is available to franchisee upon reasonable request.

Item 20:
Outlets And Franchise Information

Table No. 1
Systemwide Outlet Summary for 2022-2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Company Owned	2022	0	0	0
	2023	0	1	+1
	2024	1	2	+1
Total Outlets	2022	0	0	0
	2023	0	1	+1
	2024	1	2	+1

Table No. 2
Transfers of Outlets from Franchisees to New Owners (Other than the Franchisor) for years 2022-2024

State	Year	Number of Transfers
TOTAL	2022	0
	2023	0
	2024	0

Table No. 3
Status of Franchise Outlets for years 2022-2024

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-renewals	Re-acquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of Year
Totals	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	0	0	0	0	0	0

Table No. 4
Status of Company Owned Outlets for years 2022-2024