

**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 have been open for at least twelve months as of December 31, 2025 (“Reporting Facilities”). There are presently a total of three Little Diggers facilities that are open as of December 31, 2025. All of three of the facilities that are open are company-owned, including the two Reporting Facilities below. The stated level of performance was between January 1, 2025 and December 31, 2025.

Table 1  
Annual Income Information for Reporting Facilities  
January 1, 2025-December 31, 2025

Facility	Annual Gross Sales
Facility 1	\$482,579
Facility 2	\$469,056
Average	\$475,817.50

Table 2  
Annual Expense Information for Reporting Facilities  
January 1, 2025-December 31, 2025

	Facility 1	Facility 2	Average
Cost of Goods Sold	\$38,246	\$36,149	\$37,198
Payroll Cost	\$126,021	\$126,037	\$126,029
Advertising	\$4,382	\$1,655	\$3,018
Office Supplies	\$12,579	\$7,740	\$10,160
Insurance	\$9,132	\$5,963	\$7,548
Rent	\$110,566	\$144,270	\$127,418
Other Expenses	\$8,159	\$1,763	\$4,961

Table 3  
Earnings Before Interest Taxes, Depreciation, and Amortization for Reporting Facilities  
January 1, 2025-December 31, 2025

	Facility 1	Facility 2	Average
EBITDA	\$119,735	\$97,083	\$108,409

Note: EBITDA as shown above includes the deduction of the imputed royalty fee and ad fund charge that a franchisee would have to pay.

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.

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 2023-2025**

<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	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Company Owned	2023	0	1	+1
	2024	1	2	+1
	2025	2	3	+1
Total Outlets	2023	0	1	+1
	2024	1	2	+1
	2025	2	3	+1

**Table No. 2  
Transfers of Outlets from Franchisees to New Owners  
(Other than the Franchisor) for years 2023-2025**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
TOTAL	2023	0
	2024	0
	2025	0

**Table No. 3  
Status of Franchise Outlets  
for years 2023-2025**

<b>State</b>	<b>Year</b>	<b>Outlets at Start of Year</b>	<b>Outlets Opened</b>	<b>Terminations</b>	<b>Non-renewals</b>	<b>Re-acquired by Franchisor</b>	<b>Ceased Operations – Other Reasons</b>	<b>Outlets at End of Year</b>
Totals	2023	0	0	0	0	0	0	0
	2024	0	0	0	0	0	0	0
	2025	0	0	0	0	0	0	0

**Table No. 4  
Status of Company Owned Outlets  
for years 2023-2025**

<b>State</b>	<b>Year</b>	<b>Outlets at Start of Year</b>	<b>Outlets Opened</b>	<b>Outlets Reacquired from Franchisees</b>	<b>Outlets Closed</b>	<b>Outlets Sold to Franchisees</b>	<b>Outlets at End of Year</b>
Ohio	2023	0	1	0	0	0	1