

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 Gayle Miller, 3200 NW Main Street, Suite 110, Coon Rapids, Minnesota 55448; (612) 405-8404, the Federal Trade Commission, and the appropriate state regulatory agencies.

20. OUTLETS AND FRANCHISEE INFORMATION

~~PROJECTED OPENINGS AS OF THE LAST DAY OF THE LAST FISCAL YEAR~~

<u>State</u>	<u>Franchise Agreements Signed but Outlet Not Opened</u>	<u>Projected New Franchised Outlet in the Next Fiscal Year</u>	<u>Projected New Company-Owned Outlet in the Next Fiscal Year</u>
Minnesota	0	1	0
Totals	0	1	0

SYSTEM-WIDE OUTLET SUMMARY
For Years 2022 to 2024

~~STATUS OF COMPANY-OWNED OUTLETS FOR PAST THREE YEARS~~

<u>State</u> <u>Outlet Type</u>	<u>Year</u>	<u>Outlets at the Start of the Year</u>	<u>Outlet Opened</u>	<u>Outlets Closed</u> <u>Outlets Reacquired from Franchisee at the End of the Year</u>	<u>Outlets Sold to Franchisee</u> <u>Net Change</u>	<u>Outlets at End of the Year</u>
<u>Franchised</u>	<u>2022</u>	<u>7</u>		<u>7</u>	<u>0</u>	
	<u>2023</u>	<u>7</u>		<u>5</u>	<u>-2</u>	
	<u>2024</u>	<u>5</u>		<u>5</u>	<u>0</u>	
<u>Minnesota Company-Owned</u>	2022	6	0	0	0	6
	2023	6	0	0	0	6
	2024	6	0	0	0	6
<u>Total Outlets</u>	<u>2022</u>	<u>13</u>		<u>13</u>	<u>0</u>	
	<u>2023</u>	<u>13</u>		<u>11</u>	<u>-2</u>	
	<u>2024</u>	<u>11</u>		<u>11</u>	<u>0</u>	

TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN THE FRANCHISOR)
From Years 2022 to 2024

<u>State</u>	<u>Year</u>	<u>Number of Transfers</u>	
<u>All States</u>	<u>2022</u>	0	
	<u>2023</u>	0	
	<u>2024</u>	0	
Totals	6 0 2022	00	6
	6 0 2023	00	6
	6 0 2024	00	6

STATUS OF FRANCHISED OUTLETS FOR LAST THREE YEARS
For Years 2022 to 2024

<u>State</u>	<u>Year</u>	<u>Outlets at Start of Year</u>	<u>Outlet Opened</u>	<u>Terminations</u>	<u>Non-renewals</u>	<u>Reacquired by Franchisor</u>	<u>Ceased Operations Other Reasons</u>	<u>Outlets at End of Year</u>
Minnesota	2022	7	0	0	0	0	0	7
	2023	7	0	0	2	0	0	5
	2024	5	0	0	0	0	0	5
Totals	2022	7	0	0	0	0	0	7
	2023	7	0	0	2	0	0	5
	2024	5	0	0	0	0	0	5

TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN THE FRANCHISOR) FOR THE PAST THREE YEARS

<u>State</u>	<u>Year</u>	<u>Number of Transfers</u>
<u>All States</u>	<u>2022</u>	0
	<u>2023</u>	0
	<u>2024</u>	0
Totals	<u>2022</u>	0
	<u>2023</u>	0

	2024	0
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STATUS OF COMPANY-OWNED OUTLETS
For Years 2022 to 2024

SYSTEM-WIDE OUTLET SUMMARY FOR PAST THREE YEARS

<u>Outlet Type</u>	<u>Year</u>	<u>Outlets at the Start of the Year</u>	<u>Outlet Opened</u>	<u>Outlets Reacquired from Franchisee</u>	<u>Outlets at the End of the Year</u>	<u>Net Change</u>	<u>Outlets at End of the Year</u>
Franchisee Minnesota	2022	76	0	0	70	0	6
	2023	76	0	0	50	-20	6
	2024	56	0	0	50	0	6
Company-Owned Totals	2022	6	0	0	60	0	6
	2023	6	0	0	60	0	6
	2024	6	0	0	60	0	6
Total Outlets	2022	13			13		0

PROJECTED NEW FRANCHISED OUTLETS
AS OF DECEMBER 31, 2024

<u>2023 State</u>	<u>13 Franchise Agreements Signed but Outlet Not Opened</u>	<u>11 Projected New Franchised Outlet in the Next Fiscal Year</u>	<u>-2 Projected New Company-Owned Outlet in the Next Fiscal Year</u>
2024 Minnesota	10	11	0
<u>Totals</u>	<u>0</u>	<u>1</u>	<u>0</u>

The name, business address, and business telephone number of each current franchisee on January 1, 2025, and the name, last known home address and telephone number of every franchisee who has had a franchise terminated, cancelled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the Franchise Agreement during the most recently completed fiscal year or has not communicated with us within 10 weeks of the issuance date of this disclosure document, is attached as Exhibit C. If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

As of January 1, 2025, we are not offering any existing franchised outlets to prospective franchisees, including those that either have been reacquired by us or are still being operated by current franchisees pending a transfer. In the event that we begin to offer any such outlet,

State Effective Dates

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered or exempt from registration, as of the Effective Date stated below:

State	Effective Date
Minnesota	
Wisconsin	<u>4/25/2025</u>

Other states may require registration, filing, or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.