

4. “Fixed Expenses” is a sum of all of the fixed expense categories for each Reporting Franchisee.

- a) Professional, Bank and Accounting includes bank charges & credit card merchant fees, accounting services, bad debt & write-offs, postage & courier, and professional services.
- b) Miscellaneous expenses include business licenses, business software and programs, fees & files, dues and subscriptions, taxes / tax penalty fees, legal, and other uncategorized expenses.
- c) Business Entertainment and Gifts includes business events, gifts for directors and teachers and business meals and entertainment.
- d) Equipment and Gear includes soccer balls, cones, goals, coaches branded gear, stickers and stamps, and miscellaneous coaching supplies.
- e) Business Travel expenses include meals & entertainment, and travel expenses for System national and regional meetings.
- f) Office Rent and Utilities includes office Internet, postage, phone, rent, up-fit, repairs, small equipment, supplies and utilities.

5. “Net Income” equals a Reporting Franchisee’s Variable Profit minus its Fixed Expenses.

6. “Add Backs” equal Amortization, Depreciation, Interest, Owner’s Payroll.

**Some outlets have sold this amount. Your individual results may differ. There is no assurance that you’ll sell as much.**

~~Actual results will vary from franchisee to franchisee. Factors such as the length of time the business has been open, location, demographics, the franchisee’s prior business experience, the franchisee’s marketing efforts and others will have an effect on your individual results.~~

The information presented in this Item 19 is unaudited and is based on all financial information reported by franchisees. The information presented does not reflect or include the initial investment costs and expenses you will incur in operating your Franchise. We will provide you with written substantiation of the information contained in this Item 19, upon written request from you and subject to your signing an agreement to maintain the confidentiality of the information.

Other than the preceding financial performance representations, we do 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 our CEO Justin Bredeman at Soccer Shots Franchising, LLC, 1020 South Eisenhower, Middletown, PA 17057, (717) 616-8587, the Federal Trade Commission, and the appropriate state regulatory agencies.

*[Remainder of Page Intentionally Left Blank]*

## EXHIBIT D

### STATE ADMINISTRATORS

#### **California**

Commissioner of Financial Protection and  
Innovation  
Department of Financial Protection and  
Innovation  
320 West 4th Street, Suite 750  
Los Angeles, California 90013  
(213) 576-7505 or (866) 275-2677  
Website: <http://www.dfpi.ca.gov/>  
Email: [Ask.DFPI@dfpi.ca.gov](mailto:Ask.DFPI@dfpi.ca.gov)

#### **Florida**

Department of Agriculture & Consumer  
Services  
Division of Consumer Services  
Attention: Business Opportunities  
Mayo Building, Second Floor  
Tallahassee, FL 32399-0800

#### **Illinois**

Franchise Division  
Illinois Attorney General  
500 South Second Street  
Springfield, IL 62706

#### **Indiana**

Securities Commissioner  
Securities Division  
302 West Washington Street  
Room E111  
Indianapolis, IN 46204

#### **Maryland**

Office of the Attorney General  
Securities Division  
200 St. Paul Place  
Baltimore, MD 21202-2020

#### **Michigan**

Consumer Protection Division  
Attention: Franchise Section  
G. Mennen Williams Building, First Floor  
525 West Ottawa Street  
Lansing, MI 48933

#### **Minnesota**

Minnesota Department of Commerce  
85 Seventh Place East, Suite 280  
St. Paul, MN 55101-2198

#### **New York**

NYS Department of Law  
Investor Protection Bureau  
28 Liberty St. 21<sup>st</sup> Floor  
New York, NY 10005  
212-416-8222

#### **North Dakota**

North Dakota Securities Commissioner  
600 East Boulevard Avenue  
State Capitol 14<sup>th</sup> Floor Dept 414  
Bismarck, ND 58505-0510  
701-328-4712

#### **South Dakota**

State Administrator's Office  
Division of Insurance  
Securities Regulation  
124 S Euclid, Suite 104  
Pierre, South Dakota 57501

#### **Utah**

Utah Department of Commerce  
Consumer Protection Division  
160 East 300 South  
Salt Lake City, UT 84114-6704

#### **Virginia**

State Corporation Commission  
Division of Securities and Retail Franchising  
1300 East Main Street, 9th Floor  
Richmond, VA 23219

#### **Washington**

Securities Division,  
Department of Financial Institutions  
PO Box 41200  
Olympia, WA 98504-1200

## EXHIBIT D

### AGENTS FOR SERVICE OF PROCESS

<p style="text-align: center;"><b>California</b></p> <p>Commissioner of Financial Protection and Innovation Department of Financial Protection and Innovation 320 West 4th Street, Suite 750 Los Angeles, California 90013 (213) 576-7505 or (866) 275-2677 Website: <a href="http://www.dfpi.ca.gov/">http://www.dfpi.ca.gov/</a> Email: <a href="mailto:Ask.DFPI@dfpi.ca.gov">Ask.DFPI@dfpi.ca.gov</a></p>	<p style="text-align: center;"><del>Minnesota</del><u>New York</u></p> <p><u>Attention: New York Secretary of State</u> <u>New York Department of State</u> <del>Minnesota Commissioner of</del><u>One Commerce Plaza,</u> <u>99 Washington Avenue, 6th Floor</u> <del>85 Seventh Place East, Suite 280</del> <del>St. Paul, MN 55101-2198</del> <u>Albany, NY 12231-0001</u></p>
<p style="text-align: center;"><b>Florida</b></p> <p>Department of Agriculture &amp; Consumer Services Division of Consumer Services Attention: Business Opportunities Mayo Building, Second Floor Tallahassee, FL 32399-0800</p>	<p style="text-align: center;"><del>New York</del><u>North Dakota</u></p> <p><u>Securities Commissioner</u> <del>Attention: New York Secretary of State</del> <del>New York Department of State</del> <del>One Commerce Plaza,</del> <del>99 Washington</del><u>600 East Boulevard Avenue, 6th Floor</u> <u>State Capitol 14th Floor Dept 414</u> <u>Bismarck, ND 58505-0510</u> <del>Albany, NY 12231-0001</del><u>701-328-4712</u></p>
<p style="text-align: center;"><b>Illinois</b></p> <p>Illinois Attorney General 500 South Second Street Springfield, IL 62706</p>	<p style="text-align: center;"><del>North</del><u>South Dakota</u></p> <p><u>Agent for Service of Process</u> <u>Director of South Dakota Division of Insurance</u> <u>Securities Commissioner Regulation</u> <u>124 S Euclid, Suite 104</u> <del>600 East Boulevard Avenue</del> <del>State Capitol 14th Floor Dept 414</del> <del>Bismarck, ND 58505-0510</del> <del>701-328-4712</del><u>Pierre, South Dakota 57501</u></p>
<p style="text-align: center;"><b>Indiana</b></p> <p>Indiana Secretary of State 201 State House 200 West Washington Street Indianapolis, IN 46204</p>	<p style="text-align: center;"><b>Utah</b></p> <p>Utah Department of Commerce Consumer Protection Division 160 East 300 South Salt Lake City, UT 84114-6704</p>
<p style="text-align: center;"><b>Maryland</b></p> <p>Maryland Securities Commissioner Office of the Attorney General Securities Division 200 St. Paul Place Baltimore, MD 21202-2020</p>	<p style="text-align: center;"><b>Virginia</b></p> <p>Clerk of the State Corporation Commission 1300 East Main Street, 1st Floor Richmond, VA 23219</p>
<p style="text-align: center;"><b>Michigan</b></p> <p>Michigan Department of Commerce Corporations and Securities Bureau G. Mennen Williams Building, First Floor 525 West Ottawa Street Lansing, MI 48933</p>	<p style="text-align: center;"><b>Washington</b></p> <p>Director, Dept. of Financial Institutions Securities Division 150 Israel Rd S.W. Tumwater, WA 98501</p>
<p style="text-align: center;"><u>Minnesota</u></p>	<p style="text-align: center;"><b>Wisconsin</b></p>

<a href="#"><u>Minnesota Commissioner of Commerce</u></a> <a href="#"><u>85 Seventh Place East, Suite 280</u></a> <a href="#"><u>St. Paul, MN 55101-2198</u></a>	Commissioner of Securities Division of Securities 201 W. Washington Avenue, Suite 300 Madison, WI 53703
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## EXHIBIT G

### 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
California	April 9, 2025
Hawaii	<del>Pending</del> <a href="#">April 16, 2025</a>
Illinois	April 9, 2025
Indiana	April 9, 2025
Maryland	<del>Pending</del> <a href="#">April 11, 2025</a>
Michigan	<del>Pending</del> <a href="#">April 10, 2025</a>
Minnesota	Pending
New York	April 9, 2025
North Dakota	<del>Pending</del> <a href="#">April 9, 2025</a>
Rhode Island	<del>Pending</del> <a href="#">April 12, 2025</a>
South Dakota	Pending
Virginia	<del>Pending</del> <a href="#">April 16, 2025</a>
Washington	<del>Pending</del> <a href="#">April 9, 2025</a>
Wisconsin	<del>Pending</del> <a href="#">April 9, 2025</a>

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.