



YCA Franchising, Inc.
A Texas corporation
7728 Central Park Drive
Waco, TX 76712
254-751-1040

corporate@youngchefsacademy.com
<https://franchise.youngchefsacademy.com/>

As a *Young Chefs Academy*® franchisee, you will operate a cooking school for children.

The total investment necessary to begin operation of a *Young Chefs Academy*® franchised business ranges from \$267,400- \$399,900 ~~\$150,400-\$199,900~~. This includes ~~\$45,000~~ ~~50,000~~ \$53,000 that must be paid to the franchisor or affiliate. The total investment necessary to begin operation under a two to three-unit Young Chefs Academy Multi-Unit Addendum (including the first unit) is \$312,400-\$485,900. This includes \$98,000-\$138,000 that must be paid to the franchisor or its affiliate(s). You must commit to at least two and no more than three units under the Multi-Unit Addendum.

This Disclosure Document summarizes certain provisions of your franchise agreement and other information in plain English. Read this Disclosure Document and all accompanying agreements carefully. You must receive this Disclosure Document at least 14 calendar-days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

You may wish to receive your Disclosure Document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact our [Operations](mailto:operations@youngchefsacademy.com) Department at operations@youngchefsacademy.com.

The terms of your contract will govern your franchise relationship. Don't rely on the Disclosure Document alone to understand your contract. Read all of your contracts carefully. Show your contract and this Document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this Disclosure Document can help you make up your mind. More information on franchising, such as "A Consumer's Guide to Buying a Franchise," which can help you understand how to use this Disclosure Document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may be laws on franchising in your state. Ask your state agencies about them.

Issuance Date: April 3, 2024

Special Risks to Consider About *This Franchise*

Certain states require that the following risk(s) be highlighted:

1. **Out-of-State Dispute Resolution**. The franchise agreement requires you to resolve disputes with the franchisor by mediation and/or litigation only in McLennan County, Texas. Out-of-state mediation or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to mediate or litigate with the franchisor in McLennan County, Texas than in your own state.
2. **Mandatory Minimum Royalty Payments**. You must make minimum royalty payments or advertising contributions regardless of your sales levels. Your inability to make these payments may result in termination of your franchise and loss of your investment.

Certain states may require other risks to be highlighted. Check the “State Specific Addenda” (if any) to see whether your state requires other risks to be highlighted.

Mr. Burlison has been our Director of Business Systems and Technology since March 2015.

**Item 3.
LITIGATION**

No litigation is required to be disclosed in this Item.

**Item 4.
BANKRUPTCY**

No bankruptcy information is required to be disclosed in this Item.

**Item 5.
INITIAL FEES**

Initial Franchise Fee

You must pay us our standard \$50,000 ~~\$45,000~~ initial franchise fee for your first franchise when you sign the Franchise Agreement. We offer a \$5,000 reduction from the initial franchise fee to honorably discharged veterans of the United States military and to community first responders, such as police, fire & rescue, nurses, doctors, and similarly situated professionals. The initial franchise fee is fully earned when the Franchise Agreement is signed.

For new franchises, we will provide initial training and training materials at no extra charge to you; however, if you purchase an existing franchise (and we are paid a transfer fee instead of an initial franchise fee), then you must pay us a non-refundable \$2,000 training fee. Training fees are payable in lumpsum and are non-refundable and must be paid at the time of transfer and before you attend the training.

Upon signing the lease for your approved site, you must pay to us a non-refundable \$3,000 opening support fee, which relates to onsite training and heightened support around your opening and our travel and training expenses.

Multi-Unit Addendum Development

If you and we agree that you will develop multiple franchises, then you will sign a franchise agreement for each franchise to be developed along with a "Multi-Unit Addendum" in the form attached as Schedule 3 to the Franchise Agreement. The initial franchise fees will be reduced based on the number of units you purchase, as follows:

- \$45,000 for the second unit
- \$40,000 for the third unit

To be eligible to pay the reduced initial franchise fees for multiple franchises, you must pay to us the entire initial franchise fee upfront for each franchise when you sign the relevant franchise agreement and Multi-Unit Addendum.

If you do not successfully complete the initial training program before opening or if you have not opened your franchise location within 270 days from signing the Franchise Agreement, we may terminate the Franchise Agreement and retain the entire initial franchise fee paid to us.

**Item 7.
ESTIMATED INITIAL INVESTMENT**

YOUR ESTIMATED INITIAL INVESTMENT

TABLE 1: STANDARD FRANCHISE AGREEMENT



Type of expenditure (See Note 1)	Amount (See Note 2)		Method of Payment	When Due	To Whom Payment is to Be Made
	Lowest Estimated Amount	Highest Estimated Amount			
Initial Franchise Fee (See Note 3)	\$50 45 ,000	\$50 45 ,000	Lump Sum	When you sign Franchise Agreement	Us
Opening Support Fee	\$3,000	\$3,000	Lump	When you sign the Lease for your Location	Us
Grand Opening Inventory (See Note 4)	\$2,500	\$4,000	As arranged	As incurred	3 rd parties
Travel and living expenses for initial training (per person) (See Note 5)	\$2,000	\$3,000	As arranged	As incurred	3 rd parties
Lease (See Note 6)	\$ 4 10,000	\$ 18 30,000	As arranged	As incurred	3 rd parties
Real Estate Improvements (See Note 7)	\$ 40 109,000	\$ 50 148,000	As arranged	As incurred	3 rd parties
Millwork, furniture, fixtures, equipment, and signage (See Note 8)	\$ 30 48,000	\$ 40 65,000	As arranged	As arranged	3 rd parties
Architecture and Engineering (See Note 9)	\$5,000	\$10,000	As arranged	As arranged	3 rd parties
Project management (See Note 9)	\$0	\$15,000	As arranged	As arranged	3 rd parties
Office Equipment (See Note 10)	\$2, 4 900	\$2,900	As arranged	As arranged	3 rd parties
Supplies (See Note 11)	\$ 500 2,000	\$14,000	As arranged	As incurred	3 rd parties
Grand Opening Marketing and Advertising (See Note 12)	\$3,000	\$ 5 8,000	As arranged	As incurred	3 rd parties

Type of expenditure (See Note 1)	Amount (See Note 2)		Method of Payment	When Due	To Whom Payment is to Be Made
	Lowest Estimated Amount	Highest Estimated Amount			
Deposits, business licenses, permits, etc. (See Note 13)	\$13,000	\$25,000	As arranged	As incurred	3 rd parties
Insurance (For 1 year) (See Note 14)	\$1,000	\$25,000	As arranged	As arranged	3 rd parties
Professional fees (See Note 15)	\$1,000	\$3,000	As arranged	As arranged	3 rd parties
Additional Funds (for first 3 months) (See Note 16)	\$1825,000	\$2444,000	As arranged	As incurred	3 rd parties
Total	\$160267,400	\$199399,900			

TABLE 2: MULTI UNIT ADDENDUM

Type of expenditure (See Note 1)	Amount (See Note 2)		Method of Payment	When Due	To Whom Payment is to Be Made
	Lowest Estimated Amount	Highest Estimated Amount			
<u>First Franchise</u>	<u>\$267,400</u>	<u>\$399,900</u>	<u>Varies</u>	<u>Varies</u>	<u>Varies</u>
<u>Additional Initial Franchise Fees for 1-2 additional locations (See Note 3)</u>	<u>\$45,000</u>	<u>\$85,000</u>	<u>Lump Sum</u>	<u>When you sign the Multi-Unit Addendum</u>	<u>Us</u>
<u>Business planning and miscellaneous expenses</u>	<u>\$0</u>	<u>\$1,000</u>	<u>As incurred</u>	<u>As incurred</u>	<u>Vendors and Suppliers</u>
Total (See Note 17)	<u>\$312,400</u>	<u>\$485,900</u>			

Notes:

1. Unless otherwise stated, these expenses are generally non-refundable.
2. These figures are estimates. ~~Your actual costs will depend on region; time of year; how much you follow our methods and procedures; your management skill, experience and acumen; local economic conditions; local market for your services; local prevailing wage rate; competition; and sales levels that you reach during the initial period of your business.~~
3. The initial franchise fee for a qualifying veteran and community first responders would be \$5,000 less. The initial franchise fee is non-refundable.
4. We require you to spend at least \$2,500 for Grand Opening Inventory. Grand Opening Inventory consists of a variety of logo apparel, kitchen utensils and other items that you will offer for sale. The estimated cost range is based on the size of the space in which you will display the merchandise and the importance you place on the sale of merchandise in your individual business plan.

13. You may pay utility deposits or have other requirements as to permits or licensing in your city, county, state or other local jurisdiction. You may have to comply with the fictitious, assumed or trade name laws of the locality where your business is located. You or your manager (if applicable) must be certified under the SERVSAFE program before you open for business (see Item 11). This estimate also covers costs for CPR training.
14. Item 8 has information about required insurance.
15. You may wish to consult with an accountant and/or attorney before beginning operations.
16. You may need additional funds to operate your business during its initial period to cover operating expenses that are in excess of typical start-up revenues. These amounts are our estimates of the amount needed to cover your expenses for the 3-month initial period of your business. ~~Your actual costs will vary according to your approach to the franchise; your management skill, experience and business acumen; local economic conditions; the local market for the franchise's services; the prevailing wage rate in your market; and competition and the rate of growth of your franchise.~~ You may need additional funds at or near the higher estimate, or even exceeding the higher estimate, depending on your choices. These amounts do not include a salary or draw for you. We have relied on our executives over 10 years of experience in the *Young Chefs Academy* business and our franchisees' and affiliate's operations of *Young Chefs Academy* franchises to compile these estimates. The estimated initial investment is for an initial 3-month period after the opening of your *Young Chefs Academy* franchise covering expenses such as lease, insurance, utilities and employment.
17. If you purchase multiple franchises under the Multi-Unit Addendum, you will incur the estimated initial investment outlined in Table 1 for your first unit plus the discounted \$45,000 initial franchisee fee for the second unit and the discounted initial \$40,000 initial franchise fee for the third unit, plus potential business planning and miscellaneous expenses. multiply the estimated initial investment range times the number of franchises purchased. You must purchase at least two and up to three units under the Multi-Unit Addendum.

Item 8.

RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES

Approved Vendor and Suppliers

We require you to purchase from an approved supplier a minimum of \$2,500 of Grand Opening Inventory consisting of a variety of logo apparel, kitchen utensils and other items that you will offer for sale. We may periodically require you to purchase certain additional services and products from our approved suppliers. Currently, neither we nor any of our affiliates are an approved supplier of goods and services to our franchisees; however, we may approve a single supplier for any item, which may include us or our affiliate, and may approve a supplier only as to a certain item or items. We will maintain a list of approved suppliers and criteria for approving suppliers in our Manual.

We may concentrate purchases with one or more suppliers to obtain favorable prices or advertising support or services for any group of franchisees. We may modify our list of approved suppliers to grant approval to new suppliers, revoke past approvals of suppliers, or modify our criteria for approving suppliers on reasonable written notice to you. We will grant or revoke approvals of suppliers based on our criteria for approving suppliers, inspections, and performance reviews. You may request in writing our approval of additional suppliers. We do not provide our franchisees with our criteria for approving alternate suppliers. We will allow our franchisees to contract with suppliers that meet our criteria as long as it does not involve the use of any of our Marks or proprietary information. We will provide you with written notification of the approval or disapproval of any supplier you propose within 30 days after receipt of your request. For this approval or disapproval, we may charge you a fee. Our fee for approval of any alternative suppliers would not exceed \$2,000.

administer the Advertising Fund and all programs that the Advertising Fund finances. We use the Advertising Fund for public relations and the development and placement of print, electronic media, and web-based advertising. We do not use the Advertising Fund to solicit prospective franchisees, but we may use the Advertising Fund to develop a website and social media platforms. We may use an outside advertising agency to create and place advertising and handle public relations. The Advertising Fund may advertise locally, regionally, and nationally, as we decide in our sole discretion, to promote *Young Chefs Academy*® franchises.

We try to use the Advertising Fund for the benefit of all *Young Chefs Academy*® franchises, but we are not required to spend any amount from the Advertising Fund directly in your area or in proportion to your contributions. In any fiscal year, the Advertising Fund may spend more or less than the contributions for that year. The Advertising Fund may borrow from us or others to cover deficits or invest any surplus for future use. If contributions to the Advertising Fund, including any earnings, are not spent in the fiscal year in which they accrue, then they will remain in the Advertising Fund for use in following years. We may terminate the Advertising Fund at any time, but we will not do so until all monies in the Advertising Fund have been spent for the purposes described in the Franchise Agreement or returned to contributors on a prorated basis.

We account for the Advertising Fund separately from our other funds each year. The Advertising Fund is not audited, but we will prepare an annual unaudited financial statement of the Advertising Fund that will be available on your request about 120 days after the end of each fiscal year. Other than reimbursement for reasonable costs and overhead incurred in activities for the administration or direction of the Advertising Fund, which may include a portion of salary and benefits of any personnel who manage and administer the Advertising Fund, meeting costs and similar expenses, neither we nor any affiliate receive any payment for providing services or products to the Advertising Fund. We may collect for deposit into the Advertising Fund any advertising, marketing or similar allowances paid to us for that purpose by suppliers who deal with *Young Chefs Academy*® franchises.

The Advertising Fund is administered by our marketing personnel. An unaudited financial statement for the Advertising Fund will be available to you upon 30 days from your written request after 120 days from the end of the last fiscal year. During the last 2023 fiscal year, we collected \$122,031 in Advertising Fund contributions and had \$153,000 in Advertising Fund expenditures, which were spent as follows: 49.8% on marketing services and advertising; 34.5% on payroll and administrative expenses; 8.1% on website design and hosting; and 7.5% on marketing software. We do not currently have a Franchisee Advisory Council. You are not currently required to participate in a local or regional advertising cooperative, but we may require you to do so in the future. You may not solicit business outside your territory through the use of a toll-free number, direct mail, website, social media platform or other advertising method without our prior written approval.

We recommend that you spend 3% of your previous month's Gross Sales with a minimum of \$500 per month on local advertising ("**Local Marketing Expenditure Recommendation**"). We are not required to spend any amount on advertising in your area or territory.

We set forth the Table of Contents to our Operations Manual in Exhibit C. The total number of pages in the Operations Manual is 778 pages.

You must submit to us, for our approval, all media, and materials to be used for local advertising, unless the media and/or materials have been approved before or unless we provided the materials to you. All materials containing our Marks must include the designation service mark SM, trademark ™, registered trademark ®, copyright ©, or any other designation we specify. If you do not receive written or oral disapproval of any materials submitted, then the materials are disapproved. We may require you to

Provision	Section in franchise or other agreement	Summary
		forms of ownership interest are publicly traded on a recognized United States stock exchange.
s. Modification of the Agreement	19.O.	No modification except by written agreement signed by both parties.
t. Integration/merger clause	19.O.	Only <u>terms</u> of the Franchise Agreement, including its attachments are binding (subject to state law). Any representations or promises outside of this disclosure document and the Franchise Agreement may not be enforceable. <u>Nothing in this or any related agreement is intended to disclaim the express representations made in the Franchise Disclosure Document, its exhibits and amendments.</u>
u. Dispute resolution by arbitration or mediation	18	You must mediate any disputes with us
v. Choice of forum	19.C.	Litigation must be conducted in the U.S. District Court for the Western District of Texas or in McLennan County, Texas (subject to applicable state law).
w. Choice of Law	19.C.	Texas law applies (subject to applicable state law).

Applicable state law may require additional disclosures related to the information provided in this Disclosure Document. These additional disclosures appear in Exhibit K. We may challenge the enforceability of any state law that declares void or unenforceable any provision in the Franchise Agreement by bringing an appropriate legal action or by raising the claim in a legal action or mediation that you initiate. A provision in the Franchise Agreement that terminates the agreement on your bankruptcy may not be enforceable under Title 11, United States Code Section 101 *et seq.*

**Item 18.
PUBLIC FIGURES**

We do not employ any public figure or celebrity in our management, nor do we use a public figure or celebrity to promote our franchises.

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Note 1: We had a total of 245 franchised outlets as of December 31, 2023. However, only 20 of these franchised outlets were in operation for the entire fiscal year of 2023. Of these 20 outlets, 17 were Full-Time outlets and 3 were Part-Time outlets, as defined in Note 2. We excluded 1 franchised outlet because they closed and 3 franchised outlets because they opened during the 2023 reporting period. We excluded 2 outlets because the franchise temporarily closed and was transferred during the year and had a temporary closure during the transfer transition, including 1 such outlet that was reacquired by us. We also excluded the 1 outlet in Forth Worth, Texas that is owned and operated by our officer Julie Burleson.

Note 2: Full-Time Outlets operated a minimum of 25 hours per week or more. Part-Time Outlets either did not operate a minimum of 25 hours per week and/or did not offer one of our Core Programs.



Table 2

NET PROFIT MARGINS OF REPORTING FRANCHISES FOR FY 2023		
Expenses as % of Gross Revenue (Note 3)	Average Full Time	Median Full Time
Rent (includes NNN, CAM, etc.)	16%	16%
Payroll (gross, including taxes)	37%	34%
COGS (groceries, paper goods, supplies)	10%	10%
Advertising (required local spend)	2%	1%
Utilities (gas, electric, water, internet, phone)	3%	2%
Bank fees, credit card processing fees	2%	3%
Insurance	1%	1%
Royalty/Advertising Fee	7%	7%
Technology (flat fee)	1%	1%
Total Avg. Expenses	79%	75%
Total Avg. Net Profit Margin (Note 4)	21%	25%

Note 3: "Expenses as % of Gross Revenue" is defined as each outlet's reported gross revenue and expenses, by category, as a % of the outlet's gross revenue, then averaged across all outlets. We recommend that you spend 3% of Gross Revenue on local advertising, however this is not a requirement. This figure does not include incident/one-time repairs and/or maintenance expenses that may be incurred by outlets.

As noted above, we had 245 franchised outlets as of December 31, 2023, of which 20 operated for the entire calendar year. Of these 20 outlets, 17 were Full-Time Outlets and 3 were Part-Time Outlets, as defined in Note 2. We excluded 1 franchised outlet because they closed and 3 franchised outlets because they opened during the 2023 reporting period. We excluded 2 outlets because the franchise was transferred during the year and had a temporary closure during the transfer transition, including 1 such outlet that was reacquired by us. We also excluded the 1 outlet in Forth Worth, Texas that is owned and operated by our officer Julie Burleson. See Note 5 for information about Total Avg. Net Profit Margin for the Part-Time Outlets.

Note 4: "The Total Avg. Net Profit Margin" is the Total Gross Revenue for each franchise minus the Cost of Goods Sold, labor expenses, and other expenses as listed in the above table, expressed as a percent of Gross Revenue. The "Cost of Goods Sold" is defined as direct costs associated with producing a product or delivering a service.

Regarding the "Total Avg. Net Profit Margin," 10 (59%) outlets of the 17 Full Time Outlets met or exceeded the stated Total Avg. Net Profit Margin and 9 (53%) of the Full Time Outlets met or exceeded the above-stated Median Full Time Total Avg. Net Profit Margin.

- J. Savings Clause.** If any term hereof may be construed to obligate Franchisee to pay interest in excess of the highest legal amount, it is agreed that such term is a mistake in calculation or wording and, notwithstanding same, it is agreed that neither Franchisee nor any other person or entity obligated for the payment of any sums hereunder shall ever be obligated to pay interest in excess of the highest lawful amount.
- K. Legal Fees.** In the unlikely event that a dispute occurs or an action in law or equity arises between Young Chefs and Franchisee concerning the operation, enforcement, construction or interpretation of this Agreement, Young Chefs shall be entitled to recover any and all attorney's fees, court costs and expenses incurred in the action if it prevails on most issues.
- L. Assumed Name Certificate.** Franchisee shall file for and maintain an "Assumed Name Certificate" in the city, county and/or state where the Accepted Site is located. Franchisee shall furnish evidence of such filing to Young Chefs thirty (30) days before opening.
- M. No Implied Covenant.** Young Chefs and Franchisee have negotiated the terms of this Agreement and agree that neither party shall claim the existence of an implied covenant of good faith and fair dealing to contravene or limit any term, condition, or covenant of this Agreement.
- N. Submission of Agreement.** Submission of this Agreement does not constitute an offer, and this Agreement shall become effective only upon the execution hereof by both Young Chefs and Franchisee and delivery of an executed copy to Franchisee.
- O. Entire Agreement; Amendments.** This Agreement and the Exhibits and attachments constitute the entire agreement between the parties and may not be altered, amended or added to unless such amendment or additional obligation assumed by either party is in writing and signed by both an authorized officer of Young Chefs and by Franchisee. This Agreement shall be deemed to cancel and supersede the terms of all prior written or oral agreements and understandings, if any, between Young Chefs and Franchisee pertaining to such Franchise and/or license, except the representations made to Franchisee in the Young Chefs Franchise Disclosure Document (including its exhibits and any updates or amendments).
- Nothing in this or any related agreement is intended to disclaim the express representations made in the Franchise Disclosure Document, its exhibits and amendments.
- P. Acknowledgments.** Franchisee acknowledges that Young Chefs and its subsidiaries and affiliates have certain rights reserved to them to grant licenses and rights to others, which may or may not be similar to the license and rights conveyed hereunder, to market Young Chefs-approved products and to otherwise use Young Chefs Marks and the Young Chefs System as Young Chefs deems necessary.
- Q. Effective Date.** This Agreement is effective as of the date first above written.

[Signature Page Follows]

- J. Savings Clause.** If any term hereof may be construed to obligate Franchisee to pay interest in excess of the highest legal amount, it is agreed that such term is a mistake in calculation or wording and, notwithstanding same, it is agreed that neither Franchisee nor any other person or entity obligated for the payment of any sums hereunder shall ever be obligated to pay interest in excess of the highest lawful amount.
- K. Legal Fees.** In the unlikely event that a dispute occurs or an action in law or equity arises between Young Chefs and Franchisee concerning the operation, enforcement, construction or interpretation of this Agreement, Young Chefs shall be entitled to recover ~~any and all~~ attorney's fees, court costs and expenses incurred in the action if it prevails on most issues.
- L. Assumed Name Certificate.** Franchisee shall file for and maintain an "Assumed Name Certificate" in the city, county and/or state where the Accepted Site is located. Franchisee shall furnish evidence of such filing to Young Chefs thirty (30) days before opening.
- M. No Implied Covenant.** Young Chefs and Franchisee have negotiated the terms of this Agreement and agree that neither party shall claim the existence of an implied covenant of good faith and fair dealing to contravene or limit any term, condition, or covenant of this Agreement.
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- O. Entire Agreement; Amendments.** This Agreement and the Exhibits and attachments constitute the entire agreement between the parties and may not be altered, amended or added to unless such amendment or additional obligation assumed by either party is in writing and signed by both an authorized officer of Young Chefs and by Franchisee. This Agreement shall be deemed to cancel and supersede the terms of all prior written or oral agreements and understandings, if any, between Young Chefs and Franchisee pertaining to such Franchise and/or license, except the representations made to Franchisee in the Young Chefs Franchise Disclosure Document (including its exhibits and any updates or amendments).
- Nothing in this or any related agreement is intended to disclaim the express representations made in the Franchise Disclosure Document, its exhibits and amendments.
- P. Acknowledgments.** Franchisee acknowledges that Young Chefs and its subsidiaries and affiliates have certain rights reserved to them to grant licenses and rights to others, which may or may not be similar to the license and rights conveyed hereunder, to market Young Chefs-approved products and to otherwise use Young Chefs Marks and the Young Chefs System as Young Chefs deems necessary.
- Q. Effective Date.** This Agreement is effective as of the date first above written.

[Signature Page Follows]

EXHIBIT D

LIST OF CURRENT FRANCHISE LOCATIONS

Franchisee Outlets (as of 12/31/2023):

Territory	Franchisee Name	Address	City	State	Zip Code	Phone
Rogers, AR	Ben & Becky Ibarra	5208 Village Parkway	Rogers	AR	72758	(479) 401-2006
Sarasota, FL	Dennis O'Sullivan	1757 McKenzie Lane	Sarasota	FL	34239	(312) 860-9411
Seminole, FL	Paul & Elizabeth Neale*	9690 Seminole Blvd	Seminole	FL	33772	(727) 350-4587
Wesley Chapel, FL	Paul & Elizabeth Neale*	23606 State Road 54	Lutz	FL	33596	(813) 574-2433
Cumming, GA	Heather & Bert Gary	1595 Peachtree Parkway Ste 122	Cumming	GA	30041	(470) 297-8080
Marietta, GA	Chad Polikow	2769 Chastain Meadows Pkwy. Ste 95	Marietta	GA	30066	(678) 540-4806
Sandy Springs, GA	Cameron Williams & Arielle Lolly	230 Hammond Dr. NE Ste 368	Sandy Springs	GA	30328	(678) 471-6655
Warner Robins, GA	Daphne & Tarell Register	203 Kady Lynn Way	Warner Robins	GA	31088	(478) 334-2109
Baton Rouge, LA	Gay Nan Morse	7970 Jefferson Hwy. Ste E	Baton Rouge	LA	70809	(225) 928-2022
Bel Air, MD	Scott Polyoka & Mallory Tankersley	130 N. Bond St. #101	Bel Air	MD	21014	(443) 470-8866
Marlboro, NJ	Lyle Stone	712 Ginesi Drive	Morganville	NJ	07751	(732) 536-7777
Forest Hills, NY	Jason Xiao	116-10 Queens Blvd	Forest Hills	NY	11375	(718) 268-0343
Gahanna, OH	Tresalyn Butler	425 Beecher Rd.	Gahanna	OH	43230	(614) 933-9700

Territory	Franchisee Name	Address	City	State	Zip Code	Phone
Solon, OH	Ray & Jennifer Must/Sy & Tonya Mousgrabi*	28500 Miles Rd.	N. Solon	OH	44139	(440) 853-5004
Strongsville, OH	Ray & Jennifer Must/Sy & Tonya Mousgrabi*	14759 Pearl Rd.	Strongsville	OH	44136	(440) 853-5004
Allentown, PA	Nanditha Mudigonda & Rakesh Gope	4662 Broadway Rd.	Allentown	PA	18104	(610) 898-3365
Charleston, SC	Daniel & Kristen Braja* & Diane Tausig	729 Long Point Rd	Mt. Pleasant	SC	29464	(843) 428-2400
Allen-McKinney, TX	Bhavna Agarwal*	939 W. Stacy Rd. Ste. 145	Allen	TX	75013	(214) 295-8855
Frisco, TX	Bhavna Agarwal*	8855 Preston Trace Blvd #100	Frisco	TX	75033	(972) 335-4449
Rockwall, TX	George & Dottie Corder	910 Steger Towne Drive	Rockwall	TX	75032	(469) 264-7445
San Antonio, TX	Michael DeBerry	20330 Huebner Rd. Ste 110	San Antonio	TX	78258	(210) 402-0023
The Woodlands, TX	Chris & Elizabeth McKelvey	2520 Research Forest Drive	The Woodlands	TX	77381	(281) 892-2382
Richmond, VA	Kristen Braja*	2230 John Rolfe Parkway	Richmond	VA	23233	(804) 360-9797
Covington, WA	Deb O'Brain	16908 SE 269th Place Ste 106	Covington	WA	98042	(425) 658-2433

* Multi-Unit Owner

Affiliate-Owned Outlets (as of 12/31/2023):

Territory	Franchisee Name	Address	City	State	Zip Code	Phone
Lenexa, KS	Julie Bureson	10082 Woodland Road	Lenexa	KS	66220	(254)751-1040
Fort Worth, TX	Julie Bureson	6333 Camp Bowie Blvd, Suite 260	Ft. Worth	TX	76116	(254)751-1040

Franchise Agreement Signed But Outlet Not Yet Open (as of 12/31/2023):

<u>Territory</u>	<u>Franchisee Name</u>	<u>Address</u>	<u>City</u>	<u>State</u>	<u>Zip Code</u>	<u>Phone</u>
Lake Mary, FL	Frank Bray & Kristin Bray*	610 Kingsmill Cove Apt. 206	Lake Mary	FL	32746	(770) 354-4452
Maitland, FL	Frank Bray & Kristin Bray*	610 Kingsmill Cove Apt. 206	Lake Mary	FL	32746	(770) 354-4452
Oviedo, FL	Vicki Perez	1715 Lakelet Loop	Oviedo	FL	32765	(407) 928-8609
Princeton, NJ	Anne Moyer and Matt Moyer*	1428 Revere Road	Yardley	PA	19067	(215)595-3554
Garden City, NY	Sally Tsao*	16 Middleneck Road Suite 123	Great Neck	NY	11021	(917) 225-8885
Plainview, NY	Sally Tsao*	16 Middleneck Road Suite 123	Great Neck	NY	11021	(917) 225-8885
Pittsburgh East, PA	Laree A Rolley and Brian S. Rolley	6104 Saint Marie Street	Pittsburgh	PA	15206	(412)736-0020
Yardley, PA	Anne Moyer and Matt Moyer*	1428 Revere Road	Yardley	PA	19067	(215)595-3554
Bee Cave, TX	Sarah & Jim Gagliardi*	12917 Padua Drive	Austin	TX	78739	(512) 550-4055
SW Austin, TX	Sarah & Jim Gagliardi*	12917 Padua Drive	Austin	TX	78739	(512) 550-4055

* Multi-Unit Owner