

w. Choice of Law	FA Section 9.8	Minnesota law applies except as otherwise provided in the Franchise Agreement and subject to state law. See the State Law Addendum to the Franchise Agreement and this disclosure document for state-specific addenda to this Item.
------------------	----------------	---

See State and Provincial Law Addendum for disclosures related to specific states and provinces.

**Item 18
Public Figures**

No public figure is involved in our franchise program.

**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 only be given 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 following disclosures are historical financial performance representations for calendar year 2024 for our three-two affiliate-owned offices and our one-two franchisee-owned office that were in operation during the entire 2024 calendar year. The disclosures are based on our affiliates’ records and information reported to us by our franchisee. The information has not been audited.

**Revenue Per Location
Calendar Year 2024**

	<u>East St. Paul, MN (Franchisee)</u>	<u>Robbinsdale, MT (Franchisee)</u>	<u>Brooklyn Park, MN (Affiliate)</u>	<u>Coon Rapids, MN (Affiliate)</u>
<u># of Chairs:</u>	<u>11</u>	<u>20</u>	<u>12</u>	<u>12</u>
<u>Month</u>				
<u>January</u>	<u>\$400,054.86</u>	<u>\$329,727.73</u>	<u>\$148,233.25</u>	<u>\$115,372.67</u>
<u>February</u>	<u>\$311,268.31</u>	<u>\$317,309.73</u>	<u>\$136,726.41</u>	<u>\$68,128.84</u>
<u>March</u>	<u>\$348,351.64</u>	<u>\$770,817.32</u>	<u>\$266,779.53</u>	<u>\$156,323.17</u>
<u>April</u>	<u>\$582,433.07</u>	<u>\$1,450,775.78</u>	<u>\$257,405.55</u>	<u>\$91,915.07</u>
<u>May</u>	<u>\$540,739.05</u>	<u>\$847,554.56</u>	<u>\$513,795.31</u>	<u>\$51,497.84</u>
<u>June</u>	<u>\$411,607.88</u>	<u>\$788,090.25</u>	<u>\$679,840.81</u>	<u>\$235,705.00</u>

	<u>East St. Paul, MN (Franchisee)</u>	<u>Robbinsdale, MT (Franchisee)</u>	<u>Brooklyn Park, MN (Affiliate)</u>	<u>Coon Rapids, MN (Affiliate)</u>
<u>July</u>	<u>\$404,976.94</u>	<u>\$593,668.42</u>	<u>\$468,256.38</u>	<u>\$144,701.75</u>
<u>August</u>	<u>\$537,702.81</u>	<u>\$675,109.58</u>	<u>\$459,740.17</u>	<u>\$243,689.84</u>
<u>September</u>	<u>\$284,404.83</u>	<u>\$1,125,737.33</u>	<u>\$432,467.75</u>	<u>\$297,086.63</u>
<u>October</u>	<u>\$688,903.79</u>	<u>\$771,549.16</u>	<u>\$441,827.20</u>	<u>\$252,967.56</u>
<u>November</u>	<u>\$471,322.25</u>	<u>\$545,997.75</u>	<u>\$312,877.13</u>	<u>\$160,468.16</u>
<u>December</u>	<u>\$360,898.75</u>	<u>\$648,451.25</u>	<u>\$234,159.47</u>	<u>\$140,382.01</u>
<u>Total Revenue for Year:</u>	<u>\$5,342,664</u>	<u>\$8,864,789</u>	<u>\$4,352,109</u>	<u>\$1,958,239</u>
<u>Average Monthly Revenue:</u>	<u>\$445,222</u>	<u>\$738,732</u>	<u>\$362,676</u>	<u>\$163,187</u>
<u>Median Monthly Revenue:</u>	<u>\$408,292</u>	<u>\$722,963</u>	<u>\$372,672.44</u>	<u>\$150,512.46</u>
<u>Average Revenue for Year for All Included Locations: \$5,129,450</u>				
<u>Median Revenue for Year for All Included Locations: \$4,847,387</u>				
<u>Average Monthly Revenue for All Included Locations: \$427,454</u>				
<u>Median Monthly Revenue for All Included Locations: \$403,949</u>				

Notes:

1. **Some outlets have sold this amount. Your individual results may differ. There is no assurance you'll sell as much.**
2. As of December 31, 2024, we had two franchisees in operation, both of which operated during the entire 2024 calendar year. As of December 31, 2024, we had two affiliate-owned offices, both of which operated during the entire 2024 calendar year.
3. For purposes of this Item 19, "Revenue" means all receipts generated by the outlet from any source. It does not include discounts, returns or sales taxes.
4. These financial performance representations do not reflect any of the costs of sales, operating expenses and other costs and expenses that must be deducted from the Revenue figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchise.
5. Written substantiation of this financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, CLEAR LAKES DENTAL FRANCHISE LLC does not make any financial performance representations. We also do not