Clean

ITEM 18 PUBLIC FIGURES

We do not use any public figure to promote Our franchises, but We may do so in the future

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

Except as set forth in this Item 19, We do not furnish or authorize our franchise sellers to furnish any oral or written information concerning the actual or potential sales, costs, income or profits of a JOJO'S GRILL-A-DOG Business 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 Jason Tang at 33694 Yucaipa Blvd , Suite 1, Yucaipa, CA 92399, (909) 797-2444, the Federal Trade Commission and the appropriate state regulatory agencies

SALES TO COSTS TABLE
(Financial Performance Representation)

You should conduct an independent investigation of the costs and expenses You will incur in operating your franchised business

This Analysis has been prepared in accordance with generally accepted accounting principles Substantiation of the information contained within this Analysis will be made available to prospective franchisees upon reasonable request

At the end of December 31, 2016, there were two Restaurants operated by the Company The first Restaurant was opened in January 2015 in Yucaipa, California The Yucaipa Restaurant is not included in this table because of its location and size, and because it includes food truck operations We do not anticipate that Our franchisees will be food truck operators at this time Accordingly, the financial performance representation below is based on the results of the first Restaurant operated by the Company It is located in Redlands, California and was opened in August 2016

These financial performance representations figures reflect the actual income and expenses of the Restaurant, resulting in a Net Profit from which the Table then deducts the royalty and local advertising cost a Franchisee would pay for a franchised Restaurant

The purpose of the Table is to show the expected results which a Franchisee would experience if each Company Restaurant had been a franchise during the same period   It is important that You read the Footnotes following the Table

MILLENNIUM RESTAURANT CONCEPTS, INC
dba JOJO's GRILL –A-DOG
STATEMENT OF REVENUE AND EXPENSE
AUGUST 2016 – AUGUST 2017 (1) (2)

		Redlands, CA	% of Sales
INCOME			
Sales	$	655,216	100 00%
TOTAL INCOME		**655,216**	
COST OF SALES			
Food Purchases		177,889	25 15%
Paper Purchases		21,435	3 27%
Total Cost of Sales		**199,324**	30 42%
GROSS PROFIT		**455,892**	69 58%
EXPENSES			
Card Processing fee		14,220	2 17%
Rent		58,032	8 86%
Rent CAM		13,786	2 10%
Payroll and Employer Taxes		170,287	25 99%
Utilities		13,646	2 08%
Insurance		2337	36%
Other Operating Expenses		3009	46%
Total Expenses		**275,317**	42 02%
NET PROFIT (7)	$	**180,575**	**27 56%**
Less Franchise Royalty (7)		39,313	6 00%
Less Local Advertising (7)		13,104	2 00%
ADJUSTED NET PROFIT (8)	**$**	**128,158**	**20 0%**

FOOTNOTES WITH BASES AND ASSUMPTIONS

(1) The amounts above are based on the unaudited sales and profit and loss statements of 1 Restaurant operated by the Company in Redlands, California It opened August 12, 2016 and is located near the campus of University of Redlands

(2) The square footage of the Redlands Restaurant is 1,209 square feet The typical location for a franchised Restaurant is between 1,000 and 2,000 square feet with a patio space for outdoor dining if available

(3) The Redlands Restaurant has been open and operating for a full twelve-month period The location of Your Restaurant may be in a less populated urban or suburban area Accordingly, the sales achieved by the Redland Restaurant may be different than those typical in Your location Redlands, California is part of the greater Los Angeles area and is a well-established city in San Bernardino County The University of Redland is a private institution with total enrollment around 5,000 students

(4) Rent and CAM (Common Area Maintenance) charges are calculated based upon actual rents for this Restaurant The level of Rent and CAM costs vary greatly for many reasons, and the amount of rent You pay may have a significant effect on the level of Sales Your Restaurant may reach It is not possible to predict with any certainty the actual sales which will be achieved, because too many factors are involved, including the quality of operations and level of compliance with Our System You should consider Rent levels in the area where your Restaurants will be located, and correlate the information in this table, such as the percentages, with the local Rent information

(5) Includes the wages for hourly employees Payroll taxes, workers compensation insurance, and employee health insurance are also included This Analysis does not include the cost of a manager's salary and employee benefits, and assumes that the franchise owner will perform this function without salary Labor costs vary substantially for different reasons and different areas You should consider carefully the labor costs for your area Other labor-related expenses, such as union activity, workers compensation and health insurance in your area, should be included in your analysis

(6) Other Operating Expenses includes the following expenses

Maintenance	Credit Card Discounts
Travel and Auto	Licenses and Permits
Menu Brochure	Dues and Subscriptions
Smallwares	Property Taxes
Restaurant/office supplies	Insurance
Cost of uniforms	Employee Discounts

FOOTNOTES WITH BASES AND ASSUMPTIONS

(7) This hypothetical table includes the level of Franchise Royalty which a Franchisee would pay for this Restaurant It also includes a Local Advertising Fee (2%) that the Franchisee must spend on local advertising The table does not include a Marketing Fund Fee (up to 2%), which may be required in the future by the Franchise Agreement

(8) **Gross Profit** Gross Profit means gross sales minus cost of goods sold

Net Profit Net Profit is Earnings Before Interest, Taxes, Depreciation and Amortization

Adjusted Net Profit Adjusted Net Profit includes a provision for a Franchise Royalty and Local Advertising

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Some Outlets have earned this amount Your individual results may differ
There is no assurance that you'll earn as much

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