

INDEPENDENT FRANCHISE OWNERS
Table B
Statement of Annual Gross Sales Results for
Franchised Businesses in Operation for 1 Full Calendar Year or More⁽¹⁾

	Average		Median		Number and Percentage that Attained or Surpassed the Average:	
	2022	2021	2022	2021	2022	2021
	Average Gross Sales Per Franchised Business ⁽²⁾⁽⁷⁾	\$943,404	\$865,790	\$746,948	\$684,865	31 of 75 Franchised Businesses (41%)
Average Gross Sales Per Franchised Business – Single Territory ⁽³⁾⁽⁷⁾	\$603,490	\$558,853	\$457,765	\$463,415	15 of 41 Franchised Businesses (37%)	14 of 40 Franchised Businesses (35%)
Average Gross Sales Per Franchised Business – Multiple Territories ⁽⁴⁾⁽⁷⁾	\$1,353,300	\$1,226,892	\$1,174,099	\$1,093,596	13 of 34 Franchised Businesses (38%)	15 of 34 Franchised Businesses (44%)
Average Revenue Per Customer ⁽⁵⁾	\$478	\$446	\$487	\$470	39 of 75 Franchised Businesses (52%)	44 of 74 Franchised Businesses (54%)
Average Gross Sales Per Full-Time Production Vehicle ⁽⁶⁾	\$172,574	\$168,601	\$179,490	\$162,748	183 of 410 Full-Time Production Vehicles (45%)	153 of 380 Full-Time Production Vehicles (40%)

Notes to Table B:

(1) Table B shows results for two sets of Franchised Businesses, 2022 annual results for those Franchised Businesses that were in business for 1 full calendar year or more as of December 31, 2022 and operated for the full calendar year in 2022, and 2021 annual results for those Franchised Businesses that were in business for 1 full calendar year or more as of December 31, 2021 and operated for the full calendar year in 2021. We compiled information contained in Table B from the following information:

December 31, 2022: We compiled information from 75 Franchised Businesses that were in business for 1 full calendar year or more as of December 31, 2022 and operated for the full calendar year in 2022. These 75 Franchised Businesses operate with a total of 410 full-time production vehicles.

December 31, 2021: We compiled information from 74 Franchised Businesses that were in business for 1 full calendar year or more as of December 31, 2021 and operated for the full