

## **FRANCHISE DISCLOSURE DOCUMENT**

### **SCHOOL OF ROCK FRANCHISING LLC**

(A Pennsylvania Limited Liability Company)

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Canton, MA 02021

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The franchise being offered is to establish and operate a School of Rock business. School of Rock businesses are performance-based music schools with a rock music program.

The total investment necessary to begin operation of a School of Rock business is \$387,300 to \$663,650. This includes \$49,900 that must be paid to us or our affiliate. We may also offer you the opportunity to enter into a development agreement, in which case you will be required to pay us a development fee equal to \$24,950 for each school you plan to develop.

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 Anthony Padulo, School of Rock Franchising, LLC, 1 Wattles Street, Canton, MA 02021, (877) 556-6184.

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 contract carefully. Show your contract and this disclosure 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](http://www.ftc.gov) for additional information. Call your state agency or visit your public library for other sources of information on franchising.

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

Issuance Date: April 17, 2024

## How to Use This Franchise Disclosure Document

Here are some questions that you may be asking about buying a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
<b>How much can I earn?</b>	Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibit D.
<b>How much will I need to invest?</b>	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor's direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
<b>Does the franchisor have the financial ability to provide support to my business?</b>	Item 21 or Exhibit E includes financial statements. Review these statements carefully.
<b>Is the franchise system stable, growing, or shrinking?</b>	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
<b>Will my business be the only School of Rock business in my area?</b>	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
<b>Does the franchisor have a troubled legal history?</b>	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
<b>What's it like to be a School of Rock franchisee?</b>	Item 20 or Exhibit D lists current and former franchisees. You can contact them to ask about their experiences.
<b>What else should I know?</b>	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

## **What You Need To Know About Franchising *Generally***

**Continuing responsibility to pay fees.** You may have to pay royalties and other fees even if you are losing money.

**Business model can change.** The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

**Supplier restrictions.** You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

**Operating restrictions.** The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

**Competition from franchisor.** Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

**Renewal.** Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

**When your franchise ends.** The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

## **Some States Require Registration**

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Exhibit A.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

## 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 and development agreement each require you to resolve disputes with the franchisor by arbitration and/or litigation only in the Commonwealth of Massachusetts. Out-of-state arbitration, or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to arbitrate or litigate with the franchisor in the Commonwealth of Massachusetts than in your own state.
2. **Spousal Liability.** Your spouse must sign a document that makes your spouse liable for all financial obligations under the franchise agreement even though your spouse has no ownership interest in the franchise. This guarantee will place both your and your spouse's marital and personal assets, perhaps including your house, at risk if your franchise fails.

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.

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## Item 1

### **THE FRANCHISOR AND ANY PARENTS, PREDECESSORS, AND AFFILIATES**

To simplify the language of this Disclosure Document, “**we**,” “**us**,” or “**our**” refers to School of Rock Franchising, LLC, the franchisor. “**You**” or “**your**” refers to the franchisee who enters into a School of Rock franchise agreement or development agreement. The franchisee may be a person, corporation, partnership or limited liability company. If the franchisee is a corporation, partnership, limited liability company, or other entity, “**you**” and “**your**” do not include the principals of the corporation, partnership, limited liability company, or other entity.

We are a limited liability company that was originally organized under the laws of Pennsylvania on August 19, 2005 under the name Paul Green School of Rock Music Franchising, LLC. Our principal place of business is 1 Wattles Street, Canton, MA 02021. We originally did business under the name “Paul Green School of Rock Music” but, since January 2010, we have conducted business under the name “School of Rock” and under no other names. Our agents for service of process are listed in Exhibit B.

We have been offering franchises of the type being offered in this Disclosure Document since September 2005. We have never offered franchises in any other line of business. We do not engage, and have never engaged, in any business activities or any other line of business other than as described in this Disclosure Document. We have no predecessors.

#### **Our Parents, Predecessors and Affiliates**

Our affiliate and direct parent is **School of Rock, LLC** (“**SOR Parent**”), which was originally organized in Delaware on December 17, 2004 under the name Paul Green School of Rock Music, LLC. Its principal place of business is 1 Wattles Street, Canton, MA 02021. SOR Parent has never offered franchises of the type being offered in this Disclosure Document or in any other line of business. SOR Parent may sell certain branded merchandise to our franchisees, such as t-shirts, sweatshirts, other clothing, and accessories. SOR Parent grants us the right to use and sublicense the use of trademarks and other intellectual property used in School of Rock businesses. SOR Parent has been operating businesses of the type to be conducted by you as described in this Disclosure Document since December 2004. As of December 31, 2023, SOR Parent owned and operated a total of 47 School of Rock businesses either itself or through its wholly-owned subsidiaries. We refer to any Schools owned and operated by SOR Parent, us, or our affiliates as “**Company-Owned Schools**.”

On September 1, 2023, as a result of a transaction, we became an indirect, wholly owned subsidiary of **Youth Enrichment Brands, LLC** (“**YEB**”), and YEB became our indirect parent. YEB is a Delaware limited liability company with its principal place of business at 1010 B Street, Suite 450, San Rafael, CA 94901. YEB has never offered franchises in any line of business and has never conducted a business of the type that you will operate. YEB is indirectly owned by funds managed by Roark Capital Management, LLC, an Atlanta-based private equity firm with its principal place of business at 1180 Peachtree Street, NE, Suite 2500, Atlanta, Georgia 30309.

Our affiliate, **i9 Sports, LLC** (“**i9**”), is a subsidiary of YEB. i9 franchises businesses that operate, market, sell, and provide amateur sports leagues, camps, tournaments, clinics, training, development, social activities, special events, products, and related services under the i9 Sports® mark. i9 began offering franchises in November 2003. i9 has its principal place of business at 9410 Camden Field Parkway, Riverview, Florida 33578. As of December 31, 2023, there were 245 i9 Sports franchises in the United States. i9 has never offered franchises in any other line of business.

Our affiliate, **SafeSplash Brands, LLC** (which does business as “**Streamline Brands**”), is also a subsidiary of YEB. Streamline Brands offers franchises under the SafeSplash Swim School® brand and operates under the SwimLabs® and Swimbastic® brands, all of which provide “learn to swim” programs for children and adults, birthday parties, summer camps, and other swimming-related activities. Streamline Brands has offered swim school franchises under the SafeSplash Swim School brand since August 2014. Streamline Brands offered franchises under the Swimbastic brand since August 2015 through March 2023 and under the SwimLabs brand from February 2017 through March 2023. Streamline Brands became an Affiliated Program (as defined below) through an acquisition in June 2022 and has its principal place of business at 12240 Lioness Way, Parker, Colorado 80134. As of December 31, 2023, there were 128 franchised and company-owned SafeSplash Swim School outlets (included 12 outlets that are dual-branded with SwimLabs), 11 franchised and licensed SwimLabs swim schools, 11 franchised Swimbastic swim schools, and one dual-branded Swimbastic and SwimLabs swim school operating in the United States.

### **Affiliated Franchise Programs**

Through control with private equity funds managed by Roark Capital Management, LLC, we are affiliated with the following franchise programs (“**Affiliated Programs**”). None of these affiliates operate a School of Rock® franchise.

**GoTo Foods Inc.** (“**GoTo Foods**”) is the indirect parent company to seven franchisors, including: Auntie Anne’s Franchisor SPV LLC (“**Auntie Anne’s**”), Carvel Franchisor SPV LLC (“**Carvel**”), Cinnabon Franchisor SPV LLC (“**Cinnabon**”), Jamba Juice Franchisor SPV LLC (“**Jamba**”), McAlister’s Franchisor SPV LLC (“**McAlister’s**”), Moe’s Franchisor SPV LLC (“**Moe’s**”), and Schlotzsky’s Franchisor SPV LLC (“**Schlotzsky’s**”). All seven GoTo Foods franchisors have a principal place of business at 5620 Glenridge Drive NE, Atlanta, GA 30342 and have not offered franchises in any other line of business.

**Auntie Anne’s** franchises Auntie Anne’s® shops that offer soft pretzels, lemonade, frozen drinks and related foods and beverages. In November 2010, the Auntie Anne’s system became affiliated with GoTo Foods through an acquisition. Auntie Anne’s predecessor began offering franchises in January 1991. As of December 31, 2023, there were 1,156 franchised and 11 affiliate-owned Auntie Anne’s shops in the United States and 817 franchised Auntie Anne’s shops outside the United States.

**Carvel** franchises Carvel® ice cream shoppes and is a leading retailer of branded ice cream cakes in the United States and a producer of premium soft-serve ice cream. The Carvel system became an Affiliated Program in October 2001 and became affiliated with GoTo Foods in November 2004. Carvel’s predecessor began franchising retail ice cream shoppes in 1947. As of December 31, 2023, there were 324 franchised Carvel shoppes in the United States and 29 franchised Carvel shoppes outside the United States.

**Cinnabon** franchises Cinnabon® bakeries that feature oven-hot cinnamon rolls, as well as other baked treats and specialty beverages. It also licenses independent third parties to operate domestic and international franchised Cinnabon® bakeries and Seattle’s Best Coffee® franchises on military bases in the United States and in certain international countries, and to use the Cinnabon trademarks on products dissimilar to those offered in Cinnabon bakeries. In November 2004, the Cinnabon system became affiliated with GoTo Foods through an acquisition. Cinnabon’s predecessor began franchising in 1990. As of December 31, 2023, there were 952 franchised and 22 affiliate-owned Cinnabon bakeries in the United States and 952 franchised Cinnabon bakeries outside the United States. In addition, as of December 31, 2023, there were 185 franchised Seattle’s Best Coffee units outside the United States.

**Jamba** franchises Jamba® stores that feature a wide variety of fresh blended-to-order smoothies and other cold or hot beverages and offer fresh squeezed juices and portable food items to customers who come for snacks and light meals. Jamba has offered JAMBA® franchises since October 2018. In October 2018, Jamba became affiliated with GoTo Foods through an acquisition. Jamba's predecessor began franchising in 1991. As of December 31, 2023, there were approximately 733 franchised Jamba stores in the United States and 57 franchised Jamba stores outside the United States.

**McAlister's** franchises McAlister's Deli® restaurants which offer a line of deli foods, including hot and cold deli sandwiches, baked potatoes, salads, soups, desserts, iced tea and other food and beverage products. The McAlister's system became an Affiliated Program through an acquisition in July 2005 and became affiliated with GoTo Foods in October 2013. McAlister's or its predecessor have been franchising since 1999. As of December 31, 2023, there were 506 domestic franchised McAlister's restaurants and 33 affiliate-owned restaurants operating in the United States.

**Moe's** franchises Moe's Southwest Grill® fast casual restaurants which feature fresh-mex and southwestern food. In August 2007, the Moe's system became affiliated with GoTo Foods through an acquisition. Moe's predecessor began offering Moe's Southwest Grill franchises in 2001. As of December 31, 2023, there were 606 franchised and six affiliate-owned Moe's Southwest Grill restaurants in the United States.

**Schlotzsky's** franchises Schlotzsky's® quick-casual restaurants which feature sandwiches, pizza, soups, and salads. Schlotzsky's signature items are its "fresh-from-scratch" sandwich buns and pizza crusts that are baked on-site every day. In November 2006, the Schlotzsky's system became affiliated with GoTo Foods through an acquisition. Schlotzsky's restaurant franchises have been offered since 1976. As of December 31, 2023, there were 295 franchised Schlotzsky's restaurants and 22 affiliate-owned restaurants operating in the United States.

**Inspire Brands, Inc. ("Inspire Brands")** is a global multi-brand restaurant company, launched in February 2018 upon completion of the merger of the Arby's and Buffalo Wild Wings brands. Inspire Brands is a parent company to six franchisors offering and selling franchises in the United States, including: Arby's Franchisor, LLC ("Arby's"), Baskin-Robbins Franchising LLC ("Baskin-Robbins"), Buffalo Wild Wings International, Inc. ("Buffalo Wild Wings"), Dunkin' Donuts Franchising LLC ("Dunkin'"), Jimmy John's Franchisor SPV, LLC ("Jimmy John's"), and Sonic Franchising LLC ("Sonic"). Inspire Brands is also a parent company to the following franchisors offering and selling franchises internationally: Inspire International, Inc. ("Inspire International"), DB Canadian Franchising ULC ("DB Canada"), DDBR International LLC ("DB China"), DD Brasil Franchising Ltda. ("DB Brasil"), DB Mexican Franchising LLC ("DB Mexico"), and BR UK Franchising LLC ("BR UK"). All of Inspire Brands' franchisors have a principal place of business at Three Glenlake Parkway NE, Atlanta, Georgia 30328 and, other than as described below for Arby's, have not offered franchises in any other line of business.

**Arby's** is a franchisor of quick-serve restaurants operating under the Arby's® trade name and business system that feature slow-roasted, freshly sliced roasted beef and other deli-style sandwiches. In July 2011, Arby's became an Affiliated Program through an acquisition. Arby's has been franchising since 1965. Predecessors and former affiliates of Arby's have, in the past, offered franchises for other restaurant concepts including T.J. Cinnamons® stores that served gourmet baked goods. All of the T.J. Cinnamons locations have closed. As of December 31, 2023, there were 3,413 Arby's restaurants operating in the United States (2,316 franchised and 1,097 company-owned) and 200 franchised Arby's restaurants operating internationally.

**Buffalo Wild Wings** is a franchisor of sports entertainment-oriented casual sports bars that feature chicken wings, sandwiches, and other products, alcoholic and other beverages, and related services

under Buffalo Wild Wings® name (“**Buffalo Wild Wings Sports Bars**”) and restaurants that feature chicken wings and other food and beverage products primarily for off-premises consumption under the Buffalo Wild Wings GO name (“**BWW-GO Restaurants**”). Buffalo Wild Wings has offered franchises for Buffalo Wild Wings Sports Bars since April 1991 and for BWW-GO Restaurants since December 2020. As of December 31, 2023, there were 1,185 Buffalo Wild Wings Sports Bars operating in the United States (533 franchised and 652 company-owned) and 65 franchised Buffalo Wild Wings or B-Dubs restaurants operating outside the United States. As of December 31, 2023, there were 79 BWW-GO Restaurants operating in the United States (31 franchised and 48 company-owned).

**Sonic** is the franchisor of Sonic Drive-In® restaurants, which serve hot dogs, hamburgers and other sandwiches, tater tots and other sides, a full breakfast menu and frozen treats and other drinks. Sonic became an Affiliated Program through an acquisition in December 2018. Sonic has offered franchises for Sonic restaurants since May 2011. As of December 31, 2023, there were 3,521 Sonic Drive-Ins operating in the United States (3,195 franchised and 326 company-owned).

**Jimmy John's** is a franchisor of restaurants operating under the Jimmy John's® trade name and business system that feature high-quality deli sandwiches, fresh baked breads, and other food and beverage products. Jimmy John's became an Affiliated Program through an acquisition in October 2016 and became part of Inspire Brands by merger in 2019. As of December 31, 2023, there were 2,644 Jimmy John's restaurants operating in the United States (2,604 franchised and 40 affiliate-owned). Of those 2,644 restaurants, 2,641 were singled-branded Jimmy John's restaurants and 3 were franchised Jimmy John's restaurants operating at multi-brand locations.

**Dunkin'** is a franchisor of Dunkin'® restaurants that offer doughnuts, coffee, espresso, breakfast sandwiches, bagels, muffins, compatible bakery products, croissants, snacks, sandwiches and beverages. Dunkin' became an Affiliated Program through an acquisition in December 2020. Dunkin' has offered franchises in the United States and certain international markets for Dunkin' restaurants since March 2006. As of December 31, 2023, there were 9,580 Dunkin' restaurants operating in the United States (9,548 franchised and 32 company-owned). Of those 9,580 restaurants, 8,295 were single-branded Dunkin' restaurants, 2 were franchised Dunkin' restaurants operating at multi-brand locations, and 1,283 were franchised Dunkin' and Baskin-Robbins combo restaurants. Additionally, as of December 31, 2023, there were 4,210 single-branded franchised Dunkin' restaurants operating internationally.

**Baskin-Robbins** is a franchisor of Baskin-Robbins® restaurants that offer ice cream, ice cream cakes and related frozen products, beverages and other products and services. Baskin-Robbins became an Affiliated Program through an acquisition in December 2020. Baskin-Robbins has offered franchises in the United States and certain international markets for Baskin-Robbins restaurants since March 2006. As of December 31, 2023, there were 2,261 franchised Baskin-Robbins restaurants operating in the United States. Of those 2,261 restaurants, 977 were single-branded Baskin-Robbins restaurants, 1 was a Baskin-Robbins restaurant operating at a multi-brand location, and 1,283 were Dunkin' and Baskin-Robbins combo restaurants. Additionally, as of December 31, 2023, there were 5,383 single-branded franchised Baskin-Robbins restaurants operating internationally and in Puerto Rico.

**Inspire International** has, directly or through its predecessors, offered and sold franchises outside the United States for the following brands: Arby's restaurants (since May 2016), Buffalo Wild Wings sports bars (since October 2019), Jimmy John's restaurants (since November 2022), and Sonic restaurants (since November 2019). **DB Canada** was formed in May 2006 and has, directly or through its predecessors, offered and sold Baskin-Robbins franchises in Canada since January 1972. **DB China** has offered and sold Baskin-Robbins franchises in China since its formation in March 2006. **DB Brasil** has offered and sold Dunkin' and Baskin-Robbins franchises in Brazil since its formation in May 2014.

**DB Mexico** has offered and sold Dunkin' franchises in Mexico since its formation in October 2006. **BR UK** has offered and sold Baskin-Robbins franchises in the UK since its formation in December 2014. The restaurants franchised by the international franchisors are included in the brand-specific disclosures above.

**Primrose School Franchising SPE, LLC ("Primrose")** is a franchisor that offers franchises for the establishment, development and operation of educational childcare facilities serving families with children from 6 weeks to 12 years old operating under the Primrose® name. Primrose's principal place of business is 3200 Windy Hill Road SE, Suite 1200E, Atlanta GA 30339. Primrose became an Affiliated Program through an acquisition in June 2008. Primrose and its affiliates have been franchising since 1988. As of December 31, 2023, there were 505 franchised Primrose facilities in the United States. Primrose has not offered franchises in any other line of business.

**ME SPE Franchising, LLC ("Massage Envy")** is a franchisor of businesses that offer professional therapeutic massage services, facial services, and related goods and services under the name "Massage Envy®" since 2019. Massage Envy's principal place of business is 14350 North 87th Street, Suite 200, Scottsdale, Arizona 85260. Massage Envy's predecessor began operation in 2003, commenced franchising in 2010, and became an Affiliated Program through an acquisition in 2012. As of December 31, 2023, there were 1,053 Massage Envy locations operating in the United States, including 1044 operated as total body care Massage Envy businesses and 9 operated as traditional Massage Envy businesses. Additionally, Massage Envy's predecessor previously sold franchises for regional developers, who acquired a license for a defined region in which they were required to open and operate a designated number of Massage Envy locations either by themselves or through franchisees that they would solicit. As of December 31, 2023, there were 9 regional developers operating 11 regions in the United States. Massage Envy has not offered franchises in any other line of business.

**CKE Inc. ("CKE")**, through two indirect wholly-owned subsidiaries (Carl's Jr. Restaurants LLC and Hardee's Restaurants LLC), owns, operates and franchises quick serve restaurants operating under the Carl's Jr.® and Hardee's® trade names and business systems. Carl's Jr. restaurants and Hardee's restaurants offer a limited menu of breakfast, lunch and dinner products featuring charbroiled 100% Black Angus Thickburger® sandwiches, Hand-Breaded Chicken Tenders, Made from Scratch Biscuits and other related quick serve menu items. A small number of Hardee's Restaurants offer Red Burrito® Mexican food products through a Dual Concept Restaurant. A small number of Carl's Jr. Restaurants offer Green Burrito® Mexican food products through a Dual Concept Restaurant. CKE Inc.'s principal place of business is 6700 Tower Circle, Suite 1000, Franklin, Tennessee. In December 2013, CKE Inc. became an Affiliated Program through an acquisition. Hardee's restaurants have been franchised since 1961. As of January 29, 2024, there were 204 company-operated Hardee's restaurants and there were 1,406 domestic franchised Hardee's restaurants, including 136 Hardee's/Red Burrito Dual Concept restaurants. Additionally, there were 458 franchised Hardee's restaurants operating outside the United States. Carl's Jr. restaurants have been franchised since 1984. As of January 29, 2024, there were 49 company-operated Carl's Jr. restaurants, and there were 1,019 domestic franchised Carl's Jr. restaurants, including 243 Carl's Jr./Green Burrito Dual Concept restaurants. In addition, there were 661 franchised Carl's Jr. restaurants operating outside the United States. Neither CKE nor its subsidiaries that operate the above-described franchise systems have offered franchises in any other line of business.

**Driven Holdings, LLC ("Driven Holdings")** is the indirect parent company to nine franchisors, including Meineke Franchisor SPV LLC ("Meineke"), Maaco Franchisor SPV LLC ("Maaco"), Merlin Franchisor SPV LLC ("Merlin"), Econo Lube Franchisor SPV LLC ("Econo Lube"), 1-800-Radiator Franchisor SPV LLC ("1-800-Radiator"), CARSTAR Franchisor SPV LLC ("CARSTAR"), Take 5 Franchisor SPV LLC ("Take 5"), ABRA Franchisor SPV LLC ("ABRA") and FUSA Franchisor SPV LLC ("FUSA"). In April 2015, Driven Holdings and its franchised brands at the time (which included Meineke,

Maaco, Merlin and Econo Lube) became Affiliated Programs through an acquisition. Subsequently, through acquisitions in June 2015, October 2015, March 2016, September 2019, and April 2020, respectively, the 1-800-Radiator, CARSTAR, Take 5, ABRA and FUSA brands became Affiliated Programs. The principal business address of Meineke, Maaco, Econo Lube, Merlin, CARSTAR, Take 5, Abra and FUSA is 440 South Church Street, Suite 700, Charlotte, North Carolina 28202. 1-800-Radiator's principal business address is 4401 Park Road, Benicia, California 94510. None of these franchise systems have offered franchises in any other line of business.

**Meineke** franchises automotive centers that offer to the general public automotive repair and maintenance services that it authorizes periodically. These services currently include repair and replacement of exhaust system components, brake system components, steering and suspension components (including alignment), belts (V and serpentine), cooling system service, CV joints and boots, wiper blades, universal joints, lift supports, motor and transmission mounts, trailer hitches, air conditioning, state inspections, tire sales, tune ups and related services, transmission fluid changes and batteries. Meineke and its predecessors have offered Meineke center franchises since September 1972, and Meineke's affiliate has owned and operated Meineke centers on and off since March 1991. As of December 30, 2023, there were 698 franchised Meineke centers, 22 franchised Meineke centers co-branded with Econo Lube, and no company-owned Meineke centers or company-owned Meineke centers co-branded with Econo Lube operating in the United States.

**Maaco** and its predecessors have offered Maaco center franchises since February 1972 providing automotive collision and paint refinishing. As of December 30, 2023, there were 373 franchised Maaco centers and no company-owned Maaco centers in the United States.

**Merlin** franchises shops that provide automotive repair services specializing in vehicle longevity, including the repair and replacement of automotive exhaust, brake parts, ride and steering control system and tires. Merlin and its predecessors offered franchises from July 1990 to February 2006 under the name "Merlin Muffler and Brake Shops," and have offered franchises under the name "Merlin Shops" since February 2006. As of December 30, 2023, there were 22 Merlin franchises and no company-owned Merlin shops located in the United States.

**Econo Lube** offers franchises that provide oil change services and other automotive services including brakes, but not including exhaust systems. Econo Lube's predecessor began offering franchises in 1980 under the name "Muffler Crafters" and began offering franchises under the name "Econo Lube N' Tune" in 1985. As of December 30, 2023, there were 9 Econo Lube N' Tune franchises and 12 Econo Lube N' Tune franchises co-branded with Meineke centers in the United States, which are predominately in the western part of the United States, including California, Arizona, and Texas, and no company-owned Econo Lube N' Tune locations in the United States.

**1-800-Radiator** franchises distribution warehouses selling radiators, condensers, air conditioning compressors, fan assemblies and other automotive parts to automotive shops, chain accounts and retail consumers. 1-800-Radiator and its predecessor have offered 1-800-Radiator franchises since 2004. As of December 30, 2023, there were 196 1-800-Radiator franchises in operation in the United States. 1-800-Radiator's affiliate has owned and operated 1-800-Radiator warehouses since 2001 and, as of December 30, 2023, owned and operated 1 1-800-Radiator warehouse in the United States.

**CARSTAR** offers franchises for full-service automobile collision repair facilities providing repair and repainting services for automobiles and trucks that suffered damage in collisions. CARSTAR's business model focuses on insurance-related collision repair work arising out of relationships it has established with insurance company providers. CARSTAR and its affiliates first offered conversion franchises to existing automobile collision repair facilities in August 1989 and began offering

franchises for new automobile repair facilities in October 1995. As of December 30, 2023, there were 455 franchised CARSTAR facilities and no company-owned facilities operating in the United States.

**Take 5** franchises motor vehicle centers that offer quick service, customer-oriented oil changes, lubrication and related motor vehicle services and products. Take 5 commenced offering franchises in March 2017, although the Take 5 concept started in 1984 in Metairie, Louisiana. As of December 30, 2023, there were 325 franchised Take 5 outlets and 643 affiliate-owned Take 5 outlets operating in the United States.

**Abra** franchises repair and refinishing centers that offer high quality auto body repair and refinishing and auto glass repair and replacement services at competitive prices. Abra and its predecessor have offered Abra franchises since 1987. As of December 30, 2023, there were 57 franchised Abra repair centers and no company-owned repair centers operating in the United States.

**FUSA** franchises collision repair shops specializing in auto body repair work and after-collision services. FUSA has offered Fix Auto shop franchises since July 2020, although its predecessors have offered franchise and license arrangements for Fix Auto shops on and off from April 1998 to June 2020. As of December 30, 2023, there were 203 franchised Fix Auto repair shops operating in the United States, 9 of which are operated by FUSA's affiliate under a franchise agreement with FUSA.

Driven Holdings is also the indirect parent company to the following franchisors that offer franchises in Canada: (1) **Meineke Canada SPV LP** and its predecessors have offered Meineke center franchises in Canada since August 2004; (2) **Maaco Canada SPV LP** and its predecessors have offered Maaco center franchises in Canada since 1983; (3) **1-800-Radiator Canada, Co.** has offered 1-800-Radiator warehouse franchises in Canada since April 2007; (4) **Carstar Canada SPV LP** and its predecessors have offered CARSTAR franchises in Canada since September 2000; (5) **Take 5 Canada SPV LP** and its predecessor have offered Take 5 franchises in Canada since November 2019; (6) **Driven Brands Canada Funding Corporation** and its predecessors have offered UniglassPlus and Uniglass Express franchises in Canada since 1985 and 2015, respectively, Vitro Plus and Vitro Express franchises in Canada since 2002, and Docteur du Pare Brise franchises in Canada since 1998; (7) **Go Glass Franchisor SPV LP** and its predecessors have offered Go! Glass & Accessories franchises since 2006 and Go! Glass franchises since 2017 in Canada; and (8) **Star Auto Glass Franchisor SPV LP** and its predecessors have offered Star Auto Glass franchises in Canada since approximately 2012.

As of December 30, 2023, there were: (i) 15 franchised Meineke centers and no company-owned Meineke centers in Canada; (ii) 18 franchised Maaco centers and no company-owned Maaco centers in Canada; (iii) 10 1-800-Radiator franchises and no company-owned 1-800-Radiator locations in Canada; (iv) 313 franchised CARSTAR facilities and 1 company-owned CARSTAR facility in Canada; (v) 30 franchised Take 5 outlets and 7 company-owned Take 5 outlets in Canada; (vi) 57 franchised UniglassPlus businesses, 27 franchised UniglassPlus/Ziebart businesses, and 5 franchised Uniglass Express businesses in Canada, and 2 company-owned UniglassPlus businesses and 1 company-owned UniglassPlus/Ziebart business in Canada; (vii) 10 franchised VitroPlus businesses, 57 franchised VitroPlus/Ziebart businesses, and 4 franchised Vitro Express businesses in Canada, and 3 company-owned VitroPlus businesses and no company-owned VitroPlus/Ziebart businesses in Canada; (viii) 32 franchised Docteur du Pare Brise businesses and no company-owned Docteur du Pare Brise businesses in Canada; (ix) 12 franchised Go! Glass & Accessories businesses and no franchised Go! Glass business in Canada, and 8 company-owned Go! Glass & Accessories businesses and no company-owned Go! Glass businesses in Canada; and (x) 8 franchised Star Auto Glass businesses and no company-owned Star Auto Glass businesses in Canada.

In January 2022, Driven Brands acquired Auto Glass Now's repair locations. As of December 30, 2023, there were more than 220 repair locations operating under the AUTOGLASSNOW® name in the United States ("AGN Repair Locations"). AGN Repair Locations offer auto glass calibration and windshield repair and replacement services. In the future, AGN Repair Locations may offer products and services to Driven Brands' affiliates and their franchisees in the United States, and/or Driven Brands may decide to offer franchises for AGN Repair Locations in the United States.

**ServiceMaster Systems LLC** is the direct parent company to three franchisors operating five franchise brands in the United States: Merry Maids SPE LLC ("Merry Maids"), ServiceMaster Clean/Restore SPE LLC ("ServiceMaster") and Two Men and a Truck SPE LLC ("Two Men and a Truck"). Merry Maids and ServiceMaster became Affiliated Programs through an acquisition in December 2020. Two Men and a Truck became an Affiliated Program through an acquisition on August 3, 2021. The three franchisors have a principal place of business at One Glenlake Parkway, Suite 1400, Atlanta, Georgia 30328 and have never offered franchises in any other line of business.

**Merry Maids** franchises residential house cleaning businesses under the Merry Maids® mark. Merry Maids' predecessor began business and started offering franchises in 1980. As of December 31, 2023, there were 813 Merry Maid franchises in the United States.

**ServiceMaster** franchises (i) businesses that provide disaster restoration and heavy-duty cleaning services to residential and commercial customers under the ServiceMaster Restore® mark and (ii) businesses that provide contracted janitorial services and other cleaning and maintenance services under the ServiceMaster Clean® mark. ServiceMaster's predecessor began offering franchises in 1952. As of December 31, 2023, there were 619 ServiceMaster Clean franchises and 2,064 ServiceMaster Restore franchises in the United States.

**Two Men and a Truck** franchises (i) businesses that provide moving services and related products and services, including packing, unpacking and the sale of boxes and packing materials under the Two Men and a Truck® mark and (ii) businesses that provide junk removal services under the Two Men and a Junk Truck™ mark. Two Men and a Truck's predecessor began offering moving franchises in February 1989. Two Men and a Truck began offering Two Men and a Junk Truck franchises in 2023. As of December 31, 2023, there were 313 Two Men and a Truck franchises and three company-owned Two Men and a Truck businesses in the United States. As of December 31, 2023, there were 20 Two Men and a Junk Truck franchises in the United States.

Affiliates of ServiceMaster Systems LLC also offer franchises for operation outside the United States. Specifically, **ServiceMaster of Canada Limited** offers franchises in Canada, **ServiceMaster Limited** offers franchises in Great Britain, and **Two Men and a Truck** offers franchises in Canada and Ireland.

**NBC Franchisor LLC** ("NBC") franchises gourmet bakeries that offer and sell specialty bundt cakes, other food items and retail merchandise under the Nothing Bundt Cakes® mark. NBC's predecessor began offering franchises in May 2006. NBC became an Affiliated Program through an acquisition in May 2021. NBC has a principal place of business at 4560 Belt Line Road, Suite 350, Addison, Texas 75001. As of December 31, 2023, there were 562 Northing Bundt Cake franchises and 16 company-owned locations operating in the United States. NBC has never offered franchises in any other line of business.

**Mathnasium Center Licensing, LLC** ("Mathnasium") franchises learning centers that provide math instruction using the Mathnasium® system of learning. Mathnasium began offering franchises in late 2003. Mathnasium became an Affiliated Program through an acquisition in November 2022. Mathnasium has a principal place of business at 5120 West Goldleaf Circle, Suite 400, Los Angeles, California 90056. As of December 31, 2023, there were 968 franchised and 4 affiliate-owned Mathnasium centers operating

in the United States. Mathnasium has never offered franchises in any other line of business. Affiliates of Mathnasium Center Licensing, LLC also offer franchises for operation outside the United States.

**Mathnasium Center Licensing Canada, Inc.** has offered franchises for Mathnasium centers in Canada since May 2014. As of December 31, 2023, there were 89 franchised Mathnasium centers in Canada. **Mathnasium International Franchising, LLC** has offered franchises outside the United States and Canada since May 2015. As of December 31, 2023, there were 78 franchised Mathnasium centers outside the United States and Canada. Mathnasium Center Licensing, LLC, Mathnasium Center Licensing Canada, Inc. and Mathnasium International Franchising, LLC each have their principal place of business at 5120 West Goldleaf Circle, Suite 400, Los Angeles, California 90056 and none of them has ever offered franchises in any other line of business.

\* \* \*

None of the affiliated franchisors listed above are obligated to provide products or services to you; however, you may purchase products or services from these franchisors if you choose to do so. Except as described above, we have no other parents, predecessors, or affiliates that must be included in this Item 1.

### **Description of the Franchised Business and the System**

***The Franchised Business.*** We grant franchises for the establishment and operation of a School of Rock business (a “School”) under a franchise agreement (the “Franchise Agreement”).

Schools are operated under the trade name “School of Rock.” In order to become a School of Rock franchisee, you must operate your School in accordance with our standards and specifications, and you must sign a Franchise Agreement (Exhibit G-1). If you are renewing an existing Franchise Agreement for another term, you will sign our current Franchise Agreement and our Renewal Amendment to the Franchise Agreement (Exhibit G-2).

In limited cases for certain markets and for certain qualified prospective franchisees, we may also offer you the opportunity to enter into a development agreement (the “Development Agreement”) with us for the right to establish and open additional Schools in a specified area (“Development Area”) (Exhibit F). Under the Development Agreement, we will specify the number of Schools you must develop within the Development Area and will establish deadlines by which you must open each school (“Development Schedule”). For each School of Rock business that you open under the Development Agreement, you must sign a separate, then-current Franchise Agreement, except that the initial franchise fee, royalty fee, and advertising fee will be the same as described in this Disclosure Document.

***The System and Proprietary Marks.*** We offer a distinctive system (the “System”) for the operation of Schools, which offer a rock music program that provides, among other things, individual music lessons; group rehearsals; performance experience; exclusive, limited access to the school and school equipment during business hours; and branded merchandise. The School will be operated according to the System. The distinguishing characteristics of the System include a rock music program for children and adults; a method for teaching students through performing in front of a paying audience in a real rock venue; the use of proprietary technology to enhance the teaching of students playing in ensembles; an optional program for providing music instruction to young children under the mark “Little Wing™” (the “Little Wing™ Program”); and regional groups of elite students known as “The School of Rock AllStars,” who are personally chosen and directed by our Music Directors; all of which may be changed, improved and further developed by us periodically. The System does not include employment-related decision-making that individual franchisees solely control, and franchisees are responsible for the training of workers below the senior-management level. Although School of Rock programs are principally designed to be delivered as

in-person experiences, franchisees may be required or permitted to conduct individual and group lessons, rehearsals, live performances, and other programs remotely, through approved video conferencing and live streaming solutions. This capability allows for continuity of learning in cases of student vacation or illness, inclement weather, and other disruptions.

The School will be operated in accordance with our confidential operating manuals (the “**Manuals**”), a copy of which will be loaned to you or made available to you through a password-protected website. You will also be provided with the right to use certain trade names, service marks, trademarks, logos, emblems, and indicia of origin, including the marks “School of Rock,” “School of Rock Music,” “The Rock School Venue,” “Little Wing,” and the School of Rock logo, as are now designated and may be designated by us in writing for use in connection with the System (collectively, the “**Proprietary Marks**”). The Manuals are intended to provide you the information necessary to implement the System and do not provide us the right to advise you on, review, determine, codetermine, or have any involvement with matters governing your employees’ essential terms and conditions of employment.

***Market and Competition.*** While we offer a distinctive format and System, the market for music lessons, such as those that will be offered by the School, is developed and competitive. The School will compete with other national and local music schools and independent music teachers that provide music lessons both in-person and virtually. You will also compete with local music education providers and national programs.

***Industry Specific Laws and Regulations.*** Your School will be subject to federal, state, and local laws and regulations that are applicable to businesses generally, such as the Americans with Disabilities Act and the Occupational Safety and Health Act. Your School may also be subject to specific federal, state and local laws and regulations that relate to the particular nature of the business, such as occupancy and zoning codes.

## Item 2

### **BUSINESS EXPERIENCE**

**Robert Price**  
**President**

Mr. Price has served as our President since September 2023. Since February 2024, Mr. Price has also served as Chief Customer Officer for YEB. From July 2017 to August 2023, he served as our President and Chief Executive Officer. He is based in Canton, Massachusetts.

**Anthony Padulo**  
**Chief Development Officer**

Mr. Padulo has served as our Chief Development Officer since June 2017 and is located in Glen Ellyn, Illinois.

**Stacey Ryan**  
**Chief Operating Officer**

Ms. Ryan has served as our Chief Operating Officer since March 2019 and is based in Canton, Massachusetts.

**Sam Dresser**  
**Chief Innovation Officer**

Mr. Dresser has served as our Chief Innovation Officer since April 2021 and is located in Glen Ellyn, Illinois. Mr. Dresser served as our Vice President of Education from March 2017 to April 2021 in Glen Ellyn, Illinois.

**Mary Connor**  
**Chief Human Resources Officer**

Ms. Connor has served as our Chief Human Resources Officer since April 2021. Since February 2024, Ms. Connor has also served as Chief Human Resources Officer for YEB. From October 2017 to April 2021, she served as our Vice President of Human Resources. She is based in Canton, Massachusetts.

**Eric Schmidt**  
**Vice President of Information Technology**

Mr. Schmidt has served as our Vice President of Information Technology since March 2020 and is based in Glen Ellyn, Illinois. Previously, Mr. Schmidt served as our Senior Director of Information Technology from November 2018 to March 2020 in Glen Ellyn, Illinois.

**Alexandra Clougherty**  
**Vice President of Marketing**

Ms. Clougherty has served as our Vice President of Marketing since January 2022 and is based in Los Angeles, California. Ms. Clougherty served as our Digital Marketing Director from January 2021 to December 2021 in Los Angeles, California. Prior to that, Ms. Clougherty was the Consumer Engagement Manager for Harvest Health & Recreation, Inc., in Los Angeles, California, from May 2019 to January 2021. From July 2016 to May 2019, Ms. Clougherty served as the Digital Marketing Director for KB Home in Los Angeles, California.

**James Love**  
**Vice President of Operations**

Mr. Love has served as our Vice President of Operations since January 2022 in Canton, Massachusetts. Mr. Love served as our Director of Operations/Northeast from October 2018 to January 2022 in Canton, Massachusetts.

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## Item 3

### LITIGATION

#### Pending:

None

#### Concluded:

##### Disclosures Regarding Us as Franchisor

None

##### Disclosures Regarding our Parent SOR Parent

Amy Blumenthal v. School of Rock Charlotte, LLC, SOR Schools III, LLC, School of Rock, LLC, and John Cappadona, General Court of Justice, Superior Court Division, County of Mecklenburg, State of North Carolina, No. 20-CVS-15294, filed November 17, 2020. Our parent, CFO, and certain affiliates (collectively, “**Defendants**”) were named in a landlord/tenant dispute related to a company-owned School operated by School of Rock Charlotte, LLC and its successors (“**SOR Charlotte**”). SOR Charlotte alleged significant health and safety issues and ultimately terminated the lease and vacated the premises. Plaintiff then sued defendants, alleging breach of contract, fraud, negligent misrepresentation, unfair and deceptive trade practices, breach of fiduciary duty, and alleged various harms related to the lease termination. Plaintiff sought damages in excess of \$25,000. Defendants denied the allegations and asserted counterclaims for breach of lease, constructive eviction, unfair and deceptive trade practices, and a right to indemnity. On May 10, 2021, the parties entered into a Settlement Agreement, under which all parties denied any allegations of fault or liability, and Defendants agreed to pay plaintiff \$35,000.

##### Disclosures Regarding the Affiliated Programs

The following affiliates who offer franchises resolved actions brought against them with settlements that involved their becoming subject to currently effective injunctive or restrictive orders or decrees. None of these actions have any impact on us or the School of Rock® brand nor allege any unlawful conduct by us.

The People of the State of California v. Arby’s Restaurant Group, Inc. (California Superior Court, Los Angeles County, Case No. 19STCV09397, filed March 19, 2019). On March 11, 2019, our affiliate, Arby’s Restaurant Group, Inc. (“**ARG**”), entered into a settlement agreement with the states of California, Illinois, Iowa, Maryland, Massachusetts, Minnesota, New Jersey, New York, North Carolina, Oregon, and Pennsylvania. The Attorneys General in these states sought information from ARG on its use of franchise agreement provisions prohibiting the franchisor and franchisees from soliciting or employing each other’s employees. The states alleged that the use of these provisions violated the states’ antitrust, unfair competition, unfair or deceptive acts or practices, consumer protection, and other state laws. ARG expressly denies these conclusions but decided to enter into the settlement agreement to avoid litigation with the states. Under the settlement agreement, ARG paid no money but agreed (a) to remove the disputed provision from its franchise agreements (which it had already done); (b) not to enforce the disputed provision in existing agreements or to intervene in any action by the Attorneys General if a franchisee seeks to enforce the provision; (c) to seek amendments of the existing franchise agreements in the applicable states to remove the disputed provision from the agreements; and (d) to post a notice and ask franchisees to post a notice to employees about the disputed provision. The applicable states instituted actions in their courts to enforce the settlement agreement through Final Judgments and Orders, Assurances of

Discontinuance, Assurances of Voluntary Compliance, and similar methods.

The People of the State of California v. Dunkin' Brands, Inc., (California Superior Court, Los Angeles County, Case No. 19STCV09597, filed on March 19, 2019). On March 14, 2019, our affiliate, Dunkin Brands, Inc. (“DBI”), entered into a settlement agreement with the Attorneys General of 13 states and jurisdictions concerning the inclusion of “no-poaching” provisions in Dunkin’ restaurant franchise agreements. The settling states and jurisdictions included California, Illinois, Iowa, Maryland, Massachusetts, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, Vermont, and the District of Columbia. A small number of franchise agreements in the Dunkin’ system prohibit Dunkin’ franchisees from hiring the employees of other Dunkin’ franchisees and/or DBI’s employees. A larger number of franchise agreements in the Dunkin’ system contain a no-poaching provision that prevents Dunkin’ franchisees and DBI from hiring each other’s employees. Under the terms of the settlement, DBI agreed not to enforce either version of the no-poaching provision or assist Dunkin’s franchisees in enforcing that provision. In addition, DBI agreed to seek the amendment of 128 franchise agreements that contain a no-poaching provision that bars a franchisee from hiring the employees of another Dunkin’ franchisee. The effect of the amendment would be to remove the no-poaching provision. DBI expressly denied in the settlement agreement that it had engaged in any conduct that had violated state or federal, and, furthermore, the settlement agreement stated that such agreement should not be construed as an admission of law, fact, liability, misconduct, or wrongdoing on the part of DBI. The action was closed after the court approved the parties’ stipulation of judgment.

New York v. Dunkin' Brands, Inc. (N.Y. Supreme Court for New York County, Case No. 451787/2019, filed September 26, 2019). In this matter, the New York Attorney General (“NYAG”) filed a lawsuit against our affiliate, DBI, related to credential-stuffing cyberattacks during 2015 and 2018. The NYAG alleged that the cyber attackers used individuals’ credentials obtained from elsewhere on the Internet to gain access to certain information for DD Perks customers and others who had registered a Dunkin’ gift card. The NYAG further alleged that DBI failed to adequately notify customers and to adequately investigate and disclose the security breaches, which the NYAG alleged violated the New York laws concerning data privacy as well as unfair trade practices. On September 21, 2020, without admitting or denying the NYAG’s allegations, DBI and the NYAG entered into a consent agreement to resolve the State’s complaint. Under the consent order, DBI agreed to pay \$650,000 in penalties and costs, issue certain notices and other types of communications to New York customers, and maintain a comprehensive information security program through September 2026, including precautions and response measures for credential-stuffing attacks.

Other than the actions listed above, no litigation is required to be disclosed in this Item.

#### **Item 4**

#### **BANKRUPTCY**

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

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## Item 5

### INITIAL FEES

#### Initial Franchise Fee

You must pay to us a \$49,900 lump sum, non-refundable initial franchise fee for a single School of Rock franchise to be operated under an individual Franchise Agreement. You must pay the entire initial franchise fee no later than the date of your signing the Franchise Agreement. Except as otherwise described in this Item 5, all franchisees pay the same initial franchisee fee.

Veterans' Discount. If you are a veteran (or an entity majority-owned by a veteran) of the U.S. military, you are eligible for a \$5,000 discount on the initial franchise fee payable under the first School of Rock Franchise Agreement you sign. We reserve the right to modify or cancel this veterans' discount at any time.

Incentive Program. From time to time, in our sole discretion, we grant select existing franchisees that are ranked in the top tier of financial performance the limited opportunity to sign an additional Franchise Agreement for a second location within their existing franchise territory without payment of an initial franchise fee.

#### Development Fee

We generally do not offer Development Agreements to first-time franchisees. However, if we offer you the opportunity to enter into a Development Agreement with us, you must pay to us a lump sum, non-refundable development fee equal to \$24,950 for each school you are granted the right to open under the Development Agreement. In order to enter into a Development Agreement, you must agree to develop at least one School of Rock business. You must pay the entire development fee no later than the date of your signing the Development Agreement. The development fee will be credited towards the initial franchise fee due under each Franchise Agreement you sign on a pro rata basis. The development fee is deemed fully earned and non-refundable when you sign the Development Agreement in consideration of the administrative and other expenses incurred by us and for the development opportunities lost or deferred as a result of the development rights granted to you.

#### Other Initial Fees

You must provide us at least 30 days' notice of the date on which you propose to first open the School. If there is a change in the opening date, not caused by us, we can require you to reimburse us for the greater of (a) our actual out-of-pocket costs and expenses incurred by us due to this delay, including travel costs and expenses for our representative(s), or (b) \$300 for each additional day that our representative(s) is in your area beyond the scheduled visit as a result of delay in opening the School. If imposed, these fees are non-refundable.

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## Item 6

### OTHER FEES

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Royalty	8% of Gross Sales	10 <sup>th</sup> day of each month	You must pay us a monthly royalty fee for the preceding month. For purposes of calculating this royalty fee, “ <b>Gross Sales</b> ” means all revenues generated from sales of all products and services conducted at, from or with respect to the School, including Live Performances and Professional Performances (as defined in Sections 1.5 and 7.5 of the Franchise Agreement), the Little Wing Program (if you offer it), and any Independent Facilities (as defined in the Franchise Agreement), whether or not in compliance with the Franchise Agreement and whether the sales are evidenced by cash, check, credit, charge, account, barter or exchange. Gross Sales do not include the sale of products or services for which refunds have been made in good faith to customers, the sale of equipment or furnishings used in the operation of the School, or any sales taxes or other taxes collected from customers by you and paid directly to the appropriate taxing authority. Gross Sales also include any insurance proceeds you receive for loss of business due to a casualty to or similar event at the School.
Brand Fund	3% of Gross Sales	10 <sup>th</sup> day of each month	You must pay to the System’s advertising and brand promotion fund (the “ <b>Brand Fund</b> ”) a monthly fee for the preceding month.
Advertising Cooperative	Up to 3% of Gross Sales (as determined by the Cooperative)	As required by the Advertising Cooperative	We have the right, in our discretion, to establish a Cooperative in which franchisees may voluntarily choose to participate. If established, each School participating in a Cooperative will have one vote on any matter requiring member approval, and each Cooperative will have the right to require its members to make contributions to the Cooperative in an amount determined by the Cooperative, unless two-thirds of the members of the Cooperative vote in favor of a greater contribution. Company-Owned Schools have no voting power on any fees imposed by the Cooperative unless they are members of such Cooperative. Any payments you make to the Cooperative will be credited towards your required local advertising expenditure. There are no Cooperatives currently.

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Interest	On overdue payments, the lesser of 18% per annum or the maximum rate permitted by law	As incurred	All required royalty fees and advertising contributions must be paid by the 10 <sup>th</sup> day of each month based on your Gross Sales in the preceding month and must be submitted to us together with any reports or statements required by the Franchise Agreement. If any payment is overdue, you must pay us immediately upon demand, in addition to the overdue amount, interest on this amount from the date it was due until paid.
Insurance	Cost of insurance and, if not obtained by you, our procurement expense	As required and as incurred	Before you open your School, you must purchase and maintain at your sole expense at all times during the term of the Franchise Agreement the insurance coverage required by the Franchise Agreement, including comprehensive general liability insurance (including coverages for medical expense, abuse and molestation, and special event liability), property insurance (including fire, vandalism, and malicious mischief insurance for the replacement value of the School and its contents), personal and advertising injury insurance, statutory workers' compensation insurance (if not required in your state, you must obtain workers' compensation insurance regardless) employer's liability insurance, crime coverage for employee theft, and automobile insurance coverage for all vehicles used in connection with the operation of the School. If you fail to obtain or maintain the insurance required, we will have the right and authority (but not the obligation) to procure and maintain the required insurance in your name and to charge you for it, which charges, together with a reasonable fee for our expenses in so acting, will be payable by you immediately upon notice. Insurance requirements are described in more detail in the Manuals.
Inspection/Audit	Cost of audit, plus any underpaid amounts and interest thereon	As incurred	If an inspection or audit reveals that any income or sales have not been reported or have been understated in any report to us, then you must pay us the amount underpaid immediately upon demand, in addition to interest from the date the amount was due until paid (at the rate of 18% per annum, or the maximum rate permitted by law, whichever is less), plus all of our costs and expenses in connection with the inspection or audit, including travel costs, lodging and wage expenses, and reasonable accounting and legal fees and costs.
Site Selection (including on-site evaluation)	Amount of expenses	As incurred	Under the Franchise Agreement and Development Agreement, we will conduct, if we deem necessary and appropriate, on-site evaluations of a properly submitted proposed site. For each on-site evaluation (if any), we may require you to reimburse us for all of our reasonable out-of-pocket costs and expenses.

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Transfer	A certain percentage, or one-third, of the then-current initial franchise fee	Time of transfer	If there is a transfer under the Franchise Agreement, you must pay to us a transfer fee as follows: if there is a proposed transfer of (i) less than 50% of the ownership interests in you (if you are a corporation, limited liability company, or a partnership), then you must pay to us a transfer fee which is equal to the greater of \$2,500 or the mathematical product of the total ownership percentage in you being transferred multiplied by an amount equal to one-third of our then-current initial franchise fee; or (ii) 50% or more of the ownership interests in you (if you are a corporation, limited liability company, or a partnership), all your assets, or a transfer or assignment of the Franchise Agreement, then you must pay to us a transfer fee in an amount equal to one-third of our then-current initial franchise fee. In the event of a transfer to a corporation or limited liability company formed by you for the convenience of ownership, you will not have to pay a transfer fee.
Renewal	One-third of the then-current initial franchise fee	Time of renewal	If you renew your rights under the Franchise Agreement, you must pay to us a renewal fee in an amount equal to one-third of our then-current initial franchise fee being charged to franchisees at the time of the renewal.
Indemnification	Cost of liability	As incurred	Under the Franchise Agreement and Development Agreement, you must indemnify and hold us, and our officers, directors and employees harmless against any and all claims, losses, costs, expenses, liabilities and damages arising directly or indirectly from, as a result of, or in connection with your operation of the School, as well as the costs, including attorneys' fees, of the indemnified party in defending against them.
Collection Costs and Attorneys' Fees	Cost of collection and attorneys' fees	As incurred	Under the Franchise Agreement, you must pay to us all damages, costs, and expenses, including all court costs, arbitration costs, and reasonable attorneys' fees, and all other expenses we incur in enforcing any obligation or in defending against any claim, demand, action, or proceeding relating to the Franchise Agreement or Development Agreement, including the obtaining of injunctive relief.

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Information Technology Fee	Currently \$400	Monthly	To cover website hosting, e-mail licenses, and certain other technology resources and software, you will pay us a monthly information technology fee and variable monthly fees to third-party providers, as described in Item 11. The current total fee amount shown in this table is for a typical School using four email/Okta licenses and one Business Intelligence license. The fee amount may be higher depending on the number of specific licenses you require and may increase depending on bandwidth or functionality changes in our website and changes in our technology vendors or requirements.
PRO Licensing Fee	Currently \$78	Monthly	We or our affiliates have negotiated and are negotiating license agreements with Performance Rights Organizations to allow schools to perform and playback copyrighted music used in the operations of the school and on the premises of the school. You must pay us a monthly licensing fee to cover the cost of these licenses for your School. We reserve the right to increase or decrease the amount of the fee as the cost of the licenses changes, or as we or our affiliates negotiate additional licenses.
Method App Fee	Currently, \$5.40 per curriculum-eligible student	Monthly	SOR Parent has developed a proprietary mobile device and desktop application, called the School of Rock Method App, that is used in the operations of the School to aid in the delivery and execution of our curriculum. (See Item 11.) SOR Parent has negotiated agreements with application developers and copyright owners to include a library of copyrighted music notation within the Method App to be accessed by curriculum-eligible students and School of Rock staff, as defined in the Manuals. To cover the cost of these agreements, you must pay SOR Parent a monthly Method App Fee for each curriculum-eligible student in your School.
Step-In Rights Fee	3% of Gross Sales during the period of management, plus any direct out of pocket costs and expenses	As incurred	If you default under the Franchise Agreement, we have the right, but not the obligation, to step in and operate the School for a period of time that we deem necessary, in our reasonable judgment. You must indemnify and hold us harmless and pay us this fee during the period that we operate the School.

The above table describes other recurring or isolated fees or payments that you must pay to us, or which we impose or collect on behalf of a third party, in whole or in part. Unless otherwise indicated, all of the fees listed are non-refundable, are uniformly imposed, and are imposed by, payable to, and collected by us.

## Item 7

### ESTIMATED INITIAL INVESTMENT

#### **YOUR ESTIMATED INITIAL INVESTMENT<sup>18</sup> (Franchise Agreement)**

TYPE OF EXPENDITURE	AMOUNT		METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT IS TO BE MADE
	LOW	HIGH			
Initial franchise fee <sup>1</sup>	\$49,900	\$49,900	Lump sum	At signing of Franchise Agreement	Franchisor
Initial Rent Outlays <sup>2</sup>	\$13,750	\$21,250	Lump sum	At signing of lease agreement	Landlord
Site Selection and Leasehold Improvements <sup>3</sup>	\$207,500	\$362,500	As arranged	Before opening; as incurred	Contractors / Suppliers
Furnishings and Finishings <sup>4</sup>	\$14,000	\$26,000	As arranged	Before opening	Suppliers
Equipment <sup>5</sup>	\$26,000	\$32,000	As arranged	Before opening	Suppliers
Security and Cameras <sup>6</sup>	\$11,000	\$25,000	As arranged	Before opening	Suppliers
Signage <sup>7</sup>	\$7,000	\$14,000	As arranged	Before opening	Suppliers
Supplies <sup>8</sup>	\$1,000	\$2,000	As arranged	Before opening	Suppliers
Pre-Opening Training <sup>9</sup>	\$1,250	\$2,000	As arranged	Before opening	Suppliers
Advertising <sup>10</sup>	\$10,000	\$12,000	As arranged	Before opening and within 30 days after opening	Suppliers
Opening Inventory <sup>11</sup>	\$3,000	\$4,000	Lump sum; as arranged	Before opening; as incurred	Suppliers
Computer/ Software <sup>12</sup>	\$4,000	\$8,500	As arranged	Before opening; as incurred	Suppliers
Permits & Licenses <sup>13</sup>	\$1,000	\$5,000	As arranged	As incurred	Government Authorities
Architectural Fees <sup>14</sup>	\$10,050	\$15,000	As arranged	As incurred	Suppliers
Prepaid Insurance Premiums <sup>15</sup>	\$750	\$2,000	As arranged	As incurred	Insurance Broker
Utility Costs & Deposits <sup>16</sup>	\$600	\$1,500	As arranged	Before opening; as incurred	Suppliers
Miscellaneous Opening Expenses <sup>17</sup>	\$5,500	\$11,000	As arranged	As incurred	Consultants

TYPE OF EXPENDITURE	AMOUNT		METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT IS TO BE MADE
	LOW	HIGH			
Additional Funds for 3 Months <sup>18</sup>	\$21,000	\$70,000	As arranged	As incurred	Suppliers / Employees / Others
<b>TOTAL<sup>19</sup></b>	<b>\$387,300</b>	<b>\$663,650</b>			

Except as otherwise described in the notes below, the above table provides an estimate of your initial investment for a new, single School and the costs necessary to begin operation of your School. All costs listed in the table are estimates only. Actual costs will vary for each franchisee and each location depending upon a number of factors. All fees and payments described in this Item 7 are non-refundable, unless otherwise stated or permitted by the payee.

## **NOTES**

<sup>1</sup> See Item 5 for a description of the initial franchise fee for franchisees and the development fee for developers. The initial franchise fee is not refundable.

<sup>2</sup> If you do not own or purchase a site for your School, you must lease or acquire a site for your School for the term of the Franchise Agreement. In the event that you lease the premises for the School, we have provided an estimated cost, which includes one month's rent plus one month's rent as security deposit. Your lease must contain certain provisions as required under the Franchise Agreement. We have not provided an estimate of costs incurred for purchasing the premises for the School, as we anticipate you will lease the premises. The School will ideally be located in a freestanding building or flex space (convertible retail or office) or Class B, C, or D commercial real estate. The approximate size of the premises and the building for your School will likely be a minimum of approximately 2,500 square feet at an approximate cost of \$26 to \$38 per square foot per year, net of common area charges. Common area charges (CAM) can range between \$7 to \$13 per square foot per year.

<sup>3</sup> You must renovate or construct your School according to our standards and specifications. Depending on the building leased or purchased by you, no renovation or construction may be necessary. The estimate in the table includes the costs of construction and fixtures and assumes that basic plumbing, electricity, and heat or air conditioning exists on the premises. Before you begin any renovation or construction of the School, you must, at your expense, employ our approved architectural firm to prepare preliminary and final architectural drawings and specifications of the Premises in accordance with our standard specifications for a School. These preliminary and final drawings and specifications must be submitted to us for our written approval. These costs are based on an average school size of approximately 2,500 square feet and are based on an average construction cost between \$115 to \$145 per square foot. (The variance in per square foot costs are related to the type or prior use of the leased premises.) Please note that costs may be higher or lower depending on your local market and that building a larger school adds incremental costs not only for construction, but for design/decor, furniture, gear, security cameras, and insurance.

The low estimate in the table also includes a tenant improvement allowance ("TIA"), which you may be able to obtain from the lessor if you lease the Premises for your school. In 2023, 25 franchisees leased space for a new School and 17 of them received a TIA ranging from \$13 to \$69 per square foot. The average TIA allowance was \$32 per square foot for the 17 franchisees that received a TIA in 2023. An estimated TIA of \$80,000 (the \$32 per square foot average for those receiving a TIA multiplied by 2,500 square feet) is reflected in the low-end figure in the cost range shown in the table. The high-end figure does

not include a TIA allowance. Please note that for loan purposes banks will not typically allow a franchisee to reduce its loan amount by the amount of a TIA but may consider it to be additional working capital for the franchisee.

<sup>4</sup> This estimate includes the costs of basic furniture that complies with our standards and specifications as well as artwork, ornamental lighting (such as stage lighting), wall coverings (such as graphic wallpaper and sound panels), and other decorative items.

<sup>5</sup> This estimate reflects the cost of purchasing the basic equipment necessary to operate your School and incidental office equipment. The estimate includes the cost of music equipment, telephones, and other miscellaneous equipment.

<sup>6</sup> You must install a security system for the School that meets our standards and specifications. The system must include, for example, an access control system on the main entrance to the School (e.g., door to the street, door to the building lobby, etc.), security cameras, and low-voltage wiring. The cost of such a system will range from approximately \$11,000 for an 18-camera configuration to \$25,000 for a 24-camera configuration. Monthly access charges for cameras are approximately \$6 per camera.

<sup>7</sup> All signage must be approved by us, and we will provide specifications for approved signage. The figures in the chart reflect the estimated cost of interior and exterior signage and other signage that meet our standards, specifications, and requirements (including the estimated average cost of a raceway illuminated sign, replacement tenant panels on a monument/pylon sign, permitting, and installation). The cost of signs depends on the size and location of your School, the particular requirements of the landlord, and local and state ordinances and zoning requirements.

<sup>8</sup> You must purchase supplies for the School. This estimate includes the cost of cleaning products and supplies, basic office supplies, and computer supplies.

<sup>9</sup> The majority of our initial training program is provided virtually, via teleconference, video conference, or the Internet. As described in more detail in Item 11, you (or, if you are a legal entity, one or more of your owners) must attend the final week of initial training in person. The estimate in the chart includes expenses for one person's (you or one of your owners) travel, food, and lodging while attending the final week of the initial training program.

<sup>10</sup> Beginning 60 days before the grand opening of the School, and within 30 days after the opening, you must spend at least \$10,000 on an initial, grand opening advertising, marketing, and promotional program in the form and manner we prescribe. Included in this \$10,000 is your obligation to purchase a "Kick It Open Kit" from our designated supplier that includes a number of elements critical to your Grand Opening Marketing campaign. You are also required to spend 3% of your annualized Gross Sales on local advertising during each year of the term of the Franchise Agreement.

<sup>11</sup> You must stock your School with an initial inventory of products, accessories, and supplies as prescribed by us in the Manual or otherwise in writing. We will provide you with a list of equipment needed to open the School in the Manual or otherwise in writing. The above estimated cost covers a supply of inventory for sales for approximately three months. Your cost will be based upon the amount purchased. Your actual amount purchased will depend on your anticipated sales, which will depend on a variety of factors such as the size and location of your School and overall anticipated demand.

<sup>12</sup> This estimate reflects the cost of your computer hardware and software, which includes the cost of your Computer System and the Required Software, and the cost of the typical equipment package required for

live streaming, along with three months of the basic service plan from the recommended live streaming software vendor (StreamYard). See Item 11 for more information.

<sup>13</sup> Before the opening of your School, you must obtain all necessary government approvals, permits and licenses. The above estimate includes the costs of obtaining building permits, certificates of occupancy and certificates of health, “dba” registrations, business licenses, and reseller’s certificates.

<sup>14</sup> You are required to use our approved architectural firm to prepare preliminary and final architectural drawings and specifications of the premises of your School in accordance with our standard specifications for a School. To assist franchisees in the preparation of these drawings and specifications, we have negotiated a reduced pricing arrangement with this preferred provider. Please note that the high estimate of architectural fees includes a \$3,000 surcharge for sites located in California due to the additional architectural plans and information required in that jurisdiction.

<sup>15</sup> Before you open your School, you must purchase the insurance coverage required by the Franchise Agreement, and described in Item 6, above. The cost of the business insurance coverage will vary from state to state and will depend on your prior loss experience, if any, and/or the prior loss experience of your insurance carrier in the state or locale in which you operate, and national or local market conditions. We anticipate that you will have to pay your insurance carrier or agent 25% of an annual premium in advance. The estimate provided in the chart is for 25% of an annual premium covering general liability and worker’s compensation.

<sup>16</sup> This estimate includes the costs of deposits necessary to begin services for gas, electricity, telephone, and water that you will need to operate your School.

<sup>17</sup> This category includes the costs of legal and accounting services as well as office supplies and other expenses typically incurred to begin the operation of any franchise business (e.g., advice regarding the formation of a legal entity, guidance on relevant taxation issues, and reviews of the Franchise Agreement and lease for the School’s premises, etc.). These expenses will vary depending on your decisions about how to equip your School within the standards specified by us.

<sup>18</sup> All estimates in the table are based on the actual experience of our parent and affiliate in opening and operating Company-Owned Schools. We estimate that the amount of additional funds described in the table will be necessary during the first three months that your School is open and operating. During this initial period, controllable expenses, such as labor, supplies, and direct operating costs, are typically above average for a School due to the need for additional staff training to ensure exceptional service and promotion of the School. The actual amount of additional funds you will need during this period will depend on a variety of factors, such as the number of paid employees you hire and their rate of pay, your own management and operational skill, economic conditions, and competition. In addition, please note that the first three months of operations represents only the initial “ramp-up” period for a typical School – it is not an estimate of the length of time needed to reach a break-even point. The length of time needed for your School to achieve its break-even point will depend on a number of factors, including those listed in the preceding sentence, and others. Existing School of Rock franchisees may be able to provide you with additional information on this issue.

<sup>19</sup> We do not offer financing for any part of the initial investment.

**YOUR ESTIMATED INITIAL INVESTMENT**  
**(Development Agreement)<sup>1</sup>**

<b>TYPE OF EXPENDITURE</b>	<b>AMOUNT</b>	<b>METHOD OF PAYMENT</b>	<b>WHEN DUE</b>	<b>TO WHOM PAYMENT IS TO BE MADE</b>
Development fee <sup>2</sup>	\$24,950 per school	Lump sum	At signing of Development Agreement	Franchisor

**NOTES**

<sup>1</sup> As noted in Item 5, we generally do not offer Development Agreements to first-time franchisees. In order to enter into a Development Agreement, you must agree to develop at least one School. The above table provides an estimate of your initial investment for entering into a Development Agreement for the right to establish one School. To determine the costs of operating each School, please refer to the first table in this Item 7.

<sup>2</sup> You will only be required to pay a development fee if you sign a Development Agreement. The development fee will be \$24,950 for each school you are granted the right to open under the Development Agreement. The estimate in the table is based on your purchasing the right to open one school. If you purchase the right to open more than one school, the development fee will be greater. The development fee will be credited towards the initial franchise fee due under each Franchise Agreement you sign. The development fee is not refundable.

**Item 8**

**RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES**

To ensure that the highest degree of quality and service is maintained, you must operate the School in strict conformity with the methods, standards, and specifications as we may periodically prescribe in the Manuals or otherwise in writing; and you must refrain from deviating from these methods, standards and specifications without our prior written consent. We may revise the contents of the Manuals, and you must comply with each new or changed standard and specification. We have revised the Manual over 25 times in the last 10 years. You must at all times ensure that your copies of the Manuals are kept current and up to date.

Before you open your School, you must purchase and maintain at your sole expense at all times during the term of the Franchise Agreement the insurance coverage required by the Franchise Agreement in amounts we designate in the Manual or otherwise in writing, including comprehensive general liability insurance including coverages for medical expense, abuse and molestation (which may require additional coverage, depending upon your insurance provider), and special event liability (\$2 million per occurrence/\$2 million aggregate), all risk property insurance coverage (including fire, vandalism, and malicious mischief insurance for the replacement value of the School and its contents), personal and advertising injury insurance, statutory workers' compensation insurance (if not required in your state, you must obtain workers' compensation insurance, with minimum limits of \$100,000 per occurrence/\$100,000 per employee/\$500,000 total), employer's liability insurance, crime coverage for employee theft (with a minimum limit of \$50,000), and automobile insurance coverage for all vehicles used in connection with the

operation of the School (or at a minimum, Non-Owned and Hired/Borrowed Auto Liability coverage for rental vehicles with a combined single limit of \$1 million). If you fail to obtain or maintain the insurance required, we will have the right and authority (but not the obligation) to procure and maintain the required insurance in your name and to charge you for it, which charges, together with a reasonable fee for our expenses in so acting, will be payable by you immediately upon notice.

You must adhere to our music program as prescribed in the Manuals and designate at least one of your managers as director of music (“**Music Director**”), who must, if we require, attend and complete those components of our initial training program relevant to the role of Music Director, as we determine in our sole discretion. You must sell or offer for sale only those products and services as we have expressly approved for sale in writing; sell or offer for sale all types of products and services we specify, including branded merchandise; refrain from any deviation from our standards and specifications without our prior written consent; and discontinue selling and offering for sale any products or services which we may, in our discretion, disapprove in writing at any time. You must maintain in sufficient supply (as we may prescribe in the Manuals or otherwise in writing), and use at all times, only those products acquired from a supplier or suppliers we designate or approve, and those other products, materials, supplies, paper goods, cleaning products, chemicals, fixtures, furnishings, equipment, and signs, as conform with our standards and specifications.

You must purchase and install, at your expense, all fixtures, furnishings, equipment (including music equipment, telephone(s), computer, printer, and point-of-sale system), décor, and signs as we may reasonably direct periodically; and refrain from installing or permitting to be installed on or about the premises of your School, without our prior written consent, any fixtures, furnishings, equipment, décor, signs or other items not previously approved as meeting our standards and specifications.

All products and services offered or sold at or through the School, and other products, materials, supplies, paper goods, fixtures, furnishings, software, and equipment used in the operation of the School, must meet our then-current standards and specifications, as established in the Manuals or otherwise in writing. You must purchase all products and services for which we have established standards or specifications solely from suppliers that we have approved (which may be us or our affiliates). We (or our affiliates) are an approved supplier for Little Wing™ materials and branded merchandise. We may sell these items through designated vendors. There are no products and services for which we (or our affiliates) are the only approved suppliers; however, we reserve the right to designate ourselves (or our affiliates) as such. There are no approved suppliers that make payments to us because of transactions with you and other franchises.

In some circumstances, we may designate a sole supplier for certain products, services, or equipment. If we designate a specific supplier for specified products or equipment, you must use that supplier for the specified product or equipment. If we have not designated a specific supplier for certain products or equipment, and you desire to purchase products or equipment from a party other than an approved supplier, you must submit to us a written request to approve the proposed supplier, together with evidence of conformity with our specifications as we may reasonably require. We do not charge a fee for your requests. We will use our best efforts, within 30 days after our receipt of the completed request and completion of the evaluation and testing (if required by us), to notify you in writing of our approval or disapproval of the proposed supplier. Approval will not be unreasonably withheld. You must not sell or offer for sale any products of the proposed supplier until our written approval of the proposed supplier is received. We may periodically revoke our approval of particular products or suppliers when we determine, in our sole discretion, that these products or suppliers no longer meet our standards. Upon receipt of written notice of revocation, you must cease to sell any disapproved products and cease to purchase from any disapproved supplier. You must only offer and sell products to retail customers for their use and

consumption and not for resale. We grant and revoke approval of suppliers based on their ability to meet our standards and specifications and their ability to support our financial and operational requirements.

We formulate and modify specifications and standards imposed upon franchisees by evaluating the market acceptance of products and the financial stability of suppliers. We do not have to issue our specifications and standards to franchisees or approved suppliers, nor are criteria for supplier approval made available to franchisees.

We estimate that the cost of goods and services you purchase or lease from us, our affiliates, or other approved suppliers will be approximately 5-10% of the total cost of goods and services you purchase or lease to establish and operate the franchised business. We may receive rebates or other discounts from certain suppliers for purchases made by you and other franchisees. From suppliers of GearSelect merchandise, we receive a commission based on a percentage of sales to franchisees. Currently, we do not charge a royalty on franchisee re-sales of GearSelect merchandise to students. In 2023, we received approximately \$108,058 in GearSelect commissions, which represents approximately 0.5% of our 2023 total revenues of \$22,832,322. We received no other revenues in 2023 from required purchases and leases by franchisees. In 2023, SOR Parent had revenues of \$2,683,905 from required purchases and leases by franchisees of goods and services, entirely from its Method App sales to our franchisees. This revenue was collected from franchisees as a pass-through for Method App services and paid directly to third-party service providers. The information for SOR Parent is based on its internal financial statements.

We have negotiated purchase arrangements with suppliers (including price terms) for the benefit of our franchisees. We have negotiated special discounted price terms with certain suppliers of music equipment, which you can purchase, at your option, directly from the supplier. We do not provide any direct material benefit to franchisees for use of approved suppliers, and you will not receive any direct material benefit for using designated or approved sources. We do not have a purchasing or distribution cooperative related to our franchises. There are currently no approved suppliers in which any of our officers own an interest.

## Item 9

### **FRANCHISEE'S OBLIGATIONS**

**This table lists your principal obligations under the franchise and other agreements. It will help you find more detailed information about your obligations in these agreements and in other items of this disclosure document.**

OBLIGATION	SECTION IN FRANCHISE AGREEMENT	SECTION IN DEVELOPMENT AGREEMENT	DISCLOSURE DOCUMENT ITEM
a. Site selection and acquisition/lease	1.2, 5.1, 5.2, and 5.3	1.1, 3 and 5.1	11
b. Pre-opening purchases/leases	7.8, 7.10	3.3 and 3.4	5, 6, 7 and 8
c. Site development and other pre-opening requirements	5, 7.9 and Exhibit B	1.1, 3 and 5.1	11
d. Initial and ongoing training	6	Not Applicable	6, 7 and 11
e. Opening	5 and 7.9	3.5	11
f. Fees	4, 7.19, 12.7, and 14.3.10	2 and 7.3.10	5, 6 and 7

OBLIGATION	SECTION IN FRANCHISE AGREEMENT	SECTION IN DEVELOPMENT AGREEMENT	DISCLOSURE DOCUMENT ITEM
g. Compliance with standards and policies/Operating Manuals	7.3, 7.19, and 9	8.2	8 and 11
h. Trademarks and proprietary information	8 and 10	1.4	13 and 14
i. Restrictions on products/services offered	7.2, 7.3, 7.4, 7.5, 7.8, 7.9 and 7.10	Not Applicable	8 and 16
j. Warranty and customer service requirements	Not Applicable	Not Applicable	11
k. Territorial development and sales quota	1.3	1	12
l. Ongoing product/service purchases	7.3	Not Applicable	8
m. Maintenance, appearance and remodeling requirements	2.2.2, 7.13 and 7.14	Not Applicable	11
n. Insurance	13	Not Applicable	6 and 7
o. Advertising	12	Not Applicable	6, 7 and 11
p. Indemnification	20.3	10.3	6
q. Owner's participation/management/staffing	7.15 and 17.1	8.1	11 and 15
r. Records/reports	11	Not Applicable	6
s. Inspections/audits	7.11 and 11.5	Not Applicable	6 and 11
t. Transfer	14	7	17
u. Renewal	2.2	Not Applicable	17
v. Post-termination obligations	16	6.3 and 8.5	17
w. Non-competition covenants	17.2 and 17.3	8.4 and 8.5	17
x. Dispute resolution	26	14	17
y. Personal Guaranty	18.2 and Exhibit E	5.2.1.5 and Exhibit E	15

## Item 10

### FINANCING

We do not offer direct or indirect financing. We do not guarantee your note, lease, or obligation.

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## Item 11

### **FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS, AND TRAINING**

**Except as listed below, we are not required to provide you with any assistance.**

#### **Pre-Opening Obligations**

##### ***Development Agreement***

For each School developed under the Development Agreement, we will provide you with the following:

1. We will provide such site selection guidelines and consultation as we deem advisable (Development Agreement, Section 5.1.1);
2. We will provide such on-site evaluations as we deem advisable as part of our evaluation of your request for site approval. You will be responsible for our reasonable out-of-pocket costs and expenses (Development Agreement, Section 5.1.2); and
3. We will provide such assistance for lease negotiation as we deem advisable in our sole discretion (Development Agreement, Section 5.1.3).

##### ***Franchise Agreement***

Before the School opens, we must provide the following to you:

1. We will make available to you our specifications for a prototypical School (Franchise Agreement, Section 3.1.1);
2. We will provide initial training related to the use of the System for you and certain of your designated managers, as described below (Franchise Agreement, Sections 3.1.2 and 6);
3. We will make available to you advertising and promotional materials at your expense (Franchise Agreement, Sections 3.1.3 and 12);
4. We will make our Manuals available to you through a password protected website (Franchise Agreement, Sections 3.1.4 and 9);
5. We will provide you with a list of equipment that will be needed to open the School and information regarding any discount packages that we may negotiate periodically with suppliers from which you may purchase the equipment (Franchise Agreement, Section 3.1.6);
6. We will provide site selection guidelines and consultation as we deem advisable (Franchise Agreement, Section 3.1.8 and 5.1);
7. We will provide on-site evaluations as we deem advisable as part of our evaluation of your request for site approval. You will be responsible for our reasonable out-of-pocket costs and expenses (Franchise Agreement, Section 3.1.8 and 5.1); and

8. We will provide assistance for lease negotiation as we deem advisable in our sole discretion (Franchise Agreement, Section 3.1.8 and 5.1).

## **Continuing Obligations**

### ***Development Agreement***

Under the Development Agreement, we are not obligated to furnish any assistance to you after the opening of each School.

### ***Franchise Agreement***

After the School opens, we must provide the following to you:

1. We will make available to you advertising and promotional materials at your expense (Franchise Agreement, Sections 3.1.3 and 12);
2. We will provide to you at the time(s) and in the manner determined by us, in our sole discretion, advice, assistance, and written materials about operations, services, teaching methods, show selection, music development methods, music venue selections, music venue business issues, class scheduling methods, sales methods, products, and marketing techniques. Any such advice will relate only to the unique traits of the System, and we will not provide advice on essential terms of employment for your employees. (Franchise Agreement, Section 3.1.5);
3. We will designate or approve suppliers who will make available to you for sale, products, supplies, materials, and other products and equipment used or offered for sale at the School (Franchise Agreement, Section 7.9); and
4. We will maintain and administer a Brand Fund (Franchise Agreement Section 12.4).

## **The School of Rock AllStars**

We may organize, manage, promote, and arrange for concerts to be performed by national and regional groups of student musicians called "**The School of Rock AllStars.**" The composition of the School of Rock AllStars groups and how they operate are set forth in the Manuals and may be changed by us periodically. We have the right to all revenues generated by the School of Rock AllStars. (Franchise Agreement, Section 3.1.7)

## **Advertising Programs**

**Advertising.** Beginning 60 days before the grand opening of the School, and within 30 days after the grand opening, you must spend at least \$10,000 on an initial, grand opening local advertising, marketing, and promotional program in the form and manner prescribed by us in the Manuals or otherwise in writing. (Franchise Agreement, Section 12.1.)

In addition to the grand opening marketing program, during the entire term of the Franchise Agreement, you are required to expend, on an annual basis, an amount equal to 3% of Gross Sales on local marketing, advertising, and promotion as we may, in our sole discretion, direct in the Manuals or otherwise in writing. (Franchise Agreement, Section 12.2.)

All advertising and promotion by you must be in media and of a type and format as we may approve, including television, print media, radio, and local promotional events, must be conducted in a dignified manner, and must conform to these standards and requirements as we may specify. We may make available to you from time to time, at your expense, such advertising and promotional materials, including merchandising materials, point-of-purchase materials, and materials for special promotions as we determine. We may also set forth in the Manual or otherwise in writing such preapproved templates and brand compliance guidelines for print, digital, social media, and new media advertising (together, the “**Brand Advertising Guidelines**”). (Franchise Agreement, Section 12.5.) You must submit for our prior review and approval all advertising and promotional plans and materials for any print, broadcast, cable, electronic, computer or other media (including the Internet) that you desire to use if the materials were not (a) prepared by us, (b) included within the Brand Advertising Guidelines, or (c) previously approved by us (and not subsequently disapproved) within the preceding six (6) months. You must not use these plans or materials until they have been approved in writing by us. If you do not receive written notice of approval from us within 15 days of the date of our receipt of these plans and materials, we will be deemed to have disapproved them. All print, digital or social media must follow the Brand Advertising Guidelines as determined by us in our sole discretion and must be withdrawn or removed if we determine that such materials are outside the Brand Advertising Guidelines. (Franchise Agreement, Section 12.6.) You must list and advertise your School online as described in the Manuals. (Franchise Agreement, Section 12.7.)

**Brand Fund.** You must pay to the Brand Fund a monthly fee in the amount of 3% of your Gross Sales for the preceding month. Your contribution to the Brand Fund is in addition to any required expenditures on local advertising as described above. (Franchise Agreement, Section 12.3.) Schools owned and operated by us or our affiliates are not required to contribute to the Brand Fund, but we contributed to the Brand Fund on behalf of the School we or our affiliates own and operate.

We and our designees will have the sole authority to direct all advertising, marketing, and promotional programs of the Brand Fund and will have sole discretion over all aspects of those programs, including the concepts, materials, and media used and the placement and allocation of them. (Franchise Agreement, Section 12.4.1.) The Brand Fund will be used, in our discretion, to pay for developing and conducting activities that we believe will enhance the goodwill associated with the Proprietary Marks and the image of the System and to pay for the administration of the Brand Fund and its programs. Up to 15% of the total Brand Fund annually may be used to cover our or our designee’s costs and overhead for activities reasonably related to the administration of the Brand Fund, including costs and salaries of our or our designee’s personnel who perform services for the Brand Fund. The Brand Fund’s activities and programs may include, among other things, conducting and preparing advertising, marketing, public relations, customer surveys, and/or promotional programs and materials, and any other activities that we believe will enhance the image of the System, such as preparing and conducting radio, television, print, and Internet-based advertising campaigns; marketing and promoting the School of Rock All-Stars and Live Performances; utilizing social and business networking media sites and other emerging media or promotional tactics; developing, maintaining, and updating our Website on the Internet; direct mail advertising; marketing surveys; employing advertising and/or public relations agencies; purchasing promotional items; purchasing point-of-purchase materials; providing promotional and other marketing materials and services to the businesses operating under the System; and advertising for the sale of franchises. (Franchise Agreement, Section 12.4.2.) Brand Fund contributions will be used primarily for advertising on the national level as well as for costs associated with promoting the School of Rock All-Stars, its tours, and special events.

During the 2023 fiscal year, \$5,785,146 from the Brand Fund was spent on brand advertising and marketing on behalf of the School of Rock brand. Of that total, we spent 68% on media placement, 6% on production, 12% in other advertising, and 14% on overhead. In the 2023 fiscal year, approximately 11% of all advertising and marketing contributions were used for advertising that was principally a solicitation for the sale

of additional franchises. We conduct advertising through third-party advertising agencies as well as in-house marketing personnel. We are not obligated, in administering the Brand Fund, to make expenditures for you which are equivalent or proportionate to your contribution, or to ensure that any particular franchisee benefits directly or on a pro rata basis from expenditures or activities of the Brand Fund.

Except as indicated above, we do not receive payment for providing goods or services to the Brand Fund. We will maintain separate bookkeeping accounts for the Brand Fund and may, but will not be required to, cause Brand Fund contributions to be deposited into one or more separate bank accounts. The Brand Fund is not a trust, and we are not a fiduciary or trustee of the Brand Fund or the monies in the Brand Fund. However, we may, in our discretion, separately incorporate the Brand Fund or create a Brand Fund trust, over which we may be the trustee, into which Brand Fund contributions may be deposited. (Franchise Agreement, Section 12.4.3.)

It is anticipated that all contributions to the Brand Fund will be expended for their intended purposes during the fiscal year in which contributions are made. To the extent any contributions are not expended by the end of the fiscal year, they will be expended no later than the end of the taxable year following the year of receipt. (Franchise Agreement, Section 12.4.4.) Although we intend that the Brand Fund will be of perpetual duration, we maintain the right to terminate the Brand Fund. The Brand Fund may not be terminated, however, until all monies in the Brand Fund have been expended for advertising and/or promotional purposes or returned to contributors on the basis of their respective contributions. (Franchise Agreement, Section 12.4.5.) The Brand Fund will not be audited. You will have the right to review and obtain an annual accounting of the Brand Fund's expenditures for the prior year upon written request.

We do not have an advertising council composed of franchisees.

**Advertising Cooperative.** We have the right, in our discretion, to designate any geographical area for purposes of establishing a regional advertising and promotional cooperative ("Cooperative"). If a Cooperative covering your Territory (as described in Item 12) has been established, or is established, your participation is voluntary; you may join and leave the Cooperative at your discretion. We will have the power to form, change, dissolve, or merge any Cooperative. Company-Owned Schools are not required to join or contribute to advertising Cooperatives. Company-Owned Schools have no voting power on any fees imposed by the Cooperative unless they are members of such Cooperative. Each Cooperative will be organized and governed in accordance with written governing documents, which we must approve, and such documents will control the date of commencement and the operation of the Cooperative. The Schools involved in each Cooperative are responsible for administering the Cooperative. Each School, including Company-Owned Schools, participating in the Cooperative will have one vote on any matter requiring member approval, and each Cooperative will have the right to require its members to make contributions to the Cooperative in an amount determined by the Cooperative, up to a maximum of 3% of Gross Sales during any calendar year, unless two-thirds of the members of the Cooperative vote in favor of a greater contribution. Any payments you make to the Cooperative will be credited towards your required local advertising expenditure. All Cooperatives will be required to prepare quarterly financial statements, which will be available for review by the franchisees that participate in the Cooperative.

**Website.** We maintain a website at [www.SchoolofRock.com](http://www.SchoolofRock.com) ("Franchisor's Website") and have the right to promote on Franchisor's Website the School of Rock and those Company-Owned Schools and franchise-owned Schools as we determine, and in the manner we determine, in our sole discretion. We have the right to require you to pay us a monthly hosting fee in an amount set forth in the Manuals for the hosting of the School on Franchisor's Website. Hosting fees may change over time if design and content require more bandwidth or functionality. Unless otherwise approved by us in writing, you may not own, establish, or maintain a Website. The term "Website" means an interactive electronic document contained in a network of computers linked by communications software, commonly referred to as the Internet or

World Wide Web, including any account, page, or other presence on a social or business networking media site such as Facebook, Twitter, LinkedIn, and on-line blogs and forums. However, we can require you to have one or more references or webpage(s), as designated and approved by us in advance, within Franchisor's Website. We have the right to require that you not have any Website other than the webpage(s), if any, made available on Franchisor's Website. (Franchise Agreement, Section 8.8.)

### **Computer System**

We have the right to specify or require that certain brands, types, makes, and/or models of communications, computer systems, and hardware be used by you, including: (a) back office and point of sale systems, data, audio, video, and voice storage, retrieval, and transmission systems for use at the School; (b) printers and other peripheral hardware or devices; (c) archival back-up systems; (d) Internet access mode and speed; and (e) physical, electronic, and other security systems (the "**Computer System**"). (Franchise Agreement, Section 8.4.)

We also have the right, but not the obligation, to designate, develop, or assign the development of: (a) computer software programs that you must use in connection with the Computer System, which may include web-based software programs (the "**Required Software**"), which you must install at your expense; (b) updates, supplements, modifications, or enhancements to the Required Software, which you must install at your expense; (c) the tangible media upon which you record data; and (d) the database file structure of the Computer System. (Franchise Agreement, Section 8.4.)

At our request, you must purchase or lease, and maintain, the Computer System and the Required Software, which are described below. The approximate cost of purchasing the Computer System and Required Software is \$4,000 to \$8,500. We have the right at any time to remotely retrieve and use this data and information from your Computer System or Required Software that we deem necessary or desirable. There are no restrictions on our right to access this data and information. You must keep your Computer System in good maintenance and repair and install all additions, changes, modifications, substitutions, and/or replacements to your Computer System or Required Software as we may reasonably direct periodically in writing, all at your own expense. You must upgrade or update your Computer System and Required Software at your expense as we may require. There is no limitation on how often we may require these upgrades or the cost of these upgrades. Your Computer System must be operational before you open your School. (Franchise Agreement, Section 8.4.)

Your Computer System must be capable of running the Required Software, including bookkeeping, database functions, scheduling, and basic cash register functions. The Computer System and Required Software will be used to record and account for all revenues, track inventory and sales, schedule students and teachers, schedule rehearsals and meetings, and communicate with parents and teachers. Ongoing maintenance and support for the Required Software will be provided by either us or an approved service provider. We have the right to require you to enroll with our approved service provider. You may have to pay a reasonable fee for these services. (Franchise Agreement, Section 8.4.)

Subject to the above requirements, you may purchase or lease any brand and model of personal computer that will accommodate the Required Software. Currently, the Required Software includes Pike13, which is a cloud-based platform that functions as our POS system and scheduling system. You will pay ongoing fees directly to Pike13, Inc. at a rate of \$150 per month for your use of the Pike13 software. Several other Required Software programs are provided at a bundled cost. These software programs provide various functionality, including a CRM platform (Hubspot) and tools to manage your local website and online listings, your lead-nurturing process, customer feedback, and more. The pass-through cost of these software programs is \$165 per month. Your School of Rock email account and license to our single sign-on platform is provided at a pass-through cost of \$18.75 per month per account. Additionally, we recommend (but do

not currently require) that you use our approved vendor's Business Intelligence platform. If you choose to do so, you will pay us a pass-through cost of \$10 per month, per account. To provide for inevitable but unpredictable changes to technological needs and opportunities, we have the right to establish reasonable new standards for the implementation of technology in the System, and you must abide by them. (Franchise Agreement, Section 8.4.)

In addition, SOR Parent has developed a proprietary mobile device and desktop application called the School of Rock Method App (the "**Method App**") that is used in the operations of the School to aid in the delivery and execution of our curriculum. SOR Parent has negotiated agreements with application developers and copyright owners to include a library of copyrighted music notation to be contained within the Method App and be accessed by curriculum-eligible students and School of Rock staff, as defined in the Manuals. To cover the cost of these agreements, you must pay SOR Parent a Method App fee of \$5.40 per month for each curriculum-eligible student in your School.

We may also require you to provide live streaming of Live Performances, on social media or video platforms, as a complement to traditional performances produced in music venues in front of attending audiences. If you do not have the necessary equipment to provide live streaming, you will need to purchase a current-model laptop or desktop computer, a mixing board, an Ethernet cable of suitable length, a 2x2 audio interface, and a webcam or other suitable camera (for basic live streaming, the camera on a smartphone or tablet is often adequate). The estimated cost of purchasing this equipment is \$1,000 to \$2,000. Live streaming software will also be needed. Free software options are available on the market, but our recommended vendor, StreamYard, currently offers a basic annual subscription plan for \$20/month that provides customizable design elements and the ability to download live streams for later use, such as encore broadcasts or production of sync song videos. If you choose to purchase this plan from StreamYard, you will pay the cost directly to the vendor.

As the technology and market evolve, we will continue to evaluate the application of live streaming and remote learning within the System and may revise our policies and standards regarding its use by franchisees. Any revisions to those policies and standards will be described in the Manuals.

## **Site Selection**

### **Development Agreement**

Under the Development Agreement, before your acquisition by lease or purchase of any site for a School, you must submit to us, in the form specified by us, a description of the proposed site and such information or materials as we may reasonably require, including a letter of intent or other evidence satisfactory to us which confirms your favorable prospects for obtaining the proposed site. We will endeavor to notify you of our approval or rejection of the site, in our sole discretion, within 30 days after receipt of such information and materials from you. No proposed site will be deemed approved unless it has been expressly approved in writing by us. For each School you develop under the Development Agreement, you must obtain the assistance of our designated real estate broker to locate and secure the right to occupy the approved location. (Development Agreement, Sections 3.2 and 3.3.)

### **Franchise Agreement**

You must operate the School only at the location approved by us ("**Approved Location**"). If you have an Approved Location at the time you sign the Franchise Agreement, you must begin operation of the School within 150 days after the date of the Franchise Agreement. If you do not have an Approved Location when you sign the Franchise Agreement, you must begin operation of the School within 270 days after the date of the Franchise Agreement. (Franchise Agreement, Section 5.5.)

If you do not have an Approved Location when you sign the Franchise Agreement, you must promptly secure the assistance of our designated real estate broker to locate a proposed site and, within 90 days from the date of the Franchise Agreement, obtain our approval of a proposed site. (Franchise Agreement, Section 5.1.) You must sign a lease or otherwise acquire a site for the Approved Location within 120 days after signing the Franchise Agreement. We have the right to approve the terms of any lease or sublease for the Approved Location, and you must provide a copy of your executed lease to us. (Franchise Agreement, Section 5.2.) When we review a proposed site, we will consider such factors as zoning and approval from appropriate agencies, noise restrictions, size, layout, and lease terms.

The typical length of time between signing the Franchise Agreement and opening a School is 6 to 9 months. The factors that affect this time are your ability to obtain a location of approximately 2,500 square feet of interior space with adequate parking; financing; building permits; approvals required under zoning and local ordinances; your ability to complete the initial required training course to our satisfaction; delayed construction or installation of equipment, fixtures, and signage; delays by the leaseholder in delivering the property; delays caused by weather and natural disasters; and unforeseen delays in the bid process. If we and you cannot agree on a proposed site within 120 days of your signing the Franchise Agreement, then your School will not be opened, your Franchise Agreement may be terminated, and you will forfeit your initial franchise fee.

## **Manuals**

You must operate the School in accordance with the standards, methods, policies, and procedures specified in the Manuals that we make available to you through a password-protected website. Currently, our Manuals include our Operations Manual, Music Manual, Remote Management Guide, School of Rock Remote - Instructor at Home Manual, and our program-specific curriculum documents. We may revise the contents of the Manuals, and you must comply with each new or changed standard. You must ensure that your copy of the Manuals is kept current at all times. (Franchise Agreement, Section 9.) As of December 31, 2023, the Manuals contain 442 pages in total, and the number of pages in each Manual and the number of pages devoted to each topic are reflected in the Table of Contents for the Manuals, attached to this Disclosure Document as Exhibit C.

## **Training Programs**

Our program of initial training related to the use of the System is described in the Manuals (the “**Initial Training Program**”) and consists of two components: the management training curriculum (“**Management Training Curriculum**”) and the Music Director training curriculum (“**Music Director Training Curriculum**”). Each of these components utilizes a blended learning approach, incorporating instructor-led training, self-paced training and homework, and asynchronous, online group learning and collaboration.

Prior to opening your School, you (or, if you are a legal entity, one or more of your owners) along with certain of your designated managers must attend and complete the Initial Training Program to our satisfaction. For example, your designated full-time manager of operations (“**General Manager**”) must attend and complete the Management Training Curriculum; and your Music Director (or an appropriate manager you designate) must attend and complete the Music Director Training Curriculum. To ensure the protection of our confidential information, you must notify us in advance of all individuals that will be participating in the Initial Training Program and ensure that each such individual has completed a background check and executed a confidentiality agreement in advance of their participation. (Franchise Agreement, Section 6.1.)

The Management Training Curriculum will require 2 to 3 hours per day of training time, 3 to 4 days per week, over the course of 5 weeks. We expect that you and your General Manager will attend the first 4 weeks of this training, which will be provided virtually, via teleconference or the Internet (“**Remote Delivery**”). Week 5 of the Management Training Curriculum will take place in-person and will likely be provided at our designated Company-Owned School (“**Training School**”) in Glen Ellyn, Illinois. For that week 5, only you are required to attend. The Music Director Training Curriculum will require 1-2 hours per day of training time, but over the course of just 4 weeks. We expect that you and your Music Director (or an appropriate manager you designate) will attend all 4 weeks of the Music Director Training Curriculum, which will be provided entirely via Remote Delivery.

For each component of the Initial Training Program, we will provide instructors and training materials at no charge for your attendance (or, if you are a legal entity, for the attendance of up to three of your owners). For the attendance of your General Manager and your Music Director (or an appropriate manager you designate), we reserve the right to charge a reasonable fee. You will be responsible for any and all other expenses incurred by you, your owners (if you are a legal entity), and your employees in connection with attending all training programs, including the costs of transportation, lodging, meals, and wages. (Franchise Agreement, Section 6.4.)

Typically, we begin a new session of the Initial Training Program each month, but we may offer it more or less frequently depending on our need to train new franchisees. The Initial Training Program will cover a variety of relevant subjects, as described in the tables below. The subjects listed in the tables may or may not be presented consecutively, in our sole discretion. Instructional materials will consist of the Manuals, print material, and other information to be distributed; and all training will be conducted by, or under the supervision of, Sam Dresser, our Chief Innovation Officer, and other directors of field operations, general managers, music directors, and senior faculty designated by us. Mr. Dresser has been with School of Rock since January 2013. Prior to joining us, he was a professional musician in the Chicago area, and a manager and trainer of technical support teams for Apple.

## **INITIAL TRAINING PROGRAM**

### Management Training Curriculum

<b>SUBJECT (Weeks 1 to 4)</b>	<b>HOURS OF CLASSROOM TRAINING</b>	<b>HOURS OF ON-THE-JOB TRAINING</b>	<b>TRAINING LOCATION</b>
Mission, Core Values, Philosophy, Safety	25 minutes	0	Remote Delivery
Methodology, Program Overview	40 minutes	0	Remote Delivery
Perfecting the Pitch, Booking & Confirming a Trial	45 minutes	0	Remote Delivery
Program Placement, Trial Experience	45 minutes	0	Remote Delivery
Student Lifecycle	35 minutes	0	Remote Delivery
Music Assessment	30 minutes	0	Remote Delivery
Local School Marketing	65 minutes	0	Remote Delivery
Safety & Compliance	35 minutes	0	Remote Delivery
Honoring Copyrights	20 minutes	0	Remote Delivery

SUBJECT (Weeks 1 to 4)	HOURS OF CLASSROOM TRAINING	HOURS OF ON-THE-JOB TRAINING	TRAINING LOCATION
Front of House (New Student Enrollment, Onboarding, Scheduling)	35 minutes	0	Remote Delivery
Seasonal Planning	35 minutes	0	Remote Delivery
Gear Select	15 minutes	0	Remote Delivery
Operational KPIs (Reporting)	30 minutes	0	Remote Delivery
Hiring & Staffing, Training & Development	100 minutes	0	Remote Delivery
Building Culture	90 minutes	0	Remote Delivery
<b>Total Hours</b>	<b>10.75 hours (645 minutes)</b>	<b>0</b>	

SUBJECT (Week 5)	HOURS OF CLASSROOM TRAINING	HOURS OF ON-THE-JOB TRAINING	TRAINING LOCATION
School Tour Demos	45 minutes	0	Glen Ellyn, IL
Operational Compliance, Safety/Managing Risk	60 minutes	0	Glen Ellyn, IL
Honoring Copyrights	60 minutes	0	Glen Ellyn, IL
Territories, Touring Compliance	60 minutes	0	Glen Ellyn, IL
Overview of FORM	60 minutes	0	Glen Ellyn, IL
Zendesk Basics Roleplay & Scenario	90 minutes	0	Glen Ellyn, IL
Pike13 Basics Roleplay & Scenario	90 minutes	0	Glen Ellyn, IL
Hiring & Staffing	60 minutes	0	Glen Ellyn, IL
Labor & Staff Compensation	60 minutes	0	Glen Ellyn, IL
Accounting Fundamentals, Maximizing Profitability	60 minutes	0	Glen Ellyn, IL
SoR Insights, Application in Schools	60 minutes	0	Glen Ellyn, IL
<b>Total Hours</b>	<b>11.75 hours (705 minutes)</b>	<b>0</b>	

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## Music Director Training Curriculum

SUBJECT	HOURS OF CLASSROOM TRAINING	HOURS OF ON-THE-JOB TRAINING	TRAINING LOCATION
Mission, Values, Philosophy, Safety	30 minutes	0	Remote
Role of Music Director, Methodology	65 minutes	0	Remote
Secondary Program Overviews	60 minutes	0	Remote
Rock 101 Deep Dive	50 minutes	0	Remote
Show Selection & Placement	50 minutes	0	Remote
Show Direction	55 minutes	0	Remote
School Program Assessment	30 minutes	0	Remote
KPIs, Administration Training	75 minutes	0	Remote
Managing Staff: Hiring & Staffing	50 minutes	0	Remote
Managing Staff: Training & Development	55 minutes	0	Remote
Building Culture: Allstars Culture	40 minutes	0	Remote
Building Culture: Customer Mindset	45 minutes	0	Remote
Action Planning & Next Steps	35 minutes	0	Remote
<b>Total Hours</b>	<b>10.67 hours (640 minutes)</b>	<b>0</b>	

## Additional Training

Any persons you subsequently employ in the position of General Manager or Music Director must attend and complete the Initial Training Program, to our satisfaction, within three months of their date of hire. (Franchise Agreement, Section 6.2.)

You (or your owner(s)), your General Manager, your Music Director, and other appropriate personnel, may attend such additional courses, seminars, and other training programs as we may specify periodically. You may have to pay a reasonable fee for these programs. (Franchise Agreement, Section 6.3.)

## **Item 12**

### **TERRITORY**

#### **Franchise Agreement**

We will designate in your Franchise Agreement a territory in which you will have limited protected rights (the “Territory”). The size of your Territory could vary depending on the population density of the area surrounding the School. For example, your Territory could vary in size from a certain number of city

blocks in an urban location to a township in a more suburban area. We do not guarantee a minimum size for your Territory.

You will not receive an exclusive territory. You may face competition from other franchisees, from outlets that we own, or from other channels of distribution or competitive brands that we control.

While you will not receive an exclusive territory, your Territory will have limited protected rights. This means that, during the term of the Franchise Agreement, we will not establish or operate, or license any other person to establish or operate, a School under the System and the Proprietary Marks at any location within your Territory.

Under the Franchise Agreement, we and our affiliates retain all the rights that we do not specifically grant to you. Regardless of either proximity to your Territory or your School, or any actual or threatened impact on sales of your School, we and our affiliates retain the right, among others, to: (a) use the Proprietary Marks and System in connection with establishing and operating Schools at any location outside the Territory; (b) use the Proprietary Marks or other marks in connection with selling or distributing any goods (including branded merchandise) or services anywhere in the world (including within the Territory), whether or not you also offer them, through channels of distribution other than a School, including, for example, other permanent or temporary retail locations, kiosks, catalogs, mail order, or the Internet or other electronic means; (c) acquire, establish or operate, without using the Proprietary Marks, any business of any kind at any location anywhere in the world (including within the Territory); (d) use the Proprietary Marks in connection with soliciting or directing advertising or promotional materials to customers anywhere in the world (including within the Territory); (e) use the Proprietary Marks to perform, organize, sponsor, host or support a live performance anywhere in the world (including within the Territory); (f) enter into arrangements with international, national, or regional, franchised or non-franchised chains of day care centers, pre-schools, or other independent facilities or similar parties (“**National Accounts**”) to permit them to offer and sell the Little Wing™ Program, within or outside the Territory, without any compensation to you; provided, however, that if we enter into any agreement with a National Account to provide products or services under the Little Wing™ Program at one or more day care centers, pre-schools, or other independent facilities in your Territory, and you have chosen to offer the Little Wing™ Program in your Territory, then we reserve the right to require you to offer, and you agree to offer, the Little Wing™ Program at such facilities on the same terms and conditions (including price terms) as we require, based on our agreement with such National Account; and (g) offer, or allow others to offer, the Little Wing™ Program in your Territory if you, for any reason, are not then-currently doing so.

Your protected territorial rights do not depend on the achievement of a certain sales volume, market penetration, or any other contingency. As long as you are in compliance with the Franchise Agreement, your protected rights in the Territory will not be modified for any reason, except by mutual written agreement signed by both parties. If you are in default under the Franchise Agreement, we have the right to reduce the size of your Territory or eliminate your protected rights related to your Territory, in addition to other remedies. In addition, we have the right to modify your Territory upon renewal.

You must operate the School only at a location approved by us (the “**Approved Location**”). You must open the School within 270 days after signing the agreement. You may only relocate the School to a location within your Territory (as described below) which has been approved by us in writing. We have the right, in our sole discretion, to withhold approval of any proposed relocation.

Any Live Performance that is performed, organized, sponsored, hosted, or supported by you under the System or Proprietary Marks must take place within the Territory. If we consent to a Live Performance outside the Territory, you must comply with any restrictions we impose, including your sharing revenue with other franchisees whose School is located near the Live Performance.

You may not establish more than one School in your Territory without entering into a separate Franchise Agreement. We do not grant under this Disclosure Document any option, right of first refusal, or similar right to acquire additional franchises other than as described above in this Item 12 under "Development Agreement."

You must offer and sell products only from the School and only in accordance with the requirements of the Franchise Agreement and the procedures set forth in the Manuals. You must offer and sell approved products and services only from the Approved Location, except as authorized by us in writing, and only in accordance with the requirements of the Franchise Agreement and the procedures set forth in the Manuals. You must not offer or sell products or services through any other means or locations. You must only offer or sell products to retail customers for their use and consumption and not for resale.

We and our affiliates may have used other channels of distribution, including the Internet, catalog sales, telemarketing, or other direct marketing, to make sales within any franchisee's territory using the Proprietary Marks or marks other than the Proprietary Marks, and we reserve the right to do so at any time. We are not required to compensate you if we solicit or accept orders from inside your Territory. In addition, we may, from time to time, allow others to provide the Little Wing™ Program at day care centers, preschools, or other independent facilities in your Territory without any compensation to you.

You are not restricted from soliciting or accepting orders from consumers outside of your Territory. However, you may not make sales within or outside of your Territory using other channels of distribution, including the Internet, catalog sales, telemarketing, or other direct marketing. In addition, you are required to concentrate your marketing efforts within your Territory and are prohibited from directing your marketing efforts toward the territory of another School of Rock franchisee.

### **Development Agreement**

The Development Agreement assigns you an exclusive Development Area within which you must develop a specified number of Schools under a Development Schedule. Each School developed under the Development Agreement must be located in the Development Area. The Development Area and the Development Schedule will be identified in an exhibit to the Development Agreement. We must approve the site for each School you propose to develop in the Development Area before you sign a lease for the site.

Except as described in the paragraph below, the Development Agreement prohibits us from establishing or operating, or licensing anyone other than you to establish or operate, a School under the System and Proprietary Marks at any location in the Development Area during the term of the Development Agreement. However, regardless of either proximity to the Development Area or any School, or any actual or threatened impact on sales of any School, we retain the right, among others, to: (a) use the Proprietary Marks and System in connection with establishing and operating Schools at any location outside the Development Area; (b) use the Proprietary Marks or other marks in connection with selling or distributing any goods (including branded merchandise) or services anywhere in the world (including within the Development Area), whether or not you also offer them, through channels of distribution other than a School, including, for example, other permanent or temporary retail locations, kiosks, catalogs, mail order, or the Internet or other electronic means; (c) acquire, establish or operate, without using the Proprietary Marks, any business of any kind at any location anywhere in the world (including within the Development Area); (d) use the Proprietary Marks in connection with soliciting or directing advertising or promotional materials to customers anywhere in the world (including within the Development Area); (e) use the Proprietary Marks to perform, organize, sponsor, host or support a live performance anywhere in the world (including within the Development Area); (f) enter into arrangements with National Accounts to permit them to offer and sell the Little Wing™ Program, within or outside the Development Area, without any

compensation to you; provided, however, that if we enter into any agreement with a National Account to provide products or services under the Little Wing™ Program at one or more day care centers, pre-schools, or other independent facilities in the Development Area, and you have chosen to offer the Little Wing™ Program in a Territory that includes such facility, then we reserve the right to require you to offer, and you agree to offer, the Little Wing™ Program at such facilities on the same terms and conditions (including price terms) as we require, based on our agreement with such National Account; and (g) offer, or allow others to offer, the Little Wing™ Program anywhere in your Development Area, except as otherwise provided by a Franchise Agreement you have entered into under the Development Agreement. Neither we nor other franchisees will have to compensate you if we or they solicit or accept orders from inside your Development Area.

Unless sooner terminated in accordance with the terms of the Development Agreement, the Development Agreement will expire on the earlier of the last date specified in the Development Schedule or the date when you have open and in operation all of the Schools required by the Development Schedule. We may establish or license someone other than you to establish a School in the Development Area after your completion of the Development Schedule, subject to the territorial protections provided under the Franchise Agreements you sign during the term of the Development Agreement. If you fail to develop the number of Schools in the time-frame established by the Development Schedule, we have the right to terminate the Development Agreement without an opportunity to cure, to terminate or limit the territorial protection granted under the Development Agreement, to reduce the number of Schools that you may develop, to terminate the credit granted to you under the Development Agreement, to withhold evaluation or approval of site proposal packages and refuse to approve the opening of any School, and to accelerate the Development Schedule.

### **Other Businesses**

Neither we nor SOR Parent currently operates, franchises, or has present plans to operate or franchise a business under a different trademark that sells or will sell goods or services similar to those sold by School of Rock franchisees. However, we have the right, in our sole discretion, to begin operating or franchising such a business in your Territory at any time.

The Affiliated Programs described in Item 1 and other portfolio companies that currently are, or in the future may be, owned by private equity funds managed by Roark Capital Management, LLC, may operate and/or franchise businesses that sell goods or services similar to those sold by School of Rock franchisees.

Item 1 describes our current Affiliated Programs that offer franchises, their principal business addresses, the goods and services they sell, whether their businesses are franchised and/or company-owned, and their trademarks. All of these other brands maintain offices and training facilities that are physically separate from the offices and training facilities of our franchise network. The Affiliated Programs are not direct competitors of our franchise network given the products or services they sell, as described in Item 1.

All of the businesses that our affiliates and their franchisees operate may solicit and accept orders from customers near your School. Because they are separate companies, we do not expect any conflicts between School of Rock franchisees and our affiliates' franchisees regarding territory, customers, or support, and we have no obligation to resolve any perceived conflicts that might arise.

## Item 13

### TRADEMARKS

You will be granted the right, and undertake the obligation, under the terms of the Franchise Agreement, to establish and operate a School under the Proprietary Marks and the System, including the mark “School of Rock,” and other trademarks, trade names, and service marks as we may designate as part of the System.

The following trademarks have been registered on the Principal Register or are the subject of pending applications at the U.S. Patent and Trademark Office (“USPTO”):

Mark	Registration/ Application Number	Registration/Filing Date (Status)
<b>SCHOOL OF ROCK</b>	3963931	Registered May 24, 2011 (renewed April 23, 2021)
<b>SCHOOL OF ROCK</b>	4328516	Registered April 30, 2013 (renewed June 2, 2023)
<b>SCHOOL OF ROCK</b>	4368744	Registered July 16, 2013 (renewed September 19, 2023)
<b>SCHOOL OF ROCK</b>	6616271	Registered January 11, 2022
<b>SCHOOL OF ROCK MUSIC FESTIVAL</b>	3703875	Registered November 3, 2009 (renewed April 1, 2019)
<b>SCHOOL OF ROCK ROOKIES</b>	5112360	Registered January 3, 2017 (maintained July 25, 2022)
<b>SONGFIRST</b>	5137924	Registered February 7, 2017 (maintenance declaration filed November 29, 2022)
<b>SCHOOL OF ROCK REMOTE</b>	6312065	Registered April 6, 2021
<b>SCHOOL OF ROCK ONLINE</b>	7087460	Registered June 20, 2023
<b>SCHOOL OF ROCK METHOD</b>	Application No. 90482885	Filed January 22, 2021 (pending)
<b>METHOD ENGINE</b>	Application No. 90520969	Filed February 9, 2021 (pending)

Mark	Registration/ Application Number	Registration/Filing Date (Status)
<b>SCHOOL OF ROCK COLLECTION</b>	Application No. 90520952	Filed February 9, 2021 (pending)
<b>PERFORMANCE BASED MUSIC EDUCATION</b>	Application No. 90520938	Filed February 9, 2021 (pending)
<b>ROCK 101</b>	Application No. 90677093	Filed April 28, 2021 (pending)
<b>GEARSELECT</b>	Application No. 90901469	Filed August 25, 2021 (pending)
<b>FRONTWOMEN</b>	Application No. 97024151	Filed September 13, 2021 (pending)
<b>SCHOOL OF ROCK &amp; Design</b> 	4158196	Registered June 12, 2012 (renewed June 28, 2022)
<b>SCHOOL OF ROCK &amp; Design</b> 	4172063	Registered July 10, 2012 (renewed June 25, 2022)
<b>SCHOOL OF ROCK &amp; Design</b> 	4218179	Registered October 2, 2012 (renewed June 28, 2022)
<b>SCHOOL OF ROCK &amp; Design</b> 	4218180	Registered October 2, 2012 (renewed August 19, 2022)
<b>SCHOOL OF ROCK &amp; Design</b> 	6220042	Registered December 15, 2020
<b>SCHOOL OF ROCK &amp; Design</b> 	7019712	Registered April 4, 2023
<b>SCHOOL OF ROCK &amp; Design</b> 	6952737	Registered January 17, 2023

Mark	Registration/ Application Number	Registration/Filing Date (Status)
<b>SCHOOL OF ROCK GEARSELECT &amp; design</b> 	Application No. 90901472	Filed August 25, 2021 (pending)
	4365497	Registered July 9, 2013 (renewed August 19, 2023)
<b>SCHOOL OF ROCK ROOKIES &amp; Design</b> 	5112361	Registered January 3, 2017 (maintained July 18, 2022)
<b>LITTLE WING</b>	4478572	Registered February 4, 2014 (maintained September 30, 2020)
<b>LITTLE WING</b>	4478573	Registered February 4, 2014 (maintained September 30, 2020)
<b>LITTLE WING</b>	4488981	Registered February 25, 2014 (maintained September 30, 2020)
<b>LITTLE WING</b>	4492633	Registered March 4, 2014 (renewed December 8, 2023)
<b>LITTLE WING &amp; Design</b> 	4478602	Registered February 4, 2014 (maintained October 1, 2020)
<b>LITTLE WING &amp; Design</b> 	4478603	Registered February 4, 2014 (maintained October 1, 2020)

Mark	Registration/ Application Number	Registration/Filing Date (Status)
<b>LITTLE WING &amp; Design</b> 	4489001	Registered February 25, 2014 (maintained September 30, 2020)
<b>LITTLE WING &amp; Design</b> 	4492634	Registered March 4, 2014 (renewed December 8, 2023)
	7209679	Registered November 7, 2023

SOR Parent owns the Proprietary Marks, including the marks listed in the table above, and has licensed to us the right to use the Proprietary Marks, and to sublicense them to our franchisees, under a license agreement between the Trademark Owner and us, dated May 2, 2017. The term of the license agreement is indefinite, but either we or the Trademark Owner may terminate the license agreement with or without cause on 30 days' written notice. In the event of termination, the Trademark Owner will assume all of our rights and obligations regarding the Proprietary Marks under any franchise agreements then in effect. Except for the license from the Trademark Owner to us with respect to the Proprietary Marks, there are no agreements currently in effect that significantly limit our rights to use or license the use of the Proprietary Marks in any manner material to the franchise.

Where the Proprietary Marks remain in use with the associated goods and/or services in the respective registration, all required affidavits pertaining to these registrations have been filed or will be filed by the deadlines for active Proprietary Marks above. The Trademark Owner reserves the right in its sole discretion to cease use of any trademark, in which case required affidavits would not be filed with the Proprietary Marks. There are no currently effective material determinations of the USPTO, the Trademark Trial and Appeal Board, or any state trademark administrator or court, nor any pending infringement, opposition, or cancellation proceedings involving the Proprietary Marks. There is no pending material federal or state court litigation regarding our use or ownership rights in any of the Proprietary Marks.

The Trademark Owner has filed trademark applications for all of the marks designated as "Pending" in the chart above (collectively, the "**Pending Marks**"). However, the Trademark Owner does not yet have federal registrations for the Pending Marks. Therefore, the Pending Marks do not have as many legal benefits and rights as federally registered trademarks. If our, or the Trademark Owner's, right to use the Pending Marks is challenged, you may have to change to an alternative trademark, which may increase your expenses.

The Trademark Owner has entered into a Co-Existence Agreement with Experience Hendrix, LLC ("**Hendrix Co-Existence Agreement**") dated January 31, 2013 relating to each parties' registration of marks incorporating the term LITTLE WING. Under the Hendrix Co-Existence Agreement, the Trademark

Owner has agreed not to use any marks incorporating the term LITTLE WING in connection with the legacy, music, name, image, likeness or references of or to Jimi Hendrix, Experience Hendrix, LLC, or the Jimi Hendrix family, without the consent of Experience Hendrix, LLC, and agreed not to contest Experience Hendrix, LLC's registration of marks incorporating the term LITTLE WING in connection with the ownership and use of music and marks from the estate of Jimi Hendrix. In addition, both parties agree to take any necessary steps to ensure that there is no confusion between the LITTLE WING marks registered by the Trademark Owner and the LITTLE WING marks registered by Experience Hendrix, LLC. We do not expect these limitations to materially affect your Little Wing™ program. The Hendrix Co-Existence Agreement does not expire, and it may only be amended in a writing signed by all of the parties.

On July 11, 2014, the Trademark Owner entered into a Co-Existence Agreement (the “**Paramount Co-Existence Agreement**”) with Paramount Pictures Corporation (“PPC”) relating to various “School of Rock” marks (registration numbers 3963931, 4172063, and 4158196, 5112360, 5112361) and PPC’s then-current application to register a “School of Rock” mark with the USPTO (this mark became registered in 2019, with Reg. No. 5707016). Under the Paramount Co-Existence Agreement, each party acknowledged that the other’s “School of Rock” registrations related to different channels of trade, and that the parties could concurrently use and register their marks without confusion if they used their marks in their respective channels of trade. These channels of trade related: (1) for PPC, to the 2003 film “School of Rock,” the musical “School of Rock” and derivative products; and (2) for the Trademark Owner and its franchisees, to music education services, concerts, and tours. On November 7, 2018, the Trademark Owner subsequently entered into an Affirmation of Consent and Co-existence with PPC whereby the parties re-affirmed their agreement in the Paramount Co-Existence Agreement: (a) that there is no overlap between their respective goods and/or services such that the parties can co-exist without confusing the public; and (b) so long as the terms of the Paramount Co-Existence Agreement are met, each party will not: (i) challenge, oppose, question, or interfere with the other party’s use or registration of the marks, and (ii) oppose, seek to cancel, or challenge any existing registration owned by the other party or any future application filed by the other party for the marks. We do not expect these limitations to materially affect your use of the Proprietary Marks. The Paramount Co-Existence Agreement does not expire, and it may only be amended in a writing signed by all of the parties.

We are aware of a number of parties (“**Prior Users**”) that may have or assert superior, prior common law rights in certain limited geographic areas based on their prior use of the term “School of Rock,” either as part of their name or separately. There may be additional Prior Users of whom we are not aware. We are aware of Prior Users operating in the following areas: San Diego, California; Orlando, Florida; Lilburn, Grayson, Suwanee/Sugar Hill, Duluth, and Lawrenceville, Georgia; Ames and Ankeny, Iowa; Louisville, Kentucky; Detroit/Royal Oak, Michigan; St. Cloud, Minnesota; Montville, New Jersey; Rockland and Staten Island, New York; Raleigh and Wake Forest, North Carolina; and Richmond, Virginia. To our knowledge, none of these Prior Users has a federal trademark registration for “School of Rock” or any mark using “School of Rock,” except for The Detroit School of Rock LLC, which owns two federal registrations for “The Detroit School of Rock and Pop Music” and “The Detroit School of Rock and Pop Music (& Design)” (for “educational services, namely, conducting programs in the field of music”) and these registrations disclaim exclusive rights in the words “Detroit” and “School of Rock and Pop Music.” Accordingly, any rights such Prior Users have to the wording “School of Rock” are presumed to be limited to common law rights in the geographic trade areas surrounding their businesses using such marks. As the Trademark Owner has federal trademark registrations and has filed affidavits of incontestability with the USPTO for at least seven of the “School of Rock” marks listed above (registration numbers 3963931, 4218179, 4172063, 4218180, and 4158196, 4328516, 4368744), the Trademark Owner, we, and our franchisees have the presumptively valid and incontestable right to use those “School of Rock” marks in connection with the goods and services set forth in these registrations, except in the Prior Users’ trade areas surrounding their businesses. As the Trademark Owner has not filed affidavits of incontestability for the other applications/registrations incorporating the mark “School of Rock,” it is possible that any Prior User’s

prior use of the term “School of Rock” could materially affect your use of such marks in the trade area surrounding the Prior User’s businesses, if such Prior User were, for example, able to show that it has acquired trademark rights in the term. However, we note that we have had franchisees using our marks and operating in many of the geographic areas near many of the Prior Users, and we are unaware of any claims from Prior Users as to our franchisees’ use of any of the “School of Rock” marks. We have not taken any legal action with respect to any of these Prior Users with respect to these matters. If you wish to acquire School of Rock franchise rights in any of the areas described in this paragraph above, please contact us so we can discuss whether you require any further information on any individual Prior User.

Except as described in this Item 13, we are not otherwise aware of any infringing uses that could materially affect your use or ownership rights in the Proprietary Marks or our rights in the Proprietary Marks.

You must promptly notify us of any suspected unauthorized use of the Proprietary Marks, any challenge to the validity of the Proprietary Marks, or any challenge to our ownership of, right to use and to license others to use, or your right to use, the Proprietary Marks. We have the sole right to direct and control any administrative proceeding or litigation involving the Proprietary Marks, including any settlements. We have the right, but not the obligation, to take action against uses by others that may constitute infringement of the Proprietary Marks. We will defend you against any third-party claim, suit, or demand arising out of your use of the Proprietary Marks in accordance with the terms and conditions of the Franchise Agreement. If we, in our sole discretion, determine that you have used the Proprietary Marks in accordance with the Franchise Agreement, we will bear the cost of your defense, including the cost of any judgment or settlement. If we, in our sole discretion, determine that you have not used the Proprietary Marks in accordance with the Franchise Agreement, you must bear the cost of your defense, including the cost of any judgment or settlement. In the event of any litigation relating to your use of the Proprietary Marks, you must sign all documents and do all acts as may, in our opinion, be necessary to carry out the defense or prosecution, including becoming a nominal party to any legal action. Except to the extent that the litigation is the result of your use of the Proprietary Marks in a manner inconsistent with the terms of the Franchise Agreement, we will reimburse you for your out-of-pocket costs.

We reserve the right, at our sole discretion, to modify, add to, or discontinue use of the Proprietary Marks, or to substitute different proprietary marks for use in identifying the System and the businesses operating under these marks. You must comply with any changes, revisions and/or substitutions at your sole cost and expense. We will provide to you, at no cost, templates for new stationery and advertising materials.

## **Item 14**

### **PATENTS, COPYRIGHTS AND OTHER PROPRIETARY INFORMATION**

#### **Patents and Copyrights**

SOR Parent owns a utility patent for the “Method Engine” (U.S. Patent No. 10,891,872, “Method and apparatus of music education,” issued January 12, 2021), which you will use in your School as an aid in delivering the curriculum and preparing students for live performance. In addition to its other functionality, the Method Engine allows you to compile and search a database of songs suitable for a live show with a desired theme, and having instrumentations, musical styles, difficulty levels, and technique requirements appropriate for each member of an ensemble of students, with each student studying a different instrument, learning different musical techniques, and playing at different proficiency levels.

SOR Parent also entered into an agreement with Accelerando LLC, dated April 23, 2018, whereby Accelerando LLC designed and developed a musical curriculum consisting of a series of method books for use by Schools. Since these materials were developed as a work for hire, SOR Parent asserts copyright ownership over the method books and their contents.

Other than the above, neither we nor our affiliates own any patents or registered copyrights that are material to the School of Rock® franchise.

You may be granted a limited license regarding copyrighted music owned by third parties in the operations of your School (the “**Copyrighted Materials**”). We or our affiliates have negotiated and are negotiating license agreements on behalf of our franchisees for certain rights to perform certain Copyrighted Materials (the “**Licensed Materials**”) in the operation of Schools. For example, SOR Parent has entered into the agreements described below to permit students at franchised Schools to use and perform copyrighted musical compositions. A portion of the PRO Licensing Fee described in Item 6 is used to pay for these licenses.

SOR Parent has entered into a license agreement with the American Society of Composers, Authors, and Publishers (“**ASCAP**”), dated June 12, 2012 and renewing annually, which allows the Company-Owned Schools and franchised Schools to perform copyrighted musical compositions written or published by ASCAP members, at the Schools or in student recitals. The agreement may be terminated by either party at the end of each annual term, and by ASCAP for our breach.

SOR Parent has entered into a license agreement with SESAC, LLC (“**SESAC**”), dated July 1, 2012 and renewing annually, which allows the Company-Owned Schools and franchised Schools to perform copyrighted musical compositions, the performance rights to which are owned or controlled by SESAC, at the Schools or in student performances. The agreement may be terminated by either party at the end of each annual term, and by SESAC for our breach.

SOR Parent has entered into a license agreement with Broadcast Music, Inc. (“**BMI**”), commencing July 1, 2014 and renewing annually, which allows the Company-Owned Schools and franchised Schools to perform copyrighted musical compositions, the performance rights to which are owned or controlled by BMI, at the Schools or in student performances. The agreement may be terminated by either party at the end of each annual term, by us if we stop offering public performances of music licensed by BMI upon 60 days’ notice to BMI, and by BMI for our breach.

SOR Parent has entered into a three-year digital content partnership agreement with Hal Leonard, dated January 18, 2018 and renewing annually thereafter, which allows the Company-Owned Schools and franchised Schools and their students to obtain and use digital print music charts to which Hal Leonard has rights. The agreement may be terminated by either party at the end of each term on 90 days’ written notice. In addition, SOR Parent has entered into a separate three-year digital content partnership with Hal Leonard, dated February 26, 2019 and renewing at a rate to be determined prior to termination, which allows the Company-Owned Schools and franchised Schools and their students to access digital music charts within a digital interface. The agreement may not be terminated unless a breach is a material breach of a material obligation, for which a 30-day written notice must be provided to remedy such breach or terminate.

SOR Parent has entered into a one-year general license agreement with Global Music Rights (“**GMR**”), dated January 1, 2017 and renewing annually thereafter, which allows the Company-Owned Schools and franchised Schools to perform copyrighted musical compositions, the performance rights to which are owned or controlled by GMR, at the Schools or in student performances. The agreement may be terminated by either party at the end of each annual term.

Except for the license agreements described above, there are no agreements currently in effect that limit the use of the Licensed Materials in any manner material to the franchise.

We will communicate to you in the Manuals or otherwise in writing from time to time the details of the licensing arrangements for any Licensed Materials. The license agreements will not cover all Copyrighted Materials or all potential uses of Licensed Materials. You are responsible for operating your School, and requiring your students to play, perform, or otherwise use any Copyrighted Materials in full accordance with the copyrights for the Copyrighted Materials, in full accordance with the terms of the license agreements, and in full compliance with the law.

You must promptly notify us of any claim against you arising from your use of the Licensed Materials. We have the right, but not the obligation, to direct and control any administrative proceeding or litigation involving the Licensed Materials. If we determine that you have not used the Licensed Materials in accordance with the copyrights and any license agreements we or our affiliates have negotiated, you must indemnify us for any costs and expenses (including legal fees) that we incur. We are not required to indemnify you for any claims arising out of your use of any Copyrighted Materials.

### **Confidential Operating Manuals**

In order to protect our reputation and goodwill and to maintain high standards of operation under the System, you must operate your School in accordance with the standards, methods, policies, and procedures specified in the Manuals. The Manuals (and the System) do not—and are not intended to—codetermine or control essential terms and conditions of employment for your employees. Upon your completion of our Initial Training Program to our satisfaction, we will loan you one copy of the Manuals, or make it available to you through a password protected website, for the term of your Franchise Agreement.

You must treat the Manuals, any other Manuals created for or approved for use in the operation of the School, and the information contained in the Manuals, as confidential, and you must use all reasonable efforts to maintain this information as secret and confidential. You must not copy, duplicate, record, or otherwise reproduce these materials, in whole or in part, or otherwise make the same available to any unauthorized person. The Manuals will remain our sole property and must be kept in a secure place at the School.

We may revise the contents of the Manuals at any time, and you must comply with each new or changed standard. You must ensure that the Manuals is kept current at all times. In the event of any dispute as to the contents of the Manuals, the terms of the master copy maintained by us at our home office will be controlling.

### **Confidential Information**

You and your owners must not, during the term of the Franchise Agreement or after its term, communicate, divulge, or use for the benefit of any other person, partnership, association, limited liability company or corporation any confidential information, knowledge, or know-how concerning the methods of operation of the business franchised under the Franchise Agreement, including, the Manuals, curricula, customer lists and information, and teaching methods and materials, including both paper and electronic spreadsheets, or advertising which may be communicated to you or your owners or of which you or your owners may be apprised by virtue of your operation under the terms of the Franchise Agreement. You may divulge confidential information only to those of your employees who must have access to it in order to operate the School. The confidential information that is protected under the Franchise Agreement includes, but is not limited to, any and all information, knowledge, know-how, techniques, and other data which we designate as confidential.

## Item 15

### **OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISED BUSINESS**

During the term of your Franchise Agreement, you (or, if you are a corporation, partnership or limited liability company, at least one of your owners), or a General Manager designated by you, must devote full time and best efforts to the management and operation of the School. This individual must take an active role in the operation of the School and be on the premises operating the School during peak hours of operation. You and, as we may require, your General Manager and Music Director (or an appropriate manager you designate), must all attend and successfully complete our initial training, as described in Item 11.

The School must at all times be under the direct, on-premises supervision of an individual who has satisfactorily completed the Initial Training Program required under the Franchise Agreement or as otherwise specified by us in writing. You must maintain a trained staff, including, as we may require, a Music Director (or an appropriate manager you designate) who has satisfactorily completed the Initial Training Program. You must take those steps as are necessary to ensure that your employees preserve good customer relations; render competent, prompt, courteous and knowledgeable service; and meet the minimum standards, including standards for personal attire, that we may establish periodically in the Manuals. You must conduct a background check of all employees before hiring, at your cost, using Universal Background Screening or other vendor we have approved, using our prescribed standards set forth in the Manuals or otherwise in writing from time to time.

You and your employees must handle all customer complaints, refunds, returns and other adjustments in a manner that will not detract from our name and goodwill. You will be solely responsible for all employment decisions and functions of the School, including those related to hiring, firing, training, wage and hour requirements, record-keeping, supervision, and discipline of employees.

If you are a corporation, partnership, limited liability company or other legal entity, then all of your owners must sign a personal guarantee in the form attached as Exhibit D-1 to both the Franchise Agreement and Development Agreement, and their spouses must sign a personal guarantee in the form attached as Exhibit D-2 to both those agreements. Under the owners' guarantee, your owners are made jointly and severally liable for all obligations of the franchisee. Under the spouses' guarantee, your owners' spouses are made jointly and severally liable for the financial obligations of the franchisee. Both forms of guarantee bind the signatory to the confidentiality and non-competition provisions of the Franchise Agreement or Development Agreement, as appropriate. The immediate family members of your owners will also be bound by the non-competition provisions in the Franchise Agreement and Development Agreement.

You must cause each of your owners, directors, officers, management and supervisory employees (including your General Manager and Music Director), and other employees who have access to our Confidential Information, received training from us, or whom we may reasonably require, to execute a confidentiality agreement. You are responsible for confirming that the form of confidentiality agreement that you elect to use complies with applicable laws.

As security for the payment of all amounts owed by you to us or our affiliates under the Franchise Agreement, and performance of all other obligations to be performed by you, you must grant to us a security interest in all of the assets of your School, including all equipment, furniture, fixtures, and building and road signs used in the operation of the School, as well as all proceeds from those assets.

## Item 16

### **RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL**

You must (1) sell or offer for sale only those products, merchandise, and services as we have expressly approved for sale in writing; (2) sell or offer for sale all types of products, merchandise, and services we specify; (3) refrain from any deviation from our standards and specifications without our prior written consent; and (4) discontinue selling and offering for sale any products, merchandise, and services which we may, in our discretion, disapprove in writing at any time. You must sell all products and merchandise at retail and not sell these products and merchandise at wholesale or for re-sale. All products and merchandise sold or offered for sale at the School must meet our then-current standards and specifications, as established in the Manuals or otherwise in writing. See Item 8. The Franchise Agreement does not limit our right to make changes in the types of authorized products, merchandise, and services.

We have the right to establish minimum and maximum prices for the products and services you offer and sell. You must strictly adhere to the prices we establish. We retain the right to modify the prices from time-to-time in our reasonable discretion. You must comply with all of our policies regarding advertising and promotion, including the use and acceptance of coupons. We do not limit your access to customers.

## Item 17

### **RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION**

#### **THE FRANCHISE RELATIONSHIP**

**The following tables list certain important provisions of the franchise and related agreements. You should read these provisions in the agreements attached to this Disclosure Document.**

#### **Franchise Agreement**

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
a. Length of the Franchise Term	Section 2.1	10 years from the date of the Franchise Agreement.
b. Renewal or Extension of the Term	Section 2.2	If you satisfy all of the requirements of the Franchise Agreement, you can acquire a total of three successor franchises for consecutive terms of 5 years each.
c. Requirements for Franchisee to Renew or Extend	Section 2.2	Give timely notice; renovate physical premises; not be in default (or have been in default); have satisfied all monetary obligations; have right to possess premises; sign then-current franchise agreement, which may contain materially different terms and conditions than your initial Franchise Agreement; sign a general release; comply with training requirements; pay a renewal fee of one-third of the then-current initial franchise fee; be current on all obligations to your landlord, suppliers, and others with whom you do business.
d. Termination by Franchisee	Not Applicable	Not Applicable (subject to state law)

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
e. Termination by Franchisor Without Cause	Section 15.1	Not Applicable
f. Termination by Franchisor With Cause	Section 15	We have the right to terminate with cause.
g. "Cause" Defined – Curable Defaults	Section 15.3	You have 30 days to cure: non-compliance with the Franchise Agreement (except those defaults listed in (h) below); non-payment of monies; non-submission of reports; failure to maintain prescribed specifications, standards, or procedures; failure to obtain our prior written approval or consent; actions inconsistent with or contrary to your lease; failure to maintain product and service quality; using confusingly similar names or marks; failure to comply with all applicable laws, rules, and regulations; and others.
h. "Cause" Defined – Non-Curable Defaults	Section 15.2	Non-curable defaults include: insolvency, bankruptcy, dissolution, foreclosure, or other similar filings or proceedings; final or unsatisfied judgments; failure to locate and acquire a site or to open for business; failure to complete training; abandonment; loss of premises; conviction of a crime; violation of our codes of conduct; false statements in your application materials; health or safety violations; unapproved transfers; approved transfer not timely effected; failure to comply with covenants; unauthorized disclosure of confidential information; maintain false books or submit false reports; trademark misuse; refusal to permit inspections; failure to timely cure a default; repeated defaults even if cured; any default under any agreement between you and us that would permit us to terminate that agreement; and others.
i. Franchisee's Obligations on Termination/Non-Renewal	Section 16	Obligations include: cease operations of the School; de-identification; assignment of right to possess premises; payment of amounts due to us and our affiliates; return the Manuals and all other confidential information; sell to us products, furnishings, equipment, signs, fixtures, stationery, forms, packaging, and advertising materials at our option; compliance with post-termination non-competition agreement; payment of liquidated damages (for early closing, etc.); and others.
j. Assignment of Contract by Franchisor	Section 14.1	No restriction on our right to transfer or assign the Franchise Agreement.
k. "Transfer" by Franchisee – Defined	Section 14.2	Includes transfer of Franchise Agreement, any direct or indirect interest in the Franchisee (if a corporation or partnership), or all or substantially all of the assets of the School.
l. Franchisor Approval of Transfer by Franchisee	Sections 14.2, 14.3	All transfers require our prior written consent, which will not be unreasonably withheld, and we have a right of first refusal to acquire any proposed transfer of interest.
m. Conditions for Franchisor Approval of Transfer	Section 14.3	Conditions of approval include: timely written notification to us of the proposed transfer; our prior written consent; your monetary and other obligations have been satisfied; you are not in default of any provision of any agreement with us or our affiliates; transferor signs a general release; transferee enters into a written assignment and

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
		guaranty, if applicable; transferee meets our qualifications; transferee signs our then-current form of franchise agreement; transferee renovates the School as we may reasonably require, you remain liable for all of the obligations to us that arose before the transfer and which extend beyond the term of the Franchise Agreement, and you sign all instruments which we reasonably request to evidence this liability; transferee completes all required training programs; you pay a transfer fee; transfer would not lead to an impermissible concentration of Schools in a particular franchisee or owner that may, in our business judgment, be detrimental to the School of Rock franchise system; that you are not charging a premium on unopened units; and others.
n. Franchisor's Right of First Refusal to Acquire Franchisee's Business	Section 14.5	We have a right of first refusal for any proposed transfer of interest.
o. Franchisor's Option to Purchase Franchisee's Business	Sections 16.4, 16.9	Upon termination or expiration of your Franchise Agreement, we have the option, but not the obligation, to purchase your equipment, signs, and fixtures at fair market value or at your depreciated book value, whichever is less; we also have the option to have you assign your lease to us.
p. Death or Disability of Franchisee	Section 14.6	Upon the death or mental incapacity of any person holding any interest in the Franchise Agreement, in Franchisee, or in all or substantially all of the assets of the School, an approved transfer must occur within 6 months.
q. Non-Competition Covenants During the Term of the Franchise	Section 17.2	During the term of the Franchise Agreement (and subject to state law), you may not own, maintain, operate, engage in, be employed by, provide any assistance or advice to, or have any interest in any business that is substantially similar to the School or offers or sells substantially similar services as the School.
r. Non-Competition Covenants After the Franchise Is Terminated or Expires	Section 17.3	For 2 years after termination or expiration of the Franchise Agreement (and subject to state law), you may not own, maintain, operate, engage in, be employed by, provide any assistance or advice to, or have any interest in any business which (1) is substantially similar to the School or sells substantially similar services as the School, and (2) is located within your Territory, within 10 miles of the Approved Location, or within 10 miles of any business operating under the System and the Proprietary Marks.
s. Modification of the Agreement	Section 24	All amendments, changes, or variances from the Franchise Agreement must be in writing.
t. Integration / Merger Clause	Section 24	Only the terms of the Franchise Agreement are binding (subject to state law). Any representations or promises outside of the Disclosure Document and Franchise Agreement may not be enforceable.
u. Dispute Resolution by Arbitration or Mediation	Sections 26.2	Most disputes and claims relating to the Franchise Agreement will be settled by arbitration under the rules of the American Arbitration Association (subject to state law).

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
v. Choice of Forum	Sections 26.2, 26.3	Arbitration must be held in the metropolitan area in which we have our principal place of business (currently, Boston, Massachusetts). Any litigation against us must be brought in the U.S. District Court presiding in the district in which we have our principal place of business, subject to state law.
w. Choice of Law	Section 26.1	All disputes will be governed by the laws of Massachusetts, subject to state law.

### Development Agreement

PROVISION	SECTION IN DEVELOPMENT AGREEMENT	SUMMARY
a. Length of the Term	Section 4.1	The earlier of (1) the last date specified in the Development Schedule; or (2) the date when you have open and in operation all of the Schools required by the Development Schedule.
b. Renewal or Extension of the Term	Not Applicable	Not Applicable
c. Requirements for Franchisee to Renew or Extend	Not Applicable	Not Applicable
d. Termination by Franchisee	Not Applicable	Not Applicable (subject to state law)
e. Termination by Franchisor Without Cause	Not Applicable	Not Applicable
f. Termination by Franchisor With Cause	Section 6	We have the right to terminate with cause.
g. "Cause" Defined – Curable Defaults	Section 6.2	Curable defaults include: failure to promptly provide us with any documents required under the Development Agreement; failure to comply with all federal, state, and local laws, rules, and regulations; and failure to provide us with any records or reports required under the Development Agreement. You will have 30 days to cure these defaults.
h. "Cause" Defined – Non-Curable Defaults	Sections 6.1	Non-curable defaults include: insolvency, bankruptcy, dissolution, foreclosure or other similar filings or proceedings; final or unsatisfied judgments; your failure to comply with your Development Schedule; your non-compliance with the Franchise Agreement or any other development agreement with us or our affiliates; transfer or attempted transfer in violation of the Development Agreement; and any other violation of the Development Agreement.
i. Franchisee's Obligations on Termination/Non-Renewal	Section 6.4	Obligations include: loss of rights granted under the Development Agreement, and others.

PROVISION	SECTION IN DEVELOPMENT AGREEMENT	SUMMARY
j. Assignment of Contract by Franchisor	Section 7.1	No restriction on our right to transfer or assign Development Agreement.
k. "Transfer" by Franchisee – Defined	Section 7.2	Includes transfer of the Development Agreement, any direct or indirect interest in the Developer, or all or substantially all of the assets of the Schools developed under the Development Agreement.
l. Franchisor Approval of Transfer by Franchisee	Section 7.2	All transfers require our prior written consent, which will not be unreasonably withheld.
m. Conditions for Franchisor Approval of Transfer	Section 7.3	Conditions include: your monetary and other obligations have been satisfied; you are not in default of any material provisions of the Development Agreement; transferee enters into a written assignment assuming to discharge all of your obligations; transferee meets our qualifications; transferee signs a new Development Agreement; each School opened under the Development Agreement is in full compliance with the applicable Franchise Agreement; you remain liable for all obligations of your business before the date of transfer; transferor signs a general release; you pay a transfer fee; you first offer to sell that interest to us; transfer would not lead to an impermissible concentration of Schools in a particular franchisee or owner that may, in our business judgment, be detrimental to the School of Rock franchise system; and others.
n. Franchisor's Right of First Refusal to Acquire Franchisee's Business	Section 7.5	We have a right of first refusal for any proposed transfer of interest.
o. Franchisor's Option to Purchase Franchisee's Business	Not Applicable	Not Applicable
p. Death or Disability of Franchisee	Section 7.6	Upon the death or mental incapacity of any person holding any interest in the Development Agreement, in Developer, or in all or substantially all of the assets of the Developer, an approved transfer must occur within 6 months.
q. Non-Competition Covenants During the Term of the Franchise	Section 8.4	During the term of the Development Agreement (and subject to state law), you may not own, maintain, operate, engage in, be employed by, provide assistance to, or have any interest in (as owner or otherwise) any business which is substantially similar to a School or offers or sells substantially similar services as a School.
r. Non-Competition Covenants After the Franchise Is Terminated or Expires	Section 8.5	For 2 years after termination or expiration of the Development Agreement (and subject to state law), you may not own, maintain, operate, engage in, be employed by, provide assistance to, or have any interest in (as owner or otherwise) any business which (1) is substantially similar to a School or offers or sells substantially similar services as a School, and (2) is located within the Development Area, within 10 miles of the Development Area, or within 10 miles of any School.
s. Modification of the Agreement	Section 13	All amendments, changes, or variances from the Development Agreement must be in writing.

PROVISION	SECTION IN DEVELOPMENT AGREEMENT	SUMMARY
t. Integration / Merger Clause	Section 13	Only the terms of the Development Agreement are binding (subject to state law). Any representations or promises outside of the Disclosure Document and Development Agreement may not be enforceable.
u. Dispute Resolution by Arbitration or Mediation	Section 14.2	Most disputes and claims relating to the Development Agreement are subject to arbitration (subject to state law).
v. Choice of Forum	Sections 14.2, 14.3	Arbitration must be held in the metropolitan area in which we have our principal place of business (currently, Boston, Massachusetts). Any litigation against us must be brought in the U.S. District Court presiding in the district in which we have our principal place of business, subject to state law.
w. Choice of Law	Section 14.1	All disputes will be governed by the laws of Massachusetts, subject to state law.

## Item 18

### PUBLIC FIGURES

We do not use any public figures to promote our franchises.

## 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.

#### Historical Financial Performance Representations for 2023

In this Item 19, we present historical performance information for the (a) 46 Company-Owned Schools that were open and operated at least five days per week during the full 12-month period from January 1, 2023 to December 31, 2023 (the “**Company-Owned Designated Schools**”) and (b) 202 franchised Schools that were open and operated at least five days per week during the full 12-month period from January 1, 2023 to December 31, 2023 (the “**Franchised Designated Schools**”). We refer to the Company-Owned Designated Schools and Franchised Designated Schools collectively as the “**Designated Schools**.” All Designated Schools operate under the name “School of Rock” and conduct a business similar to the type of business that you will operate.

As of December 31, 2023, there were 47 Company-Owned Schools in operation. Of these 47 locations, 46 Company-Owned Designated Schools are included in this Item 19. The 46 Company-Owned Designated Schools do not include one franchised School acquired by us or our affiliates from a franchisee

that became a Company-Owned School in 2023. This Item 19 also does not include one Company-Owned School that closed in 2023, which had been open at least 12 months prior to closing.

As of December 31, 2023, there were 234 franchised Schools in operation. Of these 234 locations, 202 Franchised Designated Schools are included in this Item 19. The 202 Franchised Designated Schools do not include (a) seven franchised Schools that were open less than five days per week and (b) 25 franchised Schools that opened in 2023. This Item 19 also does not include (i) one franchised School acquired by us or our affiliates that became a Company-Owned School in 2023 and (ii) one franchised School that closed due to a non-renewal in 2023, which had been open at least 12 months prior to closing.

In this Item 19, “**Total Sales**” means all revenue generated at, from or in connection with the operation of the School, including from sales (net of discounts) of all products and services conducted at, from, or with respect to the School. Total Sales does not include the sale of products or services for which refunds have been made in good faith to customers, the sale of equipment or furnishings used in the operation of the School, or any sales taxes or other taxes collected from customers and paid directly to the appropriate taxing authority. We include gift certificate, gift card, or similar program payments in Total Sales when the gift certificate, gift card, other instrument, or applicable credit is redeemed.

**Table 1**  
**Annual Total Sales in 2023 - All Designated Schools**

Table 1 provides the annual Total Sales for all Designated Schools in 2023.

Type of Designated School	Average Annual Total Sales	# and % of Schools At or Above Average Total Sales	Median Annual Total Sales	Highest Annual Total Sales	Lowest Annual Total Sales
Company-Owned	\$858,602	20 / 43%	\$773,652	\$1,710,218	\$285,016
Franchised	\$669,409	89 / 44%	\$647,986	\$2,061,519	\$164,441

**Table 2**  
**Annual Total Sales in 2023 - Franchised Designated Schools - Grouped by Opening Year**

Table 2 provides the annual Total Sales for all Franchised Designated Schools as of December 31, 2023. The Schools are grouped by the year in which the Schools began operating.

Opening Year and Number of Months in Operation	# of Schools	Average Total Sales	# and % of Schools At or Above Average Total Sales	Median Total Sales	Highest Total Sales	Lowest Total Sales
Opened in 2022 (Operated 13-24 months)	13	\$347,480	4 / 31%	\$272,637	\$1,104,300	\$164,441
Opened in 2021 (Operated 25-36 months)	16	\$562,884	8 / 50%	\$533,603	\$1,069,503	\$303,182
Opened in 2020 (Operated 37-48 months)	16	\$630,457	6 / 38%	\$569,588	\$1,166,218	\$400,774
Opened in 2019 or prior years (Operated 49+ months)	157	\$710,891	68 / 43%	\$550,406	\$2,061,519	\$179,479

**Table 3**  
**Student Enrollment for All Designated Schools**  
**as of December 31, 2023**

Table 3 provides the average and median student enrollment for all Designated Schools as of December 31, 2023.

Type of School	Average Enrollment	Number and Percentage of Schools At or Above Average Enrollment	Median Enrollment	Highest Enrollment	Lowest Enrollment
Company-Owned	213	21 / 46%	204	408	72
Franchised	185	88 / 44%	179	506	62

**Table 4**  
**Student Enrollment for Franchised Designated Schools**  
**as of December 31, 2023**  
**(Grouped by Opening Year)**

Table 4 provides the average and median student enrollment for all Franchised Designated Schools as of December 31, 2023. The Schools are grouped by the year in which the Schools began operating.

Opening Year and Number of Months in Operation	# of Franchised Schools	Average Enrollment	Number and Percentage of Schools At or Above Average Enrollment	Median Enrollment	Highest Enrollment	Lowest Enrollment
Opened in 2022 (Operated 13-24 months)	13	124	4 / 31%	102	297	62
Opened in 2021 (Operated 25-36 months)	16	165	7 / 44%	154	338	78
Opened in 2020 (Operated 37-48 months)	16	167	7 / 44%	161	287	97
Opened in 2019 or prior years (Operated 49+ months)	157	193	64 / 41%	166	506	83

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**Table 5**  
**Average Total Sales and Net Operating Income as a Percentage of Average Total Sales  
of Company Designated Schools in 2023**

Table 5 provides a profit and loss statement for the period from January 1, 2023 to December 31, 2023 for the 46 Company-Owned Designated Schools.

	Average (Annual)	% of Total Sales	Number and Percentage of Schools At or Above Average	Median (Annual)
Total Sales (1)	<b>\$858,602</b>	<b>100.0%</b>	20 / 43.5%	<b>\$773,652</b>
Cost of Sales (2)	\$287,828	33.5%	20 / 43.5%	\$271,214
<b>Gross Profit (3)</b>	<b>\$570,775</b>	<b>66.5%</b>	<b>21 / 45.7%</b>	<b>\$495,574</b>
<b>Operating Expenses (4)</b>				
Management Labor (5)	\$99,289	11.6%	18 / 39.1%	\$83,632
Admin Labor (6)	\$47,594	5.5%	19 / 41.3%	\$43,711
Rent (7)	\$85,772	10.0%	20 / 43.5%	\$85,045
Marketing Expenses (8)	\$35,035	4.1%	20 / 43.5%	\$30,768
IT Fees (9)	\$4,141	0.5%	46 / 100.0%	\$4,141
Imputed Royalties (10)	\$68,688	8.0%	20 / 43.5%	\$61,892
Other Expenses (11)	\$50,183	5.8%	19 / 41.3%	\$57,131
<b>Total Expenses (12)</b>	<b>\$390,701</b>	<b>45.5%</b>	<b>20 / 43.5%</b>	<b>\$366,320</b>
<b>Net Operating Income (13)</b>	<b>\$180,073</b>	<b>21.0%</b>	<b>20 / 43.5%</b>	<b>\$128,878</b>

#### Notes to Table 5

1. The Highest Total Sales in 2023 was \$1,710,218. The Lowest Total Sales in 2023 was \$285,016.
2. **Cost of Sales** is an amount that reflects the direct costs of the Company-Owned School to deliver services to customers. It includes, but is not limited to, the cost of teacher wages, teacher wages' payroll taxes, merchant processing, show productions costs, tour expenses, music supplies, merchandise costs and other program expenses.
3. **Gross Profit** is Total Sales minus Cost of Sales.
4. **Operating Expenses** include the day-to-day costs in conducting the normal business operations for the Company-Owned School.
5. **Management Labor** includes wages, taxes, and benefits and other employee expenses paid to the General Manager employed by the Company-Owned School. Management Labor excludes profit sharing expense, as this would not be paid by a franchisee.
6. **Admin Labor** includes wages, taxes, benefits and other employee expenses paid to employees of the Company-Owned School, excluding those expenses that are not directly related to the teaching of the students (which are included in cost of sales) and excluding Management Labor.
7. **Rent** includes the Company-Owned School's base rent, extra lease charges (such as common area maintenance (CAM) charges), real estate taxes, deferred rent, and related real estate charges.
8. **Marketing Expenses** includes, but is not limited to, Brand Fund contributions, local marketing and advertising expenditures.
9. **IT Fees** are a flat fee in all Schools.

10. **Imputed Royalties** reflect the royalty fees (8% of Gross Sales) that are not actually paid by a Company-Owned School but would be paid to us if the School was a franchised location.
11. **Other Expenses** includes all other operating expenses, including, but not limited to, utilities, insurance, licenses, permits, repairs, professional fees, additional equipment, and other additional expenses.
12. **Total Expenses** is the total of Admin Labor, IT Fees, Management Labor, Marketing Expenses, Rent and Other Expenses.
13. **Net Operating Income** equals Gross Profit minus Total Expenses and does not include taxes or depreciation.

\* \* \*

#### **NOTES TO ITEM 19**

1. **Some Schools have sold or earned this amount. Your individual results may differ. There is no assurance that you will sell or earn as much.**
2. To make the financial performance representation in this Item 19, we relied on the Total Sales and student enrollment information collected through our billing and accounting system. Written substantiation of the data used in preparing this financial performance representation will be made available to you as a prospective franchisee upon reasonable written request.
3. We encourage you to consult with your own accounting, business, and legal advisors to assist you to prepare your budgets and projections, and to assess the likely or potential financial performance of your franchise. We also encourage you to contact existing franchisees to discuss their experiences with the system and their franchise business. Notwithstanding the information set forth in this financial performance representation, our existing franchisees are your best source of information about franchise operations.

Other than the preceding financial performance representation, School of Rock does 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 School, 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 Anthony Padulo at 1 Wattles Street, Canton, MA 02021, (630) 474-3782, the Federal Trade Commission, and the appropriate state regulatory agencies.

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## Item 20

### OUTLETS AND FRANCHISEE INFORMATION

**Table 1**  
**SYSTEM-WIDE OUTLET SUMMARY\***  
**FOR YEARS 2021 TO 2023**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised**	2021	184	199	+15
	2022	199	211	+12
	2023	211	234	+23
Company-Owned***	2021	47	44	-3
	2022	44	47	+3
	2023	47	47	0
<b>Total Outlets</b>	<b>2021</b>	<b>231</b>	<b>243</b>	<b>+12</b>
	<b>2022</b>	<b>243</b>	<b>258</b>	<b>+16</b>
	<b>2023</b>	<b>258</b>	<b>281</b>	<b>+23</b>

\* All Item 20 charts reflect only outlets operating in the United States.

\*\* Currently, no franchisee is also an area developer.

\*\*\* All “**Company-Owned**” outlets referred to in this Item 20 are owned and operated by SOR Parent or its wholly-owned subsidiaries.

**Table 2**  
**TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS**  
**(OTHER THAN THE FRANCHISOR)**  
**FOR YEARS 2021 TO 2023**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Arizona	2021	2
	2022	0
	2023	0
California	2021	0
	2022	2
	2023	0
Colorado	2021	0
	2022	1
	2023	0

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Illinois	2021	0
	2022	0
	2023	1
New York	2021	0
	2022	1
	2023	0
New Jersey	2021	2
	2022	0
	2023	0
Oklahoma	2021	0
	2022	0
	2023	3
Tennessee	2021	0
	2022	1
	2023	0
Utah	2021	0
	2022	1
	2023	0
Wisconsin	2021	0
	2022	1
	2023	0
<b>Total</b>	<b>2021</b>	<b>4</b>
	<b>2022</b>	<b>7</b>
	<b>2023</b>	<b>4</b>

**Table 3**  
**STATUS OF FRANCHISED OUTLETS**  
**FOR YEARS 2021 TO 2023**

<b>State</b>	<b>Year</b>	<b>Outlets at Start of Year</b>	<b>Outlets Opened</b>	<b>Terminations*</b>	<b>Non-Renewal</b>	<b>Reacquired by Franchisor</b>	<b>Ceased Operations – Other Reasons</b>	<b>Outlets at End of Year</b>
AR	2021	1	1	0	0	0	0	2
	2022	2	0	0	0	0	0	2
	2023	2	0	0	0	0	0	2

State	Year	Outlets at Start of Year	Outlets Opened	Terminations*	Non-Renewal	Reacquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of Year
AZ	2021	3	0	0	0	0	1	2
	2022	2	0	0	0	0	0	2
	2023	2	3	0	0	0	0	5
CA	2021	20	3	0	0	0	0	23
	2022	23	3	0	0	0	0	26
	2023	26	1	0	0	0	0	27
CO	2021	7	0	0	0	0	0	7
	2022	7	0	0	0	0	0	7
	2023	7	2	0	0	0	0	9
CT	2021	5	1	0	0	0	0	6
	2022	6	1	0	0	0	0	7
	2023	7	2	0	0	0	0	9
DE	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
DC	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
FL	2021	14	2	0	0	0	0	16
	2022	16	0	0	0	0	0	16
	2023	16	2	0	0	1	0	17
GA	2021	4	0	0	0	0	0	4
	2022	4	0	0	0	1	0	3
	2023	3	1	0	0	0	0	4
IL	2021	16	1	0	0	0	0	17
	2022	17	0	0	0	0	0	17
	2023	17	1	0	0	0	0	18
IN	2021	4	0	0	0	0	0	4
	2022	4	0	0	0	0	0	4
	2023	4	0	0	0	0	0	4
IA	2021	1	1	0	0	0	0	2
	2022	2	0	0	0	0	0	2
	2023	2	1	0	0	0	0	3

State	Year	Outlets at Start of Year	Outlets Opened	Terminations*	Non-Renewal	Reacquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of Year
KS	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	0	1
KY	2021	1	1	0	0	0	0	2
	2022	2	1	0	0	0	0	3
	2023	3	0	0	0	0	0	3
LA	2021	3	0	0	0	0	0	3
	2022	3	1	0	0	0	0	4
	2023	4	0	0	0	0	0	4
MD	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
MA	2021	4	0	0	0	0	0	4
	2022	4	0	0	0	0	0	4
	2023	4	1	0	0	0	0	5
MI	2021	4	0	0	0	0	0	4
	2022	4	1	0	0	0	0	5
	2023	5	0	0	0	0	0	5
MN	2021	2	1	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
MO	2021	0	1	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
NE	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
NJ	2021	13	0	0	0	0	0	13
	2022	13	1	0	0	3	0	11
	2023	11	1	0	0	0	0	12
NM	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1

State	Year	Outlets at Start of Year	Outlets Opened	Terminations*	Non-Renewal	Reacquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of Year
NY	2021	15	3	0	0	0	0	18
	2022	18	1	0	0	0	0	19
	2023	19	2	0	1	0	0	20
NC	2021	6	0	0	0	0	0	6
	2022	6	1	0	0	0	0	7
	2023	7	0	0	0	0	0	7
NV	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1
OH	2021	7	0	0	0	0	0	7
	2022	7	0	0	0	0	0	7
	2023	7	2	0	0	0	0	9
OK	2021	3	0	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
OR	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
PA	2021	9	0	0	0	0	0	9
	2022	9	0	0	1	0	0	8
	2023	8	2	0	0	0	0	10
RI	2021	1	0	0	0	0	1	0
	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
SC	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	0	1
TN	2021	6	0	0	0	0	0	6
	2022	6	2	0	0	0	0	8
	2023	8	0	0	0	0	0	8
TX	2021	19	2	0	0	0	1	20
	2022	20	2	0	0	0	0	22
	2023	22	2	0	0	0	0	24

State	Year	Outlets at Start of Year	Outlets Opened	Terminations*	Non-Renewal	Reacquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of Year
UT	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
VA	2021	6	0	0	0	0	0	6
	2022	6	1	0	0	0	0	7
	2023	7	0	0	0	0	0	7
WA	2021	3	0	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	1	0	0	0	0	4
WI	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Total	2021	184	18	0	0	0	3	199
	2022	199	17	0	1	4	0	211
	2023	211	25	0	1	1	0	234

**Table 4**  
**STATUS OF COMPANY-OWNED OUTLETS**  
**FOR YEARS 2021 TO 2023**

State	Year	Outlets at Start of Year	Outlets Opened	Outlets Reacquired from Franchisees	Outlets Closed	Outlets Sold to Franchisees	Outlets at End of the Year
AR	2021	1	0	0	0	1	0
	2022	0	0	0	0	0	0
	2023	0	0	0	0	0	0
CA	2021	7	0	0	0	0	7
	2022	7	0	0	0	1	6
	2023	6	0	0	0	0	6
CO	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	1

State	Year	Outlets at Start of Year	Outlets Opened	Outlets Reacquired from Franchisees	Outlets Closed	Outlets Sold to Franchisees	Outlets at End of the Year
FL	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	1	0	0	2
GA	2021	2	0	0	0	0	2
	2022	2	0	1	0	0	3
	2023	3	0	0	0	0	3
IL	2021	2	0	0	0	0	2
	2022	2	0	0	0	0	2
	2023	2	0	0	0	0	2
KS	2021	1	0	0	1	0	0
	2022	0	0	0	0	0	0
	2023	0	0	0	0	0	0
MA	2021	2	0	0	0	0	2
	2022	2	0	0	0	0	2
	2023	2	0	0	0	0	2
MD	2021	4	0	0	0	0	4
	2022	4	0	0	0	0	4
	2023	4	0	0	0	0	4
MI	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	1	0	0
MN	2021	0	0	0	0	0	0
	2022	0	0	0	0	0	0
	2023	0	0	0	0	0	0
MO	2021	4	0	0	0	0	4
	2022	4	0	0	0	0	4
	2023	4	0	0	0	0	4
NC	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	1
NJ	2021	3	0	0	0	0	3
	2022	3	0	3	0	0	6
	2023	6	0	0	0	0	6

State	Year	Outlets at Start of Year	Outlets Opened	Outlets Reacquired from Franchisees	Outlets Closed	Outlets Sold to Franchisees	Outlets at End of the Year
NV	2021	2	0	0	0	0	2
	2022	2	0	0	0	0	2
	2023	2	0	0	0	0	2
NY	2021	1	0	0	0	1	0
	2022	0	0	0	0	0	0
	2023	0	0	0	0	0	0
OR	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	1
PA	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	1
TX	2021	9	0	0	0	0	9
	2022	9	0	0	0	0	9
	2023	9	0	0	0	0	9
VA	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	1
WA	2021	2	0	0	0	0	2
	2022	2	0	0	0	0	2
	2023	2	0	0	0	0	2
Total	2021	47	0	0	1	2	44
	2022	44	0	4	0	1	47
	2023	47	0	1	1	0	47

**Table 5**  
**PROJECTED OPENINGS AS OF DECEMBER 31, 2023**  
**FOR YEAR ENDING DECEMBER 31, 2024**

State	Franchise Agreement Signed But Unit Not Yet Open (As of December 31, 2023)	Projected New Franchised Units Opening in Fiscal Year 2024	Projected New Company-Owned Units in Fiscal Year 2024
AZ	1	1	0
CA	3	1	0
CO	0	0	0
CT	0	0	0

<b>State</b>	<b>Franchise Agreement Signed But Unit Not Yet Open (As of December 31, 2023)</b>	<b>Projected New Franchised Units Opening in Fiscal Year 2024</b>	<b>Projected New Company-Owned Units in Fiscal Year 2024</b>
FL	3	3	0
GA	1	1	0
IL	3	2	0
IN	1	0	0
IA	0	0	0
MA	4	3	0
MD	1	1	0
NC	1	1	0
NV	1	1	0
NJ	1	1	0
NY	3	2	0
OH	1	1	0
OK	1	1	0
OR	1	1	
SC	1	0	0
TX	7	6	0
VA	1	1	0
WA	2	2	0
<b>Total</b>	<b>37</b>	<b>29</b>	<b>0</b>

The name, address, and telephone number of our current franchisees and area developers, as of December 31, 2023, are listed in Exhibit D to this Disclosure Document. This list includes franchisees that signed a Franchise Agreement prior to December 31, 2023 but had not opened their franchised business as of that date.

Exhibit D also lists any franchises that were transferred, terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business with us during the most recently completed fiscal year, or have not communicated with us within the 10 weeks preceding the date of this Disclosure Document. If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

Some franchisees signed confidentiality clauses during the last three fiscal years. In some instances, current and former franchisees sign provisions restricting their ability to speak openly about their experience with School of Rock. You may wish to speak with current and former franchisees but be aware that not all such franchisees will be able to communicate with you.

[THE REMAINDER OF THIS PAGE IS LEFT INTENTIONALLY BLANK.]

There are currently no trademark-specific franchisee organizations that have been created, sponsored, or endorsed by us. However, the following independent franchisee organization has asked to be included in this Disclosure Document:

R.S.F.A.  
c/o Mark J. Oberstaedt, Esq.  
Archer & Greiner PC  
1025 Laurel Oak Road  
Voorhees, NJ 08043  
(856) 354-3072  
moberstaedt@archerlaw.com

### **Item 21**

#### **FINANCIAL STATEMENTS**

Our fiscal year end is December 31. Attached as Exhibit E are our audited balance sheets as of December 31, 2023, December 31, 2022, and December 31, 2021, and the related statements of income and cash flows for the periods then ending.

Also attached as Exhibit E is our unaudited balance sheet and income statement as of March 31, 2024. These financial statements are unaudited and include, in the opinion of management, normal recurring adjustments necessary to fairly state our financial condition as of that date. These financial statements have not been reviewed by an accountant and are incomplete, as they do not contain any financial statement notes.

### **Item 22**

#### **CONTRACTS**

The School of Rock Development Agreement (with exhibits) is attached as Exhibit F. The School of Rock Franchise Agreement (with exhibits) is attached as Exhibit G-1. The Renewal Amendment to Franchise Agreement is attached as Exhibit G-2. Our form Confidentiality and Non-Disclosure Agreement, which you will be required to sign before you sign a Franchise Agreement, is attached as Exhibit H. Our form General Release is attached as Exhibit I. Our form Consent to Transfer Agreement is attached as Exhibit J. Our form Franchisee Disclosure Questionnaire is attached as Exhibit L.

### **Item 23**

#### **RECEIPTS**

A receipt in duplicate is attached to this Disclosure Document as Exhibit N. You should sign both copies of the receipt. Keep one copy for your own records and return the other signed copy to us at 1 Wattles Street, Canton, MA 02021.

**EXHIBIT A TO  
FRANCHISE DISCLOSURE DOCUMENT**

**LIST OF STATE ADMINISTRATORS**

**(See attached.)**

California

Department of Financial Protection  
and Innovation  
320 West 4th Street, Suite 750  
Los Angeles, California 90013  
1-866-275-2677  
[www.dfp.ca.gov](http://www.dfp.ca.gov)  
[Ask.DFPI@dfpi.ca.gov](mailto:Ask.DFPI@dfpi.ca.gov)

Florida

Florida Department of Agriculture &  
Consumer Services  
Division of Consumer Affairs  
PO Box 6700  
Tallahassee, Florida 32314-6700

Hawaii

Business Registration Division  
Securities Compliance Branch  
Department of Commerce & Consumer Affairs  
335 Merchant Street, Room 203  
Honolulu, Hawaii 96813

Illinois

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

Indiana

Secretary of State  
Franchise Section  
Indiana Securities Division  
302 West Washington, Room E-111  
Indianapolis, Indiana 46204

Kentucky

Commonwealth of Kentucky  
Office of the Attorney General  
Consumer Protection Division  
1024 Capital Center Drive  
Frankfort, Kentucky 40601

Maryland

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

Michigan

Michigan Department of Attorney General  
Consumer Protection Division  
Franchise Section  
525 W. Ottawa Street  
G. Mennen Williams Building, 1<sup>st</sup> Floor  
Lansing, Michigan 48913

Minnesota

Department of Commerce  
85 7th Place East, Suite 500  
St. Paul, Minnesota 55101-2198

Nebraska

Nebraska Department of Banking and Finance  
Bureau of Securities  
1526 K Street, Suite 300  
PO Box 95006  
Lincoln, NE 68508

New York

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

North Dakota

North Dakota Securities Department  
600 East Boulevard Avenue  
State Capitol – 5th Floor Dept. 414  
Bismarck, North Dakota 58505-0510  
(701) 328-4712

Rhode Island

Division of Securities  
Department of Business Regulation  
John O. Pastore Center, Building 69-1  
1511 Pontiac Avenue  
Cranston, Rhode Island 02920

South Dakota

Division of Insurance  
Securities Regulation  
124 S. Euclid Ave., Suite 104  
Pierre, South Dakota 57501  
(605) 773-3563

Texas

Statutory Document Section  
Secretary of State  
P.O. Box 13550  
Austin, Texas 78711

Virginia

State Corporation Commission  
Division of Securities and Retail Franchising  
Ninth Floor  
1300 East Main Street  
Richmond, Virginia 23219

Washington

Department of Financial Institutions  
Securities Division  
P.O. Box 9033  
Olympia, Washington 98507-9033

Wisconsin

Department of Financial Institutions  
Division of Securities  
201 W. Washington Avenue, Suite 300  
Madison, Wisconsin 53703

**EXHIBIT B TO**  
**FRANCHISE DISCLOSURE DOCUMENT**

**LIST OF AGENTS FOR SERVICE OF PROCESS**

**California**

Commissioner of Financial Protection  
and Innovation  
Department of Financial Protection  
and Innovation  
320 West 4th Street, Suite 750  
Los Angeles, CA 90013  
1-866-275-2677  
[www.dfp.ca.gov](http://www.dfp.ca.gov)  
[Ask.DFPI@dfp.ca.gov](mailto:Ask.DFPI@dfp.ca.gov)

**Hawaii**

Commissioner of Securities of the State of  
Hawaii  
Department of Commerce and Consumer Affairs  
Business Registration Division  
Securities Compliance Branch  
335 Merchant Street, Room 203  
Honolulu, Hawaii 96813

**Illinois**

Attorney General of the State of Illinois  
500 South Second Street  
Springfield, Illinois 62706

**Indiana**

Secretary of State  
302 West Washington, Room E-111  
Indianapolis, Indiana 46204

**Kentucky**

Commonwealth of Kentucky  
Office of the Attorney General  
Consumer Protection Division  
1024 Capital Center Drive  
P.O. Box 2000  
Frankfort, Kentucky 40602

**Maryland**

Maryland Securities Commissioner  
200 St. Paul Place  
Baltimore, Maryland 21202-2020

**Michigan**

Michigan Department of Attorney General  
Consumer Protection Division  
Franchise Section  
525 W. Ottawa Street  
G. Mennen Williams Building, 1<sup>st</sup> Floor  
Lansing, Michigan 48913

**Minnesota**

Commissioner of Commerce  
Department of Commerce  
85 7th Place East, Suite 500  
St. Paul, Minnesota 55101-2198

**Nebraska**

Nebraska Department of Banking and Finance  
Bureau of Securities  
1526 K Street, Suite 300  
PO Box 95006  
Lincoln, Nebraska 68508

**New York**

Secretary of State  
99 Washington Avenue  
Albany, NY 12231

**North Dakota**

Securities Commissioner  
North Dakota Securities Department  
600 East Boulevard Avenue  
State Capitol – 5th Floor Dept. 414  
Bismarck, North Dakota 58505-0510  
(701) 328-4712

**Rhode Island**

Division of Securities  
Department of Business Regulation  
John O. Pastore Center, Building 69-1  
1511 Pontiac Avenue  
Cranston, Rhode Island 02920

South Dakota

Director of the Division of Securities  
Department of Labor and Regulation  
Division of Insurance – Securities Regulation  
124 S. Euclid Ave., Suite 104  
Pierre, South Dakota 57501  
(605) 773-3563

Wisconsin

Administrator  
Division of Securities  
Department of Financial Institutions  
201 W. Washington Avenue, Suite 300  
Madison, Wisconsin 53703

Texas

Statutory Documents Section  
Secretary of State  
P.O. Box 13550  
Austin, Texas 78711

Virginia

Clerk of the State Corporation Commission  
1st Floor  
1300 East Main Street  
Richmond, Virginia 23219

Washington

Department of Financial Institutions  
Securities Division  
150 Israel Road SW  
Tumwater, Washington 98501

**EXHIBIT C TO  
FRANCHISE DISCLOSURE DOCUMENT**

**TABLE OF CONTENTS FOR MANUALS**

**Operations Manual**

<b><u>Section</u></b>	<b><u>Number of Pages in Section</u></b>
Change Log	9
Table of Contents	15
1. Mission and Principles	3
2. School of Rock Programs	39
3. Program Pricing	4
4. Marketing	43
5. Sales	10
6. The School of Rock Trial Experience	9
7. Student Orientation: From Start to Stage	5
8. Shows	20
9. Information Technology (IT)	20
10. Staffing	10
11. School of Rock Resale Process	5
12. School of Rock Renewal Process	4
13. School Safety	25
14. Compliance and System Standards	46
15. Opening a New School	8
16. COVID-19 and School of Rock Online	3

**Total Number of Pages: 278**

## **Music Manual**

<b><u>Section</u></b>	<b><u>Number of Pages in Section</u></b>
Overview	1
Change Log	1
Table of Contents	12
Using this Manual	1
Mission and Principles	4
Before You Begin Teaching	3
SongFirst Methodology	1
Equipment	2
Copyright Compliance	4
The School of Rock Method	4
Rules of the Road	1
Rules of the Instructor	1
Types of Students	2
Anatomy of a Lesson	8
Trial Lessons	4
Tone of the Trial Lesson	2
Lessons with Non-Regular Students	1
Learning Style	1
Identifying Teachable Moments	1
When to Move On	1
Common Learning Differences	1
Behavioral Issues	1
Communications	4
Before You Begin Directing	2
Song Selection	4
Casting	8
Rehearsal Management	6
Reporting and Communication	20

<u>Section</u>	<u>Number of Pages in Section</u>
Show Production and Stage Management	3
Show Director Resources	2
Before You Begin as Music Director	1
Role of Music Director	1
Our Methodology	4
Assessing Students for Placement	2
Managing Music Programs	19
Administrative Responsibilities	2
Sample Season Outline	5
Managing Staff	1
Community Outreach	1
Maintaining a Healthy School Culture	1
Parent Communication	1
Gear	1

**Total Number of Pages: 145**

## **Remote Management Guide**

<b><u>Section</u></b>	<b><u>Number of Pages in Section</u></b>
Disclaimer for Franchisees	1
1. Overview	1
2. Preparation and School Set up	1
3. Management Responsibilities	2

**Total Number of Pages: 5**

## **School of Rock Remote - Instructor at Home Manual**

<b><u>Section</u></b>	<b><u>Number of Pages in Section</u></b>
Change Log	1
Table of Contents	1
1. Overview	2
2. Remote Lessons and Troubleshooting	6
3. Best Practices and Lesson Structure	4

**Total Number of Pages: 14**

**EXHIBIT D TO  
FRANCHISE DISCLOSURE DOCUMENT**

**LIST OF CURRENT AND FORMER FRANCHISEES**

**I. Current Franchisees\***

State	City	Name of Operator	School Address	School Phone Number
AR	Bentonville	Bea Escobar	700 SE Walton Blvd., Suite 8 Bentonville, AR 72712	(479) 250-9600
AR	Fayetteville	Bea Escobar	2857 N. College Fayetteville, AR 72703	(479) 316-8288
AZ	Arcadia	Patrick Peck Amy Peck	2805 E Indian School Rd. Phoenix, AZ 85016	(480) 914-7625
AZ	Gilbert	Patrick Peck Amy Peck	885 E. Warner Road Gilbert, AZ 85296	(480) 632-7625
AZ	Goodyear	Michael Toerpe	5110 N Dysart Rd. Suite B110 Litchfield Park, AZ 85340	(602) 834-7625
AZ	Scottsdale	Patrick Peck Amy Peck	13610 N. Scottsdale Road Scottsdale, AZ 85254	(480) 483-7625
AZ	Tucson	John Sacia	6586 E Grant Rd. Tucson, AZ 85715	(833) 887-7625
AZ	Queen Creek**	Jason Weiner Sarah Pearce	22355 East Queen Creek RD Queen Creek, AZ 85142	(480) 864-0363
CA	Alameda**	Suzanne Sparr	[TBD]	[TBD]
CA	Berkeley	Rachel Sager Anthony Sales	1313 Gilman Street Berkeley, CA 94706	(510) 956-7625
CA	Burbank	Christopher M. Czaja Elizabeth A. Weiner	2629 W Olive Ave. Burbank, CA 91505	(818) 643-7263
CA	Carmichael (Sacramento)	Jason Kline Cecilia Yi	6350 Fair Oaks Blvd. Carmichael, CA 95608	(916) 907-7625
CA	Chula Vista (Otay Ranch)	Mark Sheffield Citralli Sheffield	2015 Birch Road, #1107 Chula Vista, CA 91915	(619) 802-7625
CA	Del Mar	Steve Peterson Heidi Peterson	1555 Camino Del Mar #309 Del Mar, CA 92014	(858) 465-7625
CA	Elk Grove	Jason Kline Cecilia Yi	9045 Elk Grove Blvd. Elk Grove, CA 95624	(916) 500-7625
CA	Encinitas	Steve Peterson Heidi Peterson	165 S. El Camino Real Blvd. Encinitas, CA 92024	(760) 230-5968
CA	Folsom	Jason Kline Cecilia Yi	9480 Madison Ave. Orangevale, CA 95662	(916) 963-7625

State	City	Name of Operator	School Address	School Phone Number
CA	Glendale**	Christopher M. Czaja Elizabeth A. Weiner	[TBD]	[TBD]
CA	Huntington Beach	Larry Boodman Jeff Nunes	18584 Main Street Huntington Beach, CA 92648	(714) 847-7788
CA	Los Angeles (Fairfax District LA)	Trisha Lacey	7801 Beverly Blvd. Los Angeles, CA 90036	(323) 999-1919
CA	Los Angeles (Venice)	Christopher M. Czaja Elizabeth A. Weiner	12300 Venice Blvd. Los Angeles, CA 90066	(310) 469-7625
CA	Los Angeles (West LA)	Christopher M. Czaja Elizabeth A. Weiner	12020 Wilshire Blvd. Los Angeles, CA 90025	(310) 442-7625
CA	Natomas** (Land Park)	Jason Kline Cecilia Yi	[TBD]	[TBD]
CA	Pasadena	Christopher M. Czaja Elizabeth A. Weiner	1240 E. Colorado Blvd. Pasadena, CA 91106	(626) 508-1818
CA	Redondo Beach (South Bay LA)	Christopher M. Czaja Elizabeth A. Weiner	1806 Artesia Blvd. Redondo Beach, CA 90277	(310) 379-2288
CA	Rolling Hills Estates (Palos Verdes)	Jeff Doll Melinda Doll	877 Silver Spur Road Rolling Hills Estates, CA 90274	(424) 966-7625
CA	Roseville	Jason Kline Cecilia Yi	228 Vernon Street Roseville, CA 95678	(916) 500-7625
CA	San Diego	Tim Bortree Jan Bortree	3194 Market Street, #2 San Diego, CA 92102	(619) 696-9343
CA	San Diego (Scripps Ranch)	Steve Peterson Heidi Peterson	12090 Scripps Summit Dr. San Diego, CA 92131	(858) 757-7625
CA	San Mateo	Rachel Sager Anthony Sales	711 South B Street San Mateo, CA 94010	(650) 347-3473
CA	San Rafael	Heather Riley Paul Kubin Barry Singer Gretchen Singer Patricia Blue	4150 Redwood Hwy. San Rafael, CA 94903	(415) 877-7625
CA	San Ramon	John Baker Toni Baker	460 Montgomery Street San Ramon, CA 94583	(925) 208-1296
CA	Santa Ana	Christopher Kopp Maki Kopp	2620 S. Bristol Street Santa Ana, CA 92704	(949) 774-7625
CA	Santa Clarita	Elizabeth Weiner Christoper Czaja	24515 Kansas Street Santa Clarita, CA 91321	(661) 268-6029
CA	Santa Rosa	Jacob Waldinger Joshua Waldinger	1462 Mendocino Avenue Santa Rosa, CA 95401	(707) 710-7625
CA	Vacaville	Leslie Silver Andrew Silver Jason Fein	322-B Parker Street Vacaville, CA 95688	(707) 999-7625

State	City	Name of Operator	School Address	School Phone Number
CA	Walnut Creek	Jeremy Fisch	1345 Newell Ave., Unit C Walnut Creek, CA 94596	(925) 415-7625
CA	West Hills (Woodland Hills)	Phil Christie Jamie Swan Christie	6727 Fallbrook Avenue Woodland Hills, CA 91307	(818) 659-7625
CO	Aurora	Charles Gruver Vittorio Pater Thomas Piercy Susan Piercy	13750 E. Rice Place Aurora, CO 80015	(720) 789-8866
CO	Boulder	Henry Davis Deniz Davis	3280 28th Street, Unit 1 Boulder, CO 80301	(303) 532-1201
CO	Broomfield	Jennifer Moriarta	6500 West 120th Ave. Unit A & B Broomfield, CO 80020	(303) 325-3772
CO	Colorado Springs	Brandon Wyatt Heather Wyatt	7535 N. Academy Blvd. Colorado Springs, CO 80920	(719) 888-1625
CO	Denver	Jim Johnson Jeannie Johnson Barbara Schaar Richard Schaar	560 S. Holly Street #15 Denver, CO 80246	(720) 221-6991
CO	Fort Collins	Charles Silber Donna Silber	215 E. Foothills Pkwy., #720 Fort Collins, CO 80525	(970) 236-7625
CO	Highlands Ranch	Shanna Breckenfeld Michael Groenendaal Sandra St. Laurent	9265 S. Broadway Suite 200 Highlands Ranch, CO 80129	(720) 828-7625
CO	Lakewood	Thomas Mark Kinsey Karen Yona Kinsey Kenneth Mark Kinsey	608 Garrison Street, Unit V Lakewood, CO 80215	(720) 662-7625
CO	Loveland	Charles Silber Donna Silber	5721 McWhinney Blvd Suites A5737 & A5741 Loveland, Colorado 80538	(970) 786-7655
CT	East Hartford, CT	Scott Rownin Andrew Kleeger Michael Kessler Brian Rivel Eric Jordan Michael Alpert Laurence Perlstein Jacquelyn Marumoto	36 Main St. East Hartford, CT 06118	(860) 962-7625
CT	Fairfield	Tony Reilly	1976 Post Road Fairfield, CT 06824	(203) 292-5473
CT	Greenwich	Stephen D. Kennedy Lloyd Gerry	1154 E Putnam Avenue #1 Riverside, CT 06878	(203) 244-8360
CT	Madison	Courtney Gibbons	845 Boston Post Road Madison, CT 06433	(203) 350-0345
CT	Milford	Heidi Rogers Kurt Koehler	213 Cherry St., #8 Milford, CT 06460	(860) 530-7625

State	City	Name of Operator	School Address	School Phone Number
CT	New Canaan	Mariola Galavis	41 Grove Street New Canaan, CT 06840	(203) 966-4430
CT	North Haven	David Stearns Heather Stearns Michael Stearns	72 Washington Ave North Haven, CT 06473	(203) 693-4733
CT	Ridgefield	Mariola Galavis	37 Danbury Road Ridgefield, CT 06877	(203) 594-7870
CT	West Hartford	Scott Rownin, Andrew Kleeger, Michael Kessler, Brian Rivel, Eric Jordan, Michael Alpert, Laurence Perlstein, Jacquelyn Marumoto	20 Isham Rd., 2nd Floor West Hartford, CT 06107	(860) 973-7625
DE	Hockessin	Aaron Wygonik Michael Pesce	138 Lantana Drive Hockessin, DE 19707	(302) 433-7625
DC	Washington	Jaime Cook Christopher E. Cook	3529 Connecticut Avenue NW Washington, DC 20008	(202) 893-8765
FL	Coconut Grove	Andres Sintes Laura Sintes	3015 Grand Avenue, #220 Coconut Grove, FL 33133	(786) 620-9019
FL	Coral Springs	Craig Zim	7544 Wiles Road, C-102 Coral Springs, FL 33067	(954) 757-7625
FL	Davie (West Broward)	Craig Zim Burny Pelsmajer	4401 S. Flamingo Road Davie, FL 33330	(954) 252-7625
FL	Doral	Andres Sintes Laura Sintes	2600 NW 87th Avenue Unit 15 Doral, FL 33172	(305) 298-3819
FL	Fort Lauderdale	Craig Zim	3058 N Federal Hwy. Fort Lauderdale, FL 33306	(954) 564-7625
FL	Fort Myers	Doug Harris Lori Harris	6900 Daniels Pkwy., Suite C-15 Fort Myers, FL 33912	(239) 932-7625
FL	Lake Worth (South Palm Beach)	Rick Rothschild	7433 S. Military Trail Lake Worth, FL 33463	(561) 855-2646
FL	Mandarin**	Ryan Campbell Dean Campbell	11112 San Jose Blvd. Unit #25 Jacksonville, FL 32223	(904) 795-7625
FL	Miami (Coral Gables)	Andres Sintes Laura Sintes	5701 SW 72 <sup>nd</sup> Street Miami, FL 33143	(786) 843-9230
FL	Naples**	Jason Melton Sara Melton	1485 Pine Ridge Rd Suites 6 & 7 Naples, FL 34109	(239) 439-6660
FL	North Miami	Nancy Sullivan Craig Zim	2000 NE 146 Street North Miami, FL 33181	(305) 454-0688

State	City	Name of Operator	School Address	School Phone Number
FL	North Palm Beach	Rick Rothschild	11650 U.S. Highway One North Palm Beach, FL 33408	(561) 625-9238
FL	Orlando	Wes Simmons	6700 Conroy Windermere Rd. Orlando, FL 32835	(407) 710-9100
FL	Oviedo	Wes Simmons	5420 Deep Lake Road Oviedo, FL 32765	(407) 706-3900
FL	Pompano Beach	Craig Zim	1901 N. Federal Highway SW Unit E209 Pompano Beach, FL 33062	(954) 941-7625
FL	Sarasota (Lakewood Ranch)	Gary Falcon Kelley Falcon	8741 State Rd. 70 E Bradenton, FL 34202	(941) 842-7625
FL	St. Petersburg	Hank Simpson Julie Simpson Alee Simpson	2401 Central Avenue St. Petersburg, FL 33713	(727) 871-7625
FL	Tampa	Michael Malloy	620 S. MacDill Ave., Suite C Tampa, FL 33609	(813) 873-8047
FL	Tampa North	Charles Roehm	11730 N Dale Mabry Hwy. Tampa, FL 33618	(813) 683-7625
FL	Winter Park, FL**	Adam Lecky Rebecca Lecky	[TBD]	[TBD]
GA	Alpharetta**	Richard Kagan Stacey Kagan Darek Bloch	5970 Atlanta Hwy Alpharetta, GA 30004	(770) 470-7625
GA	Buford	Neal Weaver	4295 Buford Drive Buford, GA 30518	(770) 450-4321
GA	Marietta (East Cobb)	Mark Lavinsky Laurie/Adam Lavinsky	2469 East Piedmont Road Marietta, GA 30062	(770) 579-0400
GA	West Cobb	Gabriel Rudge Fabiana De Souza	1600 Kennesaw Due West Road NW, Suite 203 Kennesaw, GA 30152	(404) 795-2112
GA	Woodstock	Gabriel Rudge Fabiana De Souza	5947 Holly Springs Parkway Suite 308-309 Woodstock, Georgia 30188	(404) 795-6995
IL	Algonquin**	Katherine Parungao	[TBD]	[TBD]
IL	Andersonville	James Sellers Lisa Beacom	5600 N. Ridge Avenue Chicago, IL 60660	(847) 810-7625
IL	Arlington Heights	Jack Simborg Mark Doyle Katherine Doyle	17 E. Campbell Street Arlington Heights, IL 60005	(847) 915-6201
IL	Barrington	Katherine Parungao Holly Quirk	100 W. Main Street Barrington, IL 60010	(847) 999-7625
IL	Aurora** (Oswego)	Rebecca Adamitis	[TBD]	[TBD]

State	City	Name of Operator	School Address	School Phone Number
IL	Chicago West	Charles Stevenson Ted Billups	1913 W Chicago Avenue Chicago, IL 60622	(312) 526-3978
IL	Elgin**	Margaret Evans	[TBD]	[TBD]
IL	Elmhurst	Anne Schovain Denise Dills	105 N. Maple Avenue Elmhurst, IL 60126	(630) 750-7625
IL	Evanston	Rob Rowe	1311 Sherman Place Evanston, IL 60201	(847) 864-7625
IL	Geneva	Cheryl Fein Jason Fein	15 W State Street Geneva, IL 60134	(630) 355-7625
IL	Glenbrook (Northbrook)	Amy Renzulli Adam Instefjord Dave Vazzano	3139 Dundee Road Northbrook, IL 60062	(224) 904-7625
IL	Highwood	Rob Rowe	9 Prairie Avenue Highwood, IL 60040	(847) 433-7625
IL	Hinsdale	Anne Schovain Denise Dills	116 S. Washington Street Hinsdale, IL 60521	(630) 936-4742
IL	Lemont	Zvi Kremer Diana Kremer	1256 State Street Lemont, IL 60439	(630) 278-3624
IL	Libertyville	John Zebell	225 E Park Avenue Libertyville, IL 60048	(847) 497-0219
IL	Mokena	Mark P. Doyle Katherine Doyle	9618 W 194th Place Mokena, IL 60448	(708) 479-7625
IL	Naperville	Anne Schovain Denise Dills	220 N. Washington Street Naperville, IL 60540	(630) 750-7625
IL	Oak Park	Amy Renzulli	219 Lake Street Oak Park, IL 60302	(708) 298-0002
IL	Park Ridge	Jaime Dominguez Susan Dominguez	15 N Prospect Avenue Park Ridge, IL 60068	(847) 939-4207
IL	Plainfield	Cheryl Fein Jason Fein	24026 W. Lockport Street Plainfield, IL 60544	(815) 246-3400
IL	Schaumburg	Cheryl Fein Jason Fein	1409 Wright Boulevard Schaumburg, IL 60193	(847) 565-5700
IN	Carmel	Stephen McFarland	626 S. Rangeline Road Carmel, IN 46032	(317) 848-7625
IN	Fishers	Stephen McFarland	11740 Olio Road, #100 Fishers, IN 46038	(317) 732-5109
IN	Fort Wayne	Mark McKibben	9006 Coldwater Road Fort Wayne, IN 46825	(260) 497-7625
IN	Lake County / Munster**	Jack Lieser	[TBD]	[TBD]

State	City	Name of Operator	School Address	School Phone Number
IN	Zionsville	Stephen McFarland	675 S. Main Street Zionsville, IN 46077	(317) 344-0307
IA	Ankeny	Greg Moore	1875 N Ankeny Blvd. Suite 101 Ankeny, IA 50023	(515) 505-7625
IA	Marion (Cedar Rapids)	Greg Moore	710 10th Street Marion, IA 52302	(319) 450-7625
IA	West Des Moines	Greg Moore	7450 Bridgewood Blvd., #200 West Des Moines, IA 50266	(515) 999-7625
KS	Overland Park (Blue Valley)	Jeremy Wilkinson	11516 West 135th Street Overland Park, KS 66221	(913) 430-7625
KY	Florence (Northern Kentucky)	Josh Ullrich Christina Ullrich	6415 Dixie Hwy. Florence, KY 41042	(859) 999-7625
KY	Louisville	Melanie Scofield Doug Scofield	12001 Shelbyville Road, Ste. 102 Louisville, KY 40243	(502) 540-8765
KY	St. Matthews	Melanie Scofield Doug Scofield	4121 Shelbyville Road Suite 7 Louisville, KY 40207	(502) 966-9040
LA	Baton Rouge	Lyle Board Jennifer Board	5830 South Sherwood Forest Blvd., Suite A-6 Baton Rouge LA 70816	(225) 408-0029
LA	Lafayette	Hawley J Garry III Scott Feeney	116 Rena Drive Lafayette, LA 70503	(337) 984-1478
LA	Metairie	Charles Gruver Tom Piercy	1907 Veterans Blvd. Metairie, LA 70005	(504) 618-7625
LA	Northshore	Charles Gruver Vittorio Pater	1872 North Causeway Boulevard Mandeville, LA 70471	(985) 589-7625
MD	Silver Spring	Jeff Bollettino Laura Bollettino	8634 Colesville Road Silver Spring, MD 20910	(301) 589-7625
MD	Germantown**	Phillip Fifer	13060 Middlebrook Road Suite 44 Germantown, MD 20874	(410) 553-5749
MA	Attleboro	David LaSalle	185 Washington Street Attleboro, MA 02703	(508) 751-5300
MA	Brookline**	Scott Rownin	[TBD]	[TBD]
MA	Burlington	Mark Abruzzese	6 Wayside Rd., Suite 6S Burlington, MA 01803	(781) 384-5683
MA	Medford**	Ronald Colosi, Jr Michelle Cronin Kirsten Silverman Lawrence Silverman	[TBD]	[TBD]
MA	Needham**	Scott Rownin	[TBD]	[TBD]

State	City	Name of Operator	School Address	School Phone Number
MA	Norwood	Phil Martelly Shawn Garrity	1250 Washington Street Norwood, MA 02062	(781) 352-2336
MA	Northborough**	Michael Fraclose	10008 Shops Way Northborough, MA 01532	(508) 692-6003
MA	Seekonk	Phil Martelly Shawn Garrity	1295 Fall River Avenue Seekonk, MA 02771	(508) 557-0213
MA	Wakefield	Phil Martelly Shawn Garrity	14 Teal Road Wakefield, MA 01880	(781) 598-1960
MI	Ann Arbor	Lance Zechinato Dianna Wilson	6101 Jackson Road Ann Arbor, MI 48103	(734) 686-3333
MI	Canterbury	Christopher J. Marek	5810 N. Sheldon Road Canterbury, MI 48187	(734) 357-8888
MI	Farmington	Christopher J. Marek	22730 Orchard Lake Road Farmington, MI 48336	(248) 987-4450
MI	Grand Rapids	Gwen Bultema James Bultema	2505 Burton St. SE, Grand Rapids, MI 49546	(616) 317-7625
MI	Okemos (East Lansing)	Jon Jackinchuk Sarah Jackinchuk	2037 W. Grand River Avenue Okemos, MI 48864	(517) 220-7625
MN	Eden Prairie	Steve Davis Becky Smith	6585 Edenvale Blvd., Ste. 100B Eden Prairie, MN 55346	(952) 934-7625
MN	Medina (Plymouth)	Jora Bart Adam Bart	312 Clydesdale Trail Medina, MN 55340	(763) 308-3074
MN	West St. Paul	Keith Shifrin	244 Cleveland Ave. S St Paul, MN 55105	(651) 292-1917
MO	St. Peters	Frank Muriel Diane Mantovani	290 Mid Rivers Mall Circle St. Peters, MO 63376	(636) 626-7625
NE	Omaha	Matthew Szymczak Melanie Szymczak Stephanie Ryan	13270 Millard Avenue Omaha, NE 68130	(402) 691-8875
NV	NW Las Vegas	Alice Chen	5770 Centennial Center Blvd Unit 110 Las Vegas, NV 89149	(725) 269-7625
NV	Reno**	Richard Winfield Jr	[TBD]	[TBD]
NJ	Brick	Andrew Karlin Valerie Karlin	485 Brick Boulevard Brick, NJ 08723	(732) 359-4002
NJ	Carlstadt	David Santamaria Dominique Abita	301 Hoboken Road Carlstadt, NJ 07072	(201) 322 7625
NJ	Deptford	Matthew Glick Phillip Glick Karen Glick	1575 Almonesson Road Deptford, NJ 08096	(856) 946-7925
NJ	East Brunswick	Joe Biondi	3 Lexington Downs East Brunswick, NJ 08816	(732) 570-2599

State	City	Name of Operator	School Address	School Phone Number
NJ	Hoboken	Jeremy Pores Rachel Webster Pores	720 Monroe Street, Unit E104 Hoboken, NJ 07030	(973) 464-0860
NJ	Lawrence Township (Princeton)	Mike Morpurgo Annie Morton	1761 Princeton Ave. Lawrence Township, NJ 08648	(609) 890-7090
NJ	Marlboro	Andrew Lubeck	256 Highway 79 Marlboro, NJ 07751	(732) 290-0666
NJ	Maywood	Michael Lisante	24 W. Pleasant Avenue Maywood, NJ 07607	(201) 201-4841
NJ	Montclair	Matt Sandoski	125 Valley Road Montclair, NJ 07042	(973) 337-5296
NJ	Randolph	Suzanne Kane Jimmi Kane	540 Route 10 West Randolph, NJ 07853	(862) 437-1220
NJ	Somerville	Dante Cimino John Epstein Kristin Epstein	1 West Main Street Somerville, NJ 08876	(908) 231-8300
NJ	South Plainfield**	Fabio Seidl Rita Seidl	901 Oak Tree Road South Plainfield, NJ 07080	(908) 633-1234
NJ	Waldwick	Kurt Haller Susan Marlett	152 Franklin Turnpike, Suite B Waldwick, NJ 07463	(201) 444-4425
NM	Albuquerque	Robert Montoya Dawn Montoya	6409 Candelaria Road NE Albuquerque, NM 87110	(505) 842-7331
NY	Albertson (Roslyn)	Monica Rubin Gene Rubin	915 Willis Avenue Albertson, NY 11507	(516) 234-7625
NY	Bayside (Queens)	Monica Rubin Gene Rubin	34-43 Francis Lewis Blvd. Lower Level, Ste. 2 Bayside, NY 11358	(929) 999-7625
NY	Beacon	Robert Rutigliano Thompson Cassel	344 Main Street Beacon, NY 12508	(845) 835-0001
NY	Bedford	Tony Reilly	12 Court Road Bedford, NY 10506	(914) 234-0418
NY	Blauvelt (Rockland)	Don Seraita Alan Seraita	135 East Erie Street Blauvelt, NY 10913	(845) 977-0275
NY	Briarcliff Manor	James Domzalski Chandra Domzalski	127 Woodside Avenue, Store #1 Briarcliff Manor, NY 10510	(844) 426-7625
NY	Bay Ridge**	Andrew Totolos George Totolos Damaskini Macigiane	6901 3rd Ave Brooklyn, NY 11209	(718) 516-5055
NY	Brooklyn	Mike Addesso	327 Douglass Street Brooklyn, NY 11217	(347) 915-4419
NY	Brooklyn (Williamsburg)	Kenneth Kramer	294 Graham Avenue Brooklyn, NY 11211	(347) 844-9363

State	City	Name of Operator	School Address	School Phone Number
NY	East Amherst (North Buffalo)	Joseph Pietrkiewicz RaeLyn Doud- Pietrkiewicz	9310 Transit Rd., Ste. 104 East Amherst, NY 14051	(716) 317-7625
NY	Farmingdale	Joel Camp Emilia Camp	540 Smith Street Farmingdale, NY 11704	(631) 425-5191
NY	Forest Hills**	Monica Rubin Gene Rubin	[TBD]	[TBD]
NY	Huntington	Gene Rubin Monica Rubin	145 E Main Street Huntington, NY 11743	(631) 683-5030
NY	Mamaroneck	Tory Ridder	1 Depot Plaza Mamaroneck, NY 10543	(914) 777-1500
NY	Fleetwood (Mt. Vernon)**	Robert Servedio Elizabeth Servedio	42 Broad Street Fleetwood, NY 10552	(914) 398-6691
NY	New York	Peter Schellbach Brendan O'Connor Bob Jones Jonathan Langer	439 E 75th Street New York, NY 10021	(212) 249-7625
NY	Port Jefferson	Tracie Smith	4837 Nesconset Highway Port Jefferson, NY 11776	(631) 476-7625
NY	Rochester	David Curry John Kunes	235 High Street Extension, Bldg. B Victor, NY 14564	(585) 400-7625
NY	Rockville Centre	Gene Rubin Monica Rubin	197 N. Long Beach Road Rockville Centre, NY 11570	(516) 599-5909
NY	Sayville	Emilia Camp Joel Camp	4832 Sunrise Hwy South Service Rd., Sayville, NY 11782	(631) 425-5191
NY	Syosset-Oyster Bay	Monica Rubin Gene Rubin	180 Michael Drive Syosset, NY 11791	(516) 234-7625
NY	Riverhead	Tracie Smith	212 West Main Street Riverhead, NY 11901	(631) 381-0121
NY	White Plains	Jeff Silverman Jane Kapp	242 Central Avenue White Plains, NY 10606	(914) 468-1100
NC	Cary	Kevin Hester	1311 NW Maynard Road Cary, NC 27513	(919) 439-6086
NC	Chapel Hill	David Joseph Sally Joseph	1500 Fordham Blvd. Chapel Hill, NC 27514	(919) 338-1011
NC	Cornelius	Phil Martelly Shawn Garrity	21112 Catawba Avenue Cornelius, NC 28031	(980) 689-5257
NC	Greensboro**	Gary Bilello Greg Stampfl	1570-1A Highwoods Blvd Greensboro, NC 27410	(336) 600-4746
NC	Holly Springs	Brad Jenkins Michelle Cobb Jenkins	104 Bass Lake Road Holly Springs, NC 27540	(984) 400-7625

State	City	Name of Operator	School Address	School Phone Number
NC	Raleigh	Brad Jenkins Michelle Cobb Jenkins	6300 Creedmoor Road, Ste. 186 Raleigh, NC 27612	(919) 292-7625
NC	Wake Forest	Kimberly Weaver Douglas Weaver	3309 Rogers Road, Ste. 105 Wake Forest, NC 27587	(919) 435-3569
NC	Wilmington	Kara Altvater Giblin Norman Gray Giblin	820 Town Center Drive, Ste. 130 Wilmington, NC 28405	(910) 660-7625
OH	Beavercreek**	Nathan Warden Amanda Warden	2850-C Centre Drive Beavercreek, OH 45324	(937) 912-1010
OH	Cincinnati	Josh Ullrich Christina Ullrich	6710 Madison Road Cincinnati, OH 45227	(513) 586-7625
OH	Columbus	Russell Miller Chad Greenwald	949 W 3rd Ave. Columbus, OH 43212	(614) 686-7625
OH	Columbus (Gahanna)	Michael C. King	5225 N. Hamilton Road Columbus, OH 43230	(614) 962-7625
OH	Dublin	Stewart Kemper David Gonzalez	6727 Dublin Center Drive Dublin, OH 43017	(614) 788-7200
OH	Highland Heights	Shelly Norehad Mike Norehad	299 Alpha Park Highland Heights, OH 44143	(440) 333-7625
OH	Mason	Tim Garry	755 Reading Road, Suite 1 Mason, OH 45040	(513) 770-1257
OH	Perrysburg	Ronald Rothenbuhler	3185 Chappel Dr. Perrysburg, OH 43551	(567) 698-7625
OH	Strongsville	Shelly Norehad Mike Norehad	16812 S. Pearl Street Strongsville, OH 44136	(440) 572-7655
OH	Westlake/Cleveland West	Shelly Norehad Mike Norehad	20148 Detroit Road Rocky River, OH 44116	(440) 684-7625
OK	Broken Arrow (Tulsa/BA)	David Lewis	4601 W Kenosha Street Ste. O/P Broken Arrow, OK 74012	(918) 872-8886
OK	Edmond	Cary Verner Kinsey Verner	100 N Broadway, #124 Edmond, OK 73034	(405) 471-6630
OK	Jenks (North Tulsa)**	Shawn McBlain Marie McBlain	[TBD]	[TBD]
OK	Oklahoma City	Cary Verner Kinsey Verner	2841 Lancaster Lance Oklahoma City, OK	(405) 242-4815
OR	Lake Oswego	Jon Graf Katherine Graf	11830 SW Kerr Parkway Lake Oswego, OR 97035	(503) 477-8589
PA	Berwyn (Main Line)	David Marsh Rik Alison	511 Old Lancaster Road Berwyn, PA 19312	(610) 647-2900
PA	Delco (Media)	Monica Dulemba Jeff Dulemba	509 E Baltimore Pike, Suite 523 Media, PA 19063	(484) 500-7625

State	City	Name of Operator	School Address	School Phone Number
PA	Downington	Tom McKee	478 Acorn Lane Downington, PA 19335	(610) 518-7625
PA	Doylestown	Mike Morpurgo	135 South Main Street Doylestown, OA 18901	(267) 362-5282
PA	Easton	Ray Thierrin Sue Thierrin	19 South Bank Street Easton, PA 18040	(610) 923-1625
PA	Newtown	Paul Pollock Janine Pollock Mitchell Brook	2852 S Eagle Rd. Newtown, PA 18940	(267) 288-0306
PA	Philadelphia	Lisa Riley Neville Vakharia	421 N. 7 <sup>th</sup> Street Philadelphia, PA 19123	(267) 639-4007
PA	South Hills	DJ Blackrick	4100 Library Road Castle Shannon, PA 15234	(412) 343-7625
PA	Wexford	DJ Blackrick	11171 Perry Highway Wexford, PA 15090	(724) 934-5692
PA	York	Bernadette Lauer	930 S. Richland Avenue Suite 6 York, PA 17403	(717) 955-7625
SC	Mount Pleasant	Steve McFarland Matt McFarland	1907 N Hwy. 17, Suite 102 Mount Pleasant, SC 29464	(843) 258-1181
SC	North Charleston**	Steve McFarland Matt McFarland	[TBD]	[TBD]
TN	Franklin	Kelly McCreight Angie McCreight	616 Bradley Court Franklin, TN 37064	(615) 221-9700
TN	Germantown	Marc Gurley	9309 Poplar Avenue Germantown, TN 38138	(901) 209-4170
TN	Hendersonville	Henrique Gomes Shari Neul	300 Indian Lake Blvd. Bldg. D, Suite 110 Hendersonville, TN	(615) 985-6112
TN	Knoxville	Jason Fein Kelsey Roberts Owen Szorc	101 Sherlake Lane, Suite 101 Knoxville, TN 37922	(865) 247-4038
TN	Memphis	Mark Gurley	402 Perkins Extension 17 Memphis, TN 381	(901) 730-4380
TN	Memphis (Wolfchase)	Marc Gurley	8385 US-64, Ste. 111 Memphis, TN 28133	(901) 425-7625
TN	Mt. Juliet	Kelly McCreight Angie McCreight	2010 Providence Pkwy #100 Mt. Juliet, TN 37122	(615) 583-8765
TN	Nashville	Kelly McCreight Angie McCreight	3201 Belmont Blvd. Nashville, TN 37212	(615) 730-5306
TX	SW Austin	Kimberly M. Durham Robert W. Durham	9600 I-35, Suite I-100 Austin, TX 78748	(512) 282-7625

State	City	Name of Operator	School Address	School Phone Number
TX	Bryan / College Station	Natalie Kidd Jacob Kidd Kristin Kidd Raymond Kidd	4001 State Highway 6, Ste. 120 College Station, TX 77845	(979) 977-2019
TX	Conroe	David Ireland	1302 W. Davis, Suite C Conroe, Texas 77304	(936) 400-7625
TX	Cedar Park**	Christopher Sipps Gerald Hayek	[TBD]	[TBD]
TX	Coppell	Melissa Birchett	150 S Denton Tap Road Coppell, TX 75019	(469) 781-9819
TX	Prospect (Cross Roads)**	Justin Brannan	[TBD]	(940) 900-7625
TX	Cypress	Dean Tarpley Juan Haces Alejandra Febre	12904 Fry Road, Suite 300 Cypress, TX 77433	(281) 304-7625
TX	Houston (Memorial)	Carolyn Abajian	1413 S. Voss Road, Ste. 280 Houston, TX 77057	(713) 425-3787
TX	Houston (The Heights)	Vivian Scott Hugh Scott	742 E 20th Street Houston, TX 77008	(832) 900-7625
TX	Houston (West University Place)	Vivian Scott Hugh Scott	2607 Bissonnet Street Houston, TX 77005	(832) 900-7625
TX	Kyle**	Shannon Canada Paige Gorman	[TBD]	[TBD]
TX	Saginaw (Lake Worth)**	Holly Clifford Chuck Kraus	6944 Blue Mound Rd Forth Worth, TX 76131	(817) 985-7625
TX	Lubbock	Amber Beadles Dean Tarpley Terry Longhway	7802 Indiana Avenue Lubbock, TX 79243	(806) 795-0506
TX	McAllen	Jose Leo Salazar Jaime Bastida-Diaz	5400 N. Ware Road, #50 McAllen, TX 78504	(956) 687-7625
TX	McAllen South**	Jose Leo Salazar	1409 East Ridge Road Suite C McAllen, TX 78503	[TBD]
TX	McKinney	Kiva Lee Rapattoni Francis Rapattoni Susie McFadden Dalton Rapattoni Shannon Jabczynski	3201 Hardin Blvd., Suite 210 McKinney, TX 75070	(214) 856-4055
TX	Midlothian**	Donald White Suzanne White	[TBD]	[TBD]
TX	New Braunfels	Shannon Canada Cody Canada	940 W. San Antonio St., Suite C New Braunfels, TX 78130	(830) 358-1110

State	City	Name of Operator	School Address	School Phone Number
TX	North Dallas	Kiva Lee Rapattoni Francis Rapattoni Susie McFadden Dalton Rapattoni Shannon Jabczynski	2300 Inwood Rd., Ste, 220 Dallas, TX 75244	(214) 484-4832
TX	Pearland	Wallace Lee Luthy, Jr. Elizabeth Woods	3422 Business Center Drive Pearland, TX 77584	(832) 895-7625
TX	Rockwall	Kiva Lee Rapattoni Francis Rapattoni Susie McFadden Dalton Rapattoni Shannon Jabczynski	206 E. Washington Street Rockwall, TX 75087	(469) 314-1300
TX	Round Rock	Kimberly Durham Bob Durham	4500 E. Palm Valley Blvd. Ste. 136 Round Rock, TX 78665	(512) 246-7625
TX	San Antonio	Andrew Patton Michele Patton	109 Gallery Circle, Suite 101 San Antonio, TX 78258	(210) 314-7671
TX	Southlake	Dean Tarpley	3220 W. Southlake Blvd. Southlake, TX 76092	(682) 593-0990
TX	Spring	David Ireland	21117 North Fwy., #600 Spring, TX 77388	(832) 246-7625
TX	Sugar Land	EJ Nolan Jeremy Horton Kalpesh Thakkar	1935 Lakeside Plaza Drive Sugar Land, TX 77479	(832) 939-8788
TX	Summer Creek	Ken Prodoehl Meena Prodoehl	14315 East Sam Houston Parkway N, Suite 100 Houston, TX 77044	(281) 407-8808
TX	The Colony	Natalie Kidd Jacob Kidd Kristin Kidd Raymond Kidd Judson Severson Sarah Severson	4897 TX-121 The Colony, TX 75056	(469) 428-7625
TX	Tomball (Champion Forest)	EJ Nolan Kalpesh Takkar Jeremy Horton	22424 Tomball Pkwy A Tomball, TX 77070	(281) 246-4475
TX	Webster (Clear Lake)	EJ Nolan	1020 NASA Parkway, #146 Webster, TX 77598	(281) 218-7625
TX	West Houston (Energy Corridor)**	Wallace Lee Luthy, Jr. Elizabeth Woods	14623-B Memorial Dr. Houston, TX 77079	(832) 810-7625
UT	Sandy	Chris Roberts Patrick Pirraglio	9083 S 255 W Sandy, UT 84070	(385) 351-5077
VA	Alexandria	Steve McKay	3260 Duke Street Alexandria, VA 22314	(571) 376-7625
VA	Ashburn	Jeff Bollettino Laura Bollettino	20660 Ashburn Road Ashburn, VA 20147	(703) 858-0820

State	City	Name of Operator	School Address	School Phone Number
VA	Chesapeake	Eric Lonning	1032 Volvo Pkwy. Chesapeake, VA 23320	(757) 998-7625
VA	Fredericksburg**	Amy Hust Curtis Hust	9811 Patriot Highway Fredericksburg, VA 22407	(540) 304-6013
VA	Haymarket	Mary Hitchcock Connor Hitchcock	15101 Washington Street Haymarket, VA 20169	(703) 743-5277
VA	Midlothian	Brian McRay	4830 Commonwealth Center Parkway Midlothian, VA 23112	(804) 905-7625
VA	Vienna	Jeff Bollettino Laura Bollettino	111 Center Street South Vienna, VA 22180	(703) 242-2184
VA	Virginia Beach	Eric Lonning	1552 Mill Dam Road Virginia Beach, VA 23454	(757) 227-5797
WA	Issaquah	Chad Fondren Tracy Fondren	195 Front Street N Issaquah, WA 98027	(425) 443-5033
WA	Kent	Allegra Rosler Aaron Rosler	445 Ramsay Way Suite 104 Kent, WA 98032	(425) 400-7625
WA	Downtown Seattle**	Chad Fondren Tracy Fondren Cole Paramore	2317 24 <sup>th</sup> Ave E., Seattle, WA 98112	(206) 333-2720
WA	Lynnwood	Jon Scherrer Gayle Scherrer	3503 188th SW Lynnwood, WA 98037	(425) 361-2518
WA	Seattle	Phil Gustavson Robert Gustavson William Hogarth	4701 41st Avenue SW, #120 Seattle, WA 98116	(206) 294-3175
WA	Vancouver**	Kenneth Weiner Barbara Smith	1825 SE 164th Ave Suite 120 Vancouver, WA 98683	(360) 468-7125
WI	Shorewood	Steve McFarland Matt McFarland	4050 N. Oakland Avenue Milwaukee, WI 53211	(414) 332-7625

\* Currently, no franchisee is also an area developer.

\*\* As of December 31, 2023, these franchisees had signed Franchise Agreements, but had not yet opened.

## II. Former Franchisees (from January 1, 2023 to December 31, 2023)\*

Name of Former Franchisee	City and State	Last Known Phone Number	Category
Stacey Kagan, Richard Kagan	Boca Raton, FL	(954) 599-1120	Reacquired by Us
Jim Gignac, AnnMarie Gignac	Arlington Heights, IL	(773) 858-8118	Transfer
David Bodie	Albany, NY	(914) 388-3180	Non-renewal
Ted Kuschel, Brandon Birdwell, Chris Rhoads	Edmond, OK	(405) 657-6025	Transfer
Judy Walraven, Jeff Walraven	Oklahoma City, OK	(405) 474-7792	Transfer

Name of Former Franchisee	City and State	Last Known Phone Number	Category
Ryan Grey, David Lewis	Tulsa, OK	(918) 698-0825	Transfer
Ryan Grey, David Lewis	Tulsa, OK	(918) 698-0825	Termination Prior to Opening
Kiva Lee Rapattoni, Francis Rapattoni, Susie McFadden, Dalton Rapattoni, Shannon Jabczynski	Sunnyvale, TX	(972) 740-2073	Terminated Prior to Opening

NOTE: If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

**EXHIBIT E TO  
FRANCHISE DISCLOSURE DOCUMENT**

**FINANCIAL STATEMENTS**

**(See attached.)**

**School of Rock  
Franchising, LLC  
(A Limited Liability Company)**

Financial Report  
December 31, 2023

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**Independent Auditor's Report**

RSM US LLP

Audit Committee  
School of Rock Franchising, LLC

**Opinion**

We have audited the financial statements of School of Rock Franchising, LLC, which comprise the balance sheet as of December 31, 2023, the related statements of income, member's equity and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as of December 31, 2023, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Basis for Opinion**

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the financial statements are issued or available to be issued.

**Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings and certain internal control related matters that we identified during the audit.

*RSM US LLP*

Fort Lauderdale, Florida  
April 17, 2024

**School of Rock Franchising, LLC**  
**(A Limited Liability Company)**

**Balance Sheet**  
**December 31, 2023**

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**Assets**

Current assets:

Cash and cash equivalents	\$ 443,518
Accounts receivable, net	2,327,586
Current portion of costs to acquire franchise contract	107,226
Other current assets	312,694
Due from member	5,234,570
<b>Total current assets</b>	<b>8,425,594</b>

Cost to acquire franchise contract, less current portion	624,137
Other assets	17,528
<b>Total assets</b>	<b>\$ 9,067,259</b>

**Liabilities and Member's Equity**

Current liabilities:

Accounts payable and accrued expenses	\$ 184,731
Current portion of deferred revenue	1,493,057
<b>Total current liabilities</b>	<b>1,677,788</b>

Long-term liabilities:

Deferred revenue, less current portion	5,480,781
Member's equity	1,908,690
<b>Total liabilities and member's equity</b>	<b>\$ 9,067,259</b>

See notes to financial statements.

**School of Rock Franchising, LLC**  
**(A Limited Liability Company)**

**Statement of Income**  
**Year Ended December 31, 2023**

---

Revenues:	
Franchise and option fees	\$ 1,719,374
Royalties	16,544,193
Other revenues	4,568,756
	<hr/>
	22,832,323
Operating expenses:	
Administrative fee charged by member	9,528,599
Professional fees	260,868
Marketing fees	3,278,114
Other operating expenses	4,320,356
	<hr/>
	17,387,937
<b>Net income</b>	<b><u>\$ 5,444,386</u></b>

See notes to financial statements.

**School of Rock Franchising, LLC**  
**(A Limited Liability Company)**

**Statement of Member's Equity**  
**Year Ended December 31, 2023**

	Total Member's Equity
Balance, December 31, 2022	\$ 1,464,304
Distributions to member	(5,000,000)
Net income	<u>5,444,386</u>
Balance, December 31, 2023	<u><u>\$ 1,908,690</u></u>

See notes to financial statements.

**School of Rock Franchising, LLC**  
**(A Limited Liability Company)**

**Statement of Cash Flows**  
**Year Ended December 31, 2023**

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Cash flows from operating activities:	
Net income	\$ 5,444,386
Adjustment to reconcile net income to net cash provided by operating activities:	
Increase in assets:	
Accounts receivable	(527,502)
Cost to acquire franchise contracts	(96,915)
Other assets	(123,970)
Due from member	486,865
Increase in liabilities:	
Accounts payable and accrued expenses	(321,389)
Deferred revenue	357,413
<b>Net cash provided by operating activities</b>	<b><u>5,218,888</u></b>
Cash flows from financing activities:	
Distributions	(5,000,000)
<b>Net cash used in financing activities</b>	<b><u>(5,000,000)</u></b>
<b>Net increase in cash</b>	<b>218,888</b>
Cash and cash equivalents, beginning of year	<u>224,630</u>
Cash and cash equivalents, end of year	<b><u>\$ 443,518</u></b>

See notes to financial statements.

**School of Rock Franchising, LLC  
(A Limited Liability Company)**

**Notes to Financial Statements**

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**Note 1. Nature of Business and Significant Accounting Policies**

**Nature of business:** School of Rock Franchising, LLC (the Company) is a single member limited liability company organized under the laws of Pennsylvania. The Company's sole member is School of Rock, LLC. The Company grants franchises for the establishment and operation of a School of Rock (the School) under a franchising agreement. The Company has franchisees that operate both within the United States (U.S.), as well as within foreign countries. Royalties and revenues collected from franchising locations outside the U.S. are less than 10% of the Company's total revenue. The School provides individual and group music lessons and performance experience to students from toddlers through adults. As of and during the year ended December 31, 2023, there were 312 franchise schools in operation.

**Basis of presentation:** The financial statements have been prepared using the accrual method in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

In August 2023, School of Rock, LLC (Holdings or Member), the Company's parent, entered into an equity purchase agreement in which Holdings became an indirectly wholly owned subsidiary of Youth Enrichment Brands, LLC (YEB). The transaction was accounted for by YEB, and management elected not to adopt push-down accounting related to the transaction.

**Use of estimates:** The preparation of financial statements, in conformity with U.S. GAAP, requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities and reported amounts of revenue and expenses in the financial statements, and related disclosures. Accordingly, actual amounts could differ from those estimates.

**Cash and cash equivalents:** The Company maintains cash balances with a financial institution that may at times exceed federal depository insurance limits; however, management believes the credit risk related to these financial institutions is minimal. For purposes of the presentation of cash, the Company's cash equivalents consist of cash in bank and all highly liquid investments with an original maturity of three months or less. The Company has not experienced any losses in such accounts.

**Accounts receivable:** Receivables are unsecured obligations due from franchisees and students under terms requiring payments generally within 15 days from the service date, depending on the franchisee or student. The Company may accrue interest on unpaid receivables. Franchisee or student receivable balances with invoices aged over 30 days are reviewed for delinquency. Management reviews these accounts taking into consideration the size of the outstanding balance and the past history with the franchisee or customer. Accounts receivable are stated at the amount management expects to collect from balances outstanding at year-end. The carrying amount of receivables is reduced by a valuation allowance that reflects management's best estimate of the amount that will not be collected.

Payments on accounts receivable are allocated to specific invoices identified on the franchisee's or customer's remittance advice or, if unspecified, are applied to earliest unpaid invoices.

**School of Rock Franchising, LLC  
(A Limited Liability Company)**

**Notes to Financial Statements**

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**Note 1. Summary of Business and Significant Accounting Policies (Continued)**

Changes in the Company's allowance for credit losses are as follows for the year ended December 31, 2023:

Beginning balance	\$ 56,563
Bad debt expense (recovery)	(1,518)
Ending balance	<u>\$ 55,045</u>

The following table provides information about receivables from contracts with customers at December 31, 2023:

Accounts receivable	<u>\$ 2,327,586</u>
---------------------	---------------------

**Revenue recognition:** On January 1, 2019, the Company adopted the Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers* (Topic 606). Under this Topic 606, an entity is required to recognize revenue upon transfer of promised goods or services to customers, in an amount that reflects the expected consideration received in exchange for those goods or services.

**Franchise fees:** Franchise agreements generally include terms of 10 years, with renewal rights for an additional 15 years. The Company is obligated to provide certain services in connection with the franchise agreements.

In accordance with Topic 606, the Company is required to distinguish between certain initial franchise services that are distinct from the continuing rights or service offerings provided during the term of the franchise agreement. The transaction prices for the performance obligations related to the initial franchise services determined to be distinct are recognized when complete and control has been transferred to the franchisee. The remaining performance obligations related to the initial franchise services that are not distinct are to be recognized over the franchise term on a straight-line basis, which is consistent with the franchisee's right to use and benefit from the intellectual property.

Franchise fees are generally \$49,900, and are non-refundable. Fees related to master franchise agreements with international franchises ranged from \$80,000 to \$445,000, and are non-refundable. Franchise fees are due upon execution of the franchise agreement. Revenue related to the distinct performance obligations is recognized when those performance obligations are complete and have been provided to the franchisee, which generally occurs on or before the opening of the franchised school. Revenue related to the non-distinct performance obligations are considered to be completed and provided to the franchisee over the franchise term. The renewal periods are not included in the franchise term as they are not certain to occur and a franchisee must execute a new agreement once the original term expires.

Certain franchisees enter into area development agreements. Area development fees are non-refundable and area development agreements require the franchisee to open a specified number of schools in the development area within a specified period of time. If the schools are not opened within the specified time frame, the agreements may be canceled by the Company. Area development fees are due upon execution of the area development agreements. Revenue from area development agreements is deferred and recognized upon the opening of the additional school or at the time the area development agreement expires and is cancelled by the Company.

**School of Rock Franchising, LLC  
(A Limited Liability Company)**

**Notes to Financial Statements**

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**Note 1. Summary of Business and Significant Accounting Policies (Continued)**

Deferred revenue and customer deposits consist of monies received for franchisee fees and area development fees in advance of a school's opening and for the performance obligations related to the initial franchise services to be recognized when completed and the franchise fees are recognized over the remaining term of the franchise agreement.

The following table provides information about deferred revenue from contracts with customers at December 31, 2023.

Current portion of deferred revenue	\$ 1,493,057
Deferred revenue, less current portion	<u>5,480,781</u>
	<u>\$ 6,973,838</u>

In accordance with the terms of their franchise agreements, franchisees are charged a monthly royalty typically ranging from 2.4% to 11.0% of gross sales, which includes a required contribution of up to 3% of gross sales to the Company's national advertising fund. Revenue is recognized when earned.

**Other revenues:** Other revenues include touring revenue, licensing fees, and amounts charged to franchisees for website maintenance and software license fees. Licensing, maintenance and software fees are charged monthly to the franchisee and are recognized when earned. Any amounts collected for touring revenue are recognized when the event takes place.

The Company reports revenue net of sales taxes collected from customers and remitted to governmental taxing authorities.

The following table disaggregates the Company's revenue based on the timing of the satisfaction of the performance obligations for the year ended December 31, 2023:

Performance obligations satisfied at a point in time	\$ 21,112,949
Performance obligations satisfied over time	<u>1,719,374</u>
	<u>\$ 22,832,323</u>

Additionally, the Company provides commissions to salespeople in the form of cash. The Company's intent in providing such consideration is to drive new unit development that will result in higher future revenues for the Company. Commission payments are capitalized and presented on the Company's balance sheet. These capitalized balances are being amortized over the period of expected cash flows from the franchise agreements to which the payment relates.

**Advertising costs:** Advertising costs are expensed as incurred. Advertising expense approximated \$3,278,000 for the year ended December 31, 2023.

**Income taxes:** As a limited liability company, the Company's taxable income or loss is allocated to members in accordance with their respective percentage ownership. Therefore, no provision or liability for income taxes has been included in the financial statements.

U.S. GAAP requires management to evaluate tax positions taken by the Company and recognize a tax liability if the Company has taken an uncertain position that more likely than not would not be sustained upon examination by taxing authorities. Management evaluated the Company's tax positions and concluded that the Company had taken no uncertain tax positions that require adjustment to the financial statements to comply with the provisions of this guidance, as of December 31, 2023.

**School of Rock Franchising, LLC  
(A Limited Liability Company)**

**Notes to Financial Statements**

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**Note 1. Summary of Business and Significant Accounting Policies (Continued)**

**Risks and uncertainties:** The Company is subject to a number of risks associated with companies at a similar stage, including dependence of key individuals, competition from similar products and larger companies, volatility of the industry, ability to obtain adequate financing to support growth, and general economic conditions.

**Recent accounting pronouncement adopted:** In June 2016, the FASB issued guidance (FASB Accounting Standards Codification (ASC) 326) which significantly changed how entities will measure credit losses for most financial assets and certain other instruments that aren't measured at fair value through net income. The most significant change in this standard is a shift from the incurred loss model to the expected loss model. Under the standard, disclosures are required to provide users of the financial statements with useful information in analyzing an entity's exposure to credit risk and the measurement of credit losses. Financial assets held by the company that are subject to the guidance in FASB ASC 326 were trade accounts receivable. The Company adopted the standard effective January 1, 2023. The impact of the adoption was not considered material to the financial statements due to the short duration of customers' trade receivables. The Company does not have any available-for-sale debt securities.

**Subsequent events:** Management has evaluated subsequent events through April 17, 2024, the date that these financial statements were available to be issued. Management has determined that no events or transactions have occurred subsequent to the balance sheet date that require disclosure in the financial statements.

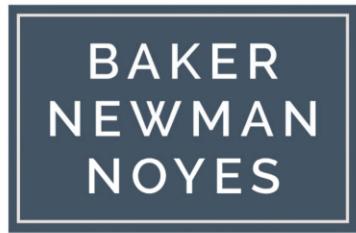
**Note 2. Related-Party Transactions**

For the year ended December 31, 2023, the Member charged the Company an administrative fee for certain salaries and benefits, marketing and overhead costs totaling \$9,528,599. In 2023, the administrative fee was determined based on the percentage of time member employees spent on activities pertaining to the Company.

**Guarantee:** The Company has guaranteed long-term debt of YEB Intermediate Holdings, LLC (Intermediate), an upstream Affiliate of the Company. In the event of a default by Intermediate, the Company and certain Affiliates could be obligated to repay the full amount outstanding on this debt. As of December 31, 2023, the maximum potential future obligation under this guarantee totaled approximately \$245,000,000, and is payable through October 2027. In the event the Company is required to make payments under this guarantee, the Company could seek to recover those amounts from Intermediate. Additionally, the Company's assets and franchise license agreements are pledged as collateral under the long-term debt. As of December 31, 2023, the Company is unaware of any circumstances that would require performance under this guarantee.

**Note 3. Risks and Uncertainties**

**Legal matters:** The Company is subject to various claims and legal proceedings that arise in the ordinary course of its business activities. Management believes that any liability that may ultimately result from the resolution of these matters will not have a material adverse effect on the financial condition or results of operations of the Company.



# **School of Rock Franchising, LLC**

## Financial Statements

*Years Ended December 31, 2022 and 2021  
With Independent Auditors' Report*

## INDEPENDENT AUDITORS' REPORT

To the Audit Committee  
School of Rock Franchising, LLC

### Opinion

We have audited the accompanying financial statements of School of Rock Franchising, LCC (the Company), which comprise the balance sheets as of December 31, 2022 and 2021, and the related statements of income and member's equity and cash flows for the years then ended, and the related notes to the financial statements (collectively, the financial statements).

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as of December 31, 2022 and 2021, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the financial statements are issued or available to be issued.

To the Audit Committee  
School of Rock Franchising, LLC

### **Auditors' Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

*Baker Newman & Noyes LLC*

Boston, Massachusetts  
April 4, 2023

**SCHOOL OF ROCK FRANCHISING, LLC**

**BALANCE SHEETS**

December 31, 2022 and 2021

<u>ASSETS</u>	<u>2022</u>	<u>2021</u>
Current assets:		
Cash and cash equivalents	\$ 224,630	\$ 2,362,775
Accounts receivable, net	1,800,084	1,595,275
Current portion of costs to acquire franchise contract	92,841	86,354
Other current assets	187,518	202,347
Due from member	<u>5,721,435</u>	<u>2,448,146</u>
 Total current assets	8,026,508	6,694,897
Cost to acquire franchise contract, less current portion	541,607	501,964
Other assets	<u>18,734</u>	<u>18,734</u>
 Total assets	<u>\$8,586,849</u>	<u>\$ 7,215,595</u>
<u>LIABILITIES AND MEMBER'S EQUITY</u>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 506,120	\$ 516,455
Current portion of deferred revenue	<u>1,642,919</u>	<u>1,440,047</u>
 Total current liabilities	2,149,039	1,956,502
Long-term liabilities:		
Deferred revenue, less current portion	4,973,506	4,878,943
Member's equity	<u>1,464,304</u>	<u>380,150</u>
 Total liabilities and member's equity	<u>\$8,586,849</u>	<u>\$ 7,215,595</u>

See Independent Auditors' Report and accompanying notes.

**SCHOOL OF ROCK FRANCHISING, LLC**

**STATEMENTS OF INCOME AND MEMBER'S EQUITY**

Years Ended December 31, 2022 and 2021

	<u>2022</u>	<u>2021</u>
Revenues:		
Franchise and option fees	\$ 1,546,324	\$ 1,275,246
Royalties	14,230,498	10,366,008
Other revenues	<u>3,579,456</u>	<u>2,999,266</u>
	19,356,278	14,640,520
Operating expenses:		
Administrative fee charged by member	12,301,617	8,650,447
Professional fees	239,774	306,422
Marketing fees	2,249,059	2,202,878
Other operating expenses	<u>3,484,224</u>	<u>2,720,043</u>
	<u>18,274,674</u>	<u>13,879,790</u>
Income from operations	1,081,604	760,730
Other income	<u>2,550</u>	—
Net income	1,084,154	760,730
Member's equity (deficit), beginning of year	<u>380,150</u>	<u>(380,580)</u>
Member's equity, end of year	<u>\$ 1,464,304</u>	<u>\$ 380,150</u>

See Independent Auditors' Report and accompanying notes.

**SCHOOL OF ROCK FRANCHISING, LLC**

**STATEMENTS OF CASH FLOWS**

Years Ended December 31, 2022 and 2021

	<u>2022</u>	<u>2021</u>
Cash flows from operating activities:		
Net income	\$ 1,084,154	\$ 760,730
Adjustment to reconcile net income to net cash (used) provided by operating activities:		
Bad debt (recovery) expense	(28,626)	47,741
(Increase) decrease in assets:		
Accounts receivable	(176,183)	(642,291)
Cost to acquire franchise contracts	(46,130)	(3,157)
Other current assets	14,829	2,518
Due from member	(3,273,289)	(286,248)
Other assets	—	660
Increase (decrease) in liabilities:		
Accounts payable and accrued expenses	(10,335)	288,889
Deferred revenue	<u>297,435</u>	<u>401,513</u>
Net cash (used) provided by operating activities	<u>(2,138,145)</u>	<u>570,355</u>
Net (decrease) increase in cash	(2,138,145)	570,355
Cash and cash equivalents, beginning of year	<u>2,362,775</u>	<u>1,792,420</u>
Cash and cash equivalents, end of year	<u>\$ 224,630</u>	<u>\$ 2,362,775</u>

See Independent Auditors' Report and accompanying notes.

# SCHOOL OF ROCK FRANCHISING, LLC

## NOTES TO FINANCIAL STATEMENTS

December 31, 2022 and 2021

### **1. Nature of Operations**

School of Rock Franchising, LLC (the Company) is a single member limited liability company organized under the laws of Pennsylvania. The Company's sole member is School of Rock, LLC. The Company grants franchises for the establishment and operation of a School of Rock (the School) under a franchising agreement. The Company has franchisees that operate both within the United States (U.S.), as well as within foreign countries. Royalties and revenues collected from franchising locations outside the U.S. are less than 10% of the Company's total revenue. The School provides individual and group music lessons and performance experience to students between the ages of toddlers through adults. For the years ended December 31, 2022 and 2021, the Company opened 28 and 25 franchises, respectively. As of December 31, 2022 and 2021 there were 278 and 256 franchise schools in operation.

### **2. Summary of Significant Accounting Policies**

#### Cash and Cash Equivalents

The Company maintains cash balances with a financial institution that may at times exceed federal depository insurance limits; however, management believes the credit risk related to these financial institutions is minimal. For purposes of the presentation of cash, the Company's cash equivalents consist of cash in bank and all highly liquid investments with an original maturity of three months or less.

#### Accounts Receivable

Receivables are unsecured obligations due from franchisees and students under terms requiring payments generally within 15 days from the service date, depending on the franchisee or student. The Company may accrue interest on unpaid receivables. Franchisee or student receivable balances with invoices aged over 30 days are reviewed for delinquency. Management reviews these accounts taking into consideration the size of the outstanding balance and the past history with the franchisee or customer. Accounts receivable are stated at the amount management expects to collect from balances outstanding at year-end. The carrying amount of receivables is reduced by a valuation allowance that reflects management's best estimate of the amount that will not be collected.

Payments on accounts receivable are allocated to specific invoices identified on the franchisee's or customer's remittance advice or, if unspecified, are applied to earliest unpaid invoices.

Changes in the Company's allowance for doubtful accounts are as follows for the years ended December 31:

	<u>2022</u>	<u>2021</u>
Beginning balance	\$ 85,189	\$ 37,448
Bad debt (recovery) expense	(28,626)	47,741
Ending balance	<u>\$ 56,563</u>	<u>\$ 85,189</u>

# SCHOOL OF ROCK FRANCHISING, LLC

## NOTES TO FINANCIAL STATEMENTS

December 31, 2022 and 2021

### 2. Summary of Significant Accounting Policies (Continued)

The following table provides information about receivables from contracts with customers at December 31:

	<u>2022</u>	<u>2021</u>	<u>2020</u>
Accounts receivable	\$1,800,084	\$1,595,275	\$1,000,725

#### Revenue Recognition

On January 1, 2019, the Company adopted the Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers* (Topic 606). Under this Topic 606, an entity is required to recognize revenue upon transfer of promised goods or services to customers, in an amount that reflects the expected consideration received in exchange for those goods or services.

#### *Franchise and Option Fees*

Franchise agreements generally include terms of 10 years, with renewal rights for an additional 15 years. The Company is obligated to provide certain services in connection with the franchise agreements, including providing the franchisee with distinct services such as site selection guidelines, construction project management and architectural review. Additionally, the Company also provides local and digital marketing training and software training. The Company also provides non-distinct support for recurring training, promotional material, pricing analysis, weekly school planning calls and gives up the opportunity to sell the franchise to others.

In accordance with Topic 606, the Company is required to distinguish between certain initial franchise services that are distinct from the continuing rights or service offerings provided during the term of the franchise agreement. The transaction prices for the performance obligations related to the initial franchise services determined to be distinct are recognized when complete and control has been transferred to the franchisee. The remaining performance obligations related to the initial franchise services that are not distinct are to be recognized over the franchise term on a straight-line basis, which is consistent with the franchisee's right to use and benefit from the intellectual property.

Franchise fees are generally \$49,900 and are non-refundable. Fees related to master franchise agreements with international franchises ranged from \$80,000 to \$445,000 and are non-refundable. Franchise fees are due upon execution of the franchise agreement. Revenue related to the distinct performance obligations is recognized when those performance obligations are complete and have been provided to the franchisee, which generally occurs on or before the opening of the franchised school. Revenue related to the non-distinct performance obligations are considered to be completed and provided to the franchisee over the franchise term. The renewal periods are not included in the franchise term as they are not certain to occur and a franchisee must execute a new agreement once the original term expires.

# SCHOOL OF ROCK FRANCHISING, LLC

## NOTES TO FINANCIAL STATEMENTS

December 31, 2022 and 2021

### **2. Summary of Significant Accounting Policies (Continued)**

Certain franchisees enter into area development agreements. Area development fees are non-refundable and area development agreements require the franchisee to open a specified number of schools in the development area within a specified period of time. If the schools are not opened within the specified time frame, the agreements may be canceled by the Company. Area development fees range from 10% to 20% of the original franchise fee and are due upon execution of the area development agreements. Revenue from area development agreements is deferred and recognized upon the opening of the additional school or at the time the area development agreement expires and is cancelled by the Company.

Deferred revenue and customer deposits consist of monies received for franchise fees and area development fees in advance of a school's opening and for the performance obligations related to the initial franchise services to be recognized when completed and the franchise fees are recognized over the remaining term of the franchise agreement.

The following table provides information about deferred revenue from contracts with customers at December 31:

	<u>2022</u>	<u>2021</u>	<u>2020</u>
Current portion of deferred revenue	\$ 1,642,919	\$ 1,440,047	\$ 654,824
Deferred revenue, less current portion	<u>4,973,506</u>	<u>4,878,943</u>	<u>5,262,653</u>
	<u>\$6,616,425</u>	<u>\$6,318,990</u>	<u>\$5,917,477</u>

#### *Royalties*

In accordance with the terms of their franchise agreements, franchisees are charged a monthly royalty typically ranging from 2.4% to 11.0% of gross sales, which includes a required contribution of up to 3% of gross sales to the Company's national advertising fund. Revenue is recognized when earned.

#### *Other Revenues*

Other revenues include touring revenue, licensing fees, and amounts charged to franchisees for website maintenance and software license fees. Licensing, maintenance and software fees are charged monthly to the franchisee and are recognized when earned. Any amounts collected for touring revenue are recognized when the event takes place.

The Company reports revenue net of sales taxes collected from customers and remitted to governmental taxing authorities.

Additionally, the Company provides commissions to sales people in the form of cash. The Company's intent in providing such consideration is to drive new unit development that will result in higher future revenues for the Company. Commission payments are capitalized and presented on the Company's balance sheet. These capitalized balances are being amortized over the period of expected cash flows from the franchise agreements to which the payment relates. The Company paid \$171,590 and \$101,177 in commission for the years ended December 31, 2022 and 2021, respectively. The Company recorded commission expense of \$113,627 and \$98,020 for the years ended December 31, 2022 and 2021, respectively.

# SCHOOL OF ROCK FRANCHISING, LLC

## NOTES TO FINANCIAL STATEMENTS

December 31, 2022 and 2021

### **2. Summary of Significant Accounting Policies (Continued)**

#### Advertising Costs

Advertising costs are expensed as incurred. Advertising expense approximated \$2,249,000 and \$2,203,000 for the years ended December 31, 2022 and 2021, respectively.

#### Use of Estimates

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### Income Taxes

The Company was formed as a limited liability company and is treated as a partnership for income tax purposes. In lieu of corporate income taxes, the Member is taxed for its pro rata share of the Company's items of income, deductions, losses, and credits. As a result, no federal income taxes have been recognized in the accompanying financial statements; however, the Company may be responsible for income taxes in certain states.

Management has analyzed the tax positions taken by the Company, and has concluded that as of December 31, 2022 and 2021, there are no uncertain tax positions taken or expected to be taken that would require recognition of a liability in the accompanying consolidated balance sheets. The Company is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. The Company's policy is to recognize any interest or penalties in interest expense and income tax expense, respectively.

#### New Accounting Pronouncements

In February 2016, the FASB issued ASU No. 2016-02, *Leases* (Topic 842) (ASU 2016-02). Under ASU 2016-02, at the commencement of a long-term lease, lessees will recognize a liability equivalent to the discounted payments due under the lease agreement, as well as an offsetting right-of-use asset. ASU 2016-02 is effective for the Company on January 1, 2022, with early adoption permitted. Lessees (for capital and operating leases) must apply a modified retrospective transition approach for leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements. The modified retrospective approach includes a number of optional practical expedients that entities may elect to apply. An entity that elects to apply the practical expedients will, in effect, continue to account for leases that start before the effective date in accordance with previous methodology unless the lease is modified, except that lessees are required to recognize a right-of-use asset and a lease liability for all operating leases at each reporting date based on the present value of the remaining minimum rental payments that were tracked and disclosed under previous lease accounting rules. The Company does not have any leases, therefore there is no impact on the financial statements.

# SCHOOL OF ROCK FRANCHISING, LLC

## NOTES TO FINANCIAL STATEMENTS

December 31, 2022 and 2021

### **2. Summary of Significant Accounting Policies (Continued)**

In 2021, the FASB issued ASU No. 2021-02, *Franchisors – Revenue from Contracts with Customers (Subtopic 952-606)* (ASU 2021-02). This guidance introduces a new practical expedient that simplifies the application of the guidance about identifying performance obligations. The practical expedient permits franchisors that are not public business entities to account for pre-opening services provided to a franchisee as distinct from the franchise license if the services are consistent with those included in a predefined list within the guidance. The Company's adoption of this guidance had no impact on the Company's accounting policy in regard with the amount and timing for revenue recognition related to the pre-opening services and performance obligations.

#### Risks and Uncertainties

The continued outbreak of the coronavirus disease (COVID-19) has resulted in governments worldwide enacting emergency measures to combat the spread of the virus. These measures, which include the implementation of travel bans, self-imposed quarantine periods and social distancing, have caused material disruption to businesses globally, resulting in an economic slowdown. The duration and impact of the COVID-19 outbreak is unknown at this time, nor is the efficacy of the government and central bank monetary and fiscal interventions designed to stabilize economic conditions. As a result, it is not possible to reliably estimate the length and severity of these developments, nor the impact on the financial position and financial results of the Company in future periods.

#### Subsequent Events

Management has evaluated subsequent events through April 4, 2023, the date that these financial statements were available to be issued. Management has determined that no events or transactions have occurred subsequent to the balance sheet date that require disclosure in the financial statements.

### **3. Summary of Franchise Outlets**

The following is a summary of changes in the number of franchise outlets:

	<u>2022</u>	<u>2021</u>
Franchised schools operating at the beginning of the year	256	232
New franchised schools opened during the year	28	25
Franchised schools converted to Member-owned schools	(4)	–
Franchised schools converted from Member-owned schools	1	2
Franchised schools closed during the year	<u>(3)</u>	<u>(3)</u>
Franchised schools operating at the end of the year	<u>278</u>	<u>256</u>

# SCHOOL OF ROCK FRANCHISING, LLC

## NOTES TO FINANCIAL STATEMENTS

December 31, 2022 and 2021

### **4. Related Party Transactions**

For the years ended December 31, 2022 and 2021, the Member charged the Company an administrative fee for certain salaries and benefits, marketing and overhead costs totaling \$12,301,617 and \$8,650,447, respectively. In both 2022 and 2021, the administrative fee was determined based on the percentage of time member employees spent on activities pertaining to the Company. As of December 31, 2022 and December 31, 2021, the Company had a due from its member totaling \$5,721,435 and \$2,448,146.

### **5. Risks and Uncertainties**

#### *Contingencies*

From time to time, the Company is involved in various legal matters, which are defended and handled in the ordinary course of business. None of these matters are expected to result in a judgment having a material adverse effect on the financial position or results of operations of the Company.

**THE FOLLOWING FINANCIAL STATEMENTS HAVE BEEN PREPARED WITHOUT AN AUDIT. PROSPECTIVE FRANCHISEES SHOULD BE ADVISED THAT NO CERTIFIED PUBLIC ACCOUNTANT HAS AUDITED THESE FIGURES OR EXPRESSED HIS/HER OPINION WITH REGARD TO THEIR CONTENT OR FORM.**

**School of Rock Franchising, LLC  
(A Limited Liability Company)**

**Balance Sheet (Unaudited)  
March 31, 2024**

	(Unaudited)
<b>Assets</b>	
Current assets:	
Cash and cash equivalents	\$ 401,276
Accounts receivable, net	2,809,085
Due from member and other current assets	<u>9,274,199</u>
<b>Total current assets</b>	<b>12,484,560</b>
Cost to acquire franchise contract	620,954
Other assets	<u>30,829</u>
<b>Total assets</b>	<b><u>\$ 13,136,343</u></b>
<b>Liabilities and Members' Equity</b>	
Current liabilities:	
Accounts payable and accrued expenses	\$ 1,282,065
Deferred revenue, current portion	<u>1,326,893</u>
<b>Total current liabilities</b>	<b>2,608,958</b>
Deferred revenue, net of current portion	5,738,787
<b>Total liabilities</b>	<b><u>8,347,745</u></b>
Members' equity:	
Members' equity	<u>4,788,599</u>
<b>Total members' equity</b>	<b><u>4,788,599</u></b>
<b>Total liabilities and members' equity</b>	<b><u>\$ 13,136,343</u></b>

**School of Rock Franchising, LLC  
(A Limited Liability Company)**

**Statement of Income (Unaudited)  
Three-Month Period Ended March 31, 2024**

	(Unaudited)
<b>Revenue</b>	
Franchise and option fees	\$ 407,911
Royalties	3,567,352
Other revenues	<u>1,083,777</u>
<b>Total revenue</b>	<u>5,059,040</u>
 <b>Operating expenses:</b>	
Administrative fee charged by member	1,430,663
Professional fees	107,634
Marketing fees	515,922
Other operating expenses	<u>124,912</u>
<b>Total operating expenses</b>	<u>2,179,131</u>
 <b>Net income</b>	<u><b>\$ 2,879,909</b></u>

**EXHIBIT F TO  
FRANCHISE DISCLOSURE DOCUMENT**

**SCHOOL OF ROCK DEVELOPMENT AGREEMENT**

**(See attached.)**

**SCHOOL OF ROCK**  
**DEVELOPMENT AGREEMENT**

**SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT**

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EXHIBIT A – DISCLOSURE OF OWNERS

EXHIBIT B – DEVELOPMENT AREA AND DEVELOPMENT SCHEDULE

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EXHIBIT D-1 and D-2 – GUARANTEE, INDEMNIFICATION AND ACKNOWLEDGMENT

## SCHOOL OF ROCK DEVELOPMENT AGREEMENT

THIS DEVELOPMENT AGREEMENT (the “**Agreement**”) is made as of the Effective Date, between **SCHOOL OF ROCK FRANCHISING, LLC**, a Pennsylvania limited liability company with its principal place of business at 1 Wattles Street, Canton, MA 02021 (“**we**,” “**us**” or “**our**”), and \_\_\_\_\_ a(n) \_\_\_\_\_ with its principal place of business [or principal residence] at \_\_\_\_\_ (“**you**” or “**your**”). The “**Effective Date**” is the date we sign this Agreement, as indicated below our signature on the signature page.

### RECITALS

A. We and our affiliates have devoted time, skill, effort, and money to develop, and may continue to develop, a distinctive system (the “**System**”) relating to the establishment, operation and franchising of performance-based music schools (each a “**School of Rock Business**”) that are required to operate pursuant to system standards that we designate from time to time and that are identified by certain trade names, service marks, trademarks, trade dress, logos, emblems, and indicia of origin, including the marks “School of Rock,” “School of Rock Music,” “The School of Rock AllStars,” “The Rock School Venue,” “Little Wing,” and the School of Rock logo, as we designate, in writing, from time to time (collectively, the “**Proprietary Marks**”).

B. School of Rock Businesses generally offer a rock music program that provides, among other things, individual music lessons, group rehearsals, performance experience, exclusive, limited access to the school and school equipment during business hours, and branded merchandise. The System includes a method for teaching students through performing in front of a paying audience in a real rock venue, the use of proprietary technology to enhance the teaching of students, an organization of regional groups of elite students known as “The School of Rock AllStars,” and an optional program for providing music instruction to young children under the mark “Little Wing” (“**Little Wing Program**”). Although School of Rock programs are principally designed to be delivered as in-person experiences, franchisees may be required or permitted to conduct individual and group lessons, rehearsals, live performances, and other programs remotely, through approved video conferencing and live streaming solutions. We may change, improve and further develop the System from time to time.

C. You have requested that we grant you the right to enter into Franchise Agreements with us to develop, own and operate multiple School of Rock Businesses. We are willing to grant you those rights, as described in this Agreement, in reliance on all of the information, representations, warranties and acknowledgements you and your owners (if you are a legal entity) have provided to us in support of your request.

**IN CONSIDERATION** of the covenants herein contained and other valuable consideration, receipt and sufficiency of which are acknowledged, you and we agree as follows:

**1. GRANT**

1.1 **Grant of Development Rights.** We grant you the right, and you undertake the obligation, pursuant to the terms and conditions of this Agreement, to enter into Franchise Agreements for the number of School of Rock Businesses identified in the development schedule set forth in Exhibit B (the “**Development Schedule**”) and to develop, own and operate, under each such Franchise Agreement, a School of Rock Business to be located in the area described in Exhibit B (the “**Development Area**”). The rights granted under this Section are referred to as the “**Development Rights.**” Recognizing that time is of the essence, you agree to exercise the Development Rights such that you develop, open and operate in the Development Area the number of School of Rock Businesses designated in and strictly in accordance with the Development Schedule. You agree that this Agreement is not a franchise agreement and that the Development Rights do not include any right to use in any manner our Proprietary Marks or System, all such rights being granted under the Franchise Agreements only.

1.2 **Franchise Agreements.** Each Franchise Agreement to be executed pursuant to this Agreement will be the form of Franchise Agreement we are using, at the time of its execution, to grant franchises for School of Rock Businesses generally. As a result, the forms of Franchise Agreement that you execute in exercising the Development Rights may be materially different from the form of Franchise Agreement that is attached as Exhibit C, except that the initial franchise fee shall remain \$49,900, the continuing royalty fee shall remain 8% of Gross Sales, and the ongoing advertising fee shall remain 3% of Gross Sales.

1.3 **Exclusivity.** Provided you are in compliance with your obligations under this Agreement and under each Franchise Agreement between you and us, and except as otherwise provided in this Agreement, during the Term (defined below) of this Agreement, we will not establish or operate, nor license any party other than you to establish or operate, any School of Rock Business under the System and the Proprietary Marks at any location within the Development Area.

1.4 **Reservation of Rights.** We grant Development Rights and the rights to develop and operate School of Rock Businesses only pursuant to the express terms of written agreements and not orally. All rights that are not granted to you in this Agreement or under Franchise Agreements entered into between us and you are specifically reserved to us, and we will not be restricted in any manner from exercising them nor will we be required to compensate you should we exercise them. This includes the right, directly or through others and regardless of either (a) proximity to the Development Area or any School of Rock Business or (b) any actual or threatened impact on sales of any School of Rock Business, to:

1.4.1 use the Proprietary Marks and System in connection with establishing and operating School of Rock Businesses at any location outside the Development Area;

1.4.2 use the Proprietary Marks or other marks in connection with selling or distributing any goods (including branded merchandise) or services anywhere in the world (including within the Development Area), whether or not you also offer them, through channels of

distribution other than a School of Rock Business (including, for example, other permanent or temporary retail locations, kiosks, catalogs, mail order, or the internet or other electronic means);

1.4.3 acquire, establish or operate, without using the Proprietary Marks, any business of any kind at any location anywhere in the world (including within the Development Area);

1.4.4 use the Proprietary Marks in connection with soliciting or directing advertising or promotional materials to customers anywhere in the world (including within the Development Area);

1.4.5 use the Proprietary Marks to perform, organize, sponsor, host or support any show, concert, or other live performance anywhere in the world (including within the Development Area);

1.4.6 enter into arrangements with international, national, or regional, franchised or non-franchised chains of independent facilities, such as pre-schools, day care centers, children's camps, and such other locations we reasonably designate from time to time in the Manuals or otherwise in writing (the "**Independent Facilities**") or similar parties (together with the Independent Facilities, "**National Accounts**") to permit them to offer and sell the Little Wing Program, within or outside the Territory, without any compensation to you; provided, however, that if we enter into any agreement with a National Account to provide products or services under the Little Wing Program at one or more Independent Facilities in your Territory, and you have chosen to offer the Little Wing Program in a Territory (as defined in the Franchise Agreement) that includes such facility, then we reserve the right to require you to offer, and you agree to offer, the Little Wing Program at such facilities on the same terms and conditions (including price terms) as we require, based on our agreement with such National Account; and

1.4.7 offer, or allow others to offer, the Little Wing™ Program anywhere in your Development Area, except as otherwise provided by a Franchise Agreement you have entered into hereunder.

## 2. **DEVELOPMENT FEE**

2.1 **Development Fee**. In consideration of the grant of the Development Rights, you shall pay us, upon your execution of this Agreement, a development fee of \$\_\_\_\_\_ (the "**Development Fee**"), which is equal to \$24,950 (50% of the current initial franchise fee) multiplied by the total number of School of Rock Businesses you are obligated to establish under the Development Schedule. The Development Fee is fully earned and non-refundable upon your execution of this Agreement in consideration of the administrative and other expenses we incur and for the development opportunities lost or deferred as a result of our granting the Development Rights to you.

2.2 **Initial Franchise Fee Credit**. Except as otherwise provided herein, we will apply the Development Fee as a credit against the initial franchise fees payable under each Franchise Agreement executed pursuant to this Agreement, subject to a maximum credit under any Franchise

Agreement of \$24,950 and a maximum credit for all such Franchise Agreements, in the aggregate, of the total amount of the Development Fee.

### **3. DEVELOPMENT OBLIGATIONS**

3.1 Adherence to Development Schedule. Each period described in the Development Schedule is a “**Development Period**.” You must sign Franchise Agreements for, and open and operate, School of Rock Businesses in the Development Area to satisfy the requirements of each Development Period. The Development Schedule is not our representation, express or implied, that the Development Area can support, or that there are or will be sufficient sites for, the number of School of Rock Businesses specified in the Development Schedule or during any particular Development Period. We are relying on your representation that you have conducted your own independent investigation and have determined that you can satisfy the development obligations under each Development Period of the Development Schedule.

3.2 Execution of Franchise Agreements. In exercising the Development Rights and fulfilling your development obligations under this Agreement, you shall execute a Franchise Agreement for each School of Rock Business at a site we approve (“**Approved Location**”) within in the Development Area. The Franchise Agreement for the first School of Rock Business developed hereunder shall be in the form of the Franchise Agreement attached as Exhibit C and shall be executed concurrently with this Agreement. Thereafter, you will execute our then-current form of Franchise Agreement after we have approved the site in accordance with Section 3.3 below but before you sign a lease for, or otherwise secure, the right to occupy the approved site.

3.3 Site Approval. Prior to your acquisition by lease or purchase of any site for a School of Rock Business, you must submit to us such information or materials as we may reasonably require for our approval of the site, including a letter of intent or other evidence satisfactory to us that confirms your favorable prospects for obtaining the proposed site. We will endeavor to notify you of our approval or rejection of the site, in our discretion, within 30 days after our receipt of all such information and materials. No proposed site will be deemed approved unless it has been expressly approved by us in writing. Our approval of any lease will be conditioned on the inclusion of the terms set forth in Section 3.4 below. You acknowledge and agree that our approval of a site for a School of Rock Business is entirely for our own purposes and does not constitute an assurance, representation or warranty of any kind, express or implied, as to the suitability of the site for the School of Rock Business or for any other purpose or the site’s compliance with any federal, state or local laws, codes, or regulations, including the applicable provisions of the Americans with Disabilities Act, regarding the construction, design, or operation of the School of Rock Business. Our approval of the site indicates only that we believe it meets our acceptable minimum criteria established solely for our purposes as of the time of the evaluation. You understand that application of criteria that may have been effective with respect to other sites and premises may not be predictive of potential for all sites and that, subsequent to our approval of a site, demographic and/or economic factors, such as competition from other similar businesses, included in or excluded from our criteria could change, thereby altering the potential of a site or lease. Such factors are unpredictable and are beyond our control. We shall not be responsible for the failure of a site we approve to meet your expectations as to revenue or operational criteria.

3.4 **Lease of Approved Location.** We have the right to approve the terms of any lease or sublease for the Approved Location (the “**Lease**”) before you sign it. Our approval of any Lease will be subject to your compliance with the terms and conditions of this Section 3.4. The Lease must contain certain provisions we require for our own purposes, including the following: (a) that the initial term of the lease, or the initial term together with renewal terms, shall be for not less than ten (10) years; (b) that the lessor consents to your use of such Proprietary Marks and initial signage as we may require for the School of Rock Business; (c) that the lessor and you agree to include in the lease our standard Lease Rider, which is attached to the Franchise Agreement; (d) that the use of the Premises be restricted solely to the operation of the School of Rock Business; (e) that you be prohibited from subleasing or assigning all or any part of your occupancy rights or extending the term of or renewing the lease without our prior written consent; (f) that the lessor provide to us copies of any and all notices of default given to you under the lease; (g) that we have the right to enter the Premises to make modifications necessary to protect the Proprietary Marks or the System or to cure any default under the Franchise Agreement or under the lease; and (h) that we have the option, upon default, expiration or termination of the Franchise Agreement, and upon notice to the lessor, to assume all of your rights under the lease terms, including the right to assign or sublease.

#### **4. TERM**

4.1 **Term.** The term of this Agreement shall commence on the Effective Date and, unless sooner terminated as provided in this Agreement, shall expire on the earlier of: (1) the end of the last Development Period in the Development Schedule; or (2) the date when you have signed the Franchise Agreement for the last School of Rock Business required to be open under the Development Schedule.

#### **5. DUTIES OF THE PARTIES**

5.1 **Our Obligations.** We will do the following:

5.1.1 Provide such site selection guidelines and consultation as we deem advisable;

5.1.2 Review the information provided by you pursuant to Section 3.3 above for our approval of a site for the School, and conduct such on-site evaluations as we deem necessary in our discretion; you will be responsible for all of our out-of-pocket costs and expenses for such on-site evaluations; and

5.1.3 Provide such assistance for lease negotiation as we deem advisable in our discretion.

5.2 **Your Obligations.** In addition to your obligations with respect to exercise of the Development Rights, you must do the following:

5.2.1 If you are not an individual, you must:

5.2.1.1 Be newly organized and your charter shall at all times provide that your activities are confined exclusively to developing and operating School of Rock Businesses;

5.2.1.2 Promptly provide us with any as-filed copies of any amendments to your articles of formation and amendments to your bylaws or other governing documents;

5.2.1.3 Note on any equity certificates that such ownership is subject to the transfer restrictions set forth in this Agreement;

5.2.1.4 Maintain a current list of all owners of record and all beneficial owners of any class of your voting securities or securities convertible into voting securities and furnish the list to us upon request; and

5.2.1.5 Have all of your owners execute a Guarantee, Indemnification, and Acknowledgment in the form attached hereto as Exhibit D-1, and the owners' spouses execute a Guarantee, Indemnification, and Acknowledgment in the form attached hereto as Exhibit D-2.

5.2.2 You must comply with all requirements of federal, state, and local laws, rules, and regulations.

5.2.3 You must comply with all of the other terms, conditions and obligations which apply to you under this Agreement.

5.2.4 You must provide us with the following records and reports in the form and format that we reasonably specify, delivered to us in the manner we specify:

5.2.4.1 within 7 days after the end of each month during the Term, or such other time period as we may require in our discretion, you must send us a report of your business activities during that month (or other time period), including information about your efforts to find sites for School of Rock Businesses in the Development Area and the status of development and projected openings for each School of Rock Business under development in the Development Area;

5.2.4.2 within 28 days after the end of each calendar quarter, you must provide us with your balance sheet and a profit and loss statement covering that quarter and the year-to-date; and

5.2.4.3 within 60 days after the end of each calendar year, you must provide us with an annual profit and loss and source and use of funds statements and a balance sheet for you and your Affiliates covering the previous year.

## **6. DEFAULT AND TERMINATION**

6.1 Termination Without Opportunity to Cure. We may, at our option, terminate this Agreement and all rights granted hereunder, without affording you any opportunity to cure the default, effective immediately upon notice to you, if:

6.1.1 (i) you become insolvent or make a general assignment for the benefit of creditors; (ii) a petition in bankruptcy is filed by you or such a petition is filed against and consented to by you; (iii) you are adjudicated a bankrupt or insolvent; (iv) a bill in equity or other proceeding for the appointment of a receiver of you or other custodian for your business or assets is filed and consented to by you; (v) a receiver or other custodian (permanent or temporary) of your business or assets or any part thereof is appointed by any court of competent jurisdiction; (vi)

proceedings for a composition with creditors under any state or federal law should be instituted by or against you; (vii) a final judgment remains unsatisfied or of record for 30 days or longer (unless supersedeas bond is filed); (viii) execution is levied against your business or assets; (ix) suit to foreclose any lien or mortgage against the premises or equipment is instituted against you and not dismissed within 30 days; or (x) the real or personal property of any of your School of Rock Businesses shall be sold after levy thereupon by any sheriff, marshal or constable;

- 6.1.2 you fail to comply with the Development Schedule;
- 6.1.3 any transfer or assignment is made in violation of Section 7.2;
- 6.1.4 you breach any other provision of this Agreement, other than those specified as curable defaults in Section 6.2 of this Agreement; or
- 6.1.5 you, your owners, or your affiliates breach or commit a default under any Franchise Agreement or other development agreement with us or our affiliates and (i) such default is incurable or (ii) you fail to cure such breach or default in the applicable cure period, regardless of whether we terminate such agreement.

6.2 Termination Upon Notice With Opportunity to Cure. For each of the defaults listed in this Section 6.2, we will give you written notice of such default (in the manner set forth under Section 9) and an opportunity to cure such default within 30 days of your receipt of such notice. We will have the right to terminate this Agreement immediately upon notice to you if you fail to cure any default to our satisfaction and provide proof of such cure within the 30-day period. If applicable law requires a longer cure period, such period shall apply to our notice of default. The defaults which may be cured within 30 days under this Section 6.2 include the following:

- 6.2.1 Failure to promptly provide us with any documents required under Section 5.2.1;
- 6.2.2 Failure to comply with all requirements of federal, state, and local laws, rules, and regulations in accordance with Section 5.2.2; and
- 6.2.3 Failure to provide us with the records and reports required by Section 5.2.4.

6.3 Other Remedies After Your Default. If (a) you commit a default that cannot be cured as specified in Section 6.1 or you fail to cure a default within the cure period specified in Section 6.2 and (b) we do not exercise our right to terminate the Agreement, we may, at our sole election and upon delivery of written notice to you, take any or all of the following actions:

- 6.3.1 terminate the territorial protection granted under Section 1.3 and establish and operate, and license others to establish and operate, School of Rock Businesses within the Development Area;
- 6.3.2 terminate the initial franchise fee credit provided under Section 2.2 hereof;
- 6.3.3 reduce the number of School of Rock Businesses which you have the right to develop pursuant to the Development Schedule;
- 6.3.4 reduce the size of the Development Area;

6.3.5 withhold evaluation or approval of site proposal packages and refuse to approve the opening of any School of Rock Businesses to be developed hereunder; and/or

6.3.6 accelerate the Development Schedule.

6.4 Obligations Upon Termination or Expiration. Upon termination or expiration of this Agreement, you shall have no right to establish or operate any School of Rock Businesses for which a Franchise Agreement has not then been executed by us at the time of termination. We will have the right to establish and operate, and to license others to establish and operate, School of Rock Businesses under the System and the Proprietary Marks in the Development Area, except as may be otherwise provided under any Franchise Agreement which has been executed by you and us.

6.5 Cross-Default. No default under this Agreement shall constitute a default under any Franchise Agreement between the parties hereto unless the basis for such default is also a basis for a default under the terms of the Franchise Agreement. Any default under this Agreement shall constitute a default under any other development agreement between you or your affiliates and us or our affiliates.

6.6 No Exclusive Right or Remedy. No right or remedy herein conferred upon or reserved to us is exclusive of any other right or remedy provided or permitted by law or equity.

## 7. TRANSFERS

7.1 Our Right to Transfer. We shall have the right to transfer or assign this Agreement, and assign or delegate all or any part of our rights or obligations under this Agreement, to any person or legal entity, and any designated assignee of ours shall become solely responsible for all of our obligations under this Agreement from the date of the assignment. You shall execute such documents of attornment or other documents as we may request.

7.2 Your Conditional Right to Transfer. You understand and acknowledge that the rights and duties set forth in this Agreement are personal to you, and that we have granted the Development Rights in reliance on your or your owners' business skill, financial capacity and personal character. Accordingly, neither you nor any immediate or remote successor to any part of your interest in this Agreement, nor any person or entity which directly or indirectly owns any interest in you or in the School of Rock Businesses developed hereunder, shall sell, assign, transfer, convey, pledge, encumber, merge or give away (collectively, "transfer") this Agreement, any direct or indirect interest in you, or in all or substantially all of the assets of the School of Rock Businesses developed hereunder without our prior written consent, which we may grant or withhold in our discretion. Any purported assignment or transfer not having our prior written consent shall be null and void and shall constitute a material breach of this Agreement, for which we may immediately terminate without opportunity to cure. The foregoing remedies shall be in addition to any other remedies we may have under this Agreement or at law or in equity.

7.3 Conditions of Transfer. If you or your owners propose to make a transfer, you shall notify us in writing at least 30 days before such transfer is proposed to take place. Should we elect to approve a proposed transfer, we may make our approval subject to certain conditions that we designate, including that:

7.3.1 all of your and your affiliates' accrued monetary obligations and all other outstanding obligations to us and our affiliates have been satisfied;

7.3.2 you and your affiliates are not in default of any provision of this Agreement, any amendment hereof or successor hereto, or any other agreement between you or your affiliates and us or our affiliates;

7.3.3 the transferor shall have executed a general release, in a form prescribed by us, of any and all claims against us and our affiliates, and our and their respective officers, directors, agents, shareholders, and employees;

7.3.4 the transferor and transferee have executed a mutual general release, relieving all claims against each other, excluding only such claims relating to any provision or covenant of this Agreement which imposes obligations beyond the expiration of this Agreement;

7.3.5 the transferee (and, if the transferee is other than an individual, such owners of a beneficial interest in the transferee as we may request) either (a) enter into a written assignment, in a form satisfactory to us, assuming and agreeing to discharge all of your obligations under this Agreement, or (b) execute, for a term ending on the expiration date of this Agreement, our then-current form of development agreement and other ancillary agreements as we may require, which agreements shall supersede this Agreement in all respects, and the terms of which may differ from the terms of this Agreement, except that the Development Area and Development Schedule thereunder shall be the same as in this Agreement;

7.3.6 the transferee (and, if the transferee is other than an individual, such owners of a beneficial interest in the transferee as we may request) demonstrate to our satisfaction that it meets our educational, managerial and business standards; possesses a good moral character, business reputation and credit rating; has the aptitude and ability to develop the School of Rock Businesses; has adequate financial resources and capital to develop the School of Rock Businesses; has not operated a business in competition with us; and that, if the proposed transferee or one or more of its owners is an existing School of Rock developer, we have determined, in our sole and absolute discretion, that such sale or transfer would not lead to an impermissible concentration of School of Rock Businesses in a particular developer or owner that may, in our business judgment, be detrimental to the School of Rock franchisee system;

7.3.7 the transferor remains liable for all of the obligations of transferor prior to the effective date of the transfer and executes any and all instruments reasonably requested by us to evidence such liability;

7.3.8 each School of Rock Business which has opened and been approved for operation by us is in full compliance with all the conditions and terms of the applicable Franchise Agreements;

7.3.9 you shall pay to us a transfer fee as follows: if there is a proposed transfer of (i) less than fifty percent (50%) of the ownership interests in you (if you are a corporation, limited liability company, or a partnership), then you must pay to us a transfer fee which is equal to the greater of \$2,500 or the mathematical product of the total ownership percentage in you being transferred multiplied by an amount equal to one-third (1/3) of our then-current initial franchise fee; or (ii) fifty percent (50%) or more of the ownership interests in you (if you are a corporation,

limited liability company, or a partnership), all your assets, or a transfer or assignment of this Agreement, then you must pay to us a transfer fee in an amount equal to one-third (1/3) of our then-current initial franchise fee; and

7.3.10 the transferor shall have first offered to sell such interest to us pursuant to Section 7.5 hereof.

7.4 No Security Interest. You shall not grant a security interest in this Agreement or the Development Rights.

7.5 Our Right of First Refusal. If you or any party restricted under Section 7.2 proposes to make a transfer, your request for our consent to the proposed transfer shall include a copy of any proposed purchase agreement. You shall provide such information and documentation relating to the offer as we may require. We shall have the right and option, exercisable within 30 days after receipt of such written notification, to send written notice to the seller that we intend to purchase the seller's interest on the same terms and conditions offered by or offered to the third party. If we elect to purchase the seller's interest, closing on such purchase shall occur within 60 days from the date of our notice to the seller of our election to purchase. If we elect not to purchase the seller's interest, any material change thereafter in the terms of the offer to or from a third party shall constitute a new offer subject to our same rights of first refusal as in the case of the third party's initial offer. Our failure to exercise the option afforded by this Section 7.5 shall not constitute a waiver of any other provision of this Agreement, including all of the requirements of this Section 7, with respect to a proposed transfer. In the event the consideration, terms and/or conditions offered by a third party are not for a cash sum, and are such that we may not reasonably be able to furnish the same consideration, terms and/or conditions, then we may purchase the interest proposed to be sold for the reasonable equivalent in cash. If the parties cannot agree within 30 days on the reasonable equivalent in cash of the consideration, terms and/or conditions offered by the third party, an independent appraiser shall be designated by us at our expense, and the appraiser's determination shall be binding.

7.6 Death or Mental Incapacity. Upon your death or physical or mental incapacity, or that of any owner holding at least twenty-five (25%) of your ownership interests (if you are not an individual), the executor, administrator, or personal representative of you or such person, as applicable, shall transfer such interest to a third party acceptable to us within six (6) months after such death or mental incapacity. Such transfers, including transfers by devise or inheritance, shall be subject to the same conditions as described in Section 7.2 and Section 7.3. In the case of transfer by devise or inheritance, if the heirs or beneficiaries of you or such person are unable to meet the conditions in this Section 7, the executor, administrator, or personal representative of the decedent shall transfer the decedent's interest to another party acceptable to us within six (6) months, which disposition shall be subject to all the terms and conditions for transfers contained in this Agreement. If the interest is not disposed of within six (6) months, we may terminate this Agreement, pursuant to Section 6 hereof.

7.7 Public or Private Offerings. You acknowledge that the written information used to raise or secure funds can reflect upon us and the System. You shall submit any written information intended to be used for that purpose to us before inclusion in any registration statement, prospectus or similar offering memorandum. Should we object to any reference to us or our affiliates or any of our business in the offering literature or prospectus, the literature or prospectus shall not be used

until our objections are withdrawn. Notwithstanding the foregoing, you acknowledge and agree that you may not engage in a public offering of securities without our prior consent.

7.8 **Non-waiver.** Our consent to a proposed transfer shall not constitute a waiver of any claims we may have against the transferring party, nor shall it be deemed a waiver of our right to demand exact compliance with any of the terms of this Agreement by the transferor or transferee.

## **8. COVENANTS**

8.1 **Best Efforts.** You covenant that during the Term, except as otherwise approved in writing by us, you (or, if you are a legal entity, an owner of yours approved by us), or your full-time development manager, shall devote full time, energy, and best efforts to fulfilling your obligations under this Agreement, including the development of the School of Rock Businesses pursuant to the Development Schedule.

8.2 **Confidential Information.** You and your owners shall not, during the term of this Agreement or thereafter, communicate, divulge or use for the benefit of any other person, partnership, association, limited liability company or corporation any confidential information, knowledge or know-how concerning the methods of operation of any business developed hereunder, including any operations manuals, curricula, customer lists and information, teaching methods and materials, innovations, ideas, plans, trade secrets, proprietary information, marketing and sales methods and systems, client protocols and training programs, sales and profit figures, employee lists, and relationships between us and our affiliates and other customers, clients, suppliers and others who have business dealings with us and our affiliates, which may be communicated to you or your owners of which you or your owners may be apprised by virtue of your operation under the terms of this Agreement (the “**Confidential Information**”). You shall divulge such Confidential Information only to those of your employees as must have access to it in order to operate your business under this Agreement. The Confidential Information includes, but is not limited to, any and all information, knowledge, know-how, techniques, and other data that we designate as confidential.

8.3 **In-Term Covenant.** You specifically acknowledge that, pursuant to this Agreement, you will receive valuable, specialized training and Confidential Information, including information regarding our operational, sales, promotional, and marketing methods and techniques. You covenant that during the term of this Agreement, except as we may otherwise approve in writing, you, your owners, and members of your or their immediate families shall not, either directly or indirectly, for yourself, or through, on behalf of, or in conjunction with any person, persons, or legal entity:

8.3.1 Divert or attempt to divert any present or prospective business or customer of any School of Rock Business to any competitor, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Proprietary Marks and the System; or

8.3.2 Own, maintain, operate, engage in, be employed by, provide any assistance or advice to, or have any interest in (as owner or otherwise) any business that: (a) is substantially similar to a School of Rock Business; or (b) offers or sells services that are the same

as or similar to the services being offered by a School of Rock Business under the System, including music instruction or live music performances.

**8.4 Post-Term Covenant.** You covenant that, except as we may otherwise approve in writing, you, your owners, and members of your or their immediate families shall not, for a continuous uninterrupted period of two (2) years commencing upon the date of (a) a transfer permitted under Section 7 of this Agreement, (b) expiration of this Agreement, (c) termination of this Agreement (regardless of the cause for termination), or (d) a final order of a duly authorized arbitrator, panel of arbitrators, or a court of competent jurisdiction (after all appeals have been taken) with respect to any of the foregoing or with respect to enforcement of this Section 8.4, either directly or indirectly, for itself, or through, on behalf of, or in conjunction with any person, persons, partnership, corporation, or limited liability company, own, maintain, operate, engage in, be employed by, provide assistance to, or have any interest in (as owner or otherwise) any business which: (a)(i) is substantially similar to a School of Rock business; or (ii) offers or sells services that are the same as or similar to the services being offered by a School of Rock business under the System, including music instruction or live music performances; and (b) is, or is intended to be, located at or within:

8.4.1 The Development Area;

8.4.2 Ten (10) miles of the Development Area; or

8.4.3 Ten (10) miles of any School of Rock Business operating under the System and the Proprietary Marks.

Provided, however, that Sections 8.3.2 and 8.4 shall not apply to the authorized operation by you of a School of Rock business under the System pursuant to a Franchise Agreement. Before any violation of an activity restriction occurs, either we or you, upon written notice to the other, shall have the right to have determined whether the covenant contained in this Section 8.4 is a reasonable restriction by requesting that the scope of the restrictions be submitted to arbitration in accordance with Section 14.2 of this Agreement solely for the purpose of determining prospectively whether any reduction in the scope of the restrictions is appropriate. In such event, the decision of the arbitrator regarding the scope of the restriction shall be final and binding upon the parties. You shall not engage in any competitive activities in violation of this Section 8.4 pending resolution of the dispute. Any violation of the activity restrictions may be enforced in a court of law by injunction in accordance with Section 14.5 of this Agreement.

**8.5 No Application to Equity Securities.** Section 8.4 shall not apply to ownership by of less than a five percent (5%) beneficial interest in the outstanding equity securities of any corporation which is registered under the Securities and Exchange Act of 1934.

**8.6 Independent Covenants.** The parties agree that each of the foregoing covenants shall be construed as independent of any other covenant or provision of this Agreement. If all or any portion of a covenant in this Section 8 is held unreasonable or unenforceable by a court or agency having valid jurisdiction in an unappealed final decision to which we are a party, you expressly agree to be bound by any lesser covenant subsumed within the terms of such covenant that imposes the maximum duty permitted by law, as if the resulting covenant were separately stated in and made a part of this Section 8.

8.7 Reduction of Scope of Covenants. You understand and acknowledge that we shall have the right, in our discretion, to reduce the scope of any covenant set forth in Sections 8.3 and 8.4 in this Agreement or any portion thereof, without your consent, effective immediately upon your receipt of written notice thereof, and you agree to comply with any covenant as so modified, which shall be fully enforceable notwithstanding the provisions of Section 13 hereof.

8.8 No Defense. You acknowledge that the existence of any claims which you may have against us, whether or not arising from this Agreement, shall not constitute a defense to our enforcement of the covenants in this Section 8.

8.9 Irreparable Injury. You acknowledge that a violation of the terms of this Section 8 would result in irreparable injury to us for which no adequate remedy at law may be available; and you accordingly consent to the issuance of, and agree to pay all court costs and reasonable attorneys' fees incurred by us in obtaining, an injunction prohibiting any conduct in violation of the terms of this Section 8.

8.10 Confidentiality Agreements. In order to protect our Confidential Information, you must cause each of your owners, directors, officers, management and supervisory employees (including your General Manager and Music Director, as such terms are defined in the Franchise Agreement), and other employees who have access to our Confidential Information, received training from us, or whom we may reasonably require, to execute a confidentiality agreement. If we provide a recommended form of confidentiality agreement and you choose to use it, it is your obligation to have it reviewed by your local attorney and otherwise ensure it is valid and enforceable under applicable laws. You will not be required to use any form provided by us.

## **9. NOTICES**

Any and all notices required or permitted under this Agreement shall be in writing and shall be personally delivered, sent by registered mail, or sent by other means which affords the sender evidence of delivery or rejected delivery (including private delivery or courier service), which shall not include electronic communication, such as e-mail, to the respective parties at the addresses shown in the opening paragraph of this Agreement, unless and until a different address has been designated by written notice to the other party, to the attention of:

Notices to us: Attn: Chief Development Officer

Notices to you: Attn: \_\_\_\_\_

Notices shall be deemed to have been given at the date and time of delivery or of attempted delivery.

## **10. INDEPENDENT CONTRACTOR AND INDEMNIFICATION**

10.1 Independent Contractor. This Agreement does not create a fiduciary relationship between you and us. You are an independent contractor, and nothing in this Agreement is intended to constitute either party an agent, legal representative, subsidiary, joint venturer, partner, employee, or servant of the other for any purpose whatsoever. During the Term, you shall hold yourself out to the public to be an independent contractor operating pursuant to this Agreement.

**10.2 No Authority to Contract.** Nothing in this Agreement authorizes you to make any contract, agreement, warranty, or representation on our behalf, or to incur any debt or other obligation in our name. We will, in no event, assume liability for, or be deemed liable as a result of, any of your actions omissions, or any claim or judgment arising therefrom against us or you.

**10.3 Indemnification.** You must defend, indemnify, and hold harmless us and our affiliates, our and their permitted successors and assigns, and each of our and their respective direct and indirect owners, directors, officers, managers, employees, agents, attorneys, and representatives (collectively, the “**Indemnified Parties**”) from and against all Losses (defined below), which any of the Indemnified Parties may suffer, sustain, or incur as a result of a claim asserted or inquiry made formally or informally, or a legal action, investigation, or other proceeding brought, by a third party and directly or indirectly arising out of or relating to: (i) any acts or omissions related to the development of School of Rock Businesses under this Agreement; (ii) the business you conduct under this Agreement; (iii) your breach of this Agreement; (iv) your noncompliance or alleged noncompliance with any applicable laws; or (v) any allegation that we or another Indemnified Party is a joint employer or otherwise responsible for your acts or omissions relating to your employees (each, an “**Indemnified Claim**”). “**Losses**” include all obligations, liabilities, damages (actual, consequential, or otherwise), and reasonable defense costs that any Indemnified Party incurs. Defense costs include arbitrators’, attorneys’, and expert witness fees, costs of investigation and proof of facts, court costs, travel and living expenses, and other expenses of litigation, arbitration, or alternative dispute resolution, regardless of whether litigation, arbitration, or alternative dispute resolution is commenced.

**10.3.1 Indemnification Procedure.** We, or an Indemnified Party, will promptly notify you of any Indemnified Claim, provided, however, that the failure to provide such notice shall not release you from your indemnification obligations under this Section 10.3, except to the extent you are actually and materially prejudiced by such failure. An Indemnified Party shall have the right, in its sole discretion, to (a) require you to defend any Indemnified Claim at your expense using counsel reasonably satisfactory to the Indemnified Party or (b) defend any Indemnified Claim at your expense (or take over control of the defense of any Indemnified Claim at your expense at any point after you have started to provide a defense), including by selecting and hiring counsel and coordinating the defense. In either case, you must promptly reimburse such Indemnified Party for any and all Losses that it incurs related to the defense of any Indemnified Claims.

**10.3.2 Cooperation and Settlement.** You or the Indemnified Party (as the case may be) shall keep you or the Indemnified Party (as the case may be) reasonably apprised of, and shall respond to any reasonable requests concerning, the status of the defense of any claim of which it is maintaining and shall cooperate in good faith with each other with respect to the defense of any such claim. You shall not, without the prior written consent of the Indemnified Parties, (a) settle or compromise any claim or consent to the entry of any judgment with respect to any claim which does not include a written release from liability of such claim for the Indemnified Parties, or (b) settle or compromise any claim in any manner that may adversely affect the Indemnified Parties other than as a result of money damages or other monetary payments which will be paid by you. No claim which is being defended in good faith by you in accordance with the terms of this Section 10.3 shall be settled by the Indemnified Parties without your prior written consent, which shall not be unreasonably withheld.

**10.3.3 Willful Misconduct or Gross Negligence.** You have no obligation to indemnify or hold harmless an Indemnified Party for, and we will reimburse you for, any Losses to the extent they are determined in a final, unappealable ruling issued by a court or arbitrator with competent jurisdiction to have been caused solely and directly by the Indemnified Party's gross negligence, willful misconduct, or willful wrongful omissions. However, nothing in this Section 10.3.4 limits your obligation to defend us and the other Indemnified Parties under Section 10.3.1.

**10.3.4 Survival and Recovery.** Your obligations in this Section 10.3 will continue in full force and effect subsequent to and notwithstanding this Agreement's expiration or termination. An Indemnified Party need not seek recovery from any insurer or other third party, or otherwise mitigate its Losses, in order to maintain and recover fully a claim against you under this Section 10.3. You agree that a failure to pursue a recovery or mitigate a Loss will not reduce or alter the amounts that an Indemnified Party may recover from you under this Section 10.3.

## **11. APPROVALS AND WAIVERS**

**11.1 No Warranties or Guarantees.** We make no warranties or guarantees upon which you may rely, and assume no liability or obligation to you, by providing any waiver, approval, advice, consent, or suggestion under or in connection with this Agreement, or by reason of any neglect, delay, or denial of any request therefor.

**11.2 No Waiver.** No failure on our part to exercise any power reserved to us by this Agreement, or to insist upon your strict compliance with any obligation or condition hereunder, and no custom or practice of the parties at variance with the terms hereof, shall constitute a waiver of our right to demand exact compliance with any of the terms herein. Our waiver of any particular default by you shall not affect or impair our rights with respect to any subsequent default of the same, similar or different nature, nor shall any delay, forbearance or omission to exercise any power or right arising out of any breach or default by you of any of the terms, provisions or covenants hereof, affect or impair our right to exercise the same, nor shall such constitute a waiver of any right hereunder, or the right to declare any subsequent breach or default and to terminate this Agreement prior to the expiration of its term. Our subsequent acceptance of any payments due hereunder shall not be deemed to be a waiver of any preceding breach by you of any terms, covenants or conditions of this Agreement.

**11.3 Approval and Consent.** Whenever this Agreement requires our prior approval or consent, you must make timely written request to us for such consent. Except as otherwise provided in this Agreement, any approval or consent granted by us must be in writing.

## **12. SEVERABILITY AND CONSTRUCTION**

**12.1 Severability.** Except as expressly provided to the contrary herein, each section, part, term, and/or provision of this Agreement shall be considered severable; and if, for any reason, any section, part, term, and/or provision herein is determined to be invalid and contrary to, or in conflict with, any existing or future law or regulation by a court or agency having valid jurisdiction, such shall not impair the operation of, or have any other effect upon, such other portions, sections, parts, terms, and/or provisions of this Agreement as may remain otherwise intelligible, and the

latter shall continue to be given full force and effect and bind the parties hereto; and said invalid sections, parts, terms, and/or provisions shall be deemed not to be a part of this Agreement.

**12.2 No Rights or Remedies Conferred.** Anything to the contrary herein notwithstanding, nothing in this Agreement is intended, nor shall be deemed, to confer upon any person or legal entity other than you or us and such of their respective successors and assigns as may be contemplated by Section 7 hereof, any rights or remedies under or by reason of this Agreement.

**12.3 Promises and Covenants.** You expressly agree to be bound by any promise or covenants imposing the maximum duty permitted by law which is subsumed within the terms of any provision hereof, as though it were separately articulated in and made a part of this Agreement, that may result from striking from any of the provisions hereof any portion or portions which a court may hold to be unreasonable and unenforceable in a final decision to which we are a party, or from reducing the scope of any promise or covenant to the extent required to comply with such a court order.

**12.4 Captions and Headings.** All captions and headings in this Agreement are intended solely for the convenience of the parties, and none shall be deemed to affect the meaning or construction of any provision hereof.

**12.5 Survival.** All provisions of this Agreement which, by their terms or intent, are designed to survive the expiration or termination of this Agreement, shall so survive the expiration or termination of this Agreement.

**12.6 Construction.** Wherever we have reserved the right to take action “in our discretion,” we may do so in our “sole” discretion unless otherwise provided. References in this Agreement to “including” mean “including, without limitation” or “including, but limited to,” as the context requires, unless otherwise provided. This Agreement may be executed in multiple copies, each of which will be deemed an original. Signatures delivered by facsimile or electronically shall be deemed and have the same force as an original.

### **13. ENTIRE AGREEMENT**

This Agreement, the documents referred to herein, and the exhibits hereto, if any, constitute the entire, full, and complete agreement between you and us concerning the subject matter hereof and supersede any and all prior agreements. Except as set forth in Section 8, no amendment, change, or variance from this Agreement shall be binding on either party unless executed in writing. Nothing in this Agreement or in any related agreement between you and us is intended to disclaim the representations in the Franchise Disclosure Document we have provided to you.

### **14. APPLICABLE LAW AND DISPUTE RESOLUTION**

**14.1 Applicable Law.** This Agreement shall be interpreted and construed exclusively under the laws of the Commonwealth of Massachusetts. In the event of any conflict of law, the laws of Massachusetts shall prevail, without regard to the application of Massachusetts conflict-of-law rules. If, however, any provision of this Agreement would not be enforceable under the laws of Massachusetts and if you are located outside of Massachusetts and such provision would

be enforceable under the laws of the state in which you are located, then such provision shall be interpreted and construed under the laws of that state.

14.2 Arbitration. Except as otherwise provided herein, any dispute, claim or controversy arising out of or relating to this Agreement, the breach hereof, the rights and obligations of the parties hereto, or the entry, making, interpretation, or performance of either party under this Agreement shall be settled by arbitration administered by the American Arbitration Association in accordance with its Commercial Arbitration Rules. Such arbitration shall take place before a sole arbitrator in the metropolitan area in which we have our principal place of business at the time of the filing of the arbitration (currently, Boston, Massachusetts) at a location we determine in our discretion, and you agree not to file an objection to such locale. Judgment on the award rendered by the arbitrator may be entered in any court of competent jurisdiction. The arbitrator shall, in the award, allocate all of the costs of the arbitration, including the fees of the arbitrator and the reasonable attorneys' fees of the prevailing party, against the party who did not prevail. To the extent permitted by applicable law, no issue of fact or law shall be given preclusive or collateral estoppel effect in any arbitration hereunder, except to the extent such issue may have been determined in another proceeding between you and us. This agreement to arbitrate shall survive any termination or expiration of this Agreement. No arbitration, action, or proceeding under this Agreement shall add as a party, by consolidation, joinder, or in any other manner, any person or party other than us and you and any person in privity with, or claiming through, in the right of, or on behalf of, us and you, unless both parties consent in writing. We have the absolute right to refuse such consent. All such proceedings for which consent is not granted shall be conducted on an individual, not a class-wide, basis.

14.3 Jurisdiction and Venue. Any action that is not otherwise subject to arbitration under Section 14.2 (including all appeals from or relating to arbitration hereunder), whether or not arising out of, or relating to, this Agreement, brought by you (or any of your owners) against us shall be brought in the district in which we have our principal place of business at the time of filing (currently, Boston, Massachusetts) or, if such court does not have competent jurisdiction, in a state court located in such district. We shall have the right to commence an action against you in any court of competent jurisdiction. You waive all objections to personal jurisdiction or venue for purposes of this Section 14.3 and agree that nothing in this Section 14.3 shall be deemed to prevent us from removing an action from state court to federal court.

14.4 No Exclusivity. No right or remedy conferred upon or reserved to us or you by this Agreement is intended to be, nor shall be deemed, exclusive of any other right or remedy herein or by law or equity provided or permitted, but each shall be cumulative of every other right or remedy.

14.5 Injunctive Relief. Nothing in this Agreement (including Sections 14.2 and 14.3 above) shall bar our right to obtain injunctive relief from any court of competent jurisdiction against threatened conduct that will cause us loss or damage, under the usual equity rules, including the applicable rules for obtaining specific performance, restraining orders, and preliminary injunctions.

14.6 Limitation of Claims. You agree that any and all claims you have against us and/or our affiliates, principals, employees, and agents, arising out of, or relating to, this Agreement may not be commenced unless you bring them before the earlier of (a) the expiration of one (1) year

after the act, transaction, or occurrence upon which such claim is based; or (b) one (1) year after this Agreement expires or is terminated for any reason. You agree that any claim or action not brought within the periods required under this Section 14.6 shall forever be barred as a claim, counterclaim, defense, or set off.

14.7 Your Costs and Expenses. Except as expressly provided by Section 14.2 hereof, you shall pay all expenses, including attorneys' fees and costs, incurred by us, our affiliates, and our or their successors and assigns (a) to remedy any defaults of, or enforce any rights under, this Agreement; (b) to effect termination of this Agreement; and (c) to collect any amounts due under this Agreement.

14.8 WAIVER OF RIGHT TO A JURY AND PUNITIVE DAMAGES. YOU AND WE KNOWINGLY, VOLUNTARILY, AND INTENTIONALLY WAIVE our respective RIGHTS TO A TRIAL BY JURY AND WAIVE ANY CLAIM FOR PUNITIVE, MULTIPLE, AND/OR EXEMPLARY DAMAGES, except that we shall be free at any time hereunder to bring an action for willful trademark infringement and, if successful, to receive an award of multiple damages as provided by law.

## **15. ACKNOWLEDGMENTS, REPRESENTATIONS AND WARRANTIES**

15.1 Acknowledgements in Certain States. The following acknowledgements apply to all developers and School of Rock Businesses, except those that are subject to the state franchise disclosure laws in California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, or Wisconsin:

15.1.1 Independent Investigation. You acknowledge and agree that: (i) you have conducted an independent investigation of the business contemplated by this Agreement, recognize that it involves business risks, and recognize that making a success of a venture is largely dependent on your own business abilities; (ii) no assurance or warranty, express or implied, has been given to you by us or any of our affiliates as to the potential success of any business contemplated by this Agreement or the profits that may be achieved; (iii) there are no promises, commitments, "side deals," options, rights of first refusal, or other rights or obligations in connection with this Agreement except as expressly provided for in this Agreement; and (iv) the terms and covenants in this Agreement are reasonable and necessary for us to maintain our high standards of quality and service, as well as the uniformity of those standards at each School of Rock Business, and to protect and preserve the goodwill of the Proprietary Marks.

15.1.2 Acknowledgment of Understanding; Opportunity to Consult. You acknowledge that you have read and understood this Agreement, the attachments hereto, and agreements relating thereto, if any, and that we have accorded you ample time and opportunity to consult with an attorney or other advisor of your own choosing about the potential benefits and risks of entering into this Agreement.

15.1.3 No Reliance on Contrary Representations. You have no knowledge of any representations made about the franchise opportunity by us, our affiliates, or any of our or their officers, directors, owners, or agents that are contrary to the statements made in our Franchise Disclosure Document ("FDD") or to the terms and conditions of this Agreement. You are not

relying on any representations or warranties, express or implied, furnished by us or our representatives other than those expressly set forth in this Agreement and the FDD.

**15.1.4 Financial Performance Representations.** Except as may be stated in the FDD, neither we, nor any of our affiliates, nor any of our or our affiliates' officers, agents, employees, or representatives have made any representation to you, express or implied, as to the historical revenues, earnings, or profitability of any School of Rock Business or the anticipated revenues, earnings, or profitability of the business subject to the license or any other business operated by us, our licensees, our franchisees, or our affiliates. Any information you have acquired from other franchisees regarding their sales, profits or cash flows is not information obtained from us, and we make no representation about that information's accuracy.

**15.2 No Conflicting Agreements.** You represent and warrant that you are not a party to or subject to any agreement that might conflict with the terms of this Agreement or prevent you from fully performing your obligations under this Agreement, and you agree not to enter into any such agreement.

**15.3 Compliance With Anti-Terrorism Laws.** You acknowledge that under applicable U.S. law, including Executive Order 13224, signed on September 23, 2001 (the "**Executive Order**"), we are prohibited from engaging in any transaction with any person engaged in, or with a person aiding any person engaged in, acts of terrorism, as defined in the Executive Order, the text of which is available at the Internet website address, [www.ustreas.gov/offices/enforcement/ofac](http://www.ustreas.gov/offices/enforcement/ofac) and published at <https://www.treasury.gov/resource-center/sanctions/Programs/Documents/terror.pdf>. Accordingly, you represent and warrant that as of the date of this Agreement, neither you nor any person holding any ownership interest in you, controlled by you, or under common control with you, is designated under the Order as a person with whom we may not transact business, and that you (a) do not, and hereafter shall not, engage in any terrorist activity, (b) are not affiliated with and do not support any individual or entity engaged in, contemplating, or supporting terrorist activity, and (c) are not acquiring the rights granted under this Agreement with the intent to generate funds to channel to any individual or entity engaged in, contemplating, or supporting terrorist activity, or to otherwise support or further any terrorist activity.

**15.4 Acknowledgment of Receipt.** You acknowledge that you received our current Franchise Disclosure Document at least fourteen (14) calendar days prior to the date on which this Agreement was executed or you paid any money to us. You further acknowledge that you received a complete copy of this Agreement, the attachments hereto, and all related agreements attached to the Franchise Disclosure Document, and that you waited at least seven (7) calendar days prior to executing them if any changes to such agreements were unilaterally and materially made by us.

**15.5 Electronic Records.** You expressly consent and agree that we may provide and maintain all disclosures, agreements, amendments, notices, and all other evidence of transactions between you and us in electronic form. You expressly agree that electronic copies of this Agreement and related agreements between you and us are valid. You also expressly agree not to contest the validity of the originals or copies of this Agreement and related agreements, absent proof of altered data or tampering. You agree to execution of this Agreement and related agreements by electronic means and that such execution shall be legally binding and enforceable as an "electronic signature" and the legal equivalent of your handwritten signature.

IN WITNESS WHEREOF, the parties hereto have fully executed, sealed, and delivered this Agreement on the day and year first above written.

**SCHOOL OF ROCK FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date\*: \_\_\_\_\_

(\*This is the Effective Date)

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**EXHIBIT A TO  
SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT**

**DISCLOSURE OF OWNERS**  
**(To be complete if You are a Legal Entity)**

1. Contact Person. The following individual is a shareholder, member, or partner of you, and is the principal person to be contacted on all matters relating to the Development Agreement:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Daytime Telephone No.: \_\_\_\_\_

Evening Telephone No.: \_\_\_\_\_

Facsimile No.: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

2. Owners. The following is a complete list of all of your shareholders, partners, or members (“**Owners**”) and the percentage ownership interest of each such individual:

<u>Name</u>	<u>Position</u>	<u>Interest (%)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

**SCHOOL OF ROCK FRANCHISING, LLC** \_\_\_\_\_

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**EXHIBIT B TO  
SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT**

**DEVELOPMENT AREA AND DEVELOPMENT SCHEDULE**

1. Development Area: Each School of Rock Business developed under this Development Agreement shall be located in the area described below and/or as indicated on a map attached hereto:

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2. Development Schedule: The Development Schedule is as follows:

<b>Development Period</b>	<b>Number of School of Rock Businesses to be Opened During Development Period</b>	<b>Total Number of School of Rock Businesses You Must Have Operating in the Development Area as of the End of Each Development Period</b>
Effective Date to _____, 20____		
_____, 20__ to _____, 20__		
_____, 20__ to _____, 20__		
_____, 20__ to _____, 20__		
_____, 20__ to _____, 20__		
_____, 20__ to _____, 20__		*

\* This is the total number of School of Rock Business you have a right to develop in accordance with the terms of the Development Agreement.

**EXHIBIT C TO  
SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT**

**SCHOOL OF ROCK FRANCHISE AGREEMENT**

The form of School of Rock Franchise Agreement currently offered by School of Rock Franchising, LLC is attached.

**EXHIBIT D-1 TO  
SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT**

**GUARANTEE, INDEMNIFICATION AND ACKNOWLEDGMENT  
(OWNERS)**

As an inducement to School of Rock Franchising, LLC (the “**Company**”) to execute the Development Agreement between the Company and \_\_\_\_\_ (the “**Developer**”) dated \_\_\_\_\_ (the “**Agreement**”), the undersigned (the “**Guarantors**”), jointly and severally, hereby unconditionally guarantee to the Company and its successors and assigns that all of the Developer’s obligations under the Agreement will be punctually paid and performed.

Upon demand by the Company, the Guarantors will immediately make each payment to the Company required of the Developer under the Agreement. The Guarantors hereby waive any right to require the Company to: (a) proceed against the Developer for any payment required under the Agreement; (b) proceed against or exhaust any security from the Developer; or (c) pursue or exhaust any remedy, including any legal or equitable relief, against the Developer. Without affecting the obligations of the Guarantors under this Guarantee, the Company may, without notice to the Guarantors, extend, modify, or release any indebtedness or obligation of the Developer, or settle, adjust, or compromise any claims against the Developer. The Guarantors waive notice of amendment of the Agreement and notice of demand for payment by the Developer and agree to be bound by any and all such amendments and changes to the Agreement.

The Guarantors hereby agree to defend, indemnify, and hold the Company harmless against any and all losses, damages, liabilities, costs, and expenses (including reasonable attorneys’ fees, reasonable costs of investigation, court costs, and arbitration fees and expenses) resulting from, consisting of, or arising out of or in connection with any failure by the Developer to perform any obligation of the Developer under the Agreement, any amendment thereto, or any other agreement executed by the Developer referred to therein.

The Guarantors hereby acknowledge and agree to be individually bound by all of the confidentiality provisions and non-competition covenants contained in Section 8 of the Agreement.

This Guarantee shall terminate upon the termination or expiration of the Agreement or upon the transfer or assignment of the Agreement by the Developer, except that all obligations and liabilities of the Guarantors that arose from events which occurred on or before the effective date of such termination, expiration, transfer, or assignment of the Agreement shall remain in full force and effect until satisfied or discharged by the Guarantors, and all covenants which by their terms continue in force after the termination, expiration, transfer, or assignment of the Agreement shall remain in force according to their terms. This Guarantee shall not terminate upon the transfer or assignment of the Agreement or this Guarantee by the Company. Upon the death of an individual guarantor, the estate of such guarantor shall be bound by this Guarantee, but only for defaults and obligations hereunder existing at the time of death; and the obligations of the other guarantors will continue in full force and effect.

Unless specifically stated otherwise, the terms used in this Guarantee shall have the same meaning as in the Agreement and shall be interpreted and construed in accordance with Section 14 of the Agreement. This Guarantee shall be interpreted and construed under the laws of the Commonwealth of Massachusetts. In the event of any conflict of law, the laws of Massachusetts shall prevail, without regard to, and without giving effect to, the application of the Commonwealth of Massachusetts conflict of law rules.

The Guarantors agree that the dispute resolution and attorney fee provisions in Section 14 of the Agreement are hereby incorporated into this Guarantee by reference, and references to the Developer and the Agreement therein shall be deemed to apply to the Guarantors and this Guarantee, respectively, herein.

Any and all notices required or permitted under this Guarantee shall be in writing and shall be personally delivered, sent by registered mail, or sent by other means which affords the sender evidence of delivery or rejected delivery (including private delivery, courier service, or facsimile), which shall not include electronic communication, such as e-mail, to the respective parties at the following addresses, unless and until a different address has been designated by written notice to the other party:

Notices to the Company:      School of Rock Franchising, LLC  
1 Wattles Street  
Canton, MA 02021  
Phone: (720) 398-5981  
Attn: Chief Development Officer

Notices to the Guarantors: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Attn: \_\_\_\_\_  
E-mail: \_\_\_\_\_

Any notice by a means which affords the sender evidence of delivery or rejected delivery shall be deemed to have been given and received at the date and time of receipt or rejected delivery.

**[Signature Page Follows]**

IN WITNESS WHEREOF, each of the Guarantors has signed this Guarantee as of the date of the Agreement.

**GUARANTORS**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

**EXHIBIT D-2 TO  
SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT**

**GUARANTEE, INDEMNIFICATION AND ACKNOWLEDGMENT**  
**(OWNER'S SPOUSE)**

As an inducement to School of Rock Franchising, LLC (the “**Company**”) to execute the Development Agreement between the Company and \_\_\_\_\_ (the “**Developer**”) dated \_\_\_\_\_ (the “**Agreement**”) (the performance of which is guaranteed by Developer’s owners \_\_\_\_\_ (each an “**Owner**” and, together, the “**Owner Guarantors**”)), the undersigned spouses of the Owners (each a “**Spouse**” and, together, the “**Spouse Guarantors**”), jointly and severally, hereby guarantee to the Company and its successors and assigns, on the terms described herein, that all of the Developer’s obligations under the Agreement will be punctually paid.

The Spouse Guarantors acknowledge and agree that if Developer and Owner Guarantors fail to make any payment to the Company required under the Agreement when such payment is due, then upon demand by the Company, the Spouse Guarantors will immediately make each payment to the Company required of the Developer under the Agreement. The Spouse Guarantors hereby waive any right to require the Company to: (a) proceed against the Developer or Owner Guarantors for any payment required under the Agreement; (b) proceed against or exhaust any security from the Developer or Owner Guarantors; or (c) pursue or exhaust any remedy, including any legal or equitable relief, against the Developer or Owner Guarantors. Without affecting the obligations of the Spouse Guarantors under this Guarantee, the Company may, without notice to the Spouse Guarantors, extend, modify, or release any indebtedness or obligation of the Developer, or settle, adjust, or compromise any claims against the Developer. The Spouse Guarantors waive notice of amendment of the Agreement and notice of demand for payment by the Developer and agree to be bound by any and all such amendments and changes to the Agreement.

The Spouse Guarantors hereby acknowledge and agree to be individually bound by all of the confidentiality provisions and non-competition covenants contained in Section 8 of the Agreement.

This Guarantee shall terminate upon the termination or expiration of the Agreement or upon the transfer or assignment of the Agreement by the Developer, except that all obligations and liabilities of the Spouse Guarantors that arose from events which occurred on or before the effective date of such termination, expiration, transfer, or assignment of the Agreement shall remain in full force and effect until satisfied or discharged by the Spouse Guarantors, and all covenants which by their terms continue in force after the termination, expiration, transfer, or assignment of the Agreement shall remain in force according to their terms. This Guarantee shall not terminate upon the transfer or assignment of the Agreement or this Guarantee by the Company. Upon the death of an individual Spouse guarantor, the estate of such Spouse guarantor shall be bound by this Guarantee, but only for defaults and obligations hereunder existing at the time of death; and the obligations of the other Spouse guarantors will continue in full force and effect.

Unless specifically stated otherwise, the terms used in this Guarantee shall have the same meaning as in the Agreement and shall be interpreted and construed in accordance with Section 14 of the Agreement. This Guarantee shall be interpreted and construed under the laws of the Commonwealth of Massachusetts. In the event of any conflict of law, the laws of Massachusetts shall prevail, without regard to, and without giving effect to, the application of the Commonwealth of Massachusetts conflict of law rules.

The Spouse Guarantors agree that the dispute resolution and attorney fee provisions in Section 14 of the Agreement are hereby incorporated into this Guarantee by reference, and references to the Developer and the Agreement therein shall be deemed to apply to the Spouse Guarantors and this Guarantee, respectively, herein.

Any and all notices required or permitted under this Guarantee shall be in writing and shall be personally delivered, sent by registered mail, or sent by other means which affords the sender evidence of delivery or rejected delivery (including private delivery, courier service, or facsimile), which shall not include electronic communication, such as e-mail, to the respective parties at the following addresses, unless and until a different address has been designated by written notice to the other party:

Notices to the Company:      School of Rock Franchising, LLC  
1 Wattles Street  
Canton, MA 02021  
Phone: (720) 398-5981  
Attn: Chief Development Officer

Notices to the Spouse Guarantors: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Attn: \_\_\_\_\_  
E-mail: \_\_\_\_\_

Any notice by a means which affords the sender evidence of delivery or rejected delivery shall be deemed to have been given and received at the date and time of receipt or rejected delivery.

**[Signature Page Follows]**

IN WITNESS WHEREOF, each of the Spouse Guarantors has signed this Guarantee as of the date of the Agreement.

**SPOUSE GUARANTORS**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

**EXHIBIT G-1 TO  
FRANCHISE DISCLOSURE DOCUMENT**

**SCHOOL OF ROCK FRANCHISE AGREEMENT**

**(See attached.)**

**SCHOOL OF ROCK**  
**FRANCHISE AGREEMENT**

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EXHIBIT A – APPROVED LOCATION; TERRITORY; OWNERS

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## **SCHOOL OF ROCK FRANCHISE AGREEMENT**

THIS FRANCHISE AGREEMENT (the “**Agreement**”) is made as of the Effective Date between **SCHOOL OF ROCK FRANCHISING, LLC**, a Pennsylvania limited liability company with its principal place of business at 1 Wattles Street, Canton, MA 02021 (“**we**,” “**us**” or “**our**”); and \_\_\_\_\_, a[n] \_\_\_\_\_ with its principal place of business at \_\_\_\_\_ (“**you**” or “**your**”). The “**Effective Date**” is the date we sign this Agreement, as shown beneath our signature on the signature page.

### **RECITALS**

A. We and our affiliates have devoted time, skill, effort, and money to develop, and may continue to develop, a distinctive system (the “**System**”) relating to the establishment, operation and franchising of performance-based music schools (each a “**School of Rock Business**”) that are required to operate pursuant to system standards that we designate from time to time (the “**System Standards**”) and that are identified by certain trade names, service marks, trademarks, trade dress, logos, emblems, and indicia of origin, including the marks “School of Rock,” “School of Rock Music,” “The School of Rock AllStars,” “The Rock School Venue,” “Little Wing,” and the School of Rock logo, as we designate, in writing, from time to time (collectively, the “**Proprietary Marks**”).

B. School of Rock Businesses generally offer a rock music program that provides, among other things, individual music lessons, group rehearsals, performance experience, exclusive, limited access to the school and school equipment during business hours, and branded merchandise. The System includes a method for teaching students through performing in front of a paying audience in a real rock venue, the use of proprietary technology to enhance the teaching of students, an organization of regional groups of elite students known as “The School of Rock AllStars,” and an optional program for providing music instruction to young children under the mark “Little Wing” (“**Little Wing Program**”). Although School of Rock programs are principally designed to be delivered as in-person experiences, you may be required or permitted to conduct individual and group lessons, rehearsals, live performances, and other programs remotely, through approved video conferencing and live streaming solutions. We may change, improve and further develop the System from time to time.

C. You have requested that we grant you the right to establish, own and operate a single School of Rock Business. We are willing to grant you those rights, as described in this Agreement, in reliance on all of the information, representations, warranties and acknowledgements you and your owners (if you are a legal entity) have provided to us in support of your request.

**IN CONSIDERATION** of the covenants herein contained and other valuable consideration, receipt and sufficiency of which are acknowledged, you and we agree as follows:

**1. GRANT**

1.1 **Grant of Franchise**. We grant you the right, and you undertake the obligation, at your expense and on the terms and conditions set forth in this Agreement, to establish and operate one School of Rock Business only at and from the location identified in Exhibit A or as it may later be determined in accordance with Section 5.1 (the “**Approved Location**”). The School of Rock Business you are licensed to operate under this Agreement is referred to as the “**School**” and shall include the Little Wing Program described in Section 1.2 hereof.

1.2 **Little Wing Program**. You may, at your discretion, offer the Little Wing Program in connection with your School of Rock Business at the Approved Location and/or at independent facilities, such as pre-schools, day care centers, children’s camps, and such other locations we reasonably designate from time to time in the Manual (as defined in Section 3.1.4 below) or otherwise in writing (the “**Independent Facilities**”) under the terms and conditions described in this Agreement.

1.3 **Protected Territory**. In Exhibit A, we have identified a territory around your School in which you will have limited protected rights (the “**Territory**”). Provided you are in compliance with your obligations under this Agreement, and except as otherwise provided in this Agreement (including Section 1.4 below), during the Term (as defined in Section 2.1 below) of this Agreement, we will not establish or operate, nor license any party other than you to establish or operate, a School of Rock Business at any location within the Territory.

1.4 **Reservation of Rights**. We grant franchises and the rights to develop and operate School of Rock Businesses only pursuant to the express terms of written agreements and not orally. All rights that are not granted to you in this Agreement are specifically reserved to us and our affiliates, and we and our affiliates will not be restricted in any manner from exercising them nor will we or our affiliates be required to compensate you should we or our affiliates exercise them. This includes the right for we or our affiliates, directly or through others and regardless of either (a) proximity to your School or Territory or (b) any actual or threatened impact on sales of your School, to:

1.4.1 use the Proprietary Marks and System in connection with establishing and operating School of Rock Businesses at any location outside the Territory;

1.4.2 use the Proprietary Marks or other marks in connection with selling or distributing any goods (including branded merchandise) or services anywhere in the world (including within the Territory), whether or not you also offer them, through channels of distribution other than a School of Rock Business (including, for example, other permanent or temporary retail locations, kiosks, catalogs, mail order, or the internet or other electronic means);

1.4.3 acquire, establish or operate, without using the Proprietary Marks, any business of any kind at any location anywhere in the world (including within the Territory);

1.4.4 use the Proprietary Marks in connection with soliciting or directing advertising or promotional materials to customers anywhere in the world (including within the Territory);

1.4.5 use the Proprietary Marks to perform, organize, sponsor, host or support any show, concert, or other live performance anywhere in the world (including within the Territory);

1.4.6 enter into arrangements with international, national, or regional, franchised or non-franchised chains of Independent Facilities or similar parties (together with the Independent Facilities, “**National Accounts**”) to permit them to offer and sell the Little Wing Program, within or outside the Territory, without any compensation to you; provided, however, that if we enter into any agreement with a National Account to provide products or services under the Little Wing Program at one or more Independent Facilities in your Territory, and you have chosen to offer the Little Wing Program in your Territory, then we reserve the right to require you to offer, and you agree to offer, the Little Wing Program at such facilities on the same terms and conditions (including price terms) as we require, based on our agreement with such National Account; and

1.4.7 offer, or allow others to offer, the Little Wing Program in your Territory if you, for any reason, are not then-currently doing so.

1.5 **Live Performances**. Any live performance that is performed, organized, sponsored, hosted or supported by you or your owners or employees under the System or Proprietary Marks (“**Live Performance**”) shall take place within the Territory, unless we approve otherwise in writing in advance, in which case you will comply strictly with any conditions we impose, including your sharing revenue (as provided in the Manual) with other franchisees whose School of Rock Business is located near the Live Performance.

1.6 **Alternate Channels of Distribution**. You may offer and sell approved products and services only from the School, except for approved Live Performances and, except as we otherwise approve in advance, and in such event only in accordance with the requirements of this Agreement and the procedures set forth in the Manual. You may not offer or sell products through any other means or locations, including via the Internet. You shall only offer or sell products and services to retail customers for their use and consumption and not for resale.

1.7 **Supplementing the System**. You acknowledge that we may, from time to time, supplement, improve, and otherwise modify the System and System Standards, and you agree to comply with all of our requirements in that regard, including offering and selling new or different products or services as we may specify.

## **2. TERM AND RENEWAL**

2.1 **Term**. This Agreement shall begin on the Effective Date and, except as otherwise provided herein, shall continue until the 10<sup>th</sup> anniversary of the Effective Date (the “**Term**”).

2.2 **Successor Franchise.** Subject to the conditions set forth in this Section 2.2, on expiration of this Agreement, you will be entitled to acquire a total of three (3) successor franchises for consecutive terms of five (5) years each. To acquire a successor franchise, you must:

2.2.1 give us written notice of your election to acquire a successor franchise no fewer than three (3) months nor more than six (6) months prior to the end of the then-current term;

2.2.2 renovate and modernize the School and premises from which the School operates (the “**Premises**”) as we may reasonably require, including installing new equipment and renovating signs, furnishings, fixtures, and décor to reflect the then-current System Standards and image of the System;

2.2.3 not be in default of any provision of this Agreement or any other agreement between you and us or our affiliates; and you must have substantially complied with all the terms and conditions of such agreements during their respective terms (including timely payment of all monies owed under such agreements);

2.2.4 establish to our satisfaction that you have the right to remain in possession of the Premises for the duration of the term of the successor franchise or obtain our approval of a new location for the School for the duration of the term of the successor franchise;

2.2.5 at our option, execute our then-current form of franchise agreement and all related agreements, which shall supersede this Agreement in all respects, and the terms of which may differ materially from the terms of this Agreement, including a higher Royalty (as defined in Section 4.2) and advertising contribution and a smaller or modified Territory, except that you will not be required to pay an initial franchise fee;

2.2.6 execute, along with your owners, a general release, in a form we prescribe, of any and all claims, known or unknown, that you and your owners might have against us or our affiliates, and our or their respective officers, directors, agents, and employees;

2.2.7 comply with our then-current training requirements;

2.2.8 pay us a successor franchise fee in an amount equal to one-third (1/3) of our then-current initial franchise fee; and

2.2.9 be current with respect to your obligations to your lessor, suppliers, and any others with whom you do business.

### **3. OUR DUTIES**

3.1 **Our Services to You.** In addition to our other obligations described throughout this Agreement, we will do the following:

3.1.1 Specifications. We will make available to you solely for use under this Agreement, our specifications for a prototypical School of Rock Business, including exterior and interior design and layout, fixtures, furnishings and signs. These specifications will not contain the requirements of any Applicable Laws (as defined in Section 7.19), including those concerning the ADA (as defined in Section 7.19) or other rules governing public accommodations or commercial facilities for persons with disabilities.

3.1.2 Training. We will provide training as set forth in Section 6 below.

3.1.3 Advertising and Promotional Materials. We will make available to you advertising and promotional materials in accordance with Section 12.

3.1.4 Manual. We will make available to you through a password-protected website one copy of our confidential operating manual (the “**Manual**”) in accordance with Section 9.

3.1.5 Ongoing Advice. After your School opens, we will provide, at times and in the manner we determine, advice, assistance, and written materials about operations, services, teaching methods, show selection, music development methods, music venue selections, music venue business issues, class scheduling methods, sales methods, products, and marketing techniques. Any such advice will relate to the operation of the System. We will not provide advice on essential terms of employment for your employees.

3.1.6 Equipment List. We will provide you with a list of equipment needed to open the School and information regarding any discount packages that we may negotiate from time to time with suppliers from which you may purchase such equipment.

3.1.7 The School of Rock AllStars. We may organize, manage, promote (including using the Brand Fund (as defined in Section 12.3)) and arrange for concerts to be performed by national and regional groups of student musicians called “The School of Rock AllStars.” The composition of the School of Rock AllStars groups and how they operate are set forth in the Manual and may be changed by us from time to time. We have the right to all revenue generated from the activities of the School of Rock AllStars.

3.1.8 Site Selection. In connection with your selection of an Approved Location (if one has not been approved prior to your execution of this Agreement), we will provide the site selection services described in Section 5.1.

3.2 Performance by Designee. Any duty or obligation imposed on us by this Agreement may be performed by any designee, employee, or agent as we may direct.

3.3 Fulfilling Our Obligations. In fulfilling our obligations under this Agreement, and in conducting any activities or exercising any rights pursuant to this Agreement, we shall have the right, as we see fit: (a) to take into account the effect on, and the interests of, other franchised businesses and systems and in which we have an interest and on our own activities; (b) to share market and product research, and other proprietary and non-proprietary business information, with other franchised businesses and systems in which we have an interest, or with our subsidiaries or

affiliates; (c) to introduce proprietary and non-proprietary items or operational equipment used by the System into other franchised systems in which we have an interest; and/or (d) to allocate resources and new developments between and among systems, and/or our subsidiaries or affiliates.

#### **4. FEES**

4.1 Initial Franchise Fee. On execution of this Agreement, you shall pay us a non-refundable initial franchise fee of Forty-Nine Thousand Nine Hundred Dollars (\$49,900) (the “**Initial Franchise Fee**”). The entire Initial Franchise Fee is fully earned and non-refundable in consideration of administrative and other expenses we incur in entering into this Agreement and for our lost or deferred opportunity to enter into this Agreement with others.

4.2 Royalty Fee. You shall pay us, in the manner described in Section 4.5, a continuing royalty fee (“**Royalty**”) in an amount equal to eight percent (8%) of Gross Sales. “**Gross Sales**” means all revenue generated at, from or in connection with the operation of your School, including from sales of all products and services conducted at, from or with respect to the School, Live Performances, Professional Performances (as defined in Section 7.5), the Little Wing Program (if you offer it), and any Independent Facilities, whether or not in compliance with this Agreement and whether such sales are evidenced by cash, check, credit, charge, account, barter or exchange. Gross Sales do not include the sale of products or services for which refunds have been made in good faith to customers, the sale of equipment or furnishings used in the operation of the School, or any sales taxes or other taxes you collect from customers and pay directly to the appropriate taxing authority. Gross Sales also include any insurance proceeds you receive for loss of business due to a casualty to or similar event at the School.

4.3 Brand Promotion Expenditures and Contributions. You shall make monthly expenditures and contributions for advertising and brand promotion as specified in Section 12.

4.4 Licensing Fees. You shall pay us our then-current music licensing fees for certain rights we negotiate from time to time, which may include the right to perform, use, and/or distribute, copyrighted music owned by third parties and licensed to us for your use and the use of your students in the operations of your School (collectively, the “**Licensed Materials**”), as further described in Section 7.7 below. We reserve the right to increase the music licensing fees from time to time upon one (1) month written notice to you.

4.5 Payments. All payments required by Sections 4.2, 4.4, 7.21, 8.10, and 12 shall be paid by the 10<sup>th</sup> day of each month. All payments required by Sections 4.2 and 12 shall be based on the Gross Sales from the preceding month. All such payments shall be made by direct deposit. Any payment not actually received by us on or before the date due shall be deemed overdue. If any payment is overdue, you shall pay us, in addition to the overdue amount, interest on such amount from the date it was due until received by us, at the rate of eighteen percent (18%) per annum, or the maximum rate permitted by applicable law, whichever is less. Entitlement to such interest shall be in addition to any other remedies we may have. You shall not be entitled to set off any payments required to be made under this Section 4 against any monetary claim you may have against us or our affiliates.

4.6 Bank Account. You shall deposit all Gross Sales into one bank account within two (2) days of receipt. You shall furnish to us, upon our request, the bank and account number, a voided check from the bank account, and written authorization for us to withdraw funds from the bank account via electronic funds transfer, without further consent or authorization, for all Royalty, Brand Fund contributions and other amounts due under this Agreement. You shall execute all documents as may be necessary to effectuate and maintain the electronic funds transfer arrangement, as we require. You agree to pay all costs associated with any such transfer. In the event you change banks or accounts for the bank account required by this Section 4.6, you shall, prior to such change, provide us such information concerning the new account and an authorization to make withdrawals therefrom.

## 5. DEVELOPMENT AND OPENING OF YOUR SCHOOL

5.1 Approved Location. If, as of the Effective Date, you have not located and we have not approved the location for your School, you must promptly secure the assistance of our designated real estate broker to locate a proposed site and, within 90 days from the Effective Date, obtain our approval of a proposed site, after which you and we will execute a revised Exhibit A to reflect the Approved Location. We will provide such site selection guidelines and consultation as we deem advisable in our discretion and provide such assistance for lease negotiation as we deem advisable in our discretion. Before you acquire by lease or purchase of a site for the School, you must submit to us such information or materials as we may reasonably require for our review of the site. No proposed site shall be deemed approved unless it has been expressly approved in writing by us. In addition to reviewing the information provided by you, we will have the right to conduct such on-site evaluations as we deem necessary in our discretion. You will be responsible for all of our reasonable out-of-pocket costs and expenses for such on-site evaluations. You acknowledge and agree that, if we recommend or give you information regarding a site for the School, it is not a representation or warranty of any kind, express or implied, of the site's suitability for a School of Rock Business or any other purpose. Our recommendation indicates only that we believe that the site meets our then-acceptable criteria which have been established for our own purposes and are not intended to be relied on by you as an indicator of likely success. Applying criteria that have appeared effective with other sites and premises might not accurately reflect the potential for all sites and premises, and demographic and other factors included in or excluded from our criteria could change, even after our approval of the site or your development of the School, altering the potential of a site and premises. The uncertainty and instability of these criteria are beyond our control, and we are not responsible if a site and premises we recommend or approve fail to meet your expectations. You acknowledge and agree that your acceptance of the franchise and selection of the Approved Location are based on your own independent investigation of the site's suitability for the School.

5.2 Lease of Approved Location. You must sign a lease or otherwise acquire a site for the Approved Location within 120 days from the Effective Date. We have the right to approve the terms of any lease or sublease for the Approved Location (the “**Lease**”) before you sign it. Our approval of any Lease will be subject to your compliance with the terms and conditions of this Section 5.2.

5.2.1 The Lease must contain certain provisions we require for our own purposes, including the following: (a) that the initial term of the lease, or the initial term together with renewal terms, shall be for not less than ten (10) years; (b) that the lessor consents to your use of such Proprietary Marks and initial signage as we may require for the School; (c) that the lessor and you agree to include in the lease our standard Lease Rider, which is attached as Exhibit B; (d) that the use of the Premises be restricted solely to the operation of the School; (e) that you be prohibited from subleasing or assigning all or any part of your occupancy rights or extending the term of or renewing the lease without our prior written consent; (f) that the lessor provide to us copies of any and all notices of default given to you under the lease; (g) that we have the right to enter the Premises to make modifications necessary to protect the Proprietary Marks or the System or to cure any default under this Agreement or under the lease; and (h) that we have the option, upon default, expiration or termination of this Agreement, and upon notice to the lessor, to assume all of your rights under the lease terms, including the right to assign or sublease.

5.2.2 You acknowledge and agree that any of our involvement in lease negotiations and our review and approval of the Lease are for our sole benefit and the benefit of the System. You agree that you are not relying on our lease negotiations, lease review or approval, or site approval for your benefit. You further acknowledge that you have been advised to obtain the advice of your own professional advisors before you sign a lease. You must not enter into a Lease or any other contract for the premises of your School without our prior written consent.

5.2.3 You shall furnish us with a copy of any executed lease and any amendment thereto within 30 days after execution thereof; thereafter you shall also furnish us with a copy of your then-current lease within 14 days of our request.

5.3 Construction. You shall construct and equip the School at your own expense, as necessary to satisfy the System Standards and comply with Applicable Laws. Before commencing any construction, you must, at your expense, employ our approved architectural firm to prepare preliminary and final architectural drawings and specifications of the Premises in accordance with our standard specifications for a School of Rock Business. Such preliminary and final drawings and specifications shall be submitted to us for our prior approval, which will not be unreasonably withheld. Our approval of architectural plans and specifications you submit to us for review will be limited to their conformance with our specifications and will not relate to your obligations with respect to any Applicable Laws regarding the construction, design and operation of the School, including the ADA, all of which will be your sole responsibility. The drawings and specifications shall not thereafter be changed or modified without our prior written approval. You or your contractor, at your or your contractor's expense, shall obtain such insurance, as described in Section 13.1, prior to beginning construction. We have the right to oversee any construction and to visit the site at any time to ensure compliance with our specifications. We also have the right to require you to submit periodic progress reports in such form and at such times as we determine.

5.4 Permits and Licenses. You will be responsible for obtaining all zoning classifications, business permits and licenses, certifications, and clearances required for the lawful construction and operation of the School, including, without limitation, any copyright licenses related to the music used in the operation of the School. Before you open the School, and after

any major renovation, you must sign and deliver to us an ADA Certification in the form attached to this Agreement as Exhibit C to certify that the School complies with the ADA.

5.5 Opening Deadline. If you have an Approved Location as of the Effective Date, you must complete all actions necessary to open the School and be prepared to commence operation of the School not later than 150 days after the Effective Date. If you do not have an Approved Location as of the Effective Date, you must complete all actions necessary to open the School and be prepared to commence operation of the School not later than 270 days after the Effective Date. The parties agree that time is of the essence in the opening of the School and that your failure to open the School within the time periods described in this Section 5.5 shall be a material default under this Agreement and will entitle us to terminate this Agreement pursuant to Section 15 hereof.

5.6 Opening Approval. You must provide us with written notice of your desire to open the School at least 30 days prior to your desired opening date. We reserve the right to inspect the School prior to its opening to determine whether your staff has been adequately trained and whether the School conforms to our standards and specifications and is ready for opening. Unless we waive the foregoing requirement, you may not open the School without our prior written approval and the on-site presence of our representative(s). We will endeavor not to unreasonably delay the opening of the School. In the event there is a change in the opening date, not caused by us, we have the right to require you to reimburse us for the greater of (a) our actual out-of-pocket costs and expenses incurred due to such delay, including travel costs and expenses for our representative(s), or (b) Three Hundred Dollars (\$300) for each additional day that our representative(s) is in your area beyond the scheduled visit as a result of delay in opening the School.

## 6. TRAINING

6.1 Initial Training Program. Prior to opening your School, you (or, if you are a legal entity, one or more of your owners) and certain of your designated managers shall attend and complete, to our satisfaction, our program of initial training related to the use of the System, as described in the Manual (the “**Initial Training Program**”). For example, we have the right to require that, before your School opens, your designated full-time manager of operations (“**General Manager**”) and/or your director of music (“**Music Director**”) (or an appropriate manager you designate) attend and complete those components of the Initial Training Program relevant to their respective roles at your School, as we determine in our sole discretion. To ensure the protection of our Confidential Information (as defined below), you must notify us in advance of all individuals that will be participating in any part of the Initial Training Program and ensure that each such individual has completed a background check (as required by Section 7.15 of this Agreement) and executed a confidentiality agreement (as required by Section 10.3 of this Agreement) in advance of their participation. The Initial Training Program shall take place at such times and places as we designate and will be provided virtually (via the Internet or by teleconference) or through a combination of virtual and in-person training, as we determine in our sole discretion.

6.2 Subsequent Managers. Any persons you subsequently employ in the position of General Manager or Music Director must, as we may require in our sole discretion, attend and complete, to our satisfaction, our Initial Training Program, within three (3) months of their date of hire.

6.3 Additional Programs. You (or your owner(s)), your General Manager, your Music Director, and other appropriate personnel, may also attend such additional courses, seminars, and other training programs as we may specify from time to time and for which we may charge a reasonable fee.

6.4 Training Fees and Expenses. For the Initial Training Program, we will provide instructors and training materials at no charge for your attendance (or, if you are a legal entity, for the attendance of up to three of your owners). For the attendance of your General Manager and your Music Director (or an appropriate manager you designate) at the Initial Training Program, we reserve the right to charge a reasonable fee. You shall be responsible for any and all other expenses incurred by you, your owners (if you are a legal entity), and your employees in connection with attending all training programs described in this Section 6, including the costs of transportation, lodging, meals, and wages.

6.5 Employee Training. It shall be solely your responsibility to ensure that you train your new employees and current employees to perform their duties in a proper manner at the School, provided, however, that at your request and at your sole expense, we may provide initial and additional training, as prescribed by us in the Manual or otherwise in writing from time to time, to any of your employees who have not attended the Initial Training Program as described in this Section 6, but who will be providing direct, on-premises supervision of the School, as described in Section 7.15. In the event that we provide training to your employees upon your request, you hereby release, indemnify and hold harmless us and our affiliates, agents, and employees from all claims, causes of action, expenses, costs, debts, fees, liabilities and damages of every kind arising out of or related to the training and/or additional training of your employees as set forth herein.

## 7. OPERATION OF THE SCHOOL

7.1 Operating Standards. You understand and acknowledge that every detail of the System and the School is important to you, to us and to other School of Rock Businesses in order to develop and maintain high operating standards, to increase the demand for the products and services sold by all School of Rock Businesses, to protect and enhance our reputation and goodwill, to promote and protect the value of the Proprietary Marks, and other reasons.

7.2 School Operations. You shall use the Premises solely for the operation of the School; shall keep the School open and in normal operation for such minimum hours and days as we may specify in the Manual or otherwise direct from time to time, which shall be at least five (5) days per week (but we do not review or codetermine the schedules of your employees); shall refrain from using or permitting the use of the Premises for any other purpose or activity at any time without first obtaining our consent; and shall operate the School in strict conformity with such methods, standards, and specifications as we may from time to time prescribe. You shall refrain from deviating from such standards, specifications, and procedures without our prior consent.

7.3 Adherence to Standards and Specifications. To ensure that the highest degree of quality and service is maintained, you shall operate the School in strict conformity with such methods, standards, and specifications as we may from time to time prescribe. You agree to:

7.3.1 adhere to our curriculum as we prescribe from time to time;

7.3.2 designate at least one (1) of your managers as Music Director, who shall, as we may require, attend and complete, to our satisfaction, those components of the Initial Training Program relevant to the role of Music Director, as we determine in our sole discretion;

7.3.3 maintain in sufficient supply as we may prescribe from time to time and use, at all times, only such products, materials, supplies, fixtures, furnishings, equipment, signs and services acquired from suppliers we designate or approve from time to time and that conform to our standards and specifications;

7.3.4 sell or offer for sale only such products, merchandise, and services as we have expressly approved for sale; sell or offer for sale all types of products, merchandise, and services we specify from time to time; refrain from any deviation from our standards and specifications without our prior written consent; and discontinue selling and offering for sale any products, merchandise, or services which we disapprove at any time;

7.3.5 sell all products and merchandise at retail, not at wholesale or for re-sale, and refrain from selling any products, merchandise, or services at any location other than the Approved Location, except for locations we approve for Live Performances or except as we otherwise approve;

7.3.6 operate the School in compliance with the System Standards as we may revise them from time to time;

7.3.7 refrain from selling, offering to sell, or permitting any other party to sell or offer to sell alcoholic beverages on the Premises;

7.3.8 refrain from offering, selling, or advertising any products, merchandise, or services on the Internet without our prior approval; and

7.3.9 concentrate your marketing efforts within your Territory and not direct any marketing efforts toward the territory of another School of Rock franchisee.

7.4 Live Performances. You shall organize, manage, and promote at least three (3) Live Performances each calendar year. All Live Performances shall be on a date and at a time and location we approve and shall be organized and conducted in accordance with our standards and specifications as set forth in the Manual or otherwise in writing. We may require you to live stream and make a video recording of each of your Live Performances and you shall provide us with a copy of such video recording upon our request. We reserve the right to require you to obtain our approval of the dates, times and locations for each such Live Performance. We will own all copyrights in and to the video recordings. You will be responsible for obtaining all necessary

permits and licenses required for Live Performances and for complying with all Applicable Laws related to zoning and related matters. You will provide proof of your compliance with these requirements on our request.

7.5 **The Rock School Venue.** You will have the right, but not the obligation, to establish a performance venue on the Premises of the School (the “**Rock School Venue**”) for the purpose of hosting student rehearsals, Live Performances, and professional, non-student performances by known or established rock music bands (“**Professional Performances**”). The Rock School Venue shall be constructed and equipped in accordance with our standards and specifications as set forth in the Manual or otherwise in writing. Your use of the Rock School Venue for Live Performances must be approved by us in accordance with Section 7.4. The name of all proposed Professional Performances must be submitted to us in writing at least 30 days prior to the proposed date of the Professional Performance. We reserve the right to reject any proposed Professional Performance. You will be responsible for all costs of all Professional Performances, including appearance fees. All revenue generated from Professional Performances (including ticket sales) are part of the School’s Gross Sales for purposes of calculating Royalty fees and Brand Fund contributions.

7.6 **Little Wing Program.** If you choose to offer the Little Wing Program, you agree:

7.6.1 to offer the Little Wing Program only at your School of Rock Business, Independent Facilities located in your Territory, and at such facilities as we specify from time to time, and to offer the Little Wing Program at Independent Facilities located outside your Territory only with our prior written approval as to each facility. You acknowledge and agree that we reserve the right, from time to time, during the Term, to disapprove, in our discretion, your offering the Little Wing Program at any Independent Facility within or outside your Territory;

7.6.2 to provide music instruction to pre-school children at the School of Rock Business and/or at Independent Facilities under the Little Wing Program as we require in the Manual or otherwise in writing from time-to-time; and

7.6.3 if you use a teacher’s kit or approved student kit to teach Little Wing Program classes, you must procure them according to our standards and specifications and from any approved supplier(s) we designate from time to time in the Manual or otherwise in writing.

7.7 **Use of Copyrighted Materials.** You shall be responsible for operating your School and requiring your students to play, perform, or otherwise use any copyrighted music owned by third parties (“**Copyrighted Materials**”) in full accordance with the copyrights for such materials and in full compliance with Applicable Laws. At our option, we may negotiate license agreements covering certain uses of Licensed Materials and, in such cases, shall require you to pay a music licensing fee to us or a third party to cover the cost of the licenses, as described in Section 4.4 above. You acknowledge and agree that the licenses we negotiate will not cover all possible uses of the Licensed Materials. You are responsible for operating your School within the terms of any license agreements we negotiate and in full compliance with all applicable copyright laws. We will communicate to you in the Manual or otherwise in writing from time to time any copyright licensing arrangements we have made for Copyrighted Materials.

7.8 Fixtures, Furnishings, and Equipment. You shall purchase and install all fixtures, furnishings, supplies, equipment, décor, and signs as we may reasonably direct from time to time; and shall refrain from installing or permitting to be installed on or about the Premises, without our prior consent, any fixtures, furnishings, equipment, décor, signs or other items not previously approved as meeting our standards and specifications.

7.9 Sources of Products and Services. All products and services offered or sold at or through the School, and other products, materials, supplies, paper goods, fixtures, furnishings and equipment used in the operation of the School, shall meet our then-current standards and specifications, as established from time to time. You shall purchase all such products and services for which we have established standards or specifications solely from suppliers that we approve or designate (which may be us and our affiliates). If we designate a specific supplier for specified products or equipment, you must use that supplier for the specified product or equipment. If we have not designated a specific supplier for certain products or equipment, and you desire to purchase products or equipment from a party other than an approved supplier, you shall submit to us a written request to approve the proposed supplier, together with such evidence of conformity with our specifications as we may reasonably require. We will attempt, within 30 days after our receipt of your request and completion of such evaluation and testing we deem appropriate, to notify you of our approval or disapproval of the proposed supplier. You may not sell or offer for sale any products of the proposed supplier until you have received our approval. We may from time to time revoke our approval of particular products, services or suppliers when we determine, in our discretion, that such products, services or suppliers no longer meet our standards. Upon receipt of written notice of such revocation, you shall cease to sell any disapproved products and cease to purchase from any disapproved supplier. You agree that you will use products and services purchased from approved suppliers solely for the purpose of operating the School and not for any other purpose, including resale.

7.10 Inventory. At the time the School opens, you shall stock all products and supplies we prescribe. Thereafter, you shall stock and maintain all types of approved products in quantities sufficient to meet reasonably anticipated customer demand.

7.11 Inspections. You will permit us and our agents to enter upon the Premises at any time during normal business hours, with or without notice, for the purpose of conducting inspections. You will cooperate with our representatives in such inspections by rendering such assistance as they may reasonably request, and, upon notice from us or our agents, and without limiting our other rights under this Agreement, shall take such steps as may be necessary to correct immediately any deficiencies detected during any such inspection. Should you, for any reason, fail to correct such deficiencies within a reasonable time as we determine, we will have the right, but not the obligation, to correct any deficiencies which may be susceptible to correction by us and to charge you a reasonable fee for our time and expenses in so acting, payable to us upon demand. The foregoing shall be in addition to such other remedies we may have.

7.12 Advertising and Promotional Materials. You shall ensure that all graphics, signs, advertising, and promotional materials, decorations and other items we specify bear the Proprietary Marks in the form, color, location, and manner we prescribe.

7.13 Maintenance of Premises. You shall maintain the School and Premises (including the adjacent public areas) in a clean, orderly condition and in excellent repair and make such additions, alterations, repairs and replacements to the School and Premises (but no others without our prior consent) as may be required for that purpose, including such periodic repainting or replacement of obsolete signs, furnishings, equipment, and décor as we may reasonably direct.

7.14 Refurbishment. At our request, but no more than once every three (3) years, unless sooner required by your lease, you shall refurbish the School and Premises to conform to the building design, trade dress, color schemes and presentation of the Proprietary Marks in a manner consistent with the then-current image for new School of Rock Businesses. Such refurbishment may include structural changes, installation of new equipment, remodeling, redecoration and modifications to existing improvements.

7.15 On-Premises Supervision. The School shall at all times be under the direct, on-premises supervision of an individual who has satisfactorily completed the Initial Training Program as required by Section 6. You shall maintain a trained staff, including a Music Director (or an appropriate manager you designate) who has satisfactorily completed the Initial Training Program. You shall take such steps as are necessary to ensure that your employees preserve good customer relations; render competent, prompt, courteous and knowledgeable service; and meet such minimum standards, including standards for personal attire, as we may establish from time to time in the Manual. You shall conduct a reasonable background check of all employees prior to hiring, and at reasonable intervals thereafter. You and your employees shall handle all customer complaints, refunds, returns and other adjustments in a manner that will not detract from the Proprietary Marks, the System or us. You shall take such steps as are necessary to ensure that your employees do not violate our policies relating to the use of Networking Media Sites (as defined in Section 8.10 below), including prohibiting employees from posting any information relating to us, the System, the Proprietary Marks, or the School on any Networking Media Site that is inconsistent with such policies. You shall not, however, prohibit or restrict any social media communications or activity by your employees which prohibition or restriction violates your employees' right to engage in protected concerted activity under the National Labor Relations Act. These basic expectations do not mean that we will advise you on, review, determine, codetermine, or have any involvement with your employees' essential terms and conditions of employment. Our System Standards do not include any mandatory requirements on your employee's wages, working conditions, hours, staffing levels, shift timing, scheduling, or other terms of employment. You have the sole authority to address wages, benefits, hours of work and scheduling, hiring, discharge, discipline, workplace health and safety, supervision, assignment, and work rules and directions that govern the manner of your employees' work performance for your employees.

7.16 Compliance with School of Rock's Codes of Conduct. You acknowledge and agree that your School will be providing music instruction principally to school-age children, and it is essential to your School, the System, the Proprietary Marks, and the goodwill associated therewith, that you, your owners, employees, instructors and any other personnel (collectively, "**School Personnel**") engage only in proper and legal conduct with all students and with one another and fully comply with School of Rock's various policies and procedures relating to appropriate conduct, including, without limitation, its code of conduct; non-fraternization, drug, alcohol, and

tobacco policy; child abuse or neglect policy; discrimination and harassment policy; social media policy; and use of communication, computer systems and company equipment policy. Improper conduct may include, without limitation, any communications or conduct related to sexual activity or drugs or alcohol. If you become aware of any such improper conduct or communications occurring at the School, by and among any students and/or School Personnel, or involving such individuals (whether on or off the Premises), you must immediately notify us in accordance with our then-current policies and procedures and as further described in the Manual.

7.17 Changes to the System. You shall not implement any change, amendment, or improvement to the System without our prior consent. You shall notify us in writing of any change, amendment, or improvement in the System that you propose to make and shall provide us such information as we request regarding the proposed change, amendment, or improvement. You acknowledge and agree that we shall have the right to incorporate the proposed change, amendment, or improvement into the System and shall thereupon obtain all right, title and interest therein without compensation to you.

7.18 Compliance With Lease. You shall comply with all the terms of your lease or sublease and all other agreements affecting the operation of the School; shall undertake best efforts to maintain a good and positive working relationship with your landlord and/or lessor; and shall refrain from any activity which may jeopardize your right to remain in possession of, or to renew the lease or sublease for, the Premises. You shall furnish to us within two (2) business days after receipt thereof, a copy of any violation or citation which indicates your violation of any lease or sublease for, the Premises.

7.19 Compliance with Laws and Good Business Practices.

7.19.1 Compliance with Applicable Laws. You must operate the School in compliance with all applicable federal, state, and local laws, rules, regulations, and ordinances (“**Applicable Laws**”). It is your sole and absolute obligation to research all Applicable Laws governing the operation of your School and to ensure that such operation does not violate any Applicable Laws. For example, there are various federal and state laws that could affect your business and that you must comply with such as (a) the Americans with Disabilities Act (the “**ADA**”); (b) the Controlling the Assault of Non-Solicited Pornography and Marketing Act of 2003 (the “**CAN-SPAM Act**”); (c) the Telephone Consumer Protection Act (the “**TCPA**”); (d) the Telemarketing Sales Rule (the “**TSR**”); (e) the Fair and Accurate Credit Transactions Act (“**FACTA**”); (f) other federal and state anti-solicitation laws regulating marketing phone calls; and (g) federal and state laws that regulate data security and privacy (including but not limited to the use, storage, transmission, and disposal of data regardless of media type). You should investigate these laws to understand your potential legal obligations. You shall furnish to us within two (2) business days after receipt thereof, a copy of any violation or citation which indicates your violation of any Applicable Laws related to the development or operation of the School.

7.19.2 Compliance with Good Business Practices. You must in all dealings with your customers, prospective customers, suppliers, us, our affiliates, and the public adhere to the highest standards of honesty, integrity, fair dealing and ethical conduct. You agree to refrain

from any business or advertising practice which might injure our business or the goodwill associated with the Proprietary Marks, the System, or other School of Rock Businesses.

7.20 Pricing and Coupon Sales. Unless prohibited by Applicable Laws, we shall have the right to set maximum and minimum prices for the products and services you offer and sell. You shall strictly adhere to the prices we establish. We retain the right to modify the prices from time-to-time in our reasonable discretion. You must comply with all of our policies regarding advertising and promotion, including the use and acceptance of coupons.

7.21 Mobile Applications. We reserve the right to develop or use (or engage third parties to develop), and require you to use, one or more mobile applications (a “**Mobile App**”) in connection with your operation of the School. The term “Mobile App” shall include any application for use on smart phones, tablets, other mobile devices, computers and/or other electronic devices. If we require you to use a Mobile App, then you shall comply with our requirements (as set forth in the Manual or otherwise in writing) for connecting to, and utilizing, such technology in connection with your operation of the School, including without limitation the following:

7.21.1 Our affiliate, School of Rock, LLC, has developed a proprietary Mobile App called the “School of Rock Method App” (“**Method App**”) that you must use to aid in the delivery and execution of our curriculum. The Method App contains a library of copyrighted music notation accessible to curriculum-eligible students and your School’s staff. You must pay School of Rock, LLC a monthly Method App fee for every curriculum-eligible student in your School (payable as described in Section 4.5 above) for the students’ use of the Method App. The Method App fee is Five Dollars and Forty Cents (\$5.40) for every curriculum-eligible student as of the Effective Date and is subject to increase from time-to-time.

7.21.2 In addition to the Method App, we reserve the right to develop or use (or to engage third parties to develop), and require you to use, a Mobile App or other technology solutions to facilitate electronic payments, loyalty or rewards programs, online class scheduling, virtual music sessions, video conferencing, or any similar or related application for use in connection with the System. We reserve the right to require you pay us, or a third-party, a reasonable periodic or one-time fee for use or development of any such Mobile App, and you may be required to purchase additional hardware to ensure the full functionality of the technology that we develop.

## **8. PROPRIETARY MARKS, TECHNOLOGY, AND COPYRIGHTED MATERIAL**

8.1 Use of Proprietary Marks. You may use the Proprietary Marks only for the operation and promotion of the School in accordance with this Agreement. Your limited license extends only to use of the Proprietary Marks in accordance with (i) all applicable standards, operating procedures, policies and guidelines that we prescribe—and from time to time amend—during the duration of this Agreement, including, without limitation, those set forth in the most current edition of the Manual and other publications, if any, dedicated to proper use of the Proprietary Marks; and (ii) all Applicable Laws pertaining to advertising and marketing, including, without limitation, federal and state laws pertaining to telemarketing (including the TCPA), false

advertising, unfair competition, and unfair practices. You agree that you will use only the Proprietary Marks we designate and will use them only in the manner we authorize and permit from time to time. Unless we otherwise authorize or require, in writing, you shall operate and advertise the School only under the name "School of Rock" and shall use all Proprietary Marks without prefix or suffix. You shall not use the Proprietary Marks as part of your corporate or other legal name or in any manner to incur any obligation or indebtedness on our behalf. You shall identify yourself as the owner of the School in the manner we require, including on invoices, order forms, receipts, business stationery, and contracts with all third parties or entities, as well as the display of such notices in such content and form and at such conspicuous locations as we may designate. Any unauthorized use of the Proprietary Marks shall constitute an infringement of our and our affiliates' rights and will entitle us and our affiliates to exercise all of our and their rights under this Agreement, under applicable law or in equity. You shall not attempt to register or otherwise obtain any interest in any Internet domain name or URL containing any of the Proprietary Marks or any other word, name, symbol, or device which is likely to cause confusion with any of the Proprietary Marks.

**8.2 Protection of Proprietary Marks.** You shall execute any documents we deem necessary to obtain protection for the Proprietary Marks or to maintain their continued validity and enforceability. You shall promptly notify us of any suspected unauthorized use of the Proprietary Marks, any challenge to the validity of the Proprietary Marks, or any challenge to our or our affiliate's ownership of, our right to use and to license others to use, or your right to use, the Proprietary Marks. You acknowledge that we or our affiliates have the sole right to direct and control any administrative proceeding or litigation involving the Proprietary Marks, including any settlement thereof. We and our affiliates have the right, but not the obligation, to take action against uses by others that may constitute infringement of the Proprietary Marks. We will defend you against any third-party claim, suit, or demand arising out of your authorized use of the Proprietary Marks. If we determine that you have used the Proprietary Marks in accordance with this Agreement, the cost of such defense, including the cost of any judgment or settlement, shall be borne by us. If we determine that you have not used the Proprietary Marks in accordance with this Agreement, the cost of such defense, including the cost of any judgment or settlement, shall be borne by you. In the event of any litigation relating to your use of the Proprietary Marks, you shall execute any and all documents and do such acts as we determined to be necessary to carry out such defense or prosecution, including becoming a nominal party to any legal action. Except to the extent that such litigation is the result of your use of the Proprietary Marks in a manner inconsistent with the terms of this Agreement, we agree to reimburse you for your out-of-pocket costs in doing such acts.

**8.3 Ownership of Proprietary Marks.** You understand and acknowledge that we or our affiliate is the owner of all right, title, and interest in and to the Proprietary Marks and the goodwill associated with and symbolized by them, and we have the right to use, and license others to use, the Proprietary Marks. You further agree that the Proprietary Marks are valid and serve to identify the System and those who are authorized to operate under the System. During the Term and after its expiration or termination, you shall not directly or indirectly contest the validity of our or our affiliate's ownership of, or our right to use and to license others to use, the Proprietary Marks. Your use of the Proprietary Marks does not give you any ownership or other interest in or to the Proprietary Marks except the right to use them in accordance with this Agreement. All goodwill

arising from your use of the Proprietary Marks shall inure solely and exclusively to our and our affiliate's benefit, and upon expiration or termination of this Agreement, no monetary amount shall be attributable to you for any goodwill associated with your use of the System or the Proprietary Marks.

8.4 Non-Exclusivity. Except as specified in Section 1.3 hereof, the license of the Proprietary Marks granted hereunder to you is non-exclusive, and we thus have and retain the rights, among others: (a) to use the Proprietary Marks itself in connection with selling products and services; (b) to grant other licenses for the Proprietary Marks; (c) to develop and establish other systems using the Proprietary Marks, similar proprietary marks, or any other proprietary marks; and (d) to grant licenses thereto without providing any rights therein to you.

8.5 Discontinuance of Proprietary Marks. We reserve the right, in our discretion, to modify, add to, or discontinue use of the Proprietary Marks, or to substitute different proprietary marks, for use in identifying the System and School of Rock Businesses. You must promptly comply with such changes, revisions and/or substitutions at your sole cost and expense. In that event, we will provide to you, at no cost, templates for new stationery and advertising materials. Your use of any such modified or substituted proprietary marks shall be governed by the terms of this Agreement to the same extent as the Proprietary Marks.

#### 8.6 Computer System and Required Software.

8.6.1 We reserve the right to specify or require that you use certain brands, types, makes, and/or models of communications, computer systems, and hardware in the operation of the School, including: (a) back office and point of sale systems, data, audio, and video, systems for use at the School; (b) printers and other peripheral hardware or devices; (c) archival back-up systems; (d) Internet access mode and speed; and (e) physical, electronic, and other security systems (collectively, the "**Computer System**").

8.6.2 We have the right, but not the obligation, to designate, develop or assign the development of, and to require you to install: (a) computer software programs for use with the Computer System, which may include web-based software programs or Mobile Apps (the "**Required Software**"); (b) updates, supplements, modifications, or enhancements to the Required Software; (c) the tangible media upon which you shall record data; and (d) the database file structure of the Computer System.

8.6.3 At our request, you shall purchase or lease, and thereafter maintain, the Computer System and any Required Software. We have the right at any time to remotely retrieve and use such data and information from your Computer System or Required Software that we deem necessary or desirable. You shall strictly comply with our standards and specifications for all items associated with your Computer System and any Required Software in accordance with our standards and specifications. You shall keep the Computer System in good maintenance and repair and install such additions, changes, modifications, substitutions, and/or replacements to the Computer System or Required Software as we direct from time to time in writing.

8.6.4 We have the right to require you to pay us third-party licensing fees for any component of the Computer System or Required Software, including management systems and

billing and accounting systems. We will pay such licensing fees collected from you directly to the third-party suppliers. We also have the right to require you to pay these third-party suppliers directly.

8.7 Ownership and Use of Data. Subject to commercial standards of reasonableness based upon local business practices in the Territory, we may, from time-to-time, specify the information that you shall collect and maintain on the Computer System, and you shall provide to us such reports as we may reasonably request from the data so collected and maintained. All data provided by you, uploaded to our system from your system, and/or downloaded from your system to our system is and will be owned exclusively by us, and we will have the right to use such data in any manner that we deem appropriate without compensation to you. In addition, all other data created or collected by you in connection with the System, or in connection with your operation of the School (including consumer and transaction data and customer lists), is and will be owned exclusively by us both during and after the Term. Copies and/or originals of such data must be provided to us upon our request. We hereby license use of such data back to you, at no additional cost, solely for the Term and solely for your use in connection with the establishment and operation of the School pursuant to this Agreement.

8.8 Privacy Requirements. To the extent applicable, you must abide by: (i) the Payment Card Industry Data Security Standards enacted by the applicable card associations (as they may be modified from time to time or as successor standards are adopted); (ii) the FACTA; (iii) all other standards or Applicable Laws that relate to electronic payments, data privacy, personally identifiable information, protected health information, and data protection; and (iv) any privacy policies or data protection and breach response policies we periodically may establish (collectively, "**Privacy Requirements**"). We may require you to (a) use vendors that we designate or approve to provide security services that are consistent with the Privacy Requirements; (b) maintain specific security measures; (c) provide evidence of compliance with Privacy Requirements upon our request; and/or (d) use vendors that we approve or designate to conduct periodic security audits to ensure that personally identifiable information and/or payment data is adequately protected and provide us with copies of any audits, scanning results, or related documentation relating to such compliance or audits. You shall not publish, disseminate, implement, revise, or rescind a data privacy policy without our prior consent. If you suspect or know of a security breach, you must immediately give us notice of such security breach and promptly identify and remediate the source of any compromise or security breach at your expense. You assume, at your expense, all responsibility for complying with Applicable Laws related to data breach notifications, providing all notices of breach or compromise, and monitoring credit histories and transactions for all impacted individuals.

8.9 Extranet. We may, but will not be obligated to, establish a private network based upon Internet protocols that will allow users inside and outside of our headquarters to access certain parts of our computer network via the Internet (an "**Extranet**"). If we establish an Extranet, then you shall comply with our requirements with respect to connecting to the Extranet and utilizing the Extranet in connection with the operation of the School. The Extranet may include the Manual, training and other assistance materials, and management reporting solutions (both upstream and downstream, as we may direct). You shall purchase and maintain such computer software and hardware (including telecommunications capacity) as may be required to connect to and utilize the Extranet. We shall have the right to require you to install a video, voice and data

system that is accessible by both us and you on a secure Internet website, in real-time, all in accordance with our then-current written standards. You shall comply with our requirements with respect to establishing and maintaining telecommunications connections between your Computer System and our Extranet and/or such other computer systems as we may reasonably require.

8.10 Websites. We maintain a website at [www.SchoolofRock.com](http://www.SchoolofRock.com) (“**Our Website**”) and have the right to promote on Our Website the School of Rock Businesses as we determine and in the manner we determine. We reserve the right to require you to pay us a monthly hosting fee that we designate for the hosting of the School on Our Website. Hosting fees may change over time if design and content require more bandwidth or functionality. Unless we otherwise approve, you shall not own, establish, or maintain a website for your School. The term “website” means an interactive electronic document contained in a network of computers linked by communications software, commonly referred to as the Internet, including any account, page, or other presence on a social or business networking media site such as Facebook, Twitter, LinkedIn, and on-line blogs and forums (“**Networking Media Site**”). However, we may require that you have one or more references or webpage(s), as we designate and approve in advance, within Our Website. We have the right to require that you not have any website other than the webpage(s), if any, made available on Our Website. However, if we approve a separate website for you (which we are not obligated to approve; and, which approval, if granted, we may later revoke), then each of the following provisions shall apply:

8.10.1 Any website owned, established, or maintained by or for your benefit shall be deemed “advertising” under this Agreement and will be subject to, among other things, our prior review and approval;

8.10.2 Before establishing any website, you shall submit to us, for our prior approval, a sample of the proposed website domain name, format, visible content (including proposed screen shots), and non-visible content (including meta tags) in the form and manner we may reasonably require;

8.10.3 If approved, you shall not materially modify such website without our prior approval as to such proposed modification;

8.10.4 You shall comply with the standards and specifications for websites that we may periodically prescribe;

8.10.5 If we require, you shall establish such hyperlinks to Our Website and other websites as we may request in writing; and

8.10.6 You shall not make any posting or other contribution to a Networking Media Site relating to us, the System, the Proprietary Marks, or the School that (a) is derogatory, disparaging, or critical of us or the System, (b) is offensive, inflammatory, or indecent, (c) harms the goodwill and public image of the System and/or the Proprietary Marks, or (d) violates our policies relating to the use of Networking Media Sites.

8.11 Domain Names. If we grant our approval for your use of a generic, national, and/or regionalized domain name, we will have the right to own and control said domain name at all times and may license it to you for the Term on such terms and conditions as we may reasonably require

(including the requirement that you reimburse us costs for doing so). If you already own any domain names, or hereafter register any domain names, then you shall notify us in writing and assign said domain names to us and/or a designee that we specify in writing.

**8.12 Online Use of Proprietary Marks and E-mail Solicitations.** You shall not use the Proprietary Marks or any abbreviation or other name associated with us and/or the System as part of any e-mail address, domain name, and/or other identification of you in any electronic medium, except as specifically issued or approved by us. You agree not to transmit or cause any other party to transmit advertisements or solicitations by e-mail or other electronic media without first obtaining our written consent as to: (a) the content of such e-mail advertisements or solicitations; and (b) your plan for transmitting such advertisements. In addition to any other provision of this Agreement, you shall be solely responsible for compliance with all Applicable Laws pertaining to e-mails, including the CAN-SPAM Act.

**8.13 No Outsourcing without Prior Approval.** You shall not hire third party or outside vendors to perform any services or obligations in connection with the Computer System, Required Software, or any other of your obligations without our prior approval. Our consideration of any proposed outsourcing vendor(s) may be conditioned upon, among other things, such third party or outside vendor's entry into a confidentiality agreement with us and you in a form that is provided by us. The provisions of this Section 8.13 are in addition to and not instead of any other provision of this Agreement.

**8.14 Changes to Technology.** Changes to technology are dynamic and not predictable within the Term. In order to provide for inevitable but unpredictable changes to technological needs and opportunities, we have the right to establish reasonable new standards for the implementation of technology in the System; and you agree that you shall abide by those reasonable new standards we establish from time to time as if this Agreement were periodically revised for that purpose.

**8.15 Notification of Claims.** You must promptly notify us of any claim against you arising from your use of the Copyrighted Materials. You acknowledge that we or our affiliates have the right, but not the obligation, to direct and control any administrative proceeding or litigation involving the Copyrighted Materials, including any settlement thereof. In the event of any litigation relating to your use of the Copyrighted Materials, you shall execute any and all documents and do such acts as we determined to be necessary to carry out such defense or prosecution, including becoming a nominal party to any legal action. If we determine that you have not used the Copyrighted Materials in accordance with the copyrights and any license agreements, you must indemnify us for any costs and expenses (including legal fees) that we incur. We are not required to indemnify you for any claims arising out of your use of the Copyrighted Materials.

## **9. CONFIDENTIAL OPERATING MANUAL**

**9.1 Standards of Operation.** In order to protect our reputation and goodwill and to maintain high standards of operation under the System, you shall operate the School in accordance with the standards, methods, policies, and procedures specified in the Manual. The Manual is

intended to assist you in implementing and maintaining the System and unique methods and procedures we offer to you.

9.2 Access to the Manual. We will make the Manual available to you through a password-protected website for the term of this Agreement upon completion by you of our Initial Training Program to our satisfaction. The Manual may consist of multiple volumes of printed text and other electronically stored data all of which shall be Confidential Information as defined in Section 10.1. You acknowledge and agree that we may provide all or a portion of the Manual (including updates and amendments), and other instructional information and materials, in or via electronic media, including through the Internet. The Manual shall remain our sole property and shall be kept in a secure place on the Premises.

9.3 Rewards to Manual. We may from time to time revise the contents of the Manual, and you expressly agree to comply with each new or changed standard. You shall ensure that the Manual is kept current at all times. In the event of any dispute as to the contents of the Manual, the terms of the master copy we maintain at our home office shall be controlling.

## **10. CONFIDENTIAL INFORMATION**

10.1 Confidential Information. You and your owners shall not, during or after the Term, communicate, divulge or use for the benefit of any other person, partnership, association, limited liability company or corporation any confidential information, knowledge or know-how concerning the development or operation of a School of Rock Business (including your School), including the Manual, curricula, customer lists and information, teaching methods and materials, innovations, ideas, plans, trade secrets, proprietary information, marketing and sales methods and systems, client protocols and training programs, sales and profit figures, employee lists, and relationships between us and our affiliates and other customers, clients, suppliers and others who have business dealings with us and our affiliates, which may be communicated to you or your owners or of which you or your owners may be apprised by virtue of your operation under the terms of this Agreement (the “**Confidential Information**”). You shall divulge such Confidential Information only to such of your employees as must have access to it in order to operate the School. The Confidential Information includes, but is not limited to, any and all information, knowledge, know-how, techniques, and other data that we designate as confidential.

10.2 Irreparable Injury. You acknowledge that any failure by you to comply with the requirements of this Section 10 will cause us and our affiliates irreparable injury. You shall pay all court costs and reasonable attorneys’ fees we and our affiliates incur in obtaining specific performance of, or an injunction against violation of, the requirements of this Section 10, or such other relief as may be sought.

10.3 Confidentiality Agreements. In order to protect our Confidential Information, you must cause each of your owners, directors, officers, management and supervisory employees (including your General Manager and Music Director), and other employees who have access to our Confidential Information, received training from us, or whom we may reasonably require, to execute a confidentiality agreement. If we provide a recommended form of confidentiality agreement and you choose to use it, it is your obligation to have it reviewed by your local attorney

and otherwise ensure it is valid and enforceable under Applicable Laws. You will not be required to use any form provided by us.

## **11. ACCOUNTING AND RECORDS**

11.1 Monthly Gross Sales. You shall record all sales on the Computer System using the Required Software or on any other equipment we specify from time to time. You shall maintain a monthly record of all Gross Sales (including, without limitation, separate gross sales for the Little Wing Program, if you offer it) and expenses for the preceding month using the Computer System and Required Software. You shall provide us with such monthly record by the 10<sup>th</sup> day of the following month by such means as we designate. Any report not actually received by us on or before such date shall be deemed overdue. If a report is overdue, all monthly payments to us for that month, whether or not timely received, shall be deemed overdue until such time as we have received the required report, and interest shall be chargeable as provided in Section 4.5.

11.2 Other Reports. At the end of each fiscal quarter, you shall submit to us unaudited monthly financial statements showing the results of operations of the School during the preceding fiscal quarter. Upon our request, but not more often than once per month, you shall submit to us in the form we prescribe, within 15 days of our request, unaudited financial statements showing the results of operations of the School during the preceding calendar month, and such other forms, reports, records, information and data as we may reasonably designate.

11.3 Annual Financial Statements. You shall submit to us in the form we prescribe, within 30 days after the end of each fiscal year, your financial statements for the preceding fiscal year, including a complete and accurate profit and loss statement and balance sheet, which may be unaudited but, upon our request, shall be reviewed in accordance with generally accepted accounting principles.

11.4 Preservation of Records. You shall prepare, and shall preserve for at least three years from the dates of their preparation, complete and accurate books, records and accounts in accordance with generally accepted accounting principles and in the form and manner we prescribe from time to time in writing.

11.5 Inspection and Audit. We and our designated agents shall have the right at all reasonable times and without prior notice to examine, copy, and/or personally review at our expense, your books, records, accounts, and tax returns. We shall have the right at all reasonable times to remove such books, records, accounts, and tax returns for copying. We shall also have the right, at any time, to have an independent audit made of your books and records. If an inspection or audit should reveal that any income or sales have not been reported or have been understated in any report to us, then you shall immediately pay to us the amount underpaid upon demand, in addition to interest from the date such amount was due until paid, at the rate of eighteen percent (18%) per annum, or the maximum rate permitted by law, whichever is less, plus all of our costs and expenses in connection with the inspection or audit, including travel costs, lodging and wage expenses, and reasonable accounting and legal fees and costs. The foregoing remedies shall be in addition to any other remedies we may have under this Agreement or otherwise at law or in equity.

11.6 Electronic Records. You expressly consent and agree that we may provide and maintain all disclosures, agreements, amendments, notices, and all other evidence of transactions between you and us in electronic form. You expressly agree that electronic copies of this Agreement and related agreements between you and us are valid. You also expressly agree not to contest the validity of the originals or copies of this Agreement and related agreements, absent proof of altered data or tampering. You agree to execution of this Agreement and related agreements by electronic means and that such execution shall be legally binding and enforceable as an “electronic signature” and the legal equivalent of your handwritten signature.

## **12. ADVERTISING AND PROMOTION**

Recognizing the value of advertising and promotion, and the importance of the standardization of advertising and promotion programs to the furtherance of the goodwill and public image of the System, you agree as follows:

12.1 Grand Opening Marketing. Beginning 60 days before the grand opening of the School, and within 30 days after the grand opening, you shall conduct an initial, grand opening local advertising, marketing, and promotional program in the form and manner we approve or prescribe. You shall spend no less than Ten Thousand Dollars (\$10,000) on such grand opening advertising, marketing, and promotion. Included in this Ten Thousand Dollars (\$10,000) shall be the purchase from our designated supplier of a “Kick It Open Kit,” as specified in the Manual.

12.2 Local Advertising. During the Term, you shall spend, on an annual basis, at least an amount equal to three percent (3%) of the Gross Sales of the School on local marketing, advertising, and promotion in such manner as we may direct or approve in writing. Your expenditures under this Section 12.2 shall be made during each successive 12-month period following the date the School opens based on the Gross Sales from such 12-month period. We have the right to request written documentation evidencing your expenditures on local advertising, and if there is any deficiency in your expenditures below the three percent (3%) minimum, you shall be obligated to make up the difference by expending such amount in the subsequent 12-month period in addition to the amounts required under this Section 12.2. You may not market or advertise in violation of federal laws regulating advertising, such as the CAN-SPAM Act and the TCPA, and state advertising laws applicable to your School.

12.3 Brand Fund Contribution. During the Term, you shall pay to the System’s advertising and brand promotion fund (the “**Brand Fund**”) a monthly fee equal to three percent (3%) of Gross Sales of the School for the preceding month. Contributions to the Brand Fund shall be in addition to any expenditures made pursuant to Sections 12.1 and 12.2 hereof and shall be made in accordance with Section 4.5.

12.4 Administration of Brand Fund. We or our designee will maintain and administer the Brand Fund as follows:

12.4.1 We and our designees will have the sole authority to direct all advertising, marketing, and promotional programs of the Brand Fund, and will have discretion

over all aspects of such programs, including concepts, materials, and media used in such programs and the placement and allocation thereof. The Brand Fund is intended to maximize general public recognition, acceptance, and use of the System and Proprietary Marks, and we are not obligated, in administering the Brand Fund, to make expenditures for you which are equivalent or proportionate to your contribution, to make expenditures in your geographical area, or to ensure that you benefit directly or on a pro rata basis from expenditures or activities of the Brand Fund.

12.4.2 The Brand Fund will be used, in our discretion, to pay for developing and conducting activities that we believe will enhance the goodwill associated with the Proprietary Marks and the image of the System and to pay for the administration of the Brand Fund and its programs (up to 15% of the total Brand Fund annually may be used to cover our or our designee's costs and overhead for activities reasonably related to the administration of the Brand Fund, including, among other things, costs and salaries of our or our designee's personnel who perform services for the Brand Fund). The Brand Fund's activities may include, among other things, conducting and preparing advertising, marketing, public relations, customer surveys, and/or promotional programs and materials, and any other activities which we believe will enhance the image of the System, including: preparing and conducting radio, television, print, and Internet-based advertising campaigns; marketing and promoting the School of Rock AllStars and Live Performances; utilizing Networking Media Sites and other emerging media or promotional tactics; developing, maintaining, and updating Our Website on the Internet; direct mail advertising; marketing surveys; employing advertising and/or public relations agencies to assist therein; purchasing promotional items; purchasing point-of-purchase items; providing promotional and other marketing materials and services to the businesses operating under the System; and advertising for the sale of franchises.

12.4.3 Except as provided in Section 12.4.2 above, the Brand Fund and any earnings thereon shall not otherwise inure to our benefit. We will maintain separate bookkeeping accounts for the Brand Fund and may, but will not be required to, cause Brand Fund contributions to be deposited into one or more separate bank accounts. The Brand Fund is not a trust, and we are not a fiduciary with respect to, or a trustee of, the Brand Fund or the monies therein. However, we may, in our discretion, separately incorporate the Brand Fund or create a Brand Fund trust, over which we may be the trustee, into which Brand Fund contributions may be deposited.

12.4.4 It is anticipated that all contributions to and earnings of the Brand Fund will be expended for advertising and/or promotional purposes during the taxable year within which the contributions are made. If, however, excess amounts remain in the Brand Fund at the end of such taxable year, such amounts shall be expended no later than the end of the taxable year following the year of receipt.

12.4.5 We reserve the right to terminate and to thereafter re-institute the Brand Fund in our discretion. The Brand Fund shall not be terminated, however, until all monies in the Brand Fund have been expended for advertising and/or promotional purposes or, at our option, returned to its contributors on the basis of their respective contributions.

12.5 Advertising Materials. All of your advertising and promotion shall be in such media and of such type and format as we may approve, shall be conducted in a dignified manner

and shall conform to such standards and requirements as we may specify. You shall not use any advertising or promotional plans or materials unless and until you have received our approval, pursuant to the procedures and terms set forth in Section 12.6. We may make available to you from time to time, at your expense, such advertising and promotional materials, including merchandising materials, point-of-purchase materials, and materials for special promotions as we determine. We may also set forth in the Manual or otherwise in writing such preapproved templates and brand compliance guidelines for print, digital, social media, and new media advertising (together, the “**Brand Advertising Guidelines**”).

12.6 Approval of Advertising Materials. You shall submit for our prior review and approval all advertising and promotional plans and materials for any print, broadcast, cable, electronic, computer or other media (including the Internet) that you desire to use if such materials were not (a) prepared by us, (b) included within the Brand Advertising Guidelines, or (c) previously approved by us (and not subsequently disapproved) within the preceding six (6) months. You shall not use any such plans or materials until we have approved them. If we do not provide you with our approval within fifteen (15) days of our receipt of us such plans and materials, they will be deemed to have been disapproved. Our approval under this Section 12.6 will not be unreasonably withheld or delayed. All print, digital or social media must follow the Brand Advertising Guidelines, as determined by us in our sole discretion, and must be withdrawn or removed if we determine that such materials are outside the Brand Advertising Guidelines.

12.7 Search Engine Listings. You shall, in addition to all other expenditures required under this Section 12, list and advertise your School on all major internet search engines as set forth in the Manual or otherwise in writing.

12.8 Advertising Cooperatives. We have the right, in our discretion, to designate any geographical area for purposes of establishing a regional advertising and promotional cooperative (“**Cooperative**”). If a Cooperative covering your Territory has been established, or is established, your participation is voluntary; you may join and leave the Cooperative at your discretion. We will have the power to form, change, dissolve, or merge any Cooperative. Each Cooperative will be organized and governed in accordance with written governing documents, which we must approve, and such documents will control the date of commencement and the operation of the Cooperative. Each School of Rock Business participating in the Cooperative will have one (1) vote on any matter requiring member approval, and each Cooperative will have the right to require its members to make contributions to the Cooperative in such amounts as determined by the Cooperative up to three percent (3%) of the School’s Gross Sales during any calendar year, unless two-thirds of the members of the Cooperative vote in favor of a greater contribution. Any payments you make to a Cooperative will be credited towards the expenditures required to be made under Section 12.2.

### **13. INSURANCE**

13.1 Minimum Insurance Requirements. You shall procure, prior to the commencement of any activities or operations under this Agreement, and shall maintain in full force and effect at all times during the term of this Agreement (and for such period thereafter as is necessary to provide the coverages required hereunder for events having occurred during the term of this

Agreement) an insurance policy or policies protecting you, us, School of Rock, LLC, and your, our, and their respective officers, directors, partners, agents and employees against any demand or claim with respect to personal injury, death or property damage, business interruption, or any loss, liability or expense whatsoever arising or occurring upon or in connection with the School, including comprehensive general liability insurance (including, without limitation, coverages for medical expense, abuse and molestation, and special event liability), property insurance (including fire, vandalism, and malicious mischief insurance for the replacement value of the School and its contents), personal and advertising injury insurance, statutory workers' compensation insurance (if workers' compensation insurance is not required in your state, you must obtain it nonetheless), employer's liability insurance, crime coverage for employee theft, and automobile insurance coverage for all vehicles used in connection with the operation of the School (including all operations that may occur off of the Premises). Such policy or policies shall be written by a responsible carrier or carriers acceptable to us, shall name us and School of Rock, LLC (and such other affiliates as we designate from time to time) as additional named insureds, shall contain a waiver of subrogation clause, and shall provide at least the types and minimum amounts of coverage specified in the Manual. We shall have the right, from time to time, to make such changes in minimum insurance policy limits and endorsements as we may determine in our reasonable discretion. Prior to the commencement of any operations under this Agreement, and thereafter at least 30 days prior to the expiration of any policy, you must deliver to us certificates of insurance evidencing the proper types and minimum amounts of coverage. All certificates of insurance shall expressly provide that no less than 30 days' prior written notice shall be given to us and School of Rock, LLC (and such other affiliates as we designate from time to time) in the event of material alteration to or cancellation of the coverages evidenced by such Certificates.

**13.2 Our Right to Procure Insurance.** In addition to any other remedies we may have under this Agreement or at law or in equity, if, for any reason, you fail to procure or maintain the insurance required by this Agreement, we will have the right and authority (but not the obligation) to procure and maintain such insurance in your name and to charge same to you, which charges, together with our reasonable expenses in so acting, shall be payable by you immediately upon notice.

## **14. TRANSFER OF INTEREST**

**14.1 Our Right to Transfer.** We may transfer or assign this Agreement and all or any part of our rights or obligations herein to any person or legal entity, and any designated assignee shall become solely responsible for all of our obligations under this Agreement from the date of assignment. You must execute such documents of attornment or other documents as we may request.

**14.2 Your Right to Transfer.** The rights and duties set forth in this Agreement are personal to you, and we have granted this franchise in reliance on your (or your owners') business skill, financial capacity and personal character. Accordingly, neither you nor any immediate or remote successor to any part of your interest in this Agreement, nor any of your owners (if you are a legal entity), shall sell, assign, transfer, convey, pledge, encumber, merge or give away (collectively, "**transfer**") this Agreement or any direct or indirect interest in you or in all or substantially all of the assets of the School without our prior written consent, which we will not

unreasonably withhold or delay. You may not advertise or make any offer for the transfer of the School without our prior written consent. Any purported assignment or transfer not having our written consent will be null and void and shall constitute a material breach of this Agreement, for which we may immediately terminate without opportunity to cure pursuant to Section 15.2.6 of this Agreement. The foregoing remedies shall be in addition to any other remedies we may have under this Agreement or at law or in equity.

**14.3 Conditions to Transfer.** You must notify us in writing of any proposed transfer at least 60 days before such transfer is proposed to take place. We will assess the proposed transfer and proposed transferee and may condition our consent (if we decide to grant consent) on such conditions that we determine are appropriate to protect the System, the Proprietary Marks, and the School, including:

14.3.1 That all of your accrued monetary obligations and all other outstanding obligations to us and our affiliates have been satisfied;

14.3.2 That you are not in default of any provision of this Agreement or any other agreement between you and us or our affiliates;

14.3.3 That the transferor and your owners and, if the transferee owns other School of Rock Businesses, the transferee and its owners shall have executed a general release, in a form we prescribe, of any and all claims against us and our affiliates, and our and their respective officers, directors, agents, shareholders, and employees;

14.3.4 That the transferee (and, as applicable, its owners) either (a) enter into a written assignment, in a form satisfactory to us, assuming and agreeing to discharge all of your obligations under this Agreement, or (b) execute our then-current form of franchise agreement (for a full 10-year initial term, with the number of renewal terms remaining under the transferor's franchise agreement) and other ancillary agreements as we may require for the School, which agreements shall supersede this Agreement in all respects, and the terms of which may differ materially from the terms of this Agreement, including a higher Royalty and advertising contribution, except that you will not be required to pay an initial franchise fee and the Territory will remain the same.

14.3.5 That the transferee (and its owners) demonstrates to our satisfaction that it meets our educational, managerial and business standards; possesses a good moral character, business reputation and credit rating; has the aptitude and ability to operate the School; has adequate financial resources and capital to operate the School; is not currently operating and has not previously operated a business in competition with us; is not subject to any non-competition agreement that would bar its operation of the School and that, if the proposed transferee or one or more of its owners is an existing School of Rock franchisee, we have determined, in our sole and absolute discretion, that such sale or transfer would not lead to an impermissible concentration of School of Rock Businesses in a particular franchisee or owner that may, in our business judgment, be detrimental to the School of Rock franchise system;

14.3.6 That you remain liable for all of the obligations to us in connection with the School which arose prior to the effective date of the transfer and execute any and all instruments we reasonably request to evidence such liability;

14.3.7 That the transferee (or its owners) and the transferee's Music Director(s) (or designee(s) we approve), at the transferee's expense, successfully complete any training programs then in effect upon such terms and conditions as we may reasonably require;

14.3.8 That, if the transferee executes our then-current form of franchise agreement for a full 10-year initial term, the transferee renovates and modernizes the School and the Premises as we may reasonably require, including installing new equipment and renovating signs, furnishings, fixtures, and décor to reflect the then-current System Standards and image of the System;

14.3.9 That the terms and conditions of the transfer agreement between the transferee and you are acceptable to us;

14.3.10 That, if the School is not yet open, you are not assigning your rights and interests in this Agreement for an amount of consideration greater than the Initial Franchise Fee reflected in Section 4 hereof; and

14.3.11 That you pay to us a transfer fee as follows: if there is a proposed transfer of (i) less than fifty percent (50%) of the ownership interests in you (if you are a corporation, limited liability company, or a partnership), then you must pay to us a transfer fee which is equal to the greater of Two Thousand Five Hundred Dollars (\$2,500) or the mathematical product of the total ownership percentage in you being transferred multiplied by an amount equal to one-third (1/3) of our then-current initial franchise fee ; or (ii) fifty percent (50%) or more of the ownership interests in you (if you are a corporation, limited liability company, or a partnership), all your assets, or a transfer or assignment of this Agreement, then you must pay to us a transfer fee in an amount equal to one-third (1/3) of our then-current initial franchise fee. Our consent to a transfer shall not constitute a waiver of any claims we may have against the transferring party, nor shall it be deemed a waiver of our right to demand exact compliance with any of the terms of this Agreement by the transferor or transferee.

14.4 No Security Interest. You shall not grant a security interest in your rights under this Agreement, the School, or any of the assets of the School without our prior consent. We may impose such conditions on our consent (if we decide to grant it) that we believe are necessary to protect our rights under this Agreement and in and to the System and the Proprietary Marks.

14.5 Our Right of First Refusal. If any transfer is proposed, you shall notify us and shall provide such information and documentation relating to the proposed transfer (including any prospective transferee's offer) and transferee as we may require. We will have the right and option, exercisable within 30 days after our receipt of such written notification and information, to notify you that we intend to purchase the interests on the same terms and conditions offered by the third party. If we elect to purchase the interests, closing on such purchase shall occur within 30 days from the date of our notice of our election to purchase. If the consideration, terms and/or

conditions offered by a third party are such that we are not reasonably able to furnish the same types of consideration, terms and/or conditions, then we may purchase the interests proposed to be transferred for the reasonable equivalent in cash. If you and we cannot agree within 30 days on the reasonable equivalent in cash, an independent appraiser shall be designated by us at our expense, and the appraiser's determination shall be binding. If we elect not to purchase the interests or fail to timely notify you of our election, you may proceed, subject to our consent and satisfaction of any conditions we impose on such consent (as described in Section 14.2 and 14.3), to conclude the transfer on the terms set forth in your notice to us. Any material change in the terms of the offer from a third party shall constitute a new offer subject to our same rights of first refusal as in the case of the third party's initial offer. Our failure to exercise the option afforded by this Section 14.5 shall not constitute a waiver of any other provision of this Agreement, including all of the requirements of this Section 14, with respect to a proposed transfer.

**14.6 Death or Incapacity.** Upon your death or physical or mental incapacity, or that of any of your owners, the executor, administrator, or personal representative of you or such person, as applicable, shall transfer such interest to a third party we approve within six (6) months after such death or incapacity. Such transfers, including transfers by devise or inheritance, shall be subject to the same conditions as any inter vivos transfer. In the case of transfer by devise or inheritance, if the heirs or beneficiaries of you or such person are unable to meet the conditions in this Section 14, the executor, administrator, or personal representative of the decedent shall transfer the decedent's interest to another party we approve within six (6) months, which disposition shall be subject to all the terms and conditions for transfers contained in this Agreement.

**14.7 Transfer to a Wholly Owned Legal Entity.** If you are in full compliance with this Agreement, you may, with 30 days' prior notice to us, transfer this Agreement and the School to a corporation or limited liability company which conducts no business other than your School and, if applicable, other School of Rock Businesses, in which you maintain management control, and of which you own and control one hundred percent (100%) of the equity and voting power of all issued and outstanding ownership interests, provided that all of the assets of your School are owned, and the business of your School is conducted, only by that single corporation or limited liability company. The corporation or limited liability company must expressly assume all of your obligations under this Agreement, and you must agree to remain personally liable under this Agreement as if the transfer to the corporation or limited liability company did not occur. You will not be required to pay a transfer fee in connection with a transfer under this Section.

**14.8 Public or Private Offerings.** You acknowledge that the written information used to raise or secure funds can reflect upon us and the System. You shall submit any written information intended to be used for that purpose to us before inclusion in any registration statement, prospectus or similar offering memorandum. Should we object to any reference to us or our affiliates or any of our business in the offering literature or prospectus, the literature or prospectus shall not be used until our objections are withdrawn. Notwithstanding the foregoing, you acknowledge and agree that you may not engage in a public offering of securities without our prior written consent.

## **15. DEFAULT AND TERMINATION**

15.1 Termination by You. You will have no right to terminate this Agreement. If we breach this Agreement, your sole remedy will be an arbitration proceeding under this Agreement.

15.2 Termination Without Opportunity to Cure. In addition to the foregoing, upon the occurrence of any of the following events of default, we may, at our option, terminate this Agreement and all rights granted hereunder, without affording you any opportunity to cure the default, effective immediately upon notice to you, if:

15.2.1 you fail to (a) locate an approved site, (b) sign a lease or otherwise acquire a site, or (c) open the School within the time limits provided in Section 5;

15.2.2 you or the other individuals identified in Section 6.1 fail to complete the Initial Training Program to our satisfaction, or fail to attend additional training as described in Section 6.3;

15.2.3 you at any time cease to operate or otherwise abandon the operation of the School, or lose the right to possession of the Premises, or otherwise forfeit the right to do or transact business in the jurisdiction where the School is located; however, if, through no fault of yours, the Premises are damaged or destroyed by an event such that repairs or reconstruction cannot be completed within 60 days thereafter, then you shall have 30 days after such event in which to apply for our approval to relocate and/or reconstruct the Premises within the Territory, which approval shall not be unreasonably withheld;

15.2.4 you or any of your owners, officers, or directors, are convicted of a felony, a crime involving moral turpitude, or any other crime or offense that we believe is reasonably likely to have an adverse effect on the System, the Proprietary Marks, the goodwill associated therewith or our interest therein; you or any of your owners, officers, or directors commit any acts or engage in any behavior in violation of our codes of conduct (as described in Section 7.16 hereof) or fails to promptly comply with the reporting procedures thereunder; or you or any of your owners, officers, or directors commit any acts or engage in any behavior that we believe is reasonably likely to have an adverse effect on the System, the Proprietary Marks, the goodwill associated therewith, or our interest therein, including conduct that is fraudulent, unfair, unethical, or deceptive;

15.2.5 a threat or danger to public health or safety results from the construction, maintenance, or operation of the School;

15.2.6 any purported transfer is made to any third party without our prior written consent, or otherwise contrary to the terms of Section 14 hereof;

15.2.7 an approved transfer is not effected within the time provided following death or mental incapacity, as required by Section 14.6 hereof;

15.2.8 you or your owners fail to comply with the covenants in Section 17.2 (in-term covenants);

15.2.9 you or your owners disclose or divulge the contents of the Manual or other Confidential Information contrary to the terms of Section 10 or you fail to obtain execution of the confidentiality agreements required under Section 10.3;

15.2.10 you underreport Gross Sales by three percent (3%) or more in three (3) or more separate reports to us;

15.2.11 you knowingly maintain false books or records or submit to us any false reports or other documentation;

15.2.12 you misuse or make any unauthorized or improper use of the Proprietary Marks or any other identifying characteristics of the System, or otherwise materially impair the goodwill associated therewith or our rights therein; or if you fail to utilize the Proprietary Marks solely in the manner and for the purposes we direct;

15.2.13 you refuse to allow us to inspect the Premises or your books, records or accounts upon demand as provided for herein;

15.2.14 upon receiving a notice of default under Section 15.3, you fail to initiate immediately a remedy to cure such default;

15.2.15 after curing any default pursuant to Section 15.3, you commit the same default again within 12 months, whether or not cured after notice;

15.2.16 you sell products or services that we have not approved or purchase any product or service from a supplier we have not approved;

15.2.17 you make any false statement or misrepresentation in your franchise application and/or franchise application materials provided to us;

15.2.18 you fail to comply with any loan agreements pursuant to which you have granted a security interest, regardless of whether or not we have consented to such grant; or

15.2.19 you become insolvent or make a general assignment for the benefit of creditors; a petition in bankruptcy is filed by you or such a petition is filed against and not opposed by you; you are adjudicated bankrupt or insolvent; a bill in equity or other proceeding for the appointment of a receiver of you or other custodian for your business or assets is filed and consented to by you; a receiver or other custodian (permanent or temporary) of your assets or property, or any part thereof, is appointed by any court of competent jurisdiction; proceedings for a composition with creditors under any state or federal law should be instituted by or against you; a final judgment remains unsatisfied or of record for 30 days or longer (unless supersedeas bond is filed); you are dissolved; execution is levied against your business or property; suit to foreclose any lien or mortgage against the Premises or equipment is instituted against you and not dismissed

within 30 days; or the real or personal property of the School is sold after levy thereupon by any sheriff, marshal, or constable.

15.3 Notice With Opportunity to Cure. Except as otherwise provided in Sections 15.1 and 15.2 of this Agreement, upon any other default by you, we will give you written notice of such default and an opportunity to cure such default within 30 days of your receipt of such notice (or such longer time period as required by applicable law). We will have the right to terminate this Agreement immediately upon notice to you if you fail to cure any default to our satisfaction, and provide proof thereof, within the 30-day period. Defaults which are susceptible of cure hereunder include, but are not limited to, the following illustrative events:

15.3.1 If you fail to substantially comply with any of the requirements imposed by this Agreement, as it may from time to time reasonably be supplemented by the Manual, or to carry out the terms of this Agreement (except for the requirements of Section 7.6.6 above) in good faith;

15.3.2 If you fail, refuse or neglect promptly to pay any monies owing to us or our affiliates or any third party when due, or to submit the financial or other information required by us under this Agreement;

15.3.3 If you fail to maintain or observe any of the standards or procedures prescribed by us in this Agreement, the Manual or otherwise in writing;

15.3.4 Except as provided in Section 15.2.6 hereof, if you fail, refuse or neglect to obtain our prior written approval or consent as required by this Agreement;

15.3.5 If you act, or fail to act, in any manner which is inconsistent with or contrary to its lease or sublease for the Premises, or in any way jeopardizes its right to renewal of such lease or sublease;

15.3.6 If you engage in any business or markets any service or product under a name or mark which, in our opinion, is confusingly similar to the Proprietary Marks; or

15.3.7 If you fail to comply with all Applicable Laws related to the development and operation of the School (including the applicable provisions of the ADA regarding the construction, design and operation of the School).

15.4 Other Remedies After Your Default. If (a) you commit a default that cannot be cured as specified in Section 15.2, you fail to cure a default within the cure period specified in Section 15.3, or there is a cross-default as specified in Section 15.6 and (b) we do not exercise our right to terminate the Agreement, we may, at our sole election and upon delivery of written notice to you, take any or all of the following actions:

15.4.1 temporarily or permanently limit, curtail, or remove any services or benefits provided or required to be provided to you hereunder, including, without limitation, restricting your or any of your staff's attendance at any training, meetings, workshops, or

conventions; refusing to sell or furnish to you any advertising or promotional materials; refusing to provide you ongoing advice about the operation of the School; refusing any of your requests to approve a new supplier or the use of any advertising or promotional materials; terminating your right to use the Required Software; suspending your access to and participation in our website, Mobile App, class scheduling systems, or virtual platforms; and restricting your right to perform, organize, sponsor, host or support Live Performances;

15.4.2 suspend or terminate any temporary or permanent fee reductions to which we might have agreed (whether as a policy, in an amendment to this Agreement, or otherwise);

15.4.3 temporarily or permanently reduce the size of the Territory, in which event the restrictions on us under Section 1.3 will not apply in the geographic area that was removed from the Territory;

15.4.4 temporarily suspend or permanently terminate your protected territorial rights and the restrictions on us under Section 1.3;

15.4.5 undertake or perform on your behalf any obligation or duty that you are required to, but fail to, perform under this Agreement. You must reimburse us upon demand for all costs and expenses that we reasonably incur in performing any such obligation or duty; and/or

15.4.6 step in and operate the School for such period of time as we deem necessary, in our reasonable business judgment, under the circumstances. In the event we exercise such right, you must (a) indemnify and hold us harmless under the terms of Section 20.3 hereof for our operation of the School, except in the case of our gross negligence or reckless misconduct; (b) pay us upon demand a management fee equal to three percent (3%) of the Gross Sales of the School during the period we operate the School; and (c) reimburse us upon demand for any and all out of pocket expenses we incur in operating the School during such period. You consent to our using monies from the School's Gross Sales for such reimbursement.

15.5 Exercise of Other Remedies. You shall hold us harmless with respect to any action we take pursuant to Section 15.4; and you agree that we shall not be liable for any loss, expense, or damage you incur because of any action we take pursuant to Section 15.4. Nothing in Section 15.4 constitutes a waiver of any of our rights or remedies under this Agreement or any other agreement between us and you. You agree that our exercise of our rights pursuant to Section 15.4 will not (i) be a defense for you to our enforcement of any other provision of this Agreement or waive or release you from any of your other obligations under this Agreement; (ii) be a defense at law or equity based on impossibility of your performance or any claim against us or any suppliers; (iii) constitute an actual or constructive termination of this Agreement or a breach of this Agreement; or (iv) be our sole or exclusive remedy for your default. We may, in our discretion, reinstate any services, rights, obligations, or benefits removed, curtailed, or limited pursuant to Section 15.4, and you agree to accept immediately any such reinstatement of services, rights, obligations, or benefits so removed, curtailed, or limited. If we take any action under Section 15.4, you shall continue to pay timely all fees and payments required under this Agreement and any other agreement between us and you, including any fees associated with services or benefits

limited by us. You shall have no right to a refund of any fees paid in advance for such services or benefits. If we exercise any of our rights under Section 15.4, we may thereafter terminate this Agreement without providing you any additional corrective or cure period, unless the default giving rise to our right to terminate this Agreement has been cured to our reasonable satisfaction.

**15.6 Cross-Default.** Any default by you under any other agreement (other than a development agreement) between us or our affiliates as one party, and you or any of your owners or affiliates as the other party, that is so material as to permit us or our affiliates to terminate such other agreement, shall be deemed to be a default of this Agreement, and we shall have the right, at our option, to terminate this Agreement without affording you an opportunity to cure, effective immediately upon notice to you.

## **16. OBLIGATIONS UPON TERMINATION OR EXPIRATION**

Upon termination or expiration of this Agreement, all rights granted hereunder to you shall immediately terminate, and:

**16.1 Cease Operations.** You shall immediately cease to operate the School, and shall not thereafter, directly or indirectly, represent to the public or hold yourself out as our present or former franchisee.

**16.2 Cease Use of and Return Confidential Information and Proprietary Marks.** You shall immediately and permanently cease to use, in any manner whatsoever, and return to us, at your expense, any Confidential Information (and any copies thereof, even if such copies were made in violation of this Agreement), the Proprietary Marks and any other distinctive forms, slogans, signs, symbols and devices associated with the System, including all signs, advertising materials, displays, stationery, forms, products and any other articles which display the Proprietary Marks. You shall retain no copy or record of any of the foregoing, with the exception of your copy of this Agreement, any correspondence between the parties, and any other documents that you reasonably need for compliance with any provision of law.

**16.3 Cancellation of Registrations.** You shall take such action as may be necessary to cancel any assumed name registration or equivalent registration you obtained which contains any Proprietary Mark.

**16.4 Assignment of Lease.** You shall, at our option, assign to us or our designee any interest which you have in any Lease for the Premises. In the event we do not elect to exercise our option to have you assign the Lease, you shall make such modifications or alterations to the Premises (including assigning to us the telephone number) immediately upon termination or expiration of this Agreement as may be necessary to distinguish the appearance of the Premises from that of the School under the System, and shall make such specific additional changes thereto as we may reasonably request for that purpose. If you fail or refuse to comply with the requirements of this Section 16.4, we have the right to enter upon the Premises, without being guilty of trespass or any other tort, for the purpose of making or causing to be made such changes as may be required, at your expense, which expense you agree to pay upon demand.

16.5 Payment. You shall promptly pay all sums owing to us and our affiliates. If the termination is due to your default, such sums shall include all damages, costs, and expenses, including reasonable attorneys' fees, we incur as a result of the default.

16.6 Subsequent Use of Proprietary Marks Prohibited. You agree, in the event you continue to operate or subsequently begin to operate any other business, not to use any reproduction, counterfeit, copy or colorable imitation of the Proprietary Marks, either in connection with such other business or the promotion thereof, which, in our discretion, is likely to cause confusion, mistake or deception, or which is likely to dilute our rights in and to the Proprietary Marks. You further agree not to utilize any designation of origin, description or representation (including reference to us, the System or the Proprietary Marks), which, in our discretion, suggests or represents a present or former association or connection with us, the System or the Proprietary Marks.

16.7 Return Manual. You shall immediately deliver to us the Manual and all other records, correspondence and instructions containing confidential information relating to the operation of the School (and any copies thereof, even if such copies were made in violation of this Agreement), all of which are acknowledged to be our property, and shall retain no copy or record of any of the foregoing, with the exception of your copy of this Agreement, any correspondence between the parties and any other documents which you reasonably need for compliance with any provision of law.

16.8 Websites. You shall immediately irrevocably assign and transfer to us or our designee any and all interests you may have in any websites you maintain in connection with the School and in the domain name and home page address related to such website. You shall immediately execute any documents and perform any other actions we require to effectuate such assignment and transfer and otherwise ensure that all rights in such website revert to us or our designee, and hereby appoint us as your attorney-in-fact to execute such documents on your behalf if you fail to do so. You shall cease use of any School of Rock domain name, URL, or home page address, and shall not establish any website using any similar or confusing domain name, URL, and/or home page address.

16.9 Our Option to Purchase Equipment. We shall have the option, to be exercised within 30 days after termination, to purchase from you any or all of the furnishings, equipment, signs, fixtures, supplies, and inventory related to the operation of the School at fair market value or at your depreciated book value, whichever is less. If you and we are unable to agree as to a purchase price and terms, the fair market value of such equipment and property shall be determined by three appraisers chosen in the following manner: you shall select one appraiser at your expense; we will select one appraiser at our expense; and the two appraisers so chosen shall select a third appraiser. The decision of the majority of the appraisers so chosen shall be conclusive. The cost of the third appraiser shall be shared equally by us and you. If we elect to exercise our option to purchase, we shall have the right to set off all amounts due from you, and the cost of the appraisal, if any, against any payment therefor.

16.10 Liquidated Damages. In the event this Agreement is terminated due to your closing of the School prior to the end of the Term, or for any other default by you hereunder based on

extenuating circumstances (as we determine), in addition to the amounts set forth in Section 16.5 hereof, we reserve the right to require that you promptly pay us a lump sum payment (as damages and not as a penalty) for breaching this Agreement in an amount equal to the Royalties and Brand Fund fees you would have paid, as described in this Section 16.10. The amount of such payment will be calculated as (a) the average weekly Royalties and Brand Fund fees payable by you under Sections 4.2 and 12.3 above during the 52 weeks immediately preceding the date of termination (or such shorter time period if the School has been open less than 52 weeks, (b) multiplied by the lesser of (i) 88 weeks, or (ii) the number of weeks then remaining in the Term. If you have failed to provide all required financial records, we may estimate these sums based upon our records. You acknowledge that a precise calculation of the full extent of the damages we will incur in the event of termination of this Agreement as a result of your default is difficult to determine and that this lump sum payment is reasonable in light of the damages we will incur for the pre-mature termination of this Agreement. This lump sum payment will be in lieu of our damages for lost future Royalties or Brand Fund fees as a result of your default, but it shall be in addition to all amounts provided above in Section 16.5 and any attorneys' fees and other costs and expenses to which we are entitled under the terms of this Agreement, including but not limited to, Section 26.7 below. Your payment of this lump sum will not affect our right to obtain relief for its other rights under this Agreement, including without limitation, appropriate injunctive relief and remedies to enforce this Section 16, the covenants set forth in Sections 10 and 17, and its trademark rights under Section 8.

**16.11 Compliance With Covenants.** You, your owners and members of your and their immediate families shall comply with the covenants contained in Section 17.3.

**16.12 Student Contracts.** On our written request, you shall either assign existing student contracts to us or our designee, or immediately refund to existing customers any and all monies paid to you by such customers for services that have not been rendered and, as a result of the termination or expiration of this Agreement, will not be rendered to such customers. You shall provide us with all current and prospective customer lists and information in your possession.

**16.13 Evidence of Compliance.** You shall furnish us with evidence satisfactory to us of compliance with the obligations of this Section 16 within 30 days after termination or expiration of this Agreement.

## **17. COVENANTS**

**17.1 Best Efforts.** You covenant that, during the Term, except as we might otherwise approve, you and your owners, or a full-time General Manager designated by you, shall devote full time and best efforts to the management and operation of your School of Rock Business. You also must designate a full-time Music Director. You and, as we may require, your General Manager and Music Director (or an appropriate manager you designate) must all attend and successfully complete our Initial Training Program, as described in Section 6 above.

**17.2 In-Term Covenants.** You acknowledge that you will receive valuable, specialized training and confidential information, including information regarding us and the operational, sales, promotional, and marketing methods and techniques of the System. You covenant that

during the Term of this Agreement, except as we might otherwise approve, you, your owners and members of your and their immediate families shall not, either directly or indirectly, or through, on behalf of, or in conjunction with any person or legal entity:

17.2.1 divert or attempt to divert any present or prospective business or customer of any School of Rock Business to any competitor, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Proprietary Marks and the System; or

17.2.2 own, maintain, operate, engage in, be employed by, provide any assistance or advice to, or have any interest in (as owner or otherwise) any business that: (a) is substantially similar to a School of Rock Business; or (b) offers or sells services that are the same as or similar to the services being offered by a School of Rock Business under the System, including music instruction or live music performances.

17.3 Post-Term Covenants. You covenant that, except as we might otherwise approve, you, your owners and the members of your and their immediate families shall not, for a continuous uninterrupted period of two (2) years commencing upon the date of: (a) a transfer permitted under Section 14 of this Agreement; (b) expiration of this Agreement; (c) termination of this Agreement (regardless of the cause for termination); (d) a final order of a duly authorized arbitrator, panel of arbitrators, or a court of competent jurisdiction (after all appeals have been taken) with respect to any of the foregoing or with respect to enforcement of this Section 17.3; or (e) any or all of the foregoing; either directly or indirectly, or through, on behalf of, or in conjunction with any person or legal entity, own, maintain, operate, engage in, be employed by, provide assistance to, or have any interest in (as owner or otherwise) any business that: (a)(i) is substantially similar to a School of Rock Business; or (ii) offers or sells services that are the same as or similar to the services being offered by a School of Rock Business under the System, including music instruction or live music performances; and (b) is, or is intended to be, located at or within:

17.3.1 the Territory;

17.3.2 ten (10) miles of the Premises; or

17.3.3 ten (10) miles of any School of Rock Business;

provided, however, that Sections 17.2.2 and this Section 17.3 shall not apply to the authorized operation by you of a School of Rock Business under the System pursuant to this Agreement or another franchise agreement with us. Before any violation of an activity restriction occurs, either you or we, upon written notice to the other, shall have the right to have determined whether the covenant contained in this Section 17.3 is a reasonable restriction on post-term activities by requesting that the scope of the restrictions be submitted to arbitration in accordance with Section 26.3 of this Agreement solely for the purpose of determining prospectively whether any reduction in the scope of the restrictions is appropriate. In such event, the decision of the arbitrator regarding the scope of the restriction shall be final and binding upon the parties. You shall not engage in any competitive activities in violation of this Section 17.3 pending resolution of the dispute. Any

violation of the activity restrictions may be enforced in a court of law by injunction in accordance with Section 26.5 of this Agreement.

17.4 No Application to Equity Securities. Sections 17.2.2 and 17.3 shall not apply to ownership of a less than five percent (5%) beneficial interest in the outstanding equity securities of any corporation which has securities registered under the Securities Exchange Act of 1934.

17.5 Reduction of Scope of Covenants. We shall have the right, in our discretion, to reduce the scope of any covenant set forth in Sections 17.2 and 17.3, or any portion thereof, without your consent, effective immediately upon your receipt of written notice thereof; and you agree that you shall comply forthwith with any covenant as so modified, which shall be fully enforceable notwithstanding the provisions of Section 24 hereof.

17.6 No Defense. You agree that the existence of any claims you may have against us, whether or not arising from this Agreement, shall not constitute a defense to the enforcement by us of the covenants in this Section 17. You agree to pay all costs and expenses (including reasonable attorneys' fees) we incur in connection with the enforcement of this Section 17.

17.7 Independent Covenants. Each of the foregoing covenants shall be construed as independent of any other covenant or provision of this Agreement. If all or any portion of a covenant in this Section 17 is held unreasonable or unenforceable by a court, arbitrator, or agency having valid jurisdiction in an unappealed final decision to which we are a party, you shall be bound by any lesser covenant subsumed within the terms of such covenant that imposes the maximum duty permitted by law, as if the resulting covenant were separately stated in and made a part of this Section 17.

17.8 Irreparable Injury. Violation of any of the terms of this Section 17 would result in irreparable injury to us for which no adequate remedy at law may be available, and you accordingly consent to the issuance of an injunction prohibiting any conduct in violation of the terms of this Section 17.

17.9 Our Costs and Expenses. You shall pay us all damages, costs, and expenses, including reasonable attorneys' fees, we incur in obtaining injunctive or other relief for the enforcement of any provision of this Section 17.

## **18. CORPORATION, PARTNERSHIP OR LIMITED LIABILITY COMPANY**

18.1 Legal Entity. If you are a corporation, partnership, limited liability company or other legal entity, you shall comply with the following requirements:

18.1.1 You shall be newly organized, and your charter shall at all times provide that your activities are confined exclusively to operating School of Rock Businesses; and

18.1.2 Copies of your articles of formation, bylaws and other governing documents, and any amendments thereto, including the resolution of your governing body authorizing entry into this Agreement, shall be promptly furnished to us.

18.2 Guaranty and Indemnification. If you are a corporation, partnership, limited liability company or other legal entity, then all of your owners shall execute a Guarantee, Indemnification, and Acknowledgment in the form attached hereto as Exhibit D-1, and their spouses shall execute a Guarantee, Indemnification, and Acknowledgment in the form attached hereto as Exhibit D-2.

## **19. TAXES, PERMITS, AND INDEBTEDNESS**

19.1 Payment of Taxes. You shall promptly pay when due all taxes levied or assessed, including unemployment and sales taxes, and all accounts and other indebtedness of every kind incurred in the operation of the School. You shall pay to us an amount equal to any state or local taxes, including, without limitation, sales, use, service, occupation, employment related, excise, gross receipts, income, property or other taxes, that may be imposed on us as a result of our receipt or accrual of the initial franchise fee, royalty fees, advertising fees, renewal fees, and all other fees that are referenced in this Agreement, whether assessed against you through withholding or other means or whether paid by us directly, unless the tax is credited against income tax otherwise payable by us. In such event, you shall pay us (or to the appropriate governmental authority) such additional amounts as are necessary to provide us, after taking such taxes into account (including any additional taxes imposed on such additional amounts), with the same amounts that we would have received or accrued had such withholding or other payment, whether by you or by us, not been required.

19.2 Contesting Tax Liability. In the event of any bona fide dispute as to your liability for taxes assessed or other indebtedness, you may contest the validity or the amount of the tax or indebtedness in accordance with procedures of the taxing authority or applicable law, but in no event shall you permit a tax sale or seizure by levy or execution or similar writ or warrant, or attachment by a creditor, to occur against the Premises, or any improvements thereon.

19.3 Permits and Licenses. You shall comply with all federal, state, and local laws, rules, and regulations and shall timely obtain any and all permits, certificates, or licenses necessary for the full and proper conduct of the School, including licenses to do business, fictitious name registrations, occupancy licenses, sales tax permits, construction permits, health permits, building permits, handicap permits and fire clearances.

19.4 Notification of Adverse Action. You shall immediately notify us in writing of the commencement of any action, suit, or proceeding, and of the issuance of any order, writ, injunction, award, or decree of any court, agency, or other governmental instrumentality, which may adversely affect the operation or financial condition of the School.

## **20. INDEPENDENT CONTRACTOR; INDEMNIFICATION**

20.1 Independent Contractor. This Agreement does not create a fiduciary relationship between us and you for any purpose. You are an independent contractor, and nothing in this Agreement is intended to constitute either party an agent, legal representative, subsidiary, joint venturer, joint employer, partner, employee, or servant of the other for any purpose whatsoever. During the Term, you shall hold yourself out to the public as an independent contractor operating

the School pursuant to a franchise agreement with us. You shall take such action as may be necessary to do so, including exhibiting a notice of that fact in a conspicuous place at the Premises, the content of which we reserve the right to specify or approve. Notwithstanding any other provision of this Agreement, you acknowledge and agree that you have the sole authority, and that it is your sole obligation under this Agreement, to make all personnel and employment decisions for the School, including, without limitation, decisions related to hiring, training, firing, discharging and disciplining employees, and to supervising your employees, setting their wages, hours of employment, record-keeping, and any benefits, and that we shall have no direct or indirect authority or control over any employment-related matters for your employees. You shall require each of your employees to acknowledge in writing that you (and not we) are the employer of such employee.

20.2 No Authority to Contract. You are not authorized to make any contract, agreement, warranty or representation on our behalf, or to incur any debt or other obligation in our name; and we shall in no event assume liability for, or be deemed liable hereunder as a result of, any such action; nor shall we be liable by reason of any of your acts or omissions in the development or operation of the School or for any claim or judgment arising therefrom.

20.3 Indemnification.

20.3.1 Indemnification Obligation. You must defend, indemnify, and hold harmless us and our affiliates, our and their permitted successors and assigns, and each of our and their respective direct and indirect owners, directors, officers, managers, employees, agents, attorneys, and representatives (collectively, the “**Indemnified Parties**”) from and against all Losses (defined below), which any of the Indemnified Parties may suffer, sustain, or incur as a result of a claim asserted or inquiry made formally or informally, or a legal action, investigation, or other proceeding brought, by a third party and directly or indirectly arising out of or relating to: (i) the operation of the School; (ii) the business you conduct under this Agreement; (iii) your breach of this Agreement; (iv) your noncompliance or alleged noncompliance with any applicable laws; or (v) any allegation that we or another Indemnified Party is a joint employer or otherwise responsible for your acts or omissions relating to your employees (each, an “**Indemnified Claim**”). “**Losses**” include all obligations, liabilities, damages (actual, consequential, or otherwise), and reasonable defense costs that any Indemnified Party incurs. Defense costs include arbitrators’, attorneys’, and expert witness fees, costs of investigation and proof of facts, court costs, travel and living expenses, and other expenses of litigation, arbitration, or alternative dispute resolution, regardless of whether litigation, arbitration, or alternative dispute resolution is commenced.

20.3.2 Indemnification Procedure. We, or an Indemnified Party, will promptly notify you of any Indemnified Claim, provided, however, that the failure to provide such notice shall not release you from your indemnification obligations under this Section 20.3, except to the extent you are actually and materially prejudiced by such failure. An Indemnified Party shall have the right, in its sole discretion, to (a) require you to defend any Indemnified Claim at your expense using counsel reasonably satisfactory to the Indemnified Party or (b) defend any Indemnified Claim at your expense (or take over control of the defense of any Indemnified Claim at your expense at any point after you have started to provide a defense), including by selecting and hiring counsel and coordinating the defense. In either case, you must promptly reimburse such

Indemnified Party for any and all Losses that it incurs related to the defense of any Indemnified Claims.

20.3.3 Cooperation and Settlement. You or the Indemnified Party (as the case may be) shall keep you or the Indemnified Party (as the case may be) reasonably apprised of, and shall respond to any reasonable requests concerning, the status of the defense of any claim of which it is maintaining and shall cooperate in good faith with each other with respect to the defense of any such claim. You shall not, without the prior written consent of the Indemnified Parties, (a) settle or compromise any claim or consent to the entry of any judgment with respect to any claim which does not include a written release from liability of such claim for the Indemnified Parties, or (b) settle or compromise any claim in any manner that may adversely affect the Indemnified Parties other than as a result of money damages or other monetary payments which will be paid by you. No claim which is being defended in good faith by you in accordance with the terms of this Section 20.3 shall be settled by the Indemnified Parties without your prior written consent, which shall not be unreasonably withheld.

20.3.4 Willful Misconduct or Gross Negligence. You have no obligation to indemnify or hold harmless an Indemnified Party for, and we will reimburse you for, any Losses to the extent they are determined in a final, unappealable ruling issued by a court or arbitrator with competent jurisdiction to have been caused solely and directly by the Indemnified Party's gross negligence, willful misconduct, or willful wrongful omissions. However, nothing in this Section 20.3.4 limits your obligation to defend us and the other Indemnified Parties under Section 20.3.1.

20.3.5 Survival and Recovery. Your obligations in this Section 20.3 will continue in full force and effect subsequent to and notwithstanding this Agreement's expiration or termination. An Indemnified Party need not seek recovery from any insurer or other third party, or otherwise mitigate its Losses, in order to maintain and recover fully a claim against you under this Section 20.3. You agree that a failure to pursue a recovery or mitigate a Loss will not reduce or alter the amounts that an Indemnified Party may recover from you under this Section 20.3.

## **21. APPROVALS AND WAIVERS**

21.1 Approval and Consent. Whenever this Agreement requires our prior approval or consent, you shall make a timely written request to us therefor. Wherever our consent or approval is required or we are authorized to make a determination, such consent, approval or determination will be valid only if in writing signed by us. Except where this Agreement expressly obligates us reasonably to approve, consent or determine or not unreasonably to withhold our approval of or consent to any action or request, we have the absolute right to make the determination or to grant, grant subject to conditions we impose, or refuse to grant our approval or consent.

21.2 No Warranties or Guarantees. We make no warranties or guarantees upon which you may rely, and assume no liability or obligation to you, by providing any waiver, approval, consent, or suggestion to you in connection with this Agreement, or by reason of any neglect, delay or denial of any request therefor.

21.3 **No Waiver.** No failure to exercise any power reserved to us by this Agreement, or to insist upon your strict compliance with any obligation or condition hereunder, and no custom or practice of the parties at variance with the terms hereof, shall constitute a waiver of our right to demand exact compliance with any of the terms hereof. Our waiver of any of your defaults shall not affect or impair our rights with respect to any subsequent default of the same, similar, or different nature; nor shall our delay or failure to exercise any power or right arising out of any of your defaults of any of the terms, provisions, or covenants hereof, affect or impair our right to exercise the same, nor shall such constitute a waiver by us of any right hereunder, or the right to declare any subsequent breach or default and to terminate this Agreement prior to the expiration of its Term. Our subsequent acceptance of any payments due to us hereunder shall not be deemed to be our waiver of any preceding breach by you of any terms, covenants, or conditions of this Agreement.

## **22. GRANT OF SECURITY INTEREST**

As security for the payment of all amounts from time to time owing by you to us or our affiliates under this Agreement and all other agreements, and performance of all obligations to be performed by you, you hereby grant to us a security interest in all of your assets, including all equipment, furniture, fixtures, and building and road signs used in the operation of the School, as well as all proceeds of the foregoing (the “**Collateral**”). You warrant and represent that the security interest granted hereby is prior to all other security interests in the Collateral except bona fide purchase money security interests, or security interests held by financial institutions, if any, to which we have provided a written subordination. You agree not to remove the Collateral, or any portion thereof, from the Premises without our prior written consent. Upon the occurrence of any event entitling us to terminate this Agreement or any other agreement between the parties, we shall have all the rights and remedies of a secured party under the Uniform Commercial Code of the State in which the School is located, including the right to take possession of the Collateral. You authorize us to file one or more financing statements to perfect our security interest in and to the Collateral and agree to execute and deliver to us financing statements or such other documents as we reasonably deem necessary to perfect our interest in the Collateral within 10 days of your receipt of such documents from us.

## **23. NOTICES**

Any and all notices required or permitted under this Agreement shall be in writing and shall be personally delivered, sent by registered mail, or sent by other means which affords the sender evidence of delivery or rejected delivery (including private delivery, courier service, or facsimile), which shall not include electronic communication, such as e-mail, to the respective parties at the addresses shown in the opening paragraph of this Agreement, unless and until a different address has been designated by written notice to the other party, to the attention of the following:

Notices to us: Attn: Chief Development Officer

Notices to you: Attn: \_\_\_\_\_

Any notice by a means which affords the sender evidence of delivery or rejected delivery shall be deemed to have been given and received at the date and time of receipt or rejected delivery.

## **24. ENTIRE AGREEMENT**

This Agreement, the attachments hereto, and the documents referred to herein constitute the entire Agreement between us and you concerning the subject matter hereof, and supersede any prior agreements, no other representations having induced you to execute this Agreement. Except for those permitted to be made unilaterally by us hereunder, no amendment, change, or variance from this Agreement shall be binding on either of us unless mutually agreed to and executed by you and our authorized officers or agents in writing. Nothing in this Agreement shall be deemed a waiver of any rights you may have to rely on the Franchise Disclosure Document (“FDD”) we have provided to you prior to your execution of this Agreement.

## **25. SEVERABILITY AND CONSTRUCTION**

25.1 Severability. If, for any reason, any section, part, term, provision, and/or covenant herein is determined to be invalid and contrary to, or in conflict with, any existing or future law or regulation by a court or agency having valid jurisdiction, such shall not impair the operation of, or have any other effect upon, such other portions, sections, parts, terms, provisions, and/or covenants of this Agreement as may remain otherwise intelligible; and the latter shall continue to be given full force and effect and bind the parties hereto; and said invalid portions, sections, parts, terms, provisions, and/or covenants shall be deemed not to be a part of this Agreement.

25.2 Survival. Any provision or covenant in this Agreement which expressly or by its nature imposes obligations beyond the expiration, termination or assignment of this Agreement (regardless of cause for termination), shall survive such expiration, termination or assignment, including Sections 10, 17, and 26.

25.3 No Rights or Remedies Conferred. Except as expressly provided to the contrary herein, nothing in this Agreement is intended, nor shall be deemed, to confer upon any person or legal entity other than us and you any rights or remedies under or by reason of this Agreement.

25.4 Promises and Covenants. You agree to be bound by any promise or covenant imposing the maximum duty permitted by law which is subsumed within the terms of any provision hereof, as though it were separately articulated in and made a part of this Agreement, that may result from striking from any of the provisions hereof any portion or portions which a court, arbitrator, or agency having valid jurisdiction may hold to be unreasonable and unenforceable in an unappealed final decision to which we are a party, or from reducing the scope of any promise or covenant to the extent required to comply with such a court or agency order. Any policies that we adopt and implement from time to time to guide us in our decision-making are subject to change, are not a part of this Agreement, and are not binding on us.

25.5 Captions and Headings. All captions in this Agreement are intended solely for the convenience of the parties, and none shall be deemed to affect the meaning or construction of any provision hereof.

25.6 Construction. Wherever we have reserved the right to take action “in our discretion,” we may do so in our “sole” discretion unless otherwise provided. References in this Agreement to “including” mean “including, without limitation” or “including but limited to,” as the context requires, unless otherwise provided. This Agreement may be executed in multiple copies, each of which will be deemed an original. Signatures delivered by facsimile or electronically shall be deemed and have the same force as an original.

25.7 Force Majeure. Neither we, nor our affiliates, or you shall be responsible or liable for any delays in the performance of any duties under this Agreement which are not the fault or within the reasonable control of us, our affiliates, or you including, but not limited to, fire, flood, natural disasters, acts of God, pandemics, epidemics, delays in deliveries by common carriers, governmental acts or orders, late deliveries of products or goods or furnishing of services by third party vendors, civil disorders, or strikes and any other labor-related disruption, and in any event said time period for the performance of an obligation hereunder shall be extended for the amount of time of the delay or impossibility. Provided, however, this clause shall not apply to and not result in an extension of: (1) the time for payments to be made by you as required by Section 4 hereof; or (2) the term of this Agreement.

## **26. DISPUTE RESOLUTION**

26.1 Applicable Law. This Agreement shall be interpreted and construed exclusively under the laws of the Commonwealth of Massachusetts. In the event of any conflict of law, the laws of Massachusetts shall prevail, without regard to the application of Massachusetts conflict-of-law rules. If, however, any provision of this Agreement would not be enforceable under the laws of Massachusetts and if you are located outside of Massachusetts and such provision would be enforceable under the laws of the state in which you are located, then such provision shall be interpreted and construed under the laws of that state.

26.2 Arbitration. Except as otherwise provided herein, any dispute, claim or controversy arising out of or relating to this Agreement, the breach hereof, the rights and obligations of the parties hereto, or the entry, making, interpretation, or performance of either party under this Agreement shall be settled by arbitration administered by the American Arbitration Association in accordance with its Commercial Arbitration Rules. Such arbitration shall take place before a sole arbitrator in the metropolitan area in which we have our principal place of business at the time of the filing of the arbitration (currently, Boston, Massachusetts) at a location we determine in our discretion, and you agree not to file an objection to such locale. Judgment on the award rendered by the arbitrator may be entered in any court of competent jurisdiction. The arbitrator shall, in the award, allocate all of the costs of the arbitration, including the fees of the arbitrator and the reasonable attorneys’ fees of the prevailing party, against the party who did not prevail. To the extent permitted by applicable law, no issue of fact or law shall be given preclusive or collateral estoppel effect in any arbitration hereunder, except to the extent such issue may have been determined in another proceeding between you and us. This agreement to arbitrate shall survive any termination or expiration of this Agreement. No arbitration, action, or proceeding under this Agreement shall add as a party, by consolidation, joinder, or in any other manner, any person or party other than us and you and any person in privity with, or claiming through, in the right of, or

on behalf of, us and you, unless both parties consent in writing. We have the absolute right to refuse such consent. All such proceedings for which consent is not granted shall be conducted on an individual, not a class-wide, basis.

26.3 Jurisdiction and Venue. Any action that is not otherwise subject to arbitration under Section 26.2 (including all appeals from or relating to arbitration hereunder), whether or not arising out of, or relating to, this Agreement, brought by you (or any of your owners) against us shall be brought in the U.S. District Court presiding in the district in which we have our principal place of business at the time of filing (currently, Boston, Massachusetts) or, if such court does not have competent jurisdiction, in a state court located in such district. We shall have the right to commence an action against you in any court of competent jurisdiction. You waive all objections to personal jurisdiction or venue for purposes of this Section 26.3 and agree that nothing in this Section 26.3 shall be deemed to prevent us from removing an action from state court to federal court.

26.4 No Exclusivity. No right or remedy conferred upon or reserved to us or you by this Agreement is intended to be, nor shall be deemed, exclusive of any other right or remedy herein or by law or equity provided or permitted, but each shall be cumulative of every other right or remedy.

26.5 Injunctive Relief. Nothing in this Agreement (including, without limitation, Sections 26.2 and 26.3 above) shall bar our right to obtain injunctive relief from any court of competent jurisdiction against threatened conduct that will cause us loss or damage, under the usual equity rules, including the applicable rules for obtaining specific performance, restraining orders, and preliminary injunctions.

26.6 Limitation of Claims. You agree that any and all claims you have against us and/or our affiliates, principals, employees and agents, arising out of, or relating to, this Agreement may not be commenced unless you bring them before the earlier of (a) the expiration of one (1) year after the act, transaction, or occurrence upon which such claim is based; or (b) one (1) year after this Agreement expires or is terminated for any reason. You agree that any claim or action not brought within the periods required under this Section 26.6 shall forever be barred as a claim, counterclaim, defense, or set off.

26.7 Our Costs and Expenses. Except as expressly provided by Section 26.2 hereof, you shall pay all expenses, including attorneys' fees and costs, incurred by us, our affiliates, and our or their successors and assigns (a) to remedy any defaults of, or enforce any rights under, this Agreement; (b) to effect termination of this Agreement; and (c) to collect any amounts due under this Agreement.

26.8 WAIVER OF RIGHT TO A JURY AND PUNITIVE DAMAGES. YOU AND WE KNOWINGLY, VOLUNTARILY, AND INTENTIONALLY WAIVE OUR RESPECTIVE RIGHTS TO A TRIAL BY JURY AND WAIVE ANY CLAIM FOR PUNITIVE, MULTIPLE, AND/OR EXEMPLARY DAMAGES, EXCEPT THAT WE SHALL BE FREE AT ANY TIME HEREUNDER TO BRING AN ACTION FOR WILLFUL TRADEMARK INFRINGEMENT

AND, IF SUCCESSFUL, TO RECEIVE AN AWARD OF MULTIPLE DAMAGES AS PROVIDED BY LAW.

## **27. REPRESENTATIONS AND ACKNOWLEDGEMENTS**

27.1 Acknowledgements in Certain States. The following acknowledgements apply to all franchisees and School of Rock Businesses, except those that are subject to the state franchise disclosure laws in California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, or Wisconsin:

27.1.1 Independent Investigation. You acknowledge and agree that: (i) you have conducted an independent investigation of the business contemplated by this Agreement, recognize that it involves business risks, and recognize that making a success of a venture is largely dependent on your own business abilities; (ii) no assurance or warranty, express or implied, has been given to you by us or any of our affiliates as to the potential success of any business contemplated by this Agreement or the profits that may be achieved; (iii) there are no promises, commitments, “side deals,” options, rights of first refusal, or other rights or obligations in connection with this Agreement except as expressly provided for in this Agreement; and (iv) the terms and covenants in this Agreement are reasonable and necessary for us to maintain our high standards of quality and service, as well as the uniformity of those standards at each School, and to protect and preserve the goodwill of the Proprietary Marks.

27.1.2 Acknowledgment of Understanding; Opportunity to Consult. You acknowledge that you have read and understood this Agreement, the attachments hereto, and agreements relating thereto, if any, and that we have accorded you ample time and opportunity to consult with an attorney or other advisor of your own choosing about the potential benefits and risks of entering into this Agreement.

27.1.3 No Reliance on Contrary Representations. You have no knowledge of any representations made about the franchise opportunity by us, our affiliates, or any of our or their officers, directors, owners, or agents that are contrary to the statements made in our FDD or to the terms and conditions of this Agreement. You are not relying on any representations or warranties, express or implied, furnished by us or our representatives other than those expressly set forth in this Agreement and the FDD.

27.1.4 Financial Performance Representations. Except as may be stated in the FDD, neither we, nor any of our affiliates, nor any of our or our affiliates’ officers, agents, employees, or representatives have made any representation to you, express or implied, as to the historical revenues, earnings, or profitability of any School or the anticipated revenues, earnings, or profitability of the business subject to the license or any other business operated by us, our licensees, our franchisees, or our affiliates. Any information you have acquired from other franchisees regarding their sales, profits or cash flows is not information obtained from us, and we make no representation about that information’s accuracy.

27.2 Compliance With Anti-Terrorism Laws. You acknowledge that under applicable U.S. law, including Executive Order 13224, signed on September 23, 2001 (the “Executive

**Order**”), we are prohibited from engaging in any transaction with any Specially Designated National or Blocked Person. “Specially Designated National” or “Blocked Person” shall mean (1) those persons designated by the U.S. Department of Treasury’s Office of Foreign Assets Control from time-to-time as a “specially designated national” or “blocked person” or similar status, (2) a person engaged in, or aiding any person engaged in, acts of terrorism, as defined in the Executive Order, or (3) a person otherwise identified by government or legal authority as a person with whom we are prohibited from transacting business. Currently, the listing of such designations can be searched or downloaded from <https://home.treasury.gov/policy-issues/financial-sanctions/specially-designated-nationals-and-blocked-persons-list-sdn-human-readable-lists>.

Accordingly, you represent and warrant to us that as of the date of this Agreement, neither you nor any person holding any ownership interest in you, controlled by you, or under common control with you, is designated under the Executive Order as a person with whom business may not be transacted by us, and that you (a) do not, and hereafter shall not, engage in any terrorist activity; (b) are not affiliated with and do not support any individual or entity engaged in, contemplating, or supporting terrorist activity; and (c) are not acquiring the rights granted under this Agreement with the intent to generate funds to channel to any individual or entity engaged in, contemplating, or supporting terrorist activity, or to otherwise support or further any terrorist activity.

**27.3 Acknowledgment of Receipt.** You acknowledge that you received our current Franchise Disclosure Document at least 14 calendar days prior to the date on which this Agreement was executed or you paid any money to us. You further acknowledge that you received a complete copy of this Agreement, the attachments hereto, and all related agreements attached to the Franchise Disclosure Document, and that you waited at least seven (7) calendar days prior to executing them if any changes to such agreements were unilaterally and materially made by us.

**27.4 Consent to Maintenance of Electronic Records and to Electronic Signatures.** You expressly consent and agree that we may provide and maintain all disclosures, agreements, amendments, notices, and all other evidence of transactions between you and us in electronic form. You expressly agree to execution of this Agreement and related agreements by electronic means and that such execution shall be legally binding and enforceable as an “electronic signature” and the legal equivalent of your handwritten signature. You expressly agree that electronic copies of this Agreement and related agreements between you and us are valid. You expressly agree not to contest the validity of the originals or copies of this Agreement and related agreements, absent proof of altered data or tampering.

**27.5 No Waiver or Disclaimer of Reliance in Certain States.** The following provision applies only to franchisees and School of Rock Businesses that are subject to the state franchise disclosure laws in California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, or Wisconsin:

No statement, questionnaire, or acknowledgement signed or agreed to by you in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by us, any franchise seller, or any other

person acting on behalf of us. This provision supersedes any other term of any document executed in connection with the franchise.

**[Signature Page Follows]**

IN WITNESS WHEREOF, the parties hereto have duly executed this Agreement in duplicate on the date first above written.

**SCHOOL OF ROCK FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date\*: \_\_\_\_\_  
(\*This is the Effective Date)

\_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**EXHIBIT A TO  
SCHOOL OF ROCK  
FRANCHISE AGREEMENT**

**APPROVED LOCATION; TERRITORY; OWNERS**

1. **Approved Location.** The Approved Location under this Agreement shall be: \_\_\_\_\_  
\_\_\_\_\_

2. **Territory.** The Territory under this Agreement shall consist of the following geographic area:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3. **Owners.** The following is a complete list of all of your shareholders, partners, or members (“Owners”) and the percentage ownership interest of each such Owner:

<u>Name</u>	<u>Position</u>	<u>Interest (%)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

**SCHOOL OF ROCK FRANCHISING, LLC** \_\_\_\_\_

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**EXHIBIT B TO  
SCHOOL OF ROCK  
FRANCHISE AGREEMENT**

**LEASE RIDER**

*[The following language must be included in your Lease  
pursuant to Section 5.2 of the Franchise Agreement.]*

If Lessee, a franchisee of School of Rock Franchising, LLC (the “Company”), shall be in default under any of the provisions of its lease and Lessor has the right to terminate the same; or if such Lessee is in default under any of the provisions of its Franchise Agreement with the Company, and the Company has the right to terminate said Franchise Agreement; or if the lease or Franchise Agreement is terminated for any reason; or if Lessee desires to assign its lease to the Company, Lessor and Lessee agree that the Company shall have the right, subject to applicable law, but not the obligation, to assume the obligations of the Lessee under said lease upon the same terms and conditions, in which event, and upon the exercise of such right, the Company shall take immediate possession of the subject premises as if it was the tenant named in said lease. Lessor shall notify the Company of any default of Lessee at the same time notice is given to Lessee, and the Company may, but is under no obligation to, cure such default.

**EXHIBIT C TO  
SCHOOL OF ROCK  
FRANCHISE AGREEMENT**

**ADA CERTIFICATION**

School of Rock Franchising, LLC (“we” or “us”) and \_\_\_\_\_ (“you”) are parties to a franchise agreement dated \_\_\_\_\_ (the “Franchise Agreement”) for the operation of a School of Rock business at \_\_\_\_\_ (the “Premises”). In accordance with Section 5.4 of the Franchise Agreement, you certify to us that, to the best of your knowledge, the Premises and its adjacent areas comply with all applicable federal, state, and local accessibility laws, statutes, codes, rules, regulations and standards, including the Americans with Disabilities Act (“ADA”). You acknowledge that we have relied on the information contained in this certification. Furthermore, you agree to indemnify us and our officers, directors, and employees in connection with any and all claims, losses, costs, expenses, liabilities, compliance costs, and damages incurred by the indemnified party(ies) as a result of any matters associated with your compliance (or failure to comply) with the ADA, as well as the costs, including attorneys’ fees, related to the same.

IN WITNESS WHEREOF, the parties hereto have duly executed this ADA Certification on the date first above written.

\_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**EXHIBIT D-1 TO  
SCHOOL OF ROCK  
FRANCHISE AGREEMENT**

**GUARANTEE, INDEMNIFICATION, AND ACKNOWLEDGMENT  
(OWNERS)**

As an inducement to School of Rock Franchising, LLC (the “**Company**”) to execute the Franchise Agreement between the Company and \_\_\_\_\_ (the “**Franchisee**”) dated \_\_\_\_\_ (the “**Agreement**”), the undersigned (the “**Guarantors**”), jointly and severally, hereby unconditionally guarantee to the Company and its successors and assigns that all of the Franchisee’s obligations under the Agreement will be punctually paid and performed.

Upon demand by the Company, the Guarantors will immediately make each payment to the Company required of the Franchisee under the Agreement. The Guarantors hereby waive any right to require the Company to: (a) proceed against the Franchisee for any payment required under the Agreement; (b) proceed against or exhaust any security from the Franchisee; or (c) pursue or exhaust any remedy, including any legal or equitable relief, against the Franchisee. Without affecting the obligations of the Guarantors under this Guarantee, the Company may, without notice to the Guarantors, extend, modify, or release any indebtedness or obligation of the Franchisee, or settle, adjust, or compromise any claims against the Franchisee. The Guarantors waive notice of amendment of the Agreement and notice of demand for payment by the Franchisee and agree to be bound by any and all such amendments and changes to the Agreement.

The Guarantors hereby agree to defend, indemnify, and hold the Company harmless against any and all losses, damages, liabilities, costs, and expenses (including reasonable attorneys’ fees, reasonable costs of investigation, court costs, and arbitration fees and expenses) resulting from, consisting of, or arising out of or in connection with any failure by the Franchisee to perform any obligation of the Franchisee under the Agreement, any amendment thereto, or any other agreement executed by the Franchisee referred to therein.

The Guarantors hereby acknowledge and agree to be individually bound by all of the confidentiality provisions and non-competition covenants contained in Sections 10 and 17 of the Agreement.

This Guarantee shall terminate upon the termination or expiration of the Agreement or upon the transfer or assignment of the Agreement by the Franchisee, except that all obligations and liabilities of the Guarantors that arose from events which occurred on or before the effective date of such termination, expiration, transfer, or assignment of the Agreement shall remain in full force and effect until satisfied or discharged by the Guarantors, and all covenants which by their terms continue in force after the termination, expiration, transfer, or assignment of the Agreement shall remain in force according to their terms. This Guarantee shall not terminate upon the transfer or assignment of the Agreement or this Guarantee by the Company. Upon the death of an individual guarantor, the estate of such guarantor shall be bound by this Guarantee, but only for

defaults and obligations hereunder existing at the time of death; and the obligations of the other guarantors will continue in full force and effect.

Unless specifically stated otherwise, the terms used in this Guarantee shall have the same meaning as in the Agreement and shall be interpreted and construed in accordance with Section 26 of the Agreement. This Guarantee shall be interpreted and construed under the laws of the Commonwealth of Massachusetts. In the event of any conflict of law, the laws of Massachusetts shall prevail, without regard to, and without giving effect to, the application of the Commonwealth of Massachusetts conflict of law rules.

The Guarantors agree that the dispute resolution and attorney fee provisions in Section 26 of the Agreement are hereby incorporated into this Guarantee by reference, and references to the Franchisee and the Franchise Agreement therein shall be deemed to apply to the Guarantors and this Guarantee, respectively, herein.

Any and all notices required or permitted under this Guarantee shall be in writing and shall be personally delivered, sent by registered mail, or sent by other means which affords the sender evidence of delivery or rejected delivery (including private delivery, courier service, or facsimile), which shall not include electronic communication, such as e-mail, to the respective parties at the following addresses, unless and until a different address has been designated by written notice to the other party:

Notices to the Company:      School of Rock Franchising, LLC  
1 Wattles Street  
Canton, MA 02021  
Phone: (720) 398-5981  
Attn: Chief Development Officer

Notices to the Guarantors: \_\_\_\_\_

Attn: \_\_\_\_\_  
E-mail: \_\_\_\_\_

Any notice by a means which affords the sender evidence of delivery or rejected delivery shall be deemed to have been given and received at the date and time of receipt or rejected delivery.

**[Signature Page Follows]**

IN WITNESS WHEREOF, each of the Guarantors has signed this Guarantee as of the date of the Agreement.

**GUARANTORS**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

**EXHIBIT D-2 TO  
SCHOOL OF ROCK  
FRANCHISE AGREEMENT**

**GUARANTEE, INDEMNIFICATION, AND ACKNOWLEDGMENT  
(OWNERS' SPOUSES)**

As an inducement to School of Rock Franchising, LLC (the “**Company**”) to execute the Franchise Agreement between the Company and \_\_\_\_\_ (the “**Franchisee**”) dated \_\_\_\_\_ (the “**Agreement**”) (the performance of which is guaranteed by Franchisee’s owners \_\_\_\_\_ (each an “**Owner**” and, together, the “**Owner Guarantors**”)), the undersigned spouses of the Owners (each a “**Spousal Guarantor**” and, together, the “**Spousal Guarantors**”), jointly and severally, hereby guarantee to the Company and its successors and assigns, on the terms described herein, that all of the Franchisee’s obligations under the Agreement will be punctually paid.

The Spousal Guarantors acknowledge and agree that if Franchisee and Owner Guarantors fail to make any payment to the Company required under the Agreement when such payment is due, then upon demand by the Company, the Spousal Guarantors will immediately make each payment to the Company required of the Franchisee under the Agreement. The Spousal Guarantors hereby waive any right to require the Company to: (a) proceed against the Franchisee or Owner Guarantors for any payment required under the Agreement; (b) proceed against or exhaust any security from the Franchisee or Owner Guarantors; or (c) pursue or exhaust any remedy, including any legal or equitable relief, against the Franchisee or Owner Guarantors. Without affecting the obligations of the Spousal Guarantors under this Guarantee, the Company may, without notice to the Spousal Guarantors, extend, modify, or release any indebtedness or obligation of the Franchisee, or settle, adjust, or compromise any claims against the Franchisee. The Spousal Guarantors waive notice of amendment of the Agreement and notice of demand for payment by the Franchisee and agree to be bound by any and all such amendments and changes to the Agreement.

The Spousal Guarantors hereby acknowledge and agree to be individually bound by all of the confidentiality provisions and non-competition covenants contained in Sections 10 and 17 of the Agreement.

This Guarantee shall terminate upon the termination or expiration of the Agreement or upon the transfer or assignment of the Agreement by the Franchisee, except that all payment obligations of the Spousal Guarantors that arose from events which occurred on or before the effective date of such termination, expiration, transfer, or assignment of the Agreement shall remain in full force and effect until satisfied or discharged by the Spousal Guarantors, and all covenants which by their terms continue in force after the termination, expiration, transfer, or assignment of the Agreement shall remain in force according to their terms. This Guarantee shall not terminate upon the transfer or assignment of the Agreement or this Guarantee by the Company. Upon the death of an individual Spousal Guarantor, the estate of such Spousal Guarantor shall be bound by this Guarantee, but only for defaults and obligations hereunder existing at the time of death; and the obligations of the other Spousal Guarantors will continue in full force and effect.

Unless specifically stated otherwise, the terms used in this Guarantee shall have the same meaning as in the Agreement and shall be interpreted and construed in accordance with Section 26 of the Agreement. This Guarantee shall be interpreted and construed under the laws of the Commonwealth of Massachusetts. In the event of any conflict of law, the laws of Massachusetts shall prevail, without regard to, and without giving effect to, the application of the Commonwealth of Massachusetts conflict of law rules.

The Spousal Guarantors agree that the dispute resolution and attorney fee provisions in Section 26 of the Agreement are hereby incorporated into this Guarantee by reference, and references to the Franchisee and the Franchise Agreement therein shall be deemed to apply to the Spousal Guarantors and this Guarantee, respectively, herein.

Any and all notices required or permitted under this Guarantee shall be in writing and shall be personally delivered, sent by registered mail, or sent by other means which affords the sender evidence of delivery or rejected delivery (including private delivery, courier service, or facsimile), which shall not include electronic communication, such as e-mail, to the respective parties at the following addresses, unless and until a different address has been designated by written notice to the other party:

Notices to the Company: School of Rock Franchising, LLC  
1 Wattles Street  
Canton, MA 02021  
Phone: (720) 398-5981  
Attn: Chief Development Officer

Notices to the Spousal Guarantors: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Attn: \_\_\_\_\_  
E-mail: \_\_\_\_\_

Any notice by a means which affords the sender evidence of delivery or rejected delivery shall be deemed to have been given and received at the date and time of receipt or rejected delivery.

[Signature Page Follows]

IN WITNESS WHEREOF, each of the Spousal Guarantors has signed this Guarantee as of the date of the Agreement.

**SPOUSAL GUARANTORS**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

**EXHIBIT G-2 TO  
FRANCHISE DISCLOSURE DOCUMENT**

**RENEWAL AMENDMENT TO FRANCHISE AGREEMENT**

(See attached.)

## SCHOOL OF ROCK FRANCHISE AGREEMENT RENEWAL AMENDMENT

THIS RENEWAL AMENDMENT (“**Amendment**”), effective as of \_\_\_\_\_, is by and between School of Rock Franchising, LLC, a Pennsylvania limited liability company with its principal place of business at 1 Wattles Street, Canton, MA 02021 (“**Franchisor**”); and \_\_\_\_\_, a[n] \_\_\_\_\_ with its principal place of business at \_\_\_\_\_ (“**Franchisee**”).

### WITNESSETH:

**WHEREAS**, Franchisee has operated a School of Rock franchise at \_\_\_\_\_ (the “**School of Rock Business**”) pursuant to a prior franchise agreement entered into between Franchisor and Franchisee (the “**Prior Agreement**”);

**WHEREAS**, Franchisor and Franchisee have entered into a certain School of Rock Franchise Agreement effective as of \_\_\_\_\_ (the “**Franchise Agreement**”) for the purpose of renewing Franchisee’s rights granted under the Prior Agreement; and

**WHEREAS**, Franchisor and Franchisee desire to amend the terms of the Franchise Agreement as set forth herein.

**NOW, THEREFORE**, the parties agree as follows:

1. Recital “C” on Page 1 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

You have operated a School of Rock Business under the System and Proprietary Marks under a franchise agreement, and wish to enter into a renewal franchise agreement with us to continue to operate such School. We are willing to grant you those rights, as described in this Agreement, in reliance on all of the information, representations, warranties and acknowledgements you and your owners (if you are a legal entity) have provided to us in support of your request.

2. Section 1.1 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

**Grant of Franchise.** You shall operate the School of Rock Business only at and from the location identified in Exhibit A (the “Approved Location”). The School of Rock Business you are licensed to operate under this Agreement is referred to as the “**School**” and shall include the Little Wing Program described in Section 1.2 hereof.

3. Section 2.1 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:Term. This Agreement shall begin on the Effective Date and, except as otherwise provided herein, shall continue until the 5<sup>th</sup> anniversary of the Effective Date (the “Term”).

4. The first sentence of Section 2.2 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:Successor Franchise. Subject to the conditions set forth in this Section 2.2, on expiration of this Agreement, you will be entitled to acquire a total of two (2) successor franchises for consecutive terms of five (5) years each.

5. Section 3.1.8 (Site Selection) of the Franchise Agreement is hereby deleted in its entirety.

6. Section 4.1 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

Successor Franchise Fee. On execution of this Agreement, you shall pay us a non-refundable successor franchise fee of [\_\_\_\_\_](\$\_\_\_\_\_) the “Successor Franchise Fee”). The entire Successor Franchise Fee is fully earned and non-refundable in consideration of administrative and other expenses we incur in entering into this Agreement and for our lost or deferred opportunity to enter into this Agreement with others.

7. Sections 5.1, 5.3, 5.5 and 5.6 of the Franchise Agreement are hereby deleted in their entirety.

8. Section 7.10 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

Inventory. You shall stock and maintain all types of approved products in quantities sufficient to meet reasonably anticipated customer demand.

9. Section 12.1 (Grand Opening Marketing) of the Franchise Agreement is hereby deleted in its entirety.

10. Franchisee and the undersigned principals, for themselves and their respective assigns, beneficiaries, executors, trustees, administrators, subrogees, agents, representatives, employees, officers, directors, partners, parent corporations, subsidiaries and affiliates (collectively, “Releasors”), do hereby irrevocably and absolutely release and forever discharge Franchisor and its affiliates and their respective successors, predecessors, assigns, beneficiaries, executors, trustees, administrators, subrogees, agents, representatives, employees, officers, directors, shareholders, partners, parent corporations, subsidiaries and affiliates (collectively, “Released Parties”), of and from any and all claims, demands, obligations, debts, actions, and causes of action of every nature, character, and description, known or unknown, pursuant to, arising out of, or related to, the Prior Agreement and the School of Rock Business, which Releasors

now own or hold, or have at any time heretofore owned or held, or may at any time own or hold against the Released Parties, arising prior to and including the date of this Amendment.

11. This Amendment constitutes an integral part of the Franchise Agreement between the parties hereto, and the terms of this Amendment shall be controlling with respect to inconsistent provisions and the subject matter hereof. Except as modified or supplemented by this Amendment, the terms of the Franchise Agreement are hereby ratified and confirmed. The section numbering in the Franchise Agreement shall remain the same and shall not be adjusted based on the deletion of any sections as set forth in this Amendment. Capitalized terms used but not otherwise defined herein shall have the meanings ascribed to such terms in the Franchise Agreement.

**[Signature Page Follows]**

IN WITNESS WHEREOF, the parties hereto have duly executed this Amendment in duplicate on the date first above written.

**SCHOOL OF ROCK FRANCHISING LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

\_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**SIGNED INDIVIDUALLY BY:**

Name: \_\_\_\_\_

**EXHIBIT H TO  
FRANCHISE DISCLOSURE DOCUMENT**

**CONFIDENTIALITY AND NON-DISCLOSURE AGREEMENT**

(See attached.)

## CONFIDENTIALITY AND NON-DISCLOSURE AGREEMENT

This Confidentiality and Non-Disclosure Agreement is entered into this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_ by and between School of Rock Franchising, LLC, on behalf of itself and its direct and indirect parents, subsidiaries and affiliates (hereinafter collectively referred to as the "**Company**") and \_\_\_\_\_ (hereinafter referred to as the "**Recipient**").

WHEREAS, the Company possesses certain confidential information pertaining to its businesses; and,

WHEREAS, the Recipient may, from time to time, receive a disclosure of such confidential information from the Company or its agents, consultants or affiliates for the purpose of enabling the Recipient to evaluate a possible franchise opportunity (the "**Franchise Opportunity**"); and,

THEREFORE, the Recipient agrees to hold in confidence and to refrain from the unauthorized use of Confidential Information (as hereinafter defined) as set forth below:

### 1. Confidential Information.

(a) As used herein, "**Confidential Information**" means information about the Company, in whatever format, furnished to the Recipient pursuant to this Agreement by or on behalf of the Company, including, but not limited to, information regarding policies and procedures; concepts; tools; techniques; contracts; business records; marketing information and plans; demographic information; operations; basic store inventory; sales; costs; employees; vendors; suppliers; expansion plans (e.g. existing, and entry into new, geographic and/or product markets); location of stores and offices (including proposed locations); lawsuits and/or claims; management philosophy; customer lists; rental activity reports; sell-through activity reports; and confidential information received from third parties pursuant to a confidential disclosure agreement,

(b) Confidential Information does not include information that (i) was available to the public prior to the time of disclosure, (ii) becomes available to the public through no act or omission of the Recipient, or (iii) communicated rightfully to Recipient free of any obligation of nondisclosure and without restriction as to its use. Recipient shall bear the burden of demonstrating that the information falls under one of the above-described exceptions.

### 2. Non-Use and Non-Disclosure.

Recipient agrees to (i) hold the Confidential Information in confidence and refrain from disclosing Confidential Information, or transmitting any documents or copies containing Confidential Information, to any other party except as permitted under the terms of this Agreement, (ii) use the Confidential Information only to assist the Recipient in evaluation of the Franchise Opportunity and will not disclose any of it except to the Recipient's directors, officers, employees and representatives (including outside attorneys, accountants and consultants) (collectively its "Representatives") who need such information for the purpose of evaluating the Franchise Opportunity (and the Recipient shall require such Representatives to agree to be bound by the provisions of this Agreement and the Recipient shall be responsible for any breach of the terms of this Agreement by its Representatives). Recipient shall use at least the standard of care with respect to protecting the Confidential Information that it accords or would accord its own proprietary and confidential information.

### 3. Ownership and Implied Rights.

All Confidential Information shall remain the exclusive property of the Company and nothing in this Agreement, or any document, or any course of conduct between the Company and the Recipient, shall be deemed to grant the Recipient any rights in or to the Confidential Information, or any part thereof.

Nothing herein shall obligate Company to enter into a franchise relationship with Recipient. Company may for any reason or for no reason decline to enter into a franchise relationship with Recipient. Recipient acknowledges that Company is under no obligation to enter into or execute a franchise agreement or a development agreement with Recipient on the basis of this Agreement or for any other reason.

4. Restrictions on Copying.

Recipient shall not make any copies of any Confidential Information, except as may be strictly necessary for Recipient to evaluate the Franchise Opportunity. Any copies made by Recipient shall bear a clear stamp or legend indicating their confidential nature. Recipient shall not remove, overprint or deface any notice of copyright, trademark, logo, or other notices of ownership from any originals or copies of Confidential Information.

5. Return of Materials.

At the request of the Company at any time, the Recipient shall promptly return to the Company all Confidential Information that may be contained in printed, written, drawn, recorded, computer disk or any other form whatsoever which is in the possession or control of the Recipient or the location of which is known by the Recipient, including all originals, copies, reprints and translations thereof and any notes prepared by the Recipient or its Representatives in connection with the Confidential Information.

6. Breach.

(a) In the event of Recipient's breach of its obligations under this Agreement or any other agreement with the Company, Company shall have the right to (i) demand the immediate return of all Confidential Information, (ii) recover its actual damages incurred by reason of such breach, including, but not limited to, its attorneys' fees and costs of suit, (iii) obtain injunctive relief to prevent such breach or to otherwise enforce the terms of this Agreement, and (iv) pursue any other remedy available at law or in equity.

(b) The Recipient recognizes that the Company would suffer irreparable harm for which it would not have an adequate remedy at law if the Recipient were to violate the covenants and agreements set forth herein. Accordingly, the Recipient agrees that the Company shall be entitled to specific performance and injunctive relief as remedies for any such breach and that, in such event, no bond shall be required. This remedy shall be in addition to any other remedy available at law or in equity.

7. Governing Law.

**THIS AGREEMENT SHALL BE GOVERNED BY AND CONSTRUED IN STRICT ACCORDANCE WITH THE SUBSTANTIVE LAW OF THE COMMONWEALTH OF MASSACHUSETTS WITHOUT REFERENCE TO CONFLICT OF LAW RULES. THE RECIPIENT HEREBY CONSENTS TO THE JURISDICTION OF THE DISTRICT COURTS OF THE DISTRICT IN WHICH OUR PRINCIPAL PLACE OF BUSINESS IS LOCATED AT THE TIME OF FILING AND ANY PROCEEDING ARISING BETWEEN THE PARTIES HERETO IN ANY MANNER PERTAINING OR RELATED TO THIS AGREEMENT SHALL TO THE EXTENT PERMITTED BY LAW, BE HELD IN THE DISTRICT IN WHICH OUR PRINCIPAL PLACE OF BUSINESS IS LOCATED AT THE TIME OF FILING.**

8. Waiver; Severability.

Any failure on the part of the Company to insist upon the performance of this Agreement or any part thereof, shall not constitute a waiver of any right under this Agreement. No waiver of any provision of this Agreement shall be effective unless in writing and executed by the party waiving the right. If any provision of this Agreement, or the application thereof to any person or circumstance shall, for any reason or to any extent, be invalid or unenforceable, the remainder of this Agreement and the application of such

provision to other persons or circumstances shall not be affected thereby, but rather shall be enforced to the greatest extent permitted by law.

9. Accuracy of Confidential Information.

(a) The Company makes no representation or warranty as to the accuracy or completeness of the Confidential Information. Neither the Company nor any of the officers, directors, employees, agents, advisors, legal counsel or other representatives or affiliates thereof, shall be subject to any liability resulting from the use of the Confidential Information by the Recipient and its Representatives.

(b) The Recipient acknowledges that the restrictions set forth herein are fair and reasonable and are necessary in order to protect the business of the Company and the confidential nature of the Confidential Information. The Recipient further acknowledges that the Confidential Information is unique to the business of the Company and would not be revealed to Recipient were it not for its willingness to agree to the restrictions set forth herein.

10. Applicability.

The terms, conditions and covenants of this Agreement shall apply to all business dealings and relations between the Company and the Recipient.

**RECIPIENT**

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By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**SCHOOL OF ROCK FRANCHISING, LLC**  
1 Wattles Street, Canton, MA 02021

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**EXHIBIT I TO  
FRANCHISE DISCLOSURE DOCUMENT**

**GENERAL RELEASE**

**(See attached.)**

## GENERAL RELEASE

This General Release ("Release") is made and entered into on \_\_\_\_\_ by and between School of Rock Franchising LLC ("Franchisor") and \_\_\_\_\_ ("Franchisee").

### WITNESSETH:

**WHEREAS**, Franchisor and Franchisee are parties to a School of Rock Franchise Agreement (the "Franchise Agreement") dated \_\_\_\_\_, 20\_\_\_\_, granting Franchisee the right to operate a School of Rock business under Franchisor's proprietary marks and system at the following location: \_\_\_\_\_.

**NOW THEREFORE**, in consideration of the mutual covenants and conditions contained in this Release, and other good and valuable consideration, receipt of which is hereby acknowledged by each of the parties hereto, the parties hereto agree as follows:

Franchisee, for itself and its successors, predecessors, assigns, beneficiaries, executors, trustees, agents, representatives, employees, officers, directors, shareholders, partners, members, subsidiaries and affiliates (jointly and severally, the "Releasors"), irrevocably and absolutely releases and forever discharges Franchisor and its successors, predecessors, assigns, beneficiaries, executors, trustees, agents, representatives, employees, officers, directors, shareholders, partners, members, subsidiaries and affiliates (jointly and severally, the "Releasees"), of and from all claims, obligations, actions or causes of action (however denominated), whether in law or in equity, and whether known or unknown, present or contingent, for any injury, damage, or loss whatsoever arising from any acts or occurrences occurring as of or prior to the date of this Release relating to the Franchise Agreement, the business operated under the Franchise Agreement, and/or any other agreement between any of the Releasees and any of the Releasors. The Releasors, and each of them, also covenant not to sue or otherwise bring a claim against any of the Releasees regarding any of the claims being released under this Release. Releasors hereby acknowledge that this release is intended to be a full and unconditional general release, as that phrase is used and commonly interpreted, extending to all claims of any nature, whether or not known, expected or anticipated to exist. Each of the Releasors expressly acknowledges that they are familiar with the provisions of Section 1542 of the California Civil Code which provides as follows:

**A general release does not extend to claims that the creditor or releasing party does not know or suspect to exist in his or her favor at the time of executing the release and that, if known by him or her, would have materially affected his or her settlement with the debtor or released party.**

Each of the Releasors hereby specifically and expressly waives all rights that it may have under Section 1542 of the California Civil Code or any similar provision of law in any other jurisdiction. This Release shall not apply to any claims or liability arising under the Maryland Franchise Registration and Disclosure Law, or the Washington Franchise Investment Protection Act (RCW 19.200), including the rules adopted thereunder. Releasors acknowledge and agree that they have read the terms of this Release, they fully understand and voluntarily accept the terms, and that they have entered into this Release voluntarily and without any coercion.

**[SIGNATURES ON FOLLOWING PAGE]**

**IN WITNESS WHEREOF**, the parties hereto have executed this Release as of the date first above written.

**FRANCHISOR**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**FRANCHISEE**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**EXHIBIT J TO  
FRANCHISE DISCLOSURE DOCUMENT**

**CONSENT TO TRANSFER AGREEMENT**

**(See attached.)**

**CONSENT TO TRANSFER  
OF SCHOOL OF ROCK BUSINESS**

**THIS CONSENT TO TRANSFER AGREEMENT** (this “Agreement”) shall be effective as of \_\_\_\_\_ (the “Closing Date”) and is entered into by and among **SCHOOL OF ROCK FRANCHISING, LLC**, a Pennsylvania limited liability company with its principal place of business at 1 Wattles Street, Canton, MA 02021 (“Franchisor”); \_\_\_\_\_, a[n] \_\_\_\_\_ with its principal business address at \_\_\_\_\_ (“Seller”); \_\_\_\_\_, individually (“\_\_\_\_\_”); and \_\_\_\_\_, individually (“\_\_\_\_\_,” and together with \_\_\_\_\_, the “Guarantors”).

**RECITALS**

**WHEREAS**, Seller has operated a School of Rock business at \_\_\_\_\_ (the “Franchised Business”) pursuant to that certain School of Rock Franchise Agreement dated \_\_\_\_\_ (the “Prior Franchise Agreement”);

**WHEREAS**, Guarantors executed the Guarantee, Indemnification, and Acknowledgement attached to the Prior Franchise Agreement;

**WHEREAS**, \_\_\_\_\_ (“Buyer”) and Seller have entered into an agreement whereby Buyer has agreed to buy, and Seller has agreed to sell, substantially all of the assets of the Franchised Business (the “Transfer”);

**WHEREAS**, the Transfer is set to close on or before the Closing Date;

**WHEREAS**, Buyer has agreed to execute Franchisor’s current franchise agreement consistent with the transfer provisions of the Prior Franchise Agreement (the “New Franchise Agreement”); and

**WHEREAS**, Seller has requested Franchisor’s consent for the Transfer, and Franchisor is willing to provide its consent, subject to the execution of this Agreement and satisfaction of all the terms and conditions set forth herein.

**NOW, THEREFORE**, in consideration of the mutual covenants, representations and conditions set forth herein, the parties hereto agree as follows:

1. **Consent to Transfer**. Franchisor hereby waives its right of first refusal under Section \_\_\_\_\_ of the Prior Franchise Agreement and consents to the Transfer, subject to Seller’s execution and delivery of this Agreement, Buyer’s execution of the New Franchise Agreement, and the additional terms and conditions set forth herein.

2. **Transfer Fee**. Seller or its designee shall pay to Franchisor a transfer fee in the amount of \_\_\_\_\_ Dollars (\$\_\_\_\_\_\_).

3. Monetary Obligations. Seller must pay to Franchisor, prior to or on the Closing Date, all past due royalty fees and other fees, if any, owed by Seller as of the Closing Date in such amount as the parties hereto determine.

4. No Waiver of Defaults. Seller acknowledges and agrees that neither the giving of consent to the Transfer nor any specific provision of this Agreement shall be construed as a waiver by Franchisor of any default by Seller under the Prior Franchise Agreement.

5. Continuing Liability. Seller and Guarantors shall remain liable to Franchisor after the Closing Date for all obligations of Seller arising on or prior to the Closing Date, including, but not limited to, the obligation to indemnify Franchisor and its affiliates for any claim arising from the operation of the Franchised Business. In addition, Guarantors shall remain personally liable under the Prior Franchise Agreement pursuant to the Guarantee, Indemnification, and Acknowledgement attached thereto for any such liability. Seller and Guarantors shall not be liable to Franchisor for any obligation or performance under the Prior Franchise Agreement arising after the Closing Date, except as to matters specifically stated in the Prior Franchise Agreement to survive termination of the Prior Franchise Agreement as described in Paragraph 6 hereof. Seller and Guarantors do not guarantee performance of Buyer under the terms and conditions of this Agreement or the New Franchise Agreement.

6. Termination of Prior Franchise Agreement; Post-Term Obligations. Seller and Franchisor agree that the Prior Franchise Agreement shall terminate as of the Closing Date. Seller and Guarantors acknowledge and agree to perform all obligations under the Prior Franchise Agreement that: (a) arise upon the expiration or termination of the Prior Franchise Agreement; or (b) are to be performed, in whole or in part, after expiration or termination of the Prior Franchise Agreement, including, but not limited to, complying with the confidentiality covenants set forth in Section 10 of the Prior Franchise Agreement and the non-competition covenants set forth in Section 17 of the Prior Franchise Agreement.

7. Release by Seller and Guarantors. Seller, for itself and its respective assigns, beneficiaries, executors, trustees, administrators, subrogees, agents, representatives, employees, officers, directors, shareholders, members, partners, parent corporations, subsidiaries, and affiliates, and the Guarantors (collectively, "Releasors"), do hereby irrevocably and absolutely release and forever discharge Franchisor and its affiliates, and their respective successors, predecessors, assigns, beneficiaries, executors, trustees, administrators, subrogees, agents, representatives, employees, officers, directors, shareholders, members, partners, parent corporations, subsidiaries, and affiliates (collectively, "Released Parties"), of and from any and all claims, demands, obligations, debts, actions, and causes of action of every nature, character, and description, known or unknown, pursuant to, arising out of, or related to the Prior Franchise Agreement or the Franchised Business, which Releasors now own or hold, or have at any time heretofore owned or held, or may at any time own or hold against the Released Parties, arising prior to and/or on the Closing Date. Releasors acknowledge that they have not received, and are not relying on any promise, representation, or warranty, express or implied, outside the express terms of this Agreement. The release made under this Agreement shall survive the execution of this Agreement.

8. Complete Defense. Seller and Guarantors acknowledge that this Agreement shall be a complete defense to any claims released under Paragraph 7 hereof and hereby consent to the entry of a temporary or permanent injunction to prevent or end the assertion of any such claims.

9. Entire Agreement. The recitals set forth above are, and for all purposes shall be, interpreted as being an integral part of this Agreement, constituting acknowledgements and agreements by and among the parties hereto, and are incorporated into this Agreement by reference. This Agreement constitutes an integral part of the Prior Franchise Agreement, and the terms of this Agreement shall be controlling with respect to the subject matter hereof. Except as modified or supplemented by this Agreement, the terms of the Prior Franchise Agreement are hereby ratified and confirmed. No amendment, change, or variance from this Agreement will be binding on the parties hereto unless mutually agreed to by the parties and executed by their authorized officers or agents in writing. Capitalized terms used but not otherwise defined herein shall have the meanings ascribed to such terms in the Prior Franchise Agreement.

10. Authority to Sign. Each party represents that the individual signing this Agreement on its behalf has the authority to do so and to so legally bind the party.

11. Governing Law. This Agreement shall be construed and interpreted in accordance with, governed by, and the validity of this Agreement shall be determined under, the laws of the state of Massachusetts.

12. Counterparts. This Agreement may be executed in two or more counterparts, each of which shall be deemed an original and all of which together shall constitute one instrument. DocuSign signatures are expressly permitted. Signatures of the parties hereto transmitted by facsimile or in .pdf format will be deemed to be their original signatures for all purposes.

**[Signature Page Follows]**

**IN WITNESS WHEREOF**, the parties hereto have duly executed this Agreement as of the date first above written.

**FRANCHISOR:**

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**SELLER:**

\_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**GUARANTORS:**

By: \_\_\_\_\_

Name: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

**EXHIBIT K TO  
FRANCHISE DISCLOSURE DOCUMENT**

**STATE ADDENDA**

**(See attached.)**

## **CALIFORNIA**

## **CALIFORNIA ADDENDUM TO SCHOOL OF ROCK FRANCHISE DISCLOSURE DOCUMENT**

In recognition of the requirements of the California Franchise Investment Law, Cal. Corporations Code Sections 31000 *et seq.* the Franchise Disclosure Document for School of Rock Franchising LLC for use in the State of California shall be amended as follows:

1. The following risk factor is added to the “Special Risks to Consider About *This Franchise*” page of the Franchise Disclosure Document:

**Mandatory Minimum Payments.** You must make minimum royalty or advertising fund payments, regardless of your sales levels. Your inability to make the payments may result in termination of your franchise and loss of your investment.

2. Neither School of Rock Franchising LLC (“we” or “us”) nor any person identified in Item 2 of the Disclosure Document is currently subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities Exchange Act of 1934, 15 U.S.C. 78a, *et seq.*, suspending or expelling such persons from membership in such association or exchange.
3. Item 17 for each chart of the Disclosure Document shall be supplemented to include the following:

California Business & Professions Code Sections 20000 through 20043 provide rights to you concerning termination, transfer, or nonrenewal of a franchise. If the Franchise Agreement and Development Agreement contains a provision that is inconsistent with the law, the law will control.

The Franchise Agreement and Development Agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 *seq.*)

The Franchise Agreement and Development Agreement require application of the laws of the State of Massachusetts. These provisions may not be enforceable under California law.

The Franchise Agreement and Development Agreement contain a covenant not to compete which extends beyond the termination of the Franchise Agreement and Development Agreement. This provision may not be enforceable under California law.

You must sign a general release if you transfer your rights under the Franchise Agreement and Development Agreement. California Corporations Code 31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code 31000 through 31516). Business and Professions Code 20010 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code 20000 through 20043).

The Franchise Agreement and Development Agreement require binding arbitration. The arbitration will occur at a location picked by the franchisor in the metropolitan area in which franchisor’s principal place of business is located at the time of the filing (currently, Boston, Massachusetts), and you must pay all expenses, including attorneys’ fees and costs, incurred by us (a) to remedy any defaults of, or enforce any rights under, the Franchise Agreement or Development Agreement; (b) to effect termination of the Franchise Agreement or Development Agreement; and (c) to collect any amounts due under the Franchise Agreement and

Development Agreement. Any action not subject to arbitration shall be brought in the U.S. District Court presiding in the district in which franchisor's principal place of business is located at the time of the filing (currently, Boston Massachusetts). Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and federal laws (such as Business and Professions Code Section 20040.5, Code of Civil Procedure Section 1281, and the Federal Arbitration Act) to any provisions of a franchise agreement restricting venue to a forum outside the State of California. This provision may not be enforceable under California law.

4. Section 31125 of the California Corporation Code requires us to give you a disclosure document, in a form and containing such information as the Commissioner may by rule or order require, prior to a solicitation of a proposed material modification of an existing franchise.
5. Any interest rate charged to a California franchisee shall comply with the California Constitution. The interest rate shall not exceed either (a) 10% annually or (b) 5% annually plus the prevailing interest rate charged to banks by the Federal Reserve Bank of San Francisco, whichever is higher.
6. The Franchise Agreement contains a liquidated damages clause. Under California Civil Code Section 1671, certain liquidated damages clauses are unenforceable.
7. No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise registration shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.
8. **THE CALIFORNIA FRANCHISE INVESTMENT LAW REQUIRES THAT A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE BE DELIVERED TOGETHER WITH THE DISCLOSURE DOCUMENT.**
9. **OUR WEBSITE HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION. ANY COMPLAINTS CONCERNING THE CONTENT OF THIS WEBSITE MAY BE DIRECTED TO THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION AT [www.dfp.ca.gov](http://www.dfp.ca.gov).**
10. **Registration of the franchise disclosure document does not constitute approval, recommendation, or endorsement by the Commissioner.**

**CALIFORNIA AMENDMENT TO THE  
SCHOOL OF ROCK FRANCHISE AGREEMENT**

In recognition of the requirements of the California Franchise Investment Law, the parties to the attached School of Rock Franchise Agreement (the “Franchise Agreement”) hereby agree as follows:

1. Section 26.6 of the Franchise Agreement, entitled “Limitation of Claims,” shall be amended by adding the following language:

**THIS SECTION 26.6 SHALL NOT APPLY TO CLAIMS ARISING UNDER  
SECTIONS 31300 THROUGH 31306 OF THE CALIFORNIA FRANCHISE  
INVESTMENT LAW, ALL OF WHICH SHALL BE GOVERNED BY APPLICABLE  
STATE STATUTES. THIS PROVISION DOES NOT LIMIT YOUR RIGHT TO  
TERMINATE THIS AGREEMENT IN ANY WAY.**

2. Any interest rate charged to a California franchisee shall comply with the California Constitution. The interest rate shall not exceed either (a) 10% annually or (b) 5% annually plus the prevailing interest rate charged to banks by the Federal Reserve Bank of San Francisco, whichever is higher.
3. No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise registration shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.
4. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the California Franchise Investment Law are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed this California Amendment to the Franchise Agreement in duplicate on the date indicated below.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

**FRANCHISEE**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

**CALIFORNIA AMENDMENT TO THE  
SCHOOL OF ROCK DEVELOPMENT AGREEMENT**

In recognition of the requirements of the California Franchise Investment Law, the parties to the attached School of Rock Development Agreement (the “Development Agreement”) hereby agree as follows:

1. Section 14.6 of the Development Agreement, entitled “Limitation of Claims,” shall be amended by adding the following language:

**THIS SECTION 14.6 SHALL NOT APPLY TO CLAIMS ARISING UNDER  
SECTIONS 31300 THROUGH 31306 OF THE CALIFORNIA FRANCHISE  
INVESTMENT LAW, ALL OF WHICH SHALL BE GOVERNED BY APPLICABLE  
STATE STATUTES. THIS PROVISION DOES NOT LIMIT YOUR RIGHT TO  
TERMINATE THIS AGREEMENT IN ANY WAY.**

2. Any interest rate charged to a California franchisee shall comply with the California Constitution. The interest rate shall not exceed either (a) 10% annually or (b) 5% annually plus the prevailing interest rate charged to banks by the Federal Reserve Bank of San Francisco, whichever is higher.
3. No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise registration shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.
4. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the California Franchise Investment Law are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed this California Amendment to the Development Agreement in duplicate on the date indicated below.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

**DEVELOPER**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

## **HAWAII**

**ADDENDUM TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE STATE OF HAWAII**

In recognition of the requirements of the Hawaii Franchise Investment Law, the Franchise Disclosure Document of School of Rock for use in the State of Hawaii shall be amended to include the following:

- 1. THESE FRANCHISES WILL BE/HAVE BEEN FILED UNDER THE FRANCHISE INVESTMENT LAW OF THE STATE OF HAWAII. FILING DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE DIRECTOR OF REGULATORY AGENCIES OR A FINDING BY THE DIRECTOR OF REGULATORY AGENCIES THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE AND NOT MISLEADING. THE FRANCHISE INVESTMENT LAW MAKES IT UNLAWFUL TO OFFER OR SELL ANY FRANCHISE IN THIS STATE WITHOUT FIRST PROVIDING TO THE PROSPECTIVE FRANCHISEE, OR SUBFRANCHISOR, AT LEAST SEVEN DAYS PRIOR TO THE EXECUTION BY THE PROSPECTIVE FRANCHISEE OF ANY BINDING FRANCHISE OR OTHER AGREEMENT, OR AT LEAST SEVEN DAYS PRIOR TO THE PAYMENT OF ANY CONSIDERATION BY THE FRANCHISEE, OR SUBFRANCHISOR, WHICHEVER OCCURS FIRST, A COPY OF THE DISCLOSURE DOCUMENT, TOGETHER WITH A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE. THIS DISCLOSURE DOCUMENT CONTAINS A SUMMARY ONLY OF CERTAIN MATERIAL PROVISIONS OF THE FRANCHISE AGREEMENT. THE CONTRACT OR AGREEMENT SHOULD BE REFERRED TO FOR A STATEMENT OF ALL RIGHTS, CONDITIONS, RESTRICTIONS AND OBLIGATIONS OF BOTH THE FRANCHISOR AND THE FRANCHISEE.**
2. Item 17 shall be supplemented by the addition of the following language at the end of the Item:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

3. Exhibit L (Franchisee Disclosure Questionnaire) to the Franchise Disclosure Document is hereby deleted in its entirety.

Each provision of this Addendum to the Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Hawaii Franchise Investment Law are met independently without reference to this Addendum to the Disclosure Document.

\* \* \*

**AMENDMENT TO THE SCHOOL OF ROCK  
FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF HAWAII**

In recognition of the requirements of the Hawaii Franchise Investment Law, the parties to the attached School of Rock Franchise Agreement (the “Franchise Agreement”) agree as follows:

1. Section 27, under the heading “Representations and Acknowledgements,” shall be amended by deleting Sections 27.1 and 27.4 in their entirety and adding the following language at the end of the Section:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

2. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Hawaii Franchise Investment Law are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed this Hawaii Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**FRANCHISEE**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**AMENDMENT TO THE SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT  
REQUIRED BY THE STATE OF HAWAII**

In recognition of the requirements of the Hawaii Franchise Investment Law, the parties to the attached School of Rock Development Agreement (the "Development Agreement") agree as follows:

1. The following language shall be added at the end of Section 15 of the Development Agreement, entitled "Acknowledgements, Representations, and Warranties":

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

2. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Hawaii Franchise Investment Law are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed this Hawaii Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

**DEVELOPER**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

## **ILLINOIS**

**ADDENDUM TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE STATE ILLINOIS**

In recognition of the requirements of the Illinois Franchise Disclosure Act of 1987, the Franchise Disclosure Document of School of Rock Franchising LLC for use in the State of Illinois shall be amended as follows:

Illinois law governs the agreements between the parties to this franchise.

In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a franchise agreement that designates jurisdiction or venue in a forum outside of the State of Illinois is void. However, a franchise agreement may provide for arbitration to take place outside of Illinois.

Your rights upon termination and non-renewal are set forth in Sections 19 and 20 of the Illinois Franchise Disclosure Act.

In conformance with Section 41 of the Illinois Franchise Disclosure Act, any condition, stipulation or provision purporting to bind any person acquiring any franchise to waive compliance with the Illinois Franchise Disclosure Act or any other law of Illinois is void.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Based upon the franchisor's financial condition, the Office of the Illinois Attorney General has required a financial assurance. Therefore, all initial fees and payments owed by you shall be deferred until we complete our pre-opening obligations under the applicable Franchise Agreement or Development Agreement.

Each provision of this Addendum to the Franchise Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Illinois Franchise Disclosure Act of 1987 are met independently without reference to this Addendum to the Franchise Disclosure Document.

**AMENDMENT TO THE SCHOOL OF ROCK  
FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF ILLINOIS**

In recognition of the requirements of the Illinois Franchise Disclosure Act of 1987, the parties to the School of Rock Franchise Agreement (the "Franchise Agreement") agree as follows:

Illinois law governs the agreements between the parties to this franchise.

In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a franchise agreement that designates jurisdiction or venue in a forum outside of the State of Illinois is void. However, a franchise agreement may provide for arbitration to take place outside of Illinois.

Your rights upon termination and non-renewal are set forth in Sections 19 and 20 of the Illinois Franchise Disclosure Act.

In conformance with Section 41 of the Illinois Franchise Disclosure Act, any condition, stipulation or provision purporting to bind any person acquiring any franchise to waive compliance with the Illinois Franchise Disclosure Act or any other law of Illinois is void.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Based upon the franchisor's financial condition, the Office of the Illinois Attorney General has required a financial assurance. Therefore, all initial fees and payments owed by shall be deferred until School of Rock Franchising, LLC completes its pre-opening obligations under the Franchise Agreement.

Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Illinois Franchise Disclosure Act of 1987 are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

**FRANCHISEE**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

**AMENDMENT TO THE SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT  
REQUIRED BY THE STATE OF ILLINOIS**

In recognition of the requirements of the Illinois Franchise Disclosure Act of 1987, the parties to the School of Rock Development Agreement (the "Development Agreement") agree as follows:

Illinois law governs the agreements between the parties to this franchise.

In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a development agreement that designates jurisdiction or venue in a forum outside of the State of Illinois is void. However, a development agreement may provide for arbitration to take place outside of Illinois.

Your rights upon termination and non-renewal are set forth in Sections 19 and 20 of the Illinois Franchise Disclosure Act.

In conformance with Section 41 of the Illinois Franchise Disclosure Act, any condition, stipulation or provision purporting to bind any person acquiring any franchise to waive compliance with the Illinois Franchise Disclosure Act or any other law of Illinois is void.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Based upon the franchisor's financial condition, the Office of the Illinois Attorney General has required a financial assurance. Therefore, all initial fees and payments owed by Developer shall be deferred until School of Rock Franchising, LLC completes its pre-opening obligations under the Development Agreement.

Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Illinois Franchise Disclosure Act of 1987 are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

**DEVELOPER**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

## **INDIANA**

**ADDENDUM TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE STATE OF INDIANA**

In recognition of the requirements of the Indiana Franchise Disclosure Law, Indiana Code §§ 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practices Act, Indiana Code §§ 23-2-2.7-1 to 23-2-2.7-10, the Franchise Disclosure Document of School of Rock Franchising, LLC for use in the State of Indiana shall be amended as follows:

1. Item 12, under the heading entitled “Territory,” shall be supplemented by the addition of the following language:

We are required by the Franchise Agreement and Development Agreement not to compete unfairly with you within the Territory.

2. Item 17(f), for each chart, under the heading, “Termination By Franchisor With Cause,” shall be amended by the addition of the following language:

The conditions under which your franchise can be terminated may be affected by the Indiana Franchise Disclosure Law or the Indiana Deceptive Franchise Practices Act.

3. Items 17(q) and (r), for each chart, under the headings “Non-Competition Covenants During the Term of Franchise,” and “Non-Competition Covenants After the Franchise is Terminated or Expires,” respectively, shall be amended by the addition of the following language at the end of each Item:

Notwithstanding the above, your rights will not in any way be abrogated or reduced pursuant to Indiana Code § 23-2-2.7-1(9), which limits the scope of non-competition covenants to the exclusive area granted in the Franchise Agreement and Development Agreement.

4. Item 17(w), for each chart, under the heading “Choice of Law,” shall be supplemented with the following language:

This provision may not be enforceable under Indiana law.

5. Item 17 shall be supplemented by the addition of the following language at the end of the Item:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Each provision of this Addendum to the Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Indiana Franchise Disclosure Law, Indiana Code §§ 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practices Act, Indiana Code §§ 23-2-2.7-1 to 23-2-2.7-10, are met independently without reference to this Addendum to the Disclosure Document.

**AMENDMENT TO THE SCHOOL OF ROCK  
FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF INDIANA**

In recognition of the requirements of the Indiana Franchise Disclosure Law, Indiana Code §§ 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practices Act, Indiana Code §§ 23-2-2.7-1 to 23-2-2.7-10, the parties to the School of Rock Franchise Agreement (the “Franchise Agreement”) agree as follows:

1. Section 1.3 of the Franchise Agreement, under the heading “Exclusive Territory,” shall be amended by the addition of the following language to the end of the section:

We agree not to compete unfairly with you within your Territory. To the extent required by Indiana Code Sections 23-2-2.7-1(2) and 23-2-2.7-2(4), we shall not operate a business which is substantially identical to the School within your Territory regardless of trade name.

2. Section 2.2 of the Franchise Agreement, under the heading, “Successor Franchise,” shall be amended by the addition of the following language to the end of the section:

To the extent required by Indiana Code Section 23-2-2.7-1(5), no general release executed pursuant to this section shall be deemed a release, assignment, novation, waiver or estoppel which purports, or is intended to relieve us from any liability imposed by the Indiana Deceptive Franchise Practices Act.

3. Section 15 of the Franchise Agreement, under the heading “Default and Termination,” shall be amended by the addition of the following language to the end of the section:

The conditions under which this Agreement may be terminated may be affected by the Indiana Franchise Disclosure Law and the Indiana Deceptive Franchise Practice Act.

4. Section 17.3 of the Franchise Agreement, under the heading “Post-Term Covenants,” shall be amended by the addition of the following language to the end of the section:

Notwithstanding the above, your rights shall not in any way be abrogated or reduced pursuant to Indiana Code § 23-2-2.7-1(9), which limits the scope of non-competition covenants to the territory granted in this Agreement.

5. Section 17.3 of the Franchise Agreement, under the heading “Post-Term Covenants,” shall be amended by the addition of the following language to the end of the section:

To the extent required by either the Indiana Franchise Disclosure Law or the Indiana Deceptive Franchise Practices Act, the post-term covenant not to compete is limited to your Territory.

6. Section 20.3 of the Franchise Agreement, under the heading “Indemnification,” shall be amended by the addition of the following language to the end of the section:

To the extent required by Indiana Code Section 23-2-2.7-2(10), you shall not be obligated to indemnify us as provided herein for any liability caused by your

reasonable and proper reliance on or use of procedures and materials provided by us or arising out of our negligence.

7. Section 26.1 of the Franchise Agreement, under the heading “Applicable Law,” shall be amended by the addition of the following language to the end of the section:

To the extent required by either the Indiana Franchise Disclosure Law or Indiana Deceptive Franchise Practices Act, Indiana law shall be applied in construing this Agreement.

8. Section 26.3 of the Franchise Agreement, under the heading “Jurisdiction and Venue,” shall be amended by the addition of the following language to the end of the section:

However, to the extent required by either the Indiana Franchise Disclosure Law or Indiana Deceptive Franchise Practices Act, a franchisee that operates a franchised business in Indiana may require, at the franchisee’s option, that litigation concerning such franchise take place in Indiana.

9. Section 27 of the Franchise Agreement, under the heading “Representations and Acknowledgements,” shall be amended by the addition of the following language to the end of the section:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

10. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Indiana Franchise Disclosure Law and the Indiana, Indiana Code §§ 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practice Act, Indiana Code §§ 23-2-2.7-1 to 23-2-2.7-10, are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

**FRANCHISEE**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

**AMENDMENT TO THE SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT  
REQUIRED BY THE STATE OF INDIANA**

In recognition of the requirements of the Indiana Franchise Disclosure Law, Indiana Code §§ 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practices Act, Indiana Code §§ 23-2-2.7-1 to 23-2-2.7-10, the parties to the School of Rock Development Agreement (the “Development Agreement”) agree as follows:

1. Section 6 of the Development Agreement, under the heading “Default and Termination,” shall be amended by the addition of the following language to the end of the section:

The conditions under which this Agreement may be terminated may be affected by the Indiana Franchise Disclosure Law and the Indiana Deceptive Franchise Practice Act.

2. Section 7.3 of the Development Agreement, under the heading, “Conditions of Transfer,” shall be amended by the addition of the following language to the end of the section:

To the extent required by Indiana Code Section 23-2-2.7-1(5), no general release executed pursuant to this section shall be deemed a release, assignment, novation, waiver or estoppel which purports, or is intended to relieve us from any liability imposed by the Indiana Deceptive Franchise Practices Act.

3. Section 8.4 of the Development Agreement, under the heading “Post-Term Covenant,” shall be amended by the addition of the following language to the end of the section:

To the extent required by either the Indiana Franchise Disclosure Law or the Indiana Deceptive Franchise Practices Act, the post-term covenant not to compete is limited to your Territory.

4. Section 8.4 of the Development Agreement, under the heading “Post-Term Covenant,” shall be amended by the addition of the following section:

Notwithstanding the above, your rights shall not in any way be abrogated or reduced pursuant to Indiana Code § 23-2-2.7-1(9), which limits the scope of non-competition covenants to the territory granted in this Agreement.

5. Section 10.3 of the Development Agreement, under the heading “Indemnification,” shall be amended by the addition of the following language to the end of the section:

To the extent required by Indiana Code Section 23-2-2.7-2(10), you shall not be obligated to indemnify us as provided herein for any liability caused by your reasonable and proper reliance on or use of procedures and materials provided by us or arising out of our negligence.

6. Section 14.1 of the Development Agreement, under the heading “Applicable Law,” shall be amended by the addition of the following language to the end of the section:

To the extent required by either the Indiana Franchise Disclosure Law or Indiana Deceptive Franchise Practices Act, Indiana law shall be applied in construing this Agreement.

7. Section 14.3 of the Development Agreement, under the heading "Jurisdiction and Venue," shall be amended by the addition of the following language to the end of the section:

However, to the extent required by either the Indiana Franchise Disclosure Law or Indiana Deceptive Franchise Practices Act, a Developer that operates a franchised business in Indiana may require, at the Developer's option, that litigation concerning such franchise take place in Indiana.

8. Section 15 of the Development Agreement, under the heading "Acknowledgements, Representations, and Warranties," shall be amended by the addition of the following language to the end of the section:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

9. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Indiana Franchise Disclosure Law and the Indiana, Indiana Code §§ 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practice Act, Indiana Code §§ 23-2-2.7-1 to 23-2-2.7-10, are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**DEVELOPER**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

## **MARYLAND**

**ADDENDUM TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE STATE OF MARYLAND**

In recognition of the requirements of the Maryland Franchise Registration and Disclosure Law, MD. BUS. REG. CODE ANN. §14-201 et seq. (2010 Repl. Vol. and Supp. 2013), the Franchise Disclosure Document of School of Rock Franchising LLC for use in the State of Maryland shall be amended as follows:

1. Items 17(c) and 17(m), for each chart, under the headings, “Requirements for Franchisee to Renew or Extend” and “Conditions for Franchisor Approval of Transfer,” shall be supplemented by adding the following language at the end of each Item:

However, a general release required as a condition of approval will not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

2. Item 17(f), for each chart, under the heading entitled “Termination by Franchisor With Cause,” shall be supplemented by adding the following language at the end of the Item:

The provision in the Franchise Agreement and Development Agreement which provides for termination upon bankruptcy of the franchisee may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101 et seq.).

3. Items 17(v) and 17(w), for each chart, under the headings entitled “Choice of Forum” and “Choice of Law,” shall be supplemented by adding the following language at the end of each Item:

However, you may sue us in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

4. Item 17 shall be supplemented by adding the following language at the end of the Item:

Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

\* \* \*

**AMENDMENT TO THE SCHOOL OF ROCK  
FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF MARYLAND**

In recognition of the requirements of the Maryland Franchise Registration and Disclosure Law, MD. BUS. REG. CODE ANN. §14-201 et seq. (2010 Repl. Vol. and Supp. 2013), the parties to the attached School of Rock Franchising LLC Franchise Agreement (“Franchise Agreement”) agree as follows:

1. Sections 2.2, 14.3, and 26.1 of the Franchise Agreement, entitled “Successor Franchise,” “Conditions to Transfer,” and “Applicable Law,” shall be amended by adding the following language at the end of those Sections:

Provided that all rights enjoyed by Franchisee and any causes of action arising in Franchisee’s favor from the provisions of the Maryland Franchise Registration and Disclosure Law shall remain in force; it being the intent of this provision that the non-waiver provisions of the Law be satisfied. To that effect the general release shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

2. Section 24 of the Franchise Agreement, entitled “Entire Agreement,” shall be amended by adding the following language at the end of the Section:

Nothing in this Agreement or any other agreement is intended to disclaim Franchisor’s representations in Franchisor’s Franchise Disclosure Document.

3. Section 26.3 of the Franchise Agreement, entitled “Jurisdiction and Venue,” shall be amended by adding the following language at the end of the Section:

Notwithstanding the above, Maryland franchisees are permitted to bring a lawsuit in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

4. Section 26.6 of the Franchise Agreement, entitled “Limitation of Claims,” shall be amended by adding the following language at the end of the Section:

This provision shall not act to reduce the three (3) year statute of limitations period afforded a franchise for bringing a claim arising under the Maryland Franchise Registration and Disclosure Law. Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within three (3) years after the grant of the franchise.

5. Section 27, under the heading “Representations and Acknowledgements,” shall be amended by deleting Sections 27.1 and 27.4 in their entirety and adding the following language at the end of the Section:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

6. Each provision of this Amendment shall be effective only to the extent that the jurisdictional requirements of the Maryland Franchise Registration and Disclosure Law, with respect to each such provision, are met independent of the Amendment. This Amendment shall have no force or effect if such jurisdictional requirements are not met.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By:\_\_\_\_\_

Name:\_\_\_\_\_

Title:\_\_\_\_\_

**FRANCHISEE**

By:\_\_\_\_\_

Name:\_\_\_\_\_

Title:\_\_\_\_\_

**AMENDMENT TO THE SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT  
REQUIRED BY THE STATE OF MARYLAND**

In recognition of the requirements of the Maryland Franchise Registration and Disclosure Law, MD. BUS. REG. CODE ANN. §14-201 et seq. (2010 Repl. Vol. and Supp. 2013), the parties to the attached School of Rock Franchising LLC Development Agreement (“Development Agreement”) agree as follows:

1. Sections 7.3 and 14.1 of the Development Agreement, entitled “Conditions of Transfer,” and “Applicable Law,” shall be amended by adding the following language at the end of those Sections:

Provided that all rights enjoyed by Developer and any causes of action arising in Developer’s favor from the provisions of the Maryland Franchise Registration and Disclosure Law shall remain in force; it being the intent of this provision that the non-waiver provisions of the Law be satisfied. To that effect the general release shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

2. Section 13 of the Development Agreement, entitled “Entire Agreement,” shall be amended by adding the following language at the end of the Section:

Nothing in this Agreement or any other agreement is intended to disclaim Franchisor’s representations in Franchisor’s Franchise Disclosure Document.

3. Section 14.3 of the Development Agreement, entitled “Jurisdiction and Venue,” shall be amended by adding the following language at the end of the Section:

Notwithstanding the above, Maryland Developers are permitted to bring a lawsuit in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

4. Section 14.6 of the Development Agreement, entitled “Limitation of Claims,” shall be amended by adding the following language at the end of the Section:

This provision shall not act to reduce the three (3) year statute of limitations period afforded a franchise for bringing a claim arising under the Maryland Franchise Registration and Disclosure Law. Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within three (3) years after the grant of the franchise.

5. Section 15 of the Development Agreement, entitled “Acknowledgements, Representations and Warranties,” shall be amended by deleting Sections 15.1, 15.4, and 15.5 in their entirety and adding the following language at the end of the Section:

The foregoing acknowledgments shall not be construed as a waiver or release by Developer of any claims arising under the Maryland Franchise Registration and Disclosure Law.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including

fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

6. Each provision of this Amendment shall be effective only to the extent that the jurisdictional requirements of the Maryland Franchise Registration and Disclosure Law, with respect to each such provision, are met independent of the Amendment. This Amendment shall have no force or effect if such jurisdictional requirements are not met.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

**DEVELOPER**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

## **MICHIGAN**

**NOTICE REQUIRED BY THE STATE OF MICHIGAN**

**The state of Michigan prohibits certain unfair provisions that are sometimes in franchise documents. If any of the following provisions are in the franchise documents, the provision are void and cannot be enforced against you.**

Each of the following provisions are void and unenforceable if contained in any document relating to a franchise:

- (a) A prohibition on the right of a franchisee to join an association of franchisees.
- (b) A requirement that a franchisee assent to a release, assignment, novation, waiver, or estoppel which deprives a franchisee of rights and protections provided in this act. This shall not preclude a franchisee, after entering into a franchise agreement, from settling any and all claims.
- (c) A provision that permits a franchisor terminate a franchise agreement prior to the expiration of its term except for good cause. Good cause shall include the failure of the franchisee to comply with any lawful provision of the franchise agreement and to cure such failure after being given written notice thereof and a reasonable opportunity, which in no event need be more than 30 days, to cure such failure.
- (d) A provision that permits a franchisor to refuse to renew a franchise without fairly compensating the franchisee by repurchase or other means for the fair market value at the time of expiration of the franchisee's inventory, supplies, equipment, fixtures, and furnishings. Personalized materials which have no value to the franchisor and inventory, supplies, equipment, fixtures, and furnishings not reasonably required in the conduct of the franchise business are not subject to compensation. This subsection applies only if: (i) The term of the franchise is less than 5 years and (ii) the franchisee is prohibited by the franchise or other agreement from continuing to conduct substantially the same business under another trademark, service mark, trade name, logotype, advertising, or other commercial symbol in the same area subsequent to the expiration of the franchise, or the franchisee does not receive at least 6 months advance notice of franchisor's intent not to renew the franchise.
- (e) A provision that permits the franchisor to refuse to renew a franchise on terms generally available to other franchisees of the same class or type under similar circumstances. This section does not require a renewal provision.
- (f) A provision requiring that arbitration or litigation be conducted outside this state. This shall not preclude the franchisee from entering into an agreement, at the time of arbitration, to conduct arbitration at a location outside this state.

- (g) A provision which permits a franchisor to refuse to permit a transfer of ownership of a franchise, except for good cause. This subdivision does not prevent a franchisor from exercising a right of first refusal to purchase the franchise. Good cause shall include, but is not limited to:
- (i) The failure of the proposed transferee to meet the franchisor's then current reasonable qualifications or standards.
  - (ii) The fact that the proposed transferee is a competitor of the franchisor or subfranchisor.
  - (iii) The unwillingness of the proposed transferee to agree in writing to comply with all lawful obligations.
  - (iv) The failure of the franchisee or proposed transferee to pay any sums owing to the franchisor or to cure any default in the franchise agreement existing at the time of the proposed transfer.
- (h) A provision that requires the franchisee to resell to the franchisor items that are not uniquely identified with the franchisor. This subdivision does not prohibit a provision that grants to a franchisor a right of first refusal to purchase the assets of a franchise on the same terms and conditions as a bona fide third party willing and able to purchase those assets, nor does this subdivision prohibit a provision that grants the franchisor the right to acquire the assets of a franchise for the market or appraised value of such assets if the franchisee has breached the lawful provisions of the franchise agreement and has failed to cure the breach in the manner provided in subdivision (c).
- (i) A provision which permits the franchisor to directly or indirectly convey, assign, or otherwise transfer its obligation to fulfill contractual obligations to the franchisee unless provision has been made for providing the required contractual services.

**The fact that there is a notice of this offering on file with the attorney general does not constitute approval, recommendation, or endorsement by the attorney general.**

Any questions regarding this Notice should be directed to the Michigan Department of Attorney General, 670 Law Building, Lansing, Michigan 48913, (517) 373-7117.

## **MINNESOTA**

**ADDENDUM TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE STATE OF MINNESOTA**

In recognition of the requirements of the Minnesota Franchise Act, Minn. Stat. §§ 80C.01 through 80C.22, and of the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, Minn. Rules §§ 2860.0100 through 2860.9930, the Franchise Disclosure Document of School of Rock Franchising LLC for use in the state of Minnesota shall be amended to include the following:

1. In Item 17, for each chart, section (m), under the heading entitled “Conditions for Franchisor Approval of Transfer,” shall be amended by adding the following language at the end of the section:

The general release will not apply to any liability under the Minnesota Franchise Law.

2. In Item 17, for each chart, sections (b), (c), (f), and (k), under the headings entitled “Renewal or Extension of the Term,” “Requirements for Franchisee to Renew or Extend,” “Termination by Franchisor With Cause,” and “Transfer” by Franchisee–Defined”, shall be amended by adding the following language at the end of those sections:

Minnesota law provides you with certain termination, non-renewal, and transfer rights. In sum, Minn. Stat. § 80C.14 (subd. 3, 4, and 5) currently requires, except in certain specified cases, that you be given 90 days’ notice of termination (with 60 days to cure) and 180 days’ notice of nonrenewal of the Franchise Agreement and Development Agreement, and that consent to the transfer of the franchise not be unreasonably denied.

3. In Item 17, for each chart, section (v), under the heading entitled “Choice of Forum”, shall be amended by adding the following language at the end of the section:

Minn. Stat. §80C.21 and Minn. Rule 2860.4400J prohibit us from requiring litigation to be conducted outside Minnesota. In addition, nothing in the Disclosure Document or Franchise Agreement or Development Agreement can abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum, or remedies provided for by the laws of the State of Minnesota.

4. In Item 17, section (w), under the heading entitled “Choice of Law”, shall be amended by adding the following language at the end of the section:

This provision may not be enforceable under Minnesota law.

5. Item 17 shall be amended by adding the following language at the end of the Item:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Each provision of this Addendum to the Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Minnesota Franchise Act, Minn. Stat. §§ 80C.01 through 80C.22 and of the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, Minn. Rules §§ 2860.0100 through 2860.9930 are met independently without reference to this Addendum to the Disclosure Document.

**AMENDMENT TO THE SCHOOL OF ROCK  
FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF MINNESOTA**

In recognition of the requirements of the Minnesota Franchise Act, Minn. Stat. §§ 80C.01 through 80C.22, and of the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, Minn Rules. §§ 2860.0100 through 2860.9930, the parties to the attached School of Rock Franchise Agreement (the “Franchise Agreement”) agree as follows:

1. Sections 2, 14, and 15 of the Franchise Agreement, under the headings entitled “Term and Renewal,” “Transfer of Interest,” and “Default and Termination,” shall be supplemented by the addition of the following language:

Minnesota law provides franchisees with certain termination, non-renewal and transfer rights. In sum, Minn. Stat. § 80C.14 (subd. 3, 4, and 5) currently requires, except specified cases, that a franchisee be given 90 days’ notice of termination (with 60 days to cure) and 180 days’ notice of nonrenewal of the Franchise Agreement, and that consent to the transfer of the franchise not be unreasonably withheld.

2. Section 17.8 of the Franchise Agreement, under the heading entitled “Irreparable Injury,” shall be deleted in its entirety.

3. Section 26.1 of the Franchise Agreement, under the heading entitled “Applicable Law” shall be supplemented by the addition of the following language:

Pursuant to Minn. Stat. § 80C.21, this Section 26.1 shall not in any way abrogate or reduce any of Franchisee’s rights as provided for in the Minnesota Franchise Law and the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce.

4. Section 26.3 of the Franchise Agreement, under the heading entitled “Jurisdiction and Venue,” shall be supplemented by the addition of the following language:

Minn. Stat. Section 80C.21 and Minn. Rule 2860.4400J prohibits Franchisor from requiring litigation to be conducted outside Minnesota. This Section 26.3 shall not in any way abrogate or reduce any of Franchisee’s rights as provided for in the Minnesota Franchise Law and the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce.

5. Section 26.6 of the Franchise Agreement, under the heading entitled “Limitation of Claims,” shall be supplemented by the addition of the following language:

Pursuant to Minn. Stat. § 80C.17 (subd. 5), this Section 26.6 shall not in any way abrogate or reduce the time period for bringing a civil action under Minn. Stat. § 80C.17.

6. Section 26.8 of the Franchise Agreement, under the heading entitled “Waiver of Right to a Jury and Punitive Damages,” shall be deleted in its entirety and replaced with the following language:

**YOU AND WE KNOWINGLY, VOLUNTARILY, AND INTENTIONALLY  
WAIVE ANY CLAIM FOR PUNITIVE, MULTIPLE, AND/OR EXEMPLARY**

DAMAGES, EXCEPT THAT WE SHALL BE FREE AT ANY TIME HEREUNDER TO BRING AN ACTION FOR WILLFUL TRADEMARK INFRINGEMENT AND, IF SUCCESSFUL, TO RECEIVE AN AWARD OF MULTIPLE DAMAGES AS PROVIDED BY LAW.

7. Section 27 of the Franchise Agreement, under the heading "Representations and Acknowledgements," shall be amended by the addition of the following language at the end of the Section:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

8. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Minnesota Franchise Act, Minn. Stat. §§ 80C.01 through 80C.22, and of the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, Minn. Rules §§ 2860.0100 through 2860.9930, are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**FRANCHISEE**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**AMENDMENT TO THE SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT  
REQUIRED BY THE STATE OF MINNESOTA**

In recognition of the requirements of the Minnesota Franchise Act, Minn. Stat. §§ 80C.01 through 80C.22, and of the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, Minn Rules. §§ 2860.0100 through 2860.9930, the parties to the attached School of Rock Development Agreement (the “Development Agreement”) agree as follows:

1. Sections 4.1, 6, and 7.3 of the Development Agreement, under the headings entitled “Term,” “Default and Termination,” and “Conditions of Transfer,” shall be supplemented by the addition of the following language:

Minnesota law provides Developers with certain termination, non-renewal and transfer rights. In sum, Minn. Stat. § 80C.14 (subd. 3, 4, and 5) currently requires, except specified cases, that a Developer be given 90 days’ notice of termination (with 60 days to cure) and 180 days’ notice of nonrenewal of the Development Agreement, and that consent to the transfer of the franchise not be unreasonably withheld.

2. Section 8.9 of the Development Agreement, under the heading entitled “Irreparable Injury,” shall be deleted in its entirety.

3. Section 14.1 of the Development Agreement, under the heading entitled “Applicable Law” shall be supplemented by the addition of the following language:

Pursuant to Minn. Stat. § 80C.21, this Section 14.1 shall not in any way abrogate or reduce any of Developer’s rights as provided for in the Minnesota Franchise Law and the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce.

4. Section 14.3 of the Development Agreement, under the heading entitled “Jurisdiction and Venue,” shall be supplemented by the addition of the following language:

Minn. Stat. Section 80C.21 and Minn. Rule 2860.4400J prohibits Franchisor from requiring litigation to be conducted outside Minnesota. This Section 14.3 shall not in any way abrogate or reduce any of Developer’s rights as provided for in the Minnesota Franchise Law and the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce.

5. Section 14.6 of the Development Agreement, under the heading entitled “Limitation of Claims,” shall be supplemented by the addition of the following language:

Pursuant to Minn. Stat. § 80C.17 (subd. 5), this Section 14.6 shall not in any way abrogate or reduce the time period for bringing a civil action under Minn. Stat. § 80C.17.

6. Section 14.8 of the Development Agreement, under the heading entitled “Waiver of Right to a Jury and Punitive Damages,” shall be deleted in its entirety and replaced with the following language:

**YOU AND WE KNOWINGLY, VOLUNTARILY, AND INTENTIONALLY WAIVE  
ANY CLAIM FOR PUNITIVE, MULTIPLE, AND/OR EXEMPLARY DAMAGES,  
EXCEPT THAT WE SHALL BE FREE AT ANY TIME HEREUNDER TO BRING AN**

**ACTION FOR WILLFUL TRADEMARK INFRINGEMENT AND, IF SUCCESSFUL,  
TO RECEIVE AN AWARD OF MULTIPLE DAMAGES AS PROVIDED BY LAW.**

7. Section 15 of the Development Agreement, under the heading entitled “Acknowledgements, Representations, and Warranties,” shall be amended by the addition of the following language to the end of the section:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

8. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Minnesota Franchise Act, Minn. Stat. §§ 80C.01 through 80C.22, and of the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, Minn. Rules §§ 2860.0100 through 2860.9930, are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**DEVELOPER**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

## **NEW YORK**

**ADDENDUM TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE STATE OF NEW YORK**

In recognition of the requirements of the New York General Business Law, Article 33, Section 680 through 695, and of the Codes, Rules, and Regulations of the State of New York, Title 13, Chapter VII, Section 200.1 through 201.16 the Franchise Disclosure Document for School of Rock Franchising LLC for use in the State of New York shall be amended as follows:

1. The following information is added to the cover page of the Franchise Disclosure Document:

**INFORMATION COMPARING FRANCHISORS IS AVAILABLE. CALL THE STATE ADMINISTRATORS LISTED IN EXHIBIT A OR YOUR PUBLIC LIBRARY FOR SERVICES OR INFORMATION. REGISTRATION OF THIS FRANCHISE BY NEW YORK STATE DOES NOT MEAN THAT NEW YORK STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THIS FRANCHISE DISCLOSURE DOCUMENT. IF YOU LEARN THAT ANYTHING IN THIS FRANCHISE DISCLOSURE DOCUMENT IS UNTRUE, CONTACT THE FEDERAL TRADE COMMISSION AND THE APPROPRIATE STATE OR PROVINCIAL AUTHORITY. THE FRANCHISOR MAY, IF IT CHOOSES, NEGOTIATE WITH YOU ABOUT ITEMS COVERED IN THE FRANCHISE DISCLOSURE DOCUMENT. HOWEVER, THE FRANCHISOR CANNOT USE THE NEGOTIATING PROCESS TO PREVAIL UPON A PROSPECTIVE FRANCHISEE TO ACCEPT TERMS WHICH ARE LESS FAVORABLE THAN THOSE SET FORTH IN THIS FRANCHISE DISCLOSURE DOCUMENT.**

2. The following is added at the end of Item 3:

Except as provided above, with regard to the franchisor, its predecessor, a person identified in Item 2, or an affiliate offering franchises under the franchisor's principal trademark:

- A. No such party has an administrative, criminal or civil action pending against that person alleging: a felony, a violation of a franchise, antitrust, or securities law, fraud, embezzlement, fraudulent conversion, misappropriation of property, unfair or deceptive practices, or comparable civil or misdemeanor allegations.
- B. No such party has pending actions, other than routine litigation incidental to the business, which are significant in the context of the number of franchisees and the size, nature or financial condition of the franchise system or its business operations.
- C. No such party has been convicted of a felony or pleaded nolo contendere to a felony charge or, within the 10-year period immediately preceding the application for registration, has been convicted of or pleaded nolo contendere to a misdemeanor charge or has been the subject of a civil action alleging: violation of a franchise, antifraud, or securities law; fraud; embezzlement; fraudulent conversion or misappropriation of property; or unfair or deceptive practices or comparable allegations.
- D. No such party is subject to a currently effective injunctive or restrictive order or decree relating to the franchise, or under a Federal, State, or Canadian franchise, securities, antitrust, trade regulation or trade practice law, resulting from a concluded or pending action or proceeding brought by a public agency; or is subject to any currently effective order of any national securities association or national securities exchange, as defined

in the Securities and Exchange Act of 1934, suspending or expelling such person from membership in such association or exchange; or is subject to a currently effective injunctive or restrictive order relating to any other business activity as a result of an action brought by a public agency or department, including, without limitation, actions affecting a license as a real estate broker or sales agent.

3. The following is added to the end of the "Summary" sections of Item 17(c), titled "**Requirements for franchisee to renew or extend,**" and Item 17(m), entitled "**Conditions for franchisor approval of transfer**":

However, to the extent required by applicable law, all rights you enjoy and any causes of action arising in your favor from the provisions of Article 33 of the General Business Law of the State of New York and the regulations issued thereunder shall remain in force; it being the intent of this proviso that the non-waiver provisions of General Business Law Sections 687.4 and 687.5 be satisfied.

4. The following language replaces the "Summary" section of Item 17(d), titled "**Termination by franchisee**":

You may terminate the agreement on any grounds available by law.

5. The following is added to the end of the "Summary" sections of Item 17(v), titled "**Choice of forum**", and Item 17(w), titled "**Choice of law**":

The foregoing choice of law should not be considered a waiver of any right conferred upon the franchisor or upon the franchisee by Article 33 of the General Business Law of the State of New York.

6. Franchise Questionnaires and Acknowledgements – No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

7. Receipts – Any sale made must be in compliance with §683(8) of the Franchise Sale Act (N.Y. Gen. Bus. L. §680 et seq.), which describes the time period a Franchise Disclosure Document (offering prospectus) must be provided to a prospective franchisee before a sale may be made. New York law requires a franchisor to provide the Franchise Disclosure Document at the earlier of the first personal meeting, ten (10) business days before the execution of the franchise or other agreement, or the payment of any consideration that relates to the franchise relationship.

Each provision of this Addendum to the Disclosure Document will be effective only to the extent, with respect to such provision, that the jurisdictional requirements of New York General Business Law, Article 33, Section 680 through 695, and of the Codes, Rules, and Regulations of the State of New York, Title 13, Chapter VII, Section 200.1 through 201.16 are met independently without reference to this Addendum to the Disclosure Document.

**AMENDMENT TO THE SCHOOL OF ROCK  
FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF NEW YORK**

In recognition of the requirements of the New York General Business Law, Article 33, the parties to the attached Franchise Agreement agree as follows:

1. Section 2.2.6 of the Franchise Agreement, under the heading "Term and Renewal," shall be deleted in its entirety, and shall have no force or effect; and the following paragraph shall be substituted in lieu thereof:

2.2.6 You shall execute a general release, in a form prescribed by us, of any and all claims, known or unknown, that you might have against us or our affiliates, or our respective officers, directors, agents, and employees; provided, however, that all rights enjoyed by you and any causes of action arising in its favor from the provisions of New York General Business Law Sections 680-695 and the regulations issued thereunder, shall remain in force, it being the intent of this provision that the non-waiver provisions of N.Y. Gen. Bus. Law Sections 687.4 and 687.5 be satisfied;

2. Section 14.1 of the Franchise Agreement, under the heading "Our Right to Transfer" shall be supplemented by the following language, which shall be considered an integral part of the Agreement:

However, no assignment shall be made except to an assignee who, in our good faith judgment, is willing and able to assume our obligations under this Agreement.

3. Section 14.3.3 of the Franchise Agreement, under the heading "Conditions to Transfer" shall be deleted in its entirety, and shall have no force or effect; and the following paragraph shall be substituted in lieu thereof:

14.3.3 That the transferor shall have executed a general release, in a form prescribed by us, of any and all claims against us and our affiliates, and our respective officers, directors, agents, shareholders, and employees; provided, however, that all rights enjoyed by the transferor and any causes of action arising in its favor from the provisions of New York General Business Law Sections 680-695 and the regulations issued thereunder, shall remain in force; it being the intent of this provision that the non-waiver provisions of N.Y. Gen. Bus. Law Sections 687.4 and 687.5 be satisfied;

4. Section 26.1 of the Franchise Agreement, under the heading "Applicable Law," shall be amended by adding the following language at the end of the Section:

The foregoing choice of law should not be considered a waiver of any right conferred upon you by General Business Law of New York State, Sections 680-695.

5. Section 27 of the Franchise Agreement, under the heading "Representations and Acknowledgements," shall be amended by the addition of the following language at the end of the Section:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including

fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

6. Each provision of this Amendment to the Franchise Agreement shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of New York General Business Law, Article 33, Section 680 through 695, and of the Codes, Rules, and Regulations of the State of New York, Title 13, Chapter VII, Section 200.1 through 201.16 are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this New York Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**FRANCHISEE**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**AMENDMENT TO THE SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT  
REQUIRED BY THE STATE OF NEW YORK**

In recognition of the requirements of the New York General Business Law, Article 33, the parties to the attached Development Agreement agree as follows:

1. Section 7.1 of the Development Agreement, under the heading “Our Right to Transfer” shall be supplemented by the following language, which shall be considered an integral part of the Agreement:

However, no assignment shall be made except to an assignee who, in our good faith judgment, is willing and able to assume our obligations under this Agreement.

2. Section 7.3.3 of the Development Agreement, under the heading “Conditions to Transfer” shall be deleted in its entirety, and shall have no force or effect; and the following paragraph shall be substituted in lieu thereof:

7.3 That the transferor shall have executed a general release, in a form prescribed by Franchisor, of any and all claims against us and our affiliates, and our respective officers, directors, agents, shareholders, and employees; provided, however, that all rights enjoyed by the transferor and any causes of action arising in its favor from the provisions of New York General Business Law Sections 680-695 and the regulations issued thereunder, shall remain in force; it being the intent of this provision that the non-waiver provisions of N.Y. Gen. Bus. Law Sections 687.4 and 687.5 be satisfied;

3. Section 14.1 of the Development Agreement, under the heading “Applicable Law,” shall be amended by adding the following section at the end of the Section:

The foregoing choice of law should not be considered a waiver of any right conferred upon you by General Business Law of New York State, Sections 680-695.

4. Section 15 of the Development Agreement, under the heading entitled “Acknowledgements, Representations, and Warranties,” shall be amended by the addition of the following language to the end of the section:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

5. Each provision of this Amendment to the Development Agreement shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of New York General Business Law, Article 33, Section 680 through 695, and of the Codes, Rules, and Regulations of the State of New York, Title 13, Chapter VII, Section 200.1 through 201.16 are met independently without reference to this Amendment.

**[Signature page follows]**

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this New York Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**DEVELOPER**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

## **NORTH DAKOTA**

**ADDENDUM TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE STATE OF NORTH DAKOTA**

THE SECURITIES COMMISSIONER HAS HELD THE FOLLOWING TO BE UNFAIR, UNJUST OR INEQUITABLE TO NORTH DAKOTA FRANCHISEES (NORTH DAKOTA CENTURY CODE (NDCC) SECTION 51-19-09):

- A. Restrictive Covenants: Franchise disclosure documents that disclose the existence of covenants restricting competition contrary to NDCC Section 9-08-06, without further disclosing that such covenants will be subject to the statute.
- B. Situs of Arbitration Proceedings: Franchise agreements providing that the parties must agree to the arbitration of disputes at a location that is remote from the site of the franchisee's business.
- C. Restrictions on Forum: Requiring North Dakota franchisees to consent to the jurisdiction of courts outside of North Dakota.
- D. Liquidated Damages and Termination Penalties: Requiring North Dakota franchisees to consent to liquidated damages or termination penalties.
- E. Applicable Laws: Franchise agreements that specify that they are to be governed by the laws of a state other than North Dakota.
- F. Waiver of Trial by Jury: Requiring North Dakota Franchises to consent to the waiver of a trial by jury.
- G. Waiver of Exemplary & Punitive Damages: Requiring North Dakota Franchisees to consent to a waiver of exemplary and punitive damage.
- H. General Release: Franchise Agreements that require the franchisee to sign a general release upon renewal of the franchise agreement.
- I. Limitation of Claims: Franchise Agreements that require the franchisee to consent to a limitation of claims. The statute of limitations under North Dakota law applies.
- J. Enforcement of Agreement: Franchise Agreements that require the franchisee to pay all costs and expenses incurred by the franchisor in enforcing the agreement. The prevailing party in any enforcement action is entitled to recover all costs and expenses including attorney's fees.

In recognition of the requirements of North Dakota Century Code, Section 51-19-09, the Franchise Disclosure Document of School of Rock for use in the State of North Dakota shall be amended to include the following:

1. Item 17(c) shall be supplemented by the addition of the following language:

You will not be required to sign a general release upon renewal of the franchise agreement.

2. Item 17(i) shall be supplemented by the addition of the following language:

You will not be required to consent to liquidated damages or termination penalties.

3. Item 17(r) shall be supplemented by the addition of the following language:

All covenants restricting competition are subject to North Dakota Century Code, Section 9-08-06. Covenants not to compete such as those mentioned above are generally considered unenforceable in the State of North Dakota.

4. The language in Item 17(u) shall be deleted and replaced by the following language:

Most disputes and claims relating to the Franchise Agreement will be settled by arbitration under the rules of the American Arbitration Association at a location agreeable to all parties.

5. The language in Item 17(v) shall be deleted and replaced by the following language:

All litigation must be brought in North Dakota.

6. The language in Item 17(w) shall be deleted and replaced by the following language:

All disputes will be governed by the laws of the State of North Dakota.

7. Item 17 shall be supplemented by adding the following language at the end of the Item:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

\* \* \*

**AMENDMENT TO THE SCHOOL OF ROCK  
FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF NORTH DAKOTA**

In recognition of the requirements of North Dakota Century Code, Section 51-19-09, the parties to the attached School of Rock Franchise Agreement (the "Franchise Agreement") agree as follows:

1. The following language shall be added at the end of Section 2.2 of the Franchise Agreement:

You shall not be required to sign a general release upon renewal of the Franchise Agreement.

2. Section 15.5 of the Franchise Agreement is hereby deleted.

3. The following language shall be added at the end of Section 17.3 of the Franchise Agreement:

All covenants restricting competition are subject to North Dakota Century Code, Section 9-08-06. Covenants not to compete such as those mentioned above are generally considered unenforceable in the State of North Dakota.

4. The language in Section 26.1 of the Franchise Agreement is hereby deleted and replaced by the following language:

This Agreement shall be interpreted and construed exclusively under the laws of the State of North Dakota.

5. The second sentence of Section 26.2 of the Franchise Agreement is hereby deleted and replaced by the following language:

Such arbitration shall take place before a sole arbitrator at a location agreeable to all parties.

6. The language in Section 26.3 of the Franchise Agreement is hereby deleted and replaced by the following language:

Any action that is not otherwise subject to arbitration under Section 26.2 (including all appeals from or relating to arbitration hereunder), whether or not arising out of, or relating to, this Agreement, brought by you (or any of your owners) against us shall be brought in federal court in the State of North Dakota, or, if such court does not have competent jurisdiction, in a state court located in North Dakota.

7. Section 26.6 of the Franchise Agreement is hereby deleted.

8. Section 26.8 of the Franchise Agreement is hereby deleted.

9. The following language shall be added at the end of Section 27 of the Franchise Agreement:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any

franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

IN WITNESS WHEREOF, the parties hereto have duly executed this North Dakota Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**FRANCHISEE**

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**AMENDMENT TO THE SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT  
REQUIRED BY THE STATE OF NORTH DAKOTA**

In recognition of the requirements of North Dakota Century Code, Section 51-19-09, the parties to the attached School of Rock Development Agreement (the “Development Agreement”) agree as follows:

1. Section 6.5 of the Development Agreement is hereby deleted.
2. The following language shall be added at the end of Section 8.4 of the Development Agreement:

All covenants restricting competition are subject to North Dakota Century Code, Section 9-08-06. Covenants not to compete such as those mentioned above are generally considered unenforceable in the State of North Dakota.

3. The language in Section 14.1 of the Development Agreement is hereby deleted and replaced by the following language:

This Agreement shall be interpreted and construed exclusively under the laws of the State of North Dakota.

4. The second sentence of Section 14.2 of the Development Agreement is hereby deleted and replaced by the following language:

Such arbitration shall take place before a sole arbitrator at a location agreeable to all parties.

5. The language in Section 14.3 of the Development Agreement is hereby deleted and replaced by the following language:

Any action that is not otherwise subject to arbitration under Section 14.2 (including all appeals from or relating to arbitration hereunder), whether or not arising out of, or relating to, this Agreement, brought by you (or any of your owners) against us shall be brought in federal court in the State of North Dakota, or, if such court does not have competent jurisdiction, in a state court located in North Dakota.

6. Section 14.6 of the Development Agreement is hereby deleted.
7. Section 14.8 of the Development Agreement is hereby deleted.
8. The following language shall be added at the end of Section 15 of the Development Agreement:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

**[Signature page follows]**

IN WITNESS WHEREOF, the parties hereto have duly executed this North Dakota Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**DEVELOPER**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

## **OHIO**

**AMENDMENT TO THE  
SCHOOL OF ROCK FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF OHIO**

In recognition of the requirements of the Ohio Business Opportunity Purchasers Protection Act, Ohio Revised Code §1334.01 et seq., the parties to the attached School of Rock Franchising, LLC Franchise Agreement (“Franchise Agreement”) agree as follows:

1. Section 27 of the Franchise Agreement, entitled “Representations and Acknowledgments,” shall be amended by adding the following subsection at the end of the Section:

**27.6 You, the purchaser, may cancel this transaction at any time prior to midnight of the fifth business day after the date you sign this Agreement. See the attached notice of cancellation for an explanation of this right.**

2. Each provision of this Amendment shall be effective only to the extent that the jurisdictional requirements of the Ohio Business Opportunity Purchasers Protection Act, with respect to each such provision, are met independent of the Amendment. This Amendment shall have no force or effect if such jurisdictional requirements are not met.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

**SCHOOL OF ROCK FRANCHISING, LLC**

**FRANCHISEE**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

**[Notice of Cancellation form (in duplicate) follows]**

**Notice of Cancellation**

\_\_\_\_\_, 20\_\_\_\_

You may cancel this transaction, without penalty or obligation, within five business days from the above date. If you cancel, any payments made by you under the Agreement, and any negotiable instrument executed by you will be returned within ten business days following the seller's receipt of your cancellation notice, and any security interest arising out of the transaction will be cancelled. If you cancel, you must make available to the seller at your business address all goods delivered to you under this Agreement; or you may if you wish, comply with the instructions of the seller regarding the return shipment of the goods at the seller's expense and risk. If you do make the goods available to the seller and the seller does not pick them up within twenty days of the date of your notice of cancellation, you may retain or dispose of them without further obligation. If you fail to make the goods available to the seller, or if you agree to return them to the seller and fail to do so, then you remain liable for the performance of all obligations under this Agreement. To cancel this transaction, mail or deliver a signed and dated copy of this cancellation notice or any other written notice, or send a telegram, to School of Rock Franchising, LLC at 1 Wattles Street, Canton, MA 02021, or send a fax to School of Rock Franchising, LLC at \_\_\_\_\_, or an e-mail to School of Rock Franchising, LLC at \_\_\_\_\_, not later than midnight of \_\_\_\_\_.

I hereby cancel this transaction.

\_\_\_\_\_, 20\_\_\_\_\_  
(Date)

\_\_\_\_\_  
(Purchaser's signature)

\_\_\_\_\_  
(Print name)

**Notice of Cancellation**

\_\_\_\_\_, 20\_\_\_\_

You may cancel this transaction, without penalty or obligation, within five business days from the above date. If you cancel, any payments made by you under the Agreement, and any negotiable instrument executed by you will be returned within ten business days following the seller's receipt of your cancellation notice, and any security interest arising out of the transaction will be cancelled. If you cancel, you must make available to the seller at your business address all goods delivered to you under this Agreement; or you may if you wish, comply with the instructions of the seller regarding the return shipment of the goods at the seller's expense and risk. If you do make the goods available to the seller and the seller does not pick them up within twenty days of the date of your notice of cancellation, you may retain or dispose of them without further obligation. If you fail to make the goods available to the seller, or if you agree to return them to the seller and fail to do so, then you remain liable for the performance of all obligations under this Agreement. To cancel this transaction, mail or deliver a signed and dated copy of this cancellation notice or any other written notice, or send a telegram, to School of Rock Franchising, LLC at 1 Wattles Street, Canton, MA 02021, or send a fax to School of Rock Franchising, LLC at \_\_\_\_\_, or an e-mail to School of Rock Franchising, LLC at \_\_\_\_\_, not later than midnight of \_\_\_\_\_.

I hereby cancel this transaction.

\_\_\_\_\_, 20\_\_\_\_\_  
(Date)

\_\_\_\_\_  
(Purchaser's signature)

\_\_\_\_\_  
(Print name)

## **RHODE ISLAND**

**ADDENDUM TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE STATE OF RHODE ISLAND**

In recognition of the requirements of the Rhode Island Franchise Investment Act, the Franchise Disclosure Document of School of Rock for use in the State of Rhode Island shall be amended to include the following:

1. Items 17v. and 17w., in each chart, shall be supplemented with the following language:

However, you may sue School of Rock in Rhode Island for claims arising under the Rhode Island Franchise Investment Act.

2. Item 17 shall be supplemented by the addition of the following language at the end of the Item:

Section 19-28.1-14 of the Rhode Island Franchise Investment Act provides that “A provision in a franchise agreement restricting jurisdiction or venue to a forum outside this state or requiring the application of the laws of another state is void with respect to a claim otherwise enforceable under this Act.”

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

3. Each provision of this Addendum to the Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Rhode Island Franchise Investment Act are met independently without reference to this Addendum to the Disclosure Document.

\* \* \*

**AMENDMENT TO THE SCHOOL OF ROCK  
FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF RHODE ISLAND**

In recognition of the requirements of the Rhode Island Franchise Investment Act, the parties to the attached School of Rock Franchise Agreement (the “Franchise Agreement”) agree as follows:

1. The following language shall be added at the end of Section 26.3 of the Franchise Agreement, entitled “Jurisdiction and Venue”:

Notwithstanding the above, Rhode Island franchisees are permitted to bring a lawsuit in Rhode Island for claims arising under the Rhode Island Franchise Investment Act.

2. The following language shall be added at the end of Section 27 of the Franchise Agreement, entitled “Representations and Acknowledgements”:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

3. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Rhode Island Franchise Investment Act are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed this Rhode Island Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**FRANCHISEE**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**AMENDMENT TO THE SCHOOL OF ROCK  
DEVELOPMENT AGREEMENT  
REQUIRED BY THE STATE OF RHODE ISLAND**

In recognition of the requirements of the Rhode Island Franchise Investment Act, the parties to the attached School of Rock Development Agreement (the “Development Agreement”) agree as follows:

1. The following language shall be added at the end of Section 14.3 of the Development Agreement, entitled “Jurisdiction and Venue”:

Notwithstanding the above, Rhode Island Developers are permitted to bring a lawsuit in Rhode Island for claims arising under the Rhode Island Franchise Investment Act.

2. The following language shall be added at the end of Section 15 of the Development Agreement, entitled “Acknowledgements, Representations, and Warranties”:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

3. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Rhode Island Franchise Investment Act are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed this Rhode Island Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**DEVELOPER**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

## **VIRGINIA**

**ADDENDUM TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE COMMONWEALTH OF VIRGINIA**

Notwithstanding anything to the contrary set forth in the Franchise Disclosure Document, the following provisions will supersede and apply:

1. In recognition of the restrictions contained in Section 13.1-564 of the Virginia Retail Franchising Act, Item 17.h. of the Franchise Disclosure Document shall be amended as follows:

Pursuant to Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to cancel a franchise without reasonable cause. If any ground for default or termination stated in the development agreement does not constitute "reasonable cause," as that term may be defined in the Virginia Retail Franchising Act or the laws of Virginia, that provision may not be enforceable.

2. Item 17 shall be supplemented by the addition of the following language at the end of the Item:

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Each provision of this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Virginia Retail Franchising Act are met independently without reference to this Addendum.

## **WASHINGTON**

**AMENDMENT TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT,  
FRANCHISE AGREEMENT,  
FRANCHISE DISCLOSURE QUESTIONNAIRE,  
AND RELATED AGREEMENTS  
REQUIRED BY THE STATE OF WASHINGTON**

In recognition of the requirements of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW, the parties to the attached School of Rock Franchise Agreement agree and acknowledge as follows:

1. In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.
2. RCW 19.100.180 may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise. There may also be court decisions which may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.
3. In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.
4. A release or waiver of rights executed by a franchisee may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.
5. Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.
6. Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employee's earnings from the party seeking enforcement, when annualized, exceed \$100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed \$250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.
7. RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.

8. No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.
9. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Washington Franchise Investment Protection Act §§19.100.010 through 19.100.940 are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**FRANCHISEE**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

\* \* \*

**AMENDMENT TO THE SCHOOL OF ROCK  
FRANCHISE DISCLOSURE DOCUMENT,  
DEVELOPMENT AGREEMENT,  
FRANCHISE DISCLOSURE QUESTIONNAIRE,  
AND RELATED AGREEMENTS  
REQUIRED BY THE STATE OF WASHINGTON**

In recognition of the requirements of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW, the parties to the attached School of Rock Development Agreement agree and acknowledge as follows:

1. In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.
2. RCW 19.100.180 may supersede the development agreement in your relationship with the franchisor including the areas of termination and renewal of your development rights. There may also be court decisions which may supersede the development agreement in your relationship with the franchisor including the areas of termination and renewal of your development rights.
3. In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the development agreement, a developer may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.
4. A release or waiver of rights executed by a developer may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.
5. Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.
6. Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a developer, unless the employee's earnings from the party seeking enforcement, when annualized, exceed \$100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a developer under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed \$250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the development agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.
7. RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a developer from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the development agreement or elsewhere are void and unenforceable in Washington.

8. No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.
9. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Washington Franchise Investment Protection Act §§19.100.010 through 19.100.940 are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

**SCHOOL OF ROCK  
FRANCHISING, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**DEVELOPER**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

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**EXHIBIT L TO  
FRANCHISE DISCLOSURE DOCUMENT**

**FRANCHISEE DISCLOSURE QUESTIONNAIRE**

**(See attached.)**

## **FRANCHISEE DISCLOSURE QUESTIONNAIRE**

**THIS QUESTIONNAIRE SHALL NOT BE COMPLETED BY YOU, AND WILL NOT APPLY, IF THE OFFER OR SALE OF THE FRANCHISE IS SUBJECT TO THE STATE FRANCHISE DISCLOSURE LAWS IN THE STATES OF CALIFORNIA, HAWAII, ILLINOIS, INDIANA, MARYLAND, MICHIGAN, MINNESOTA, NEW YORK, NORTH DAKOTA, RHODE ISLAND, SOUTH DAKOTA, VIRGINIA, WASHINGTON, OR WISCONSIN.**

**IF THE FRANCHISE IS TO BE OPERATED IN, OR YOU ARE A RESIDENT OF, MARYLAND, DO NOT SIGN THE QUESTIONNAIRE.**

As you know, School of Rock Franchising LLC (“we,” “us” or “Franchisor”) and you are preparing to enter into a Franchise Agreement for the operation of a School of Rock franchised business. You may also be entering into a Development Agreement with us. The purpose of this Questionnaire is to determine whether any statements or promises were made to you that we have not authorized and that may be untrue, inaccurate or misleading. Please review each of the following questions carefully and provide honest and complete responses to each question.

1. Have you received and personally reviewed our Franchise Agreement and each exhibit and schedule attached to it?

Yes        No       

2. Do you understand all of the information contained in the Franchise Agreement and each exhibit and schedule attached to it?

Yes        No       

If “No,” what parts of the Franchise Agreement do you not understand? (Attach additional pages, if necessary)

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3. Did we make any material changes to the form of Franchise Agreement that was included in the Franchise Disclosure Document you received from us, which were not negotiated with you?

Yes        No       

If “Yes,” did you receive a copy of the final Franchise Agreement at least seven (7) calendar days prior to signing it?

Yes        No

**If you are entering into a Development Agreement with us, please respond to Questions 4 through 6. Otherwise, please skip to Question 7.**

4. Have you received and personally reviewed our Development Agreement and each exhibit and schedule attached to it?

Yes  No

5. Do you understand all of the information contained in the Development Agreement and each exhibit and schedule attached to it?

Yes  No

If "No," what parts of the Development Agreement do you not understand? (Attach additional pages, if necessary)

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6. Did we make any material changes to the form of Development Agreement that was included in the Franchise Disclosure Document you received from us, which were not negotiated with you?

Yes  No

If "Yes," did you receive a copy of the final Development Agreement at least seven (7) calendar days prior to signing it?

Yes  No

7. Have you received and personally reviewed the Franchise Disclosure Document we provided to you?

Yes  No

8. Do you understand all of the information contained in the Franchise Disclosure Document?

Yes  No

If "No," what parts of the Franchise Disclosure Document do you not understand? (Attach additional pages, if necessary)

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9. Did you receive a copy of the Franchise Disclosure Document at least fourteen (14) calendar days prior to signing any agreement with us or paying us any money or other consideration?

Yes \_\_\_\_\_ No \_\_\_\_\_

10. Have you discussed the benefits and risks of operating a School of Rock franchised business with an attorney, accountant or other professional advisor and do you understand those risks?

Yes \_\_\_\_\_ No \_\_\_\_\_

11. Do you understand that the success or failure of your business will depend in large part upon your skills and abilities, competition from other businesses, interest rates, inflation, labor and supply costs, lease terms and other economic and business factors that are outside of our control?

Yes \_\_\_\_\_ No \_\_\_\_\_

12. Has any employee or other person speaking on our behalf made any statement or promise concerning the revenues, profits or operating costs of a School of Rock business operated by us or our franchisees?

Yes \_\_\_\_\_ No \_\_\_\_\_

If "Yes," please describe the nature of the statements and by whom they were made? (Attach additional pages, if necessary)

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13. Has any employee or other person speaking on our behalf made any statement or promise concerning your School of Rock franchised business that is contrary to, or different from, the information contained in the Franchise Disclosure Document?

Yes \_\_\_\_\_ No \_\_\_\_\_

If "Yes," please describe the nature of the statements and by whom they were made? (Attach additional pages, if necessary)

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14. Has any employee or other person speaking on our behalf made any statement or promise regarding the amount of money you may earn in operating a School of Rock franchised business that is contrary to, or different from, the information contained in Item 19 of the Franchise Disclosure Document?

Yes \_\_\_\_\_ No \_\_\_\_\_

If "Yes," please describe the nature of the statements and by whom they were made? (Attach additional pages, if necessary)

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15. Has any employee or other person speaking on our behalf made any statement or promise concerning the total amount of revenue a School of Rock business will generate that is contrary to, or different from, the information contained in Item 19 of the Franchise Disclosure Document?

Yes \_\_\_\_\_ No \_\_\_\_\_

If "Yes," please describe the nature of the statements and by whom they were made? (Attach additional pages, if necessary)

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16. Has any employee or other person speaking on our behalf made any statement or promise concerning the likelihood of success that you should or might expect to achieve from operating a School of Rock business?

Yes \_\_\_\_\_ No \_\_\_\_\_

If "Yes," please describe the nature of the statements and whom they were made by? (Attach additional pages, if necessary)

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17. Were you provided any actual or estimated revenue or sales figures or amounts in connection with any pro forma profit and loss statement that may have been furnished to you by any employee or other person on our behalf, other than the information contained in Item 19 of the Franchise Disclosure Document?

Yes \_\_\_\_\_ No \_\_\_\_\_

If "Yes," please describe the nature of the statements and whom they were made by? (Attach additional pages, if necessary)

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18. Has any employee or other person speaking on our behalf made any statement, promise, or agreement concerning the advertising, marketing, training, support service or assistance that we will furnish you that is contrary to, or different from, the information contained in the Franchise Disclosure Document that is contrary to, or different from, the information contained in the Franchise Disclosure Document?

Yes  No

If "Yes," please describe the nature of the statements and whom they were made by? (Attach additional pages, if necessary)

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19. Do you understand that in all dealings with you, our officers, directors, employees and agents act only in a representative capacity and not in an individual capacity and such dealings are solely between you and the Franchisor?

Yes  No

20. Do you understand that nothing in the Franchise Agreement or in our communications with one another is intended to make, or in fact makes, either you or us a general or limited partner, general or special agent, joint venturer, or employee of the other for any purpose, that the Franchise Agreement does not create a fiduciary relationship between you and us, and that we and you are and will be independent contractors during the term of the Franchise Agreement?

Yes  No

21. Do you understand that you, and not the Franchisor, have the duty and obligation to locate and lease a site for the Franchised Business and that the Franchisor's approval of a site is not an assurance, representation or warranty as to the suitability of the Franchised Business's site or the Franchised Business's profitability or success?

Yes  No

22. Were you referred to School of Rock Franchising, LLC by another individual?

Yes  No

If "Yes," did that person make any statement or promise concerning your School of Rock franchised business that is contrary to, or different from, the information contained in the Franchise Disclosure Document?

Yes \_\_\_\_\_ No \_\_\_\_\_

If "Yes," please describe the nature of the statements and by whom they were made? (Attach additional pages, if necessary)

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By signing this Questionnaire, you agree that you understand that your answers are important to us and that we will rely on them, and you are representing that you have responded truthfully to the above questions.

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FRANCHISE APPLICANT

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Print Name

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\_\_\_\_\_, 20\_\_\_\_\_  
Date

**EXHIBIT M TO  
FRANCHISE DISCLOSURE DOCUMENT**

**STATE EFFECTIVE DATES**

The following states require that the Franchisee 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 Franchise Disclosure Document is registered, on file or exempt from registration in the following states having franchise registration and disclosure laws, with the following effective dates:

<b>State</b>	<b>Effective Date</b>
California	<i>Pending</i>
Hawaii	<i>Pending</i>
Illinois	<i>Pending</i>
Indiana	<i>Pending</i>
Maryland	<i>Pending</i>
Michigan	April 17, 2024
Minnesota	<i>Pending</i>
New York	<i>Pending</i>
North Dakota	<i>Pending</i>
Rhode Island	<i>Pending</i>
South Dakota	<i>Pending</i>
Virginia	<i>Pending</i>
Washington	<i>Pending</i>
Wisconsin	<i>Pending</i>

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.

**EXHIBIT N TO  
FRANCHISE DISCLOSURE DOCUMENT**

**RECEIPTS**

**(See attached.)**

## **RECEIPT**

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If School of Rock Franchising LLC (“School of Rock”) offers you a franchise, it must provide this disclosure document to you 14 calendar days before you sign a binding agreement with, or make payment to, School of Rock or an affiliate in connection with the proposed franchise sale.

New York requires that School of Rock gives you this disclosure document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship. Michigan requires that School of Rock give you this disclosure document at least 10 business days before the execution of any binding franchise or other agreement or the payment of any consideration.

If School of Rock does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and your state agency listed in Exhibit A.

School of Rock authorizes the agents listed in Exhibit B to receive service of process on its behalf.

The franchise seller(s) offering this franchise is/are checked off below:

- Robert Price,1 Wattles Street, Canton, MA 02021, (610) 301-7724  
Anthony Padulo, 1 Wattles Street, Canton, MA 02021, (312) 585-6355  
Brian Galvin, 1 Wattles Street, Canton, MA 02021, (401) 237-7667  
Kathy Burnett, 1 Wattles Street, Canton, MA 02021, (781) 384-5751  
Pamela Ross, 1 Wattles Street, Canton, MA 02021, (617) 858-5618  
Eric St. Peter, 1 Wattles Street, Canton, MA 02021, (781) 739-2366

Issuance Date: April 17, 2024. (See Exhibit M.)

I have received a disclosure document dated April 17, 2024 that included the following exhibits:

<b>EXHIBIT A</b>	List of State Administrators	<b>EXHIBIT G-2</b>	Renewal Amendment to
<b>EXHIBIT B</b>	List of Agents for Service of Process	<b>EXHIBIT H</b>	Franchise Agreement Confidentiality and Non-Disclosure Agreement
<b>EXHIBIT C</b>	Table of Contents for Manuals	<b>EXHIBIT I</b>	General Release
<b>EXHIBIT D</b>	List of Current and Former Franchisees	<b>EXHIBIT J</b>	Consent to Transfer Agreement
<b>EXHIBIT E</b>	Financial Statements	<b>EXHIBIT K</b>	State Addenda
<b>EXHIBIT F</b>	School of Rock Development Agreement	<b>EXHIBIT L</b>	Franchisee Disclosure Questionnaire
<b>EXHIBIT G-1</b>	School of Rock Franchise Agreement	<b>EXHIBIT M</b>	State Effective Dates
		<b>EXHIBIT N</b>	Receipt

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Date

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## Prospective Franchisee

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Print Name

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Date

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## Prospective Franchisee

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Print Name

**PLEASE SIGN AND DATE THIS PAGE AND RETAIN THIS PAGE IN YOUR  
POSSESSION AS PART OF YOUR RECORDS**

## RECEIPT

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If School of Rock Franchising LLC ("School of Rock") offers you a franchise, it must provide this disclosure document to you 14 calendar days before you sign a binding agreement with, or make payment to, School of Rock or an affiliate in connection with the proposed franchise sale.

New York requires that School of Rock gives you this disclosure document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship. Michigan requires that School of Rock give you this disclosure document at least 10 business days before the execution of any binding franchise or other agreement or the payment of any consideration.

If School of Rock does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and your state agency listed in Exhibit A.

School of Rock authorizes the agents listed in Exhibit B to receive service of process on its behalf.

The franchise seller(s) offering this franchise is/are checked off below:

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- 

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EXHIBIT C	Table of Contents for Manuals	EXHIBIT I	General Release
EXHIBIT D	List of Current and Former Franchisees	EXHIBIT J	Consent to Transfer Agreement
EXHIBIT E	Financial Statements	EXHIBIT K	State Addenda
EXHIBIT F	School of Rock Development Agreement	EXHIBIT L	Franchisee Disclosure Questionnaire
EXHIBIT G-1	School of Rock Franchise Agreement	EXHIBIT M	State Effective Dates
		EXHIBIT N	Receipt

Date	Prospective Franchisee	Print Name
Date	Prospective Franchisee	Print Name

**PLEASE REMOVE THIS PAGE, SIGN AND DATE ABOVE, AND RETURN IT TO:**  
**School of Rock Franchising, LLC, 1 Wattles Street, Canton, MA 02021**