#### FRANCHISE DISCLOSURE DOCUMENT



UATP Management, LLC, a Texas limited liability company 2350 Airport Freeway, Suite 505 Bedford, Texas 76022 877.203.2192 LetsTalk@urbainairparks.com www.urbanairparks.com www.urbanairfranchise.com

As a franchisee of Urban Air Adventure Parks, you will operate an adventure park that serves as a venue for recreational activities, birthday parties, and other group events, and that features attractions that will include but are not limited to some or all of the following: trampolines, foam pits, warrior/ninja courses, soft play, climbing walls, ropes courses, Sky Rider®, indoor skydiving, dodge ball, rock climbing, digital climbing walls, arcades, bowling, bumper cars, slides, mini golf, laser tag, go karts, virtual reality, immersive reality, MyFly, or related activities (individually, an "Attraction" and collectively, the "Attractions") under the name Urban Air Adventure Park.

The total investment necessary to begin operation of a 2.0 Urban Air Adventure Park franchise ranges from \$3,554,475 to \$5,634,097. This includes \$1,311,460 to \$1,523,156 that must be paid to the franchisor or an affiliate. The total investment necessary to begin operation of a 2.5 Urban Air Adventure Park franchise ranges from \$5,729,390 to \$8,332,097. This includes \$1,311,460 to \$1,523,156 that must be paid to the franchisor or an affiliate.

If you qualify, the franchisor may offer you the opportunity to purchase an Urban Air Adventure Park that franchisor's affiliate has partially developed as part of its corporate seeded development program. In addition to the above figures and fees paid, you will also pay a nonrefundable earnest money deposit of \$250,000 that must be paid to the franchisor or affiliate.

We may offer to enter into a development agreement to establish and operate up to three Urban Air Adventure Parks at specific locations under individual franchise agreements. The development fee is \$185,000 for two Urban Air Adventure Parks and \$260,000 for three Urban Air Adventure Parks. Your estimated initial investment will vary based on the number and type of Urban Air Adventure Parks locations to be developed.

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 Joshua Wall, Chief Growth Officer, Unleashed Services, LLC, 2350 Airport Freeway, Suite 505, Bedford, Texas 76022, 877.203.2192 or by email at franchising@unleashedbrands.com.

The terms of your contract will govern your franchise relationship. Do not 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.

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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 <a href="https://www.ftc.gov">www.ftc.gov</a> 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 30, 2024.

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# **How to Use This Franchise Disclosure Document**

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

QUESTION	WHERE TO FIND INFORMATION
How much can I earn?	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 <b>Exhibit I.</b>
How much will I need to invest?	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.
Does the franchisor have the financial ability to provide support to my business?	Item 21 or <b>Exhibit H</b> includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only Urban Air business in my area?	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What's it like to be an Urban Air Adventure Parks franchisee?	Item 20 or <b>Exhibit I</b> lists current and former franchisees. You can contact them to ask about their experiences.
What else should I know?	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

<u>Continuing responsibility to pay fees</u>. 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.

<u>Supplier restrictions</u>. 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.

<u>Operating restrictions</u>. 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.

<u>Competition from franchisor</u>. 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.

<u>When your franchise ends</u>. 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 B**.

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

# Special Risks to Consider About *This* Franchise

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

1. <u>Out-of-State Dispute Resolution</u>. The franchise agreement requires you to resolve disputes with the franchisor by arbitration or litigation only in the county nearest to the franchisor's principal place of business (currently Tarrant County, Texas). 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 Texas than in your own state.

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.

#### **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 THESE FRANCHISE DOCUMENTS, THE PROVISIONS ARE VOID AND CANNOT BE ENFORCED AGAINST YOU:

- (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 to terminate a franchise 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 obligations 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: Department of the Attorney General, Consumer Protection Division, 670 Law Building, 525 West Ottawa Street, Lansing, Michigan 48933, 517-335-7622.

# URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

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# ITEM 1 THE FRANCHISOR AND ANY PARENTS, PREDECESSORS, AND AFFILIATES

To simplify the language in this disclosure document, the terms "we," "us," "our," "UATP," or "UATP Management" mean UATP Management, LLC, the franchisor. The terms "you" and "your" mean the individual, company, corporation, or partnership who buys the franchise, the franchisee. If the franchisee will operate through a business entity, "you" does not include the business entity's owners unless otherwise stated. The term "Owners" refers to any individual or entity holding more than ten percent equity interest in you if you are a business entity (regardless of voting rights), and the franchisee individual(s) or entity(ies) that enter into the Franchise Agreement (defined below) if you are a business entity. It includes all officers, directors, and shareholders of a corporation, all managers and members of a limited liability company, all general and limited partners of a limited partnership, and the grantor and the trustee of the trust. If any Owner is a business entity, then the term "Owner" also includes the owners of that business entity.

#### THE FRANCHISOR AND ITS PARENT, PREDECESSORS, AND AFFILIATES

We are a Texas limited liability company, formed on May 31, 2013, and do business only under our legal name, and "Urban Air Adventure Park." Our principal business address is 2350 Airport Freeway, Suite 505, Bedford, Texas, 76022. Our agents for service of process are identified in <u>Exhibit C</u> to this disclosure document.

We have been offering franchises for Urban Air Adventure Parks (each, an "Adventure Park") similar to the type described in this disclosure document since our inception in May 2013. We do not engage in any other type of business. We are a wholly owned subsidiary of Unleashed Brands, LLC ("Unleashed Brands"). Unleashed Brands' parent company is Leviathan Intermediate Holdco, LLC, which is owned by UA Holdings, LLC ("UA Holdings"), which we consider our parent company. Unleashed Brands guarantees our performance of obligations under the Franchise Agreement and Development Agreement.

Our affiliate, UATP IP, LLC, owns and has granted us a license to use all the trademarks, copyrights, and proprietary information and products related to the operation of the franchises described in this disclosure document. Our affiliate, UASUA, LLC, ("Southlake UA") has operated an Adventure Park in Southlake, Texas since December 2018. Our affiliate Fort Worth Urban Air, LLC has operated an Adventure Park in Fort Worth, Texas since February 2019. Our affiliates, Ridgmar Urban Air, LLC ("Ridgmar UA"), Waterbury Urban Air, LLC ("Waterbury UA"), and Manchester Urban Air, LLC ("Manchester UA") each have operated an Adventure Park in Orange, Connecticut since February 2021, in Waterbury, Connecticut since September 2022, and in Manchester, Connecticut since March 2022, respectively. Our affiliate UA Attractions, LLC ("UA Attractions") is the designated supplier and installer of Attractions in Adventure Parks located in the United States and Canada. Our affiliate Adventis Insurance, Inc. ("Adventis") is obligated pursuant to a Retention Indemnification Policy to reimburse us for the cost of the deductible due under the general liability policy associated with the Urban Air Adventure Park master insurance program, as further described in Item 8. Our affiliate UATP Canada Franchising, Ltd. offers Adventure Park franchises in Canada. Unleashed Brands Foundation, the charitable affiliate of Unleashed Brands, is a Texas based nonprofit corporation which conducts certain charitable activities. Unleashed Brands, UA Holdings, Southlake UA, Ridgmar UA, Waterbury UA, Manchester UA, UATP Canada Franchising, Ltd., Unleashed Brands Foundation, and UATP IP, LLC share our principal business address at 2350 Airport Freeway, Suite 505, Bedford, Texas, 76022. The principal place of business for Adventis is 18835 North Thompson Peak Parkway, Suite 210, Scottsdale, Arizona 85255.

We have never offered franchises in any other line of business. However, our affiliates offer franchises in other lines of business. All of the affiliates listed below have the same principal business address as us:

• Snapology, LLC ("<u>Snapology</u>") offers SNAPOLOGY franchises, which provide curriculum-based courses, events and hands-on learning experiences using LEGO® brand bricks, K'Nex® brand toys, and other building toys, robotics, animation, coding and engineering techniques. Snapology

began offering franchises in March 2015 and had 102 franchises as of December 31, 2023. Snapology International, LLC, a Pennsylvania limited liability company, offers these franchises outside of the USA. Our affiliate Snapology IP, LLC is the owner of certain trademarks and intellectual property associated with the SNAPOLOGY franchises.

- Premier Franchising Group, LLC ("PMA") offers PREMIER MARTIAL ARTS franchises, which are
  martial arts studios for self-defense and character development. PMA began offering franchises in
  April 2018 and had 213 franchises as of December 31, 2023. Our affiliate PMA IP, LLC is the
  owner of certain trademarks and intellectual property associated with the PREMIER MARTIAL ARTS
  franchises.
- TLGI, LLC (formerly The Little Gym International, Inc., "<u>TLGI</u>") offers THE LITTLE GYM franchises which provide physical fitness, recreational gymnastics, motor skills development, and other programs for children under The Little Gym name and trademarks. TLGI began offering franchises in September 1992 and had 185 franchises as of December 31, 2023.
- Class 101 Franchise, LLC ("Class 101") offers CLASS 101 franchises, which provide advice, guidance and training to high school students and their parents in preparing for, selecting, applying to, and paying for college. On April 11, 2022, Class 101 acquired the assets of Class 101, Inc., which began offering franchising in June 2007 and had 55 franchises as of December 31, 2023. Our affiliate Class 101 Franchise IP, LLC is the owner of certain trademarks and intellectual property associated with CLASS 101 franchises.
- XP League Franchise, LLC ("XPL") offers eSports league franchises which follows traditional youth sports formats delivering values and life skills learned in coach-led athletics in an esports format, for elementary and middle school aged children, under the trademark XP LEAGUE. On April 21, 2022, XPL acquired certain assets of XP League, LLC, which began offering franchises in August 2020, and had 41 franchises as of December 31, 2023.
- Sylvan Learning, LLC ("<u>Sylvan</u>") offers learning center franchises with a system designed for specialized assessment and teaching of individualized educational programs for children in the principal areas of reading, mathematics, writing, and test preparation, and portable SylvanSync and Sylvan-branded learning environment individualized for children, using proprietary SylvanSync computer systems, under the trademarks SYLVAN, SYLVAN LEARNING, and SYLVANSYNC. Sylvan's predecessors began offering variations of the Sylvan franchises since 1979, and Sylvan had 474 franchises as of December 31, 2023.
- Unleashed Services, LLC ("<u>Unleashed Services</u>") is a Delaware limited liability company established on June 21, 2021. Unleashed Services offers executive management services to us, Snapology, TLGI, PMA, Class 101, XPL, and Sylvan but it does not offer franchises in any line of business.

You will not conduct business directly with Snapology, TLGI, PMA, Class 101, XPL, or Sylvan (each an "<u>Affiliated Brand</u>"), unless you decide to co-brand with an Affiliated Brand. If you decide to co-brand the premises of your Urban Air Adventure Park franchise with an Affiliated Brand, you will be offered a separate franchise disclosure document of your desired Affiliated Brand and will be required to sign a separate franchise agreement for that Affiliated Brand. Other than the above, we do not have any affiliates which offer or sell goods or services to our franchisees, and no other parent, predecessor, and affiliates offer franchises in this or any other lines of business.

#### THE FRANCHISE OFFERED

We franchise the operation of Adventure Parks that serve as a venue for recreational activities, birthday parties, and other group events, and that feature the Adventure Park Attraction package, which operates under the name "Urban Air Adventure Park." In this disclosure document, we refer to Adventure Parks

operated under a derivative of the "Urban Air" name as "Urban Air Adventure Parks" or "Adventure Parks" and we refer to the Urban Air business that you will operate as the "Franchised Business."

The business model for Adventure Parks has changed over time and the Attractions that make up an Urban Air Adventure Park have evolved. From May 2013 through December 2016, our standard franchise Attraction offering featured wall-to-wall trampolines, dodgeball courses, basketball goals, and a foam pit. Within the Urban Air Adventure Parks system, we refer to this grouping of Attractions as a "1.0 Park." In some cases, other limited Attractions were incorporated into a 1.0 Park, such as a warrior course and soft play. Within the Urban Air Adventure Parks system, we refer to this grouping of Attractions as a "1.5 Park." A 1.0 Park or a 1.5 Park is sometimes referred to in this disclosure document as a "Trampoline Park." Since 2017, we modified the Attractions included in our standard franchise offering, which is referred to in this disclosure document as a "2.0 Park" and includes but is not limited to the following grouping of Attractions: trampolines, foam pits, warrior/ninja courses, soft play, climbing walls, ropes courses, Sky Rider®, dodge ball, rock climbing, digital climbing walls, areades, bowling, bumper cars, slides, mini golf, laser tag, virtual reality, immersive reality, MyFly, or related activities. Adventure Parks referred to in this disclosure document as a "2.5 Park" feature all the Attractions of 2.0 Parks, but must also include go karts and indoor skydiving. Certain trade areas and markets may be designated as a 2.5 Park market, in which case you may only develop a 2.5 Park in such market. Our franchise recruitment team will inform you of any market(s) you may be interested in that are exclusively designated as 2.5 Park markets.

In addition to the Attractions, Adventure Parks may offer certain ancillary services to guests, including supplementary education (e.g., science, technology, engineering and math (STEAM)) programs and related extracurricular programs (the "Ancillary Services"). Adventure Parks may be required to offer certain Ancillary Services and other Ancillary Services are optional.

You will operate your Franchised Business according to the terms and conditions of our standard franchise agreement ("<u>Franchise Agreement</u>," see <u>Exhibit D</u>) and our operational standards, specifications, policies, and procedures, which we will communicate to you through our confidential operations manual, newsletter, and other written directives (collectively, our "<u>Manual</u>"). As a franchisee, you will have the right to use our proprietary business format and system ("<u>System</u>") and to do business under our trademarks and service marks ("<u>Proprietary Marks</u>").

Our System includes distinctive Attractions, interior and exterior design, décor, color scheme, graphics, fixtures, and furnishings ("Indicia"); our proprietary products and proprietary technology solutions, merchandise, and offerings which incorporate our trade secrets and proprietary information ("Proprietary Products"); our operation and customer service standards and procedures, our advertising and marketing specifications and requirements, and our other standards, specifications, techniques, and procedures which we designate from time-to-time for developing, operating, and managing Adventure Parks operating under the Urban Air Adventure Park brand ("Standards"); all of which we may change, improve, and additionally develop from time-to-time. A typical Adventure Park will have no less than 25,000 square feet of commercial space in a street front space with at least 18 feet of clear height over 50% of the total space. Depending on the configuration of the building, a 2.5 Park will require at least 45,000 square feet of commercial space with at least 18 feet of clear height. Should you choose to add go-karts, you will likely need at least 45,000 square feet. As building dimensions, shapes, and sizes vary, not all buildings will be appropriate for an Adventure Park, whether a 2.0 or 2.5 Park.

#### **DEVELOPMENT PROGRAM**

Also, we may offer to enter into a development agreement (the "<u>Development Agreement</u>") (<u>Exhibit J</u> to this disclosure document) with qualified legal entities (a "<u>Developer</u>"), which grants the right to establish and operate up to three Urban Air Adventure Parks in a specified area (the "<u>Development Area</u>") at specific locations that must be approved by us, each under a separate then-current franchise agreement. If we offer Developer a Development Agreement, Developer will be required to open at least two Urban Air Adventure Parks. Developers must open each Urban Air Adventure Park in accordance with an agreed upon opening

schedule (the "<u>Development Schedule</u>") included as <u>Attachment B</u> to the Development Agreement. You will execute your first two Franchise Agreements when you execute the Development Agreement for your first and second locations. When you are ready to open your third Franchised Business, you will be disclosed with the then-current franchise disclosure document and execute the then-current franchise agreement for each additional Franchised Business. The Development Fee the Developer must pay under the Development Agreement is non-refundable in all events and includes the initial franchise fee payable by you for the franchise agreements to be developed thereunder.

#### MARKET AND COMPETITION

The market for Adventure Parks is quickly developing and has become highly competitive. We are a part of the amusement, recreation and entertainment industry also known as the Family Entertainment Center ("<u>FEC</u>") or Location Based Entertainment ("<u>LBE</u>") industry. Adventure Parks are appealing to individuals of all ages for recreation and exercise and are particularly appealing to parents and teachers for hosting birthday parties and other group events for children and adolescents.

Your Adventure Park will compete with other trampoline parks, FEC, and LBE. Recreational activities are subject to changes in local, state, regional or national economic conditions, changes in consumer spending, and increases in the number and location of competing industries. Various factors can adversely affect the trampoline and adventure park industry, including increased competition, increases in labor and energy costs, availability and cost of suitable sites, fluctuating insurance and interest rates, local, state and federal regulations and licensing requirements, and the availability of an adequate number of hourly-paid employees and, in some cases, employees with specialized training.

#### **INDUSTRY SPECIFIC REGULATIONS**

Many of the laws, rules, and regulations that apply to business generally, such as the federal and state antidiscrimination laws, federal, state, and local wage and hour laws, Americans with Disabilities Act of 1990 and amendments ("ADA"), National Labor Relations Act, and the Occupational Safety and Health Act, also apply to Adventure Parks. The ADA requires readily accessible accommodations for disabled people and may affect your building construction, site design, entrance ramps, doors, seating, bathrooms, drinking facilities, etc. You must also obtain real estate permits, licenses, and operational licenses for your business and employees.

Additionally, other laws, rules, and regulations have particular applicability to Adventure Parks such as construction requirements and zoning. Amusement ride and trampoline park regulatory requirements vary by state, county, and local governments, and you may be required to obtain certain permits and conduct certain inspections to operate an Adventure Park in your desired market. Further, the American Society for Testing and Materials ("ASTM") promulgates certain standards applicable to our Adventure Parks and these standards will be amended from time-to-time. Various states require our Adventure Parks to operate pursuant to these standards and we therefore impose these standards throughout the system for uniformity. Building codes and requirements may vary in different jurisdictions, and it is important for you and your architect to be aware of and comply with all such requirements.

In addition, you must comply with federal regulations and state and local laws applicable to food preparation and service and sanitary conditions. If you offer beer, wine, or liquor for sale, you must obtain a liquor license and any other permits and licenses that may be required for the offer and sale of alcoholic beverages in the jurisdiction in which you operate. State and local laws, regulations, and ordinances vary significantly in the procedures, difficulty, and costs associated with obtaining a license to sell alcoholic beverages, the restrictions placed on the manner in which alcoholic beverages may be sold, and the potential liability imposed by dram shop laws involving injuries, directly or indirectly, related to the sale of alcoholic beverages and its consumption.

In addition, the Menu Labeling Provisions of the Patient Protection and Affordable Health Care Act require certain food establishments to post caloric information on menus and menu boards and to make available

additional written nutrition information to consumers upon request. State and local governments may have their own regulations.

Certain Ancillary Services may be subject to applicable state and local laws regulating providers of childcare services. If you offer Ancillary Services that are subject to those laws, you must comply with all such laws.

You must comply with Payment Card Industry Data Security Standards and applicable state and federal laws regulating the privacy and security of sensitive consumer and employee information in connection with the operation of your Adventure Park.

Some states and local laws may regulate privacy, the membership contracts' length and terms including regulations related to auto-renewal notices, advertising, and limitations on pre-opening sales. You may be required to obtain a bond to protect pre-paid membership fees you collect and there may be buyer's remorse cancellation rights and other types of cancellation rights.

There may be laws requiring you to have an employee at your Adventure Park who is certified in basic cardiopulmonary resuscitation or on the use of an automated external defibrillator and further, require that you maintain certain types of first aid equipment on the premises.

You must follow local and state laws, orders, and ordinances, especially short-term closure or lowered onsite occupancy capacity requirements or mask requirements to address COVID-19 and other pandemic concerns. Further, you may want to consider relevant guidance issued by federal agencies such as the Centers for Disease Control and Occupational Safety and Health Administration for the safety of your customers and employees.

You should check with your local attorney for advice on complying with applicable law before you purchase a franchise and during the operation of your Adventure Park. You must investigate and satisfy and stay current on all local, state, and federal laws and regulations since they vary from place-to-place and can change over time.

#### ITEM 2 BUSINESS EXPERIENCE

#### **UATP MANAGEMENT**

<u>Jeff Palla – President</u>: Jeff Palla has been our President since April 2024 in Bedford, Texas. Previously, from February 2022 to April 2024, he served as the President of Mr. Handyman in Dallas, Texas. From July 2018 to February 2022, he served as the Chief Operations Officer of FOCUS Operations Consultants, LLC in Dallas, Texas.

<u>Tim Sharp – Vice President of Operations</u>: Tim Sharp has been our Vice President of Operations since March 2019 in Bedford, Texas. Previously, he was the Vice President of Budget Suites of America from January 2017 to December 2018 in Dallas, Texas.

#### UNLEASHED SERVICES

Michael Browning, Jr. – Chief Executive Officer: Michael Browning, Jr. has been the Chief Executive Officer of both Unleashed Brands and Unleashed Services since July 2021 in Bedford, Texas. He is one of co-founders of UATP and has served as UATP's Chief Executive Officer from its inception in May 2013 to June 2021 in Bedford, Texas. Michael also served as the Chief Executive Officer of UA Attractions, LLC from May 2018 to October 2021 in Bedford, Texas. Previously, he served as the Manager of Southlake Urban Air, LLC from March 2011 to December 2018 in Southlake, Texas; Mansfield Urban Air, LLC from January 2013 to September 2020 in Mansfield, Texas; Frisco Urban Air, LLC from May 2013 to February 2019 in Frisco, Texas; Garland Urban Air, LLC from March 2015 to July 2020 in Garland, Texas; Coppell Urban Air, LLC from March 2015 to July 2020 in Coppell, Texas; and Fort Worth Urban Air, LLC since August 2016 in Bedford, Texas.

<u>Stephen Polozola – Chief Legal Officer</u>: Stephen Polozola has served as the Chief Legal Officer of Unleashed Services since July 2021 in Bedford, Texas. Stephen is one of the co-founders and has served as the Executive Vice President and General Counsel of UATP since its inception in May 2013 to June 2021 in Bedford, Texas. He has served as Vice President of UATP IP, LLC since October 2013 in Bedford, Texas. Stephen has served as President of Adventis Insurance, Inc. since March 2020.

<u>Joe Luongo – Chief Operating Officer</u>: Joe Luongo has served as the Chief Operating Officer of Unleashed Services since April 2022 in Bedford, Texas. Since June 2019, he also serves as Chairman of the Board for WellBiz Brands and previously served as Executive Chairman from October 2017 to June 2019 in Englewood, Colorado.

<u>Scott Perry – Chief Financial Officer</u>: Scott Perry has served as the Chief Financial Officer at Unleashed Services since July 2021 in Bedford, Texas. Before this position, he served as the Chief Financial Officer and Executive Vice President of UATP from March 2019 to June 2021. Previously, he was a Member of Laguna Woods Consulting, LLC from September 2018 to March 2019 in Austin, Texas.

<u>Jessica Correa – Chief Marketing Officer</u>: Jessica Correa has served as Unleashed Services' Chief Marketing Officer since July 2021 in Bedford, Texas. Previously, she served as the Chief Marketing Officer from August 2019 to June 2021. Prior to joining UATP, Jessica served as Head of Marketing for Planet Fitness in Hampton, New Hampshire from November 2014 to May 2018.

<u>Josh Wall, CFE – Chief Growth Officer</u>: Josh Wall has been the Chief Growth Officer of Unleashed Services since July 2021 in Bedford, Texas. From June 2019 to June 2021, Josh Wall served as UATP's Executive Vice President and Chief Franchise Officer. Previously, Josh served as the Chief Development Officer for Christian Brothers Automotive Corporation in Houston, Texas from January 2018 to June 2019.

<u>Chris Andrews – Chief Information Officer</u>: Chris Andrews has been the Chief Information Officer of Unleashed Services since May 2022 in Bedford, Texas. Previously, from May 2019 to May 2022, he was the Chief Information Officer of Smoothie King in Coppell, Texas. From November 2018 to May 2019, he served as the Chief Information Officer at Pei Wei in Dallas, Texas.

<u>Diane Sanford, SHRM-SCP – Chief People Officer</u>: Diane Sanford has served as the Chief People Officer at Unleashed Services since March 2023 in Bedford, Texas. Previously, she was the Chief People Officer at Local Favorite Restaurants in Dallas, Texas from May 2022 to March 2023. Before this role, she served as the Chief People Officer at On the Border Mexican Grill & Cantina from December 2014 to April 2022 in Irving, Texas.

Ryan Slemons – Chief Development Officer: Ryan Slemons has served as the Chief Development Officer of Unleashed Services since April 2023 in Bedford, Texas. From July 2021 to April 2023, he served as Vice President, Global Real Estate and Development at Game Stop in Dallas, Texas. Previously, from September 2014 to July 2021, he held various positions with Amazon, most recently serving as Head of Real Estate – Amazon Go, Amazon Style, and New Concepts in Dallas, Texas.

Eric Schechterman, CFE – Vice President of Franchise Finance: Eric Schechterman has served as the Vice President of Franchise Finance of Unleashed Services since April 2023 in Bedford, Texas. Previously, from April 2011 to February 2023, he held several positions with Benetrends Financial, most recently serving as Chief Development Officer from April 2017 to February 2023 in Philadelphia, Pennsylvania. He currently also serves as Senior Advisor to Lander Analytics, and has held that position since January 2014 in New York, New York.

<u>Danny Boruff – Senior Vice President of Supply Chain</u>: Danny Boruff has served as the Senior Vice President of Supply Chain at Unleashed Services since January 2023 in Bedford, Texas. Previously, he served as the Senior Vice President of Supply Chain at UATP from April 2021 to December 2022. Prior to this position, he served as the Head of Supply Chain at Cotton Patch Café from June 2020 to March 2021

in Southlake, Texas. During his time at JMC Restaurant Distribution (Cicis Pizza) in Coppell, Texas, from January 2016 to October 2019, he served as the Vice President of Supply Chain.

<u>James Franks – Vice President of Franchise Recruitment</u>: James Franks has been the Vice President of Franchise Recruitment at Unleashed Services since December 2021 in Bedford, Texas. James has also served as the Vice President of Franchise Recruiting at UATP from November 2019 to December 2021 in Bedford, Texas. He was the founder and CEO of The Franks Group in Dallas, Texas from January 2016 to November 2019.

#### ITEM 3 LITIGATION

UATP Management, LLC v. Leap of Faith Adventures, LLC (District Court of Tarrant County, Texas, Case No. 017-300796-18). On July 9, 2018, UATP filed this lawsuit ("Petition") against the defendant Leap of Faith Adventures, LLC ("LOFA"), that, at the time of filing, was a distributor and installer of attractions used in Urban Air Adventure Parks. UATP claimed that LOFA had stopped paving UATP rebates on revenue LOFA received from selling attractions to UATP franchisees, alleging breach of contract and tortious interference and have since added a fraud and fraudulent inducement claims. UATP is seeking compensatory damages in excess of \$6.5 million on our various claims, attorneys' fees, and costs. LOFA answered UATP's Petition on August 13, 2018 and filed a counterclaim on October 31, 2018. LOFA alleged, among other things, conversion, breach of contract, interference with business relationships, violation of the Texas Theft Liability Act, and theft of trade secrets arising primarily from UATP's alleged interference with LOFA's contracts with our franchisees and relationships with other entities, all for the supposed purpose of bringing in house, to the exclusion of LOFA, the installation of attractions at Urban Air Adventure Parks. LOFA seeks unspecified compensatory and exemplary damages, equitable relief, and attorneys' fees. On March 29, 2019, the Court granted UATP's motion to dismiss certain of LOFA's counterclaims, in particular the trade secrets claim. After UATP appealed the Court's order, the Court of Appeals on May 4, 2021, dismissed additional claims asserted by LOFA, leaving only claims for, among other things, interference with contracts and business relationships with our franchisees, conversion, breach of contract, and violation of the Texas Theft Liability Act. Before the Appellate Court's ruling, LOFA filed its own new petition on September 10, 2020, against certain of UATP's affiliates and principals, including Michael Browning, Jr. and Stephen Polozola, which was consolidated with the lawsuit described in this paragraph. In an effort to resolve the matter and bring it to a final conclusion, the case was dismissed with prejudice following the execution of a confidential settlement agreement, wherein UATP Management, LLC and Leap of Faith Adventures, LLC released all claims against each other without admission of any liability in exchange for a one-time payment of five million dollars to Leap of Faith Adventures, LLC.

#### **Snapology:**

In the Matter of Snapology Community Programs, L.P. and its successor Snapology, LLC, Administrative Proceeding Before the Securities Commissioner of Maryland, Case No. 2015-0429. As a result of an investigation into the franchise related activities of Snapology Community Programs, L.P. and its successor Snapology, LLC, the Maryland Securities Commissioner ("Commissioner") concluded that grounds existed to allege that Snapology violated the registration and disclosure provisions of the Maryland Franchise Law in relation to the offer and sale of a Snapology franchise. In responding to inquiries from the Maryland Securities Division, Snapology acknowledged that, during the time it was not registered to offer and sell franchises in Maryland, it entered into two separate License and Training Service Agreements in Maryland that the Commissioner concluded constituted the sale of two franchises. Snapology represented that it has offered rescission to one of those franchisees. On January 15, 2016, the Commissioner and Snapology entered into a consent order whereby Snapology, without admitting or denying any violations of the law, agreed to: immediately and permanently cease from the offer and sale of franchises in violation of the Maryland franchise law; complete registration of its franchise offering in Maryland; and, offer rescission to the remaining franchisee who was sold a franchise in Maryland while Snapology was not registered with

the State.

#### PMA:

The Commissioner of Financial Protection and Innovation v. Premier Franchising Group, LLC doing business as Premier Martial Arts International and/or Premier Martial Arts. On November 18, 2021, PMA entered into a consent order with the California Commissioner of Financial Protection and Innovation related to four licensees of PMAI. The Commissioner found that PMAI offered and sold at least four franchises in California without being registered with the Commissioner or exempt, in violation of Section 31110 of the California Franchise Investment Law. The Commissioner further found that we and PMAI willfully omitted to state in subsequent franchise registration applications the material fact that PMAI had at least four California studios, in violation of Section 31200 of the California Franchise Investment Law. Pursuant to the consent order, we agreed to (1) refrain from violating Sections 31110 and 31200, (2) pay a \$10,000 administrative penalty, (3) file a post-effective Amendment updating PMA's current registration to include the consent order, and (4) disclose the existence of each and every California studio in Item 20 and in the exhibit list of current and former franchisees in any PMA disclosure document filed with the Commissioner moving forward.

#### **Class 101:**

Unleashed Services, LLC vs. Tom Pabin vs. Josh Wall, pending in the 48th Judicial District of Tarrant County, Texas, bearing Cause No. 48-346174-23. On September 18, 2023, Unleashed Services, LLC ("Unleashed") filed its Original Petition against Thomas Pabin ("Pabin") requesting the issuance of a Declaratory Judgment to construe the terms of Mr. Pabin's employment agreement and the rights, duties, status, and legal relations of Unleashed and Pabin under such employment agreement. On February 22, 2024, Pabin, in response to Unleashed's Motion to Dismiss the claims asserted in Pabin's Counterclaim and Third-Party Petition, filed his First Amended Counterclaim against Unleashed and Third-Party Petition against Josh Wall. Within this Counterclaim and Third-Party Petition, Pabin has alleged (1) Unleashed breached the employment agreement and Pabin is entitled to a severance payment; (2) breach of contract/promissory estoppel against Unleashed and Wall related to the subject asset purchase agreement ("APA") and payment of a potential earnout; (3) fraud as against Unleashed and Wall related to the calculation of the earnout set forth in the APA; (4) indemnification as against Unleashed and (5) requested a declaratory judgment interpreting the rights, duties, status, and legal relations of the parties under the APA and employment agreement. Unleashed strongly denies all allegations asserted against it and Wall and believes no sums are due Pabin under the applicable agreements.

Other than 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.

#### ITEM 5 **INITIAL FEES**

#### FRANCHISE AGREEMENT

When you sign a Franchise Agreement, you will pay us a \$100,000 initial franchise fee. Except for the differences described below, the initial franchise fee is uniform for all franchisees.

#### **DEVELOPMENT AGREEMENT**

If we award you multi-unit development rights, you must sign our Development Agreement and pay us an area development fee (the "Development Fee"), pursuant to the below schedule:

Number of Parks	Number of Parks Development Fee for Each	
1	\$100,000	\$100,000
2	\$85,000	\$185,000
3	\$75,000	\$260,000

The Development Fee the Developer must pay under the Development Agreement (a) includes the initial franchise fee payable by you for the franchise agreements to be developed, (b) will be due in a lump sum payment upon the signing of the Development Agreement, and (c) is fully earned and non-refundable in consideration of administrative and other expenses we incur in entering into the Development Agreement, and for our lost or deferred opportunities to enter into the Development Agreement with others. The Development Fee is uniform for all Developers.

#### PURCHASE AND INSTALLATION AGREEMENT

In connection with the signing of the Purchase and Installation Agreement for the Attractions and related products and services you will purchase for the development and operation of your Adventure Park, you will pay to UA Attractions a deposit based upon the Attractions you purchase (35% of the purchase price for the Attractions package, including installation, tax, insurance, and shipping costs) and pay the remaining balance due under the Purchase and Installation Agreement before shipment and delivery of the Attractions.

#### **GRAND OPENING**

You must spend between \$45,000 and \$60,000 in connection with your grand opening of the Franchised Business, which we will collect from you and spend on your behalf. We will consult with you in planning your grand opening, and your grand opening obligation may be paid to us, which we will then submit a portion to our media partner no later than six weeks before your scheduled grand opening or once the grand opening media plan is submitted to you.

#### **INCENTIVES**

We offer a 5% reduction of the initial franchise fee and the Development Fee for active-duty United States military and United States veterans that were honorably discharged. The Franchised Business must be operated under a business entity, and the active-duty personnel or veteran participant must maintain at least a 51% ownership interest in such entity throughout the initial term of the Franchise Agreement. A copy of either the active military ID or the form DD-214, evidencing the status of a participating veteran and discharge type, must be submitted with the Franchise Agreement to receive this discount. If the veteran who was the basis of the veteran's incentive is no longer an Owner for any reason, other than death or disability, at the fifth anniversary of the effective date of your franchise agreement, then You shall reimburse us for the veteran's incentive discount applied to your initial franchise fee.

We offer a 5% reduction of the initial franchise fee to current franchisees of Urban Air Adventure Park and Affiliated Brands in good standing when they purchase an Urban Air Adventure Park franchise.

We reserve the right to cancel or modify any incentive program or discount at any time. In 2023, we charged initial franchise fees ranging from \$90,000 to \$100,000 for a single Urban Air Adventure Park franchise.

Except as described in this Item 5, all fees are uniformly imposed. All fees are fully earned when paid to us and our affiliates (including UA Attractions) and are non-refundable upon payment.

## ITEM 6 OTHER FEES

# FRANCHISE AGREEMENT

Type of Fee <sup>1</sup>	Amount	<b>Due Date</b>	Remarks
Royalty Fee	7% of monthly Gross Sales <sup>2</sup>	Monthly on the 15 <sup>th</sup> of the month beginning on the established Opening Date	See Note 3 for more information about Gross Sales of your Adventure Park prior to the date on which your Adventure Park opens for business to the public (the "Opening Date").
NAF Contribution <sup>3,4</sup>	Up to 5% of monthly Gross Sales, currently 0% of Gross Sales	Monthly on the 15 <sup>th</sup> of the month beginning on the established Opening Date	Currently, there is no National Advertising Fund ("NAF"), but we may establish the NAF on 30 days' notice. The total contribution between NAF Contribution, Local Marketing Expenditure, and Advertising Cooperative shall not exceed 6% of Gross Sales.
Local Marketing Expenditure <sup>4, 5</sup>	Up to 6% of monthly Gross Sales, currently 5% of Gross Sales	Monthly upon invoice	We may modify the Local Marketing Expenditure periodically by providing you at least 30 days' notice.
Advertising Cooperative (if established) <sup>6</sup>	Amount determined by majority vote of cooperative members	As incurred	Contributions to the Advertising Cooperative will be credited toward your Local Marketing Expenditure.
Additional Training <sup>7</sup>	Then-current additional training fee (currently, \$1,200 per day per person) plus reimbursement of our actual costs	Upon invoice	Payable to us for additional or remedial training, or if you want additional participants who are not your management personnel to attend the initial training program.
Compliance Review Fee	Actual cost of program, including cost of food, beverage, or merchandise purchased as part of the mystery shop or audit	Upon invoice	Payable if we implement a mystery shop, audit, customer satisfaction, or similar program.
POS License	Initial set-up fee of \$3,000 plus monthly subscription fee of \$1,600-\$1,800	Monthly upon invoice	We reserve the right to collect the fees payable to the approved supplier of POS services that we designate and pay such collected fees to the approved supplier directly.

Type of Fee <sup>1</sup>	Amount	<b>Due Date</b>	Remarks
Dashboard Access License Fee	\$10 per month per license	Monthly upon invoice	This fee is payable to us and may be increased by Microsoft from time-to-time, which is a pass-through fee and does not include any markup or rebate.
Music Provider	Varies depending on programming selected and number of licenses required at your Adventure Park (currently, \$600-\$1,800 annually)	Monthly upon invoice	We collect this license fee on behalf of our designated music provider and pay such collected license fees to the music provider directly.
Online Training	\$500 annually	Annually	We collect this fee on behalf of the licensor of the online training software and pay such collected fees directly to the licensor.
Supplier Testing Fee	Reimbursement of our costs incurred in product testing and evaluating suppliers	Upon invoice	Payable only if you request to purchase products from an alternative supplier or request to use an alternate product.
Renewal Fee	50% of our then-current initial franchise fee plus reimbursement of our legal and professional expenses and our other costs incurred in connection with the renewal	Upon invoice	Payable only if you exercise your successor term option and satisfy conditions for a successor term.
Relocation Fee	25% of our then-current initial franchise fee	Upon invoice	Payable prior to relocation only if you request and we approve your relocation.
Transfer Fee	1) 50% of our then-current initial franchise fee if Controlling interest is transferred to a new approved franchisee;  2) 25% of our then-current initial franchise fee if Controlling interest is transferred to an approved existing franchisee who has already undergone our initial training and any other required training and has at least one open and operating Urban Air Adventure Park franchised business, plus reimbursement of our actual legal and professional expenses and our other costs incurred in connection with the transfer; or	Upon invoice	Payable before transfer of your Franchised Business if you request and we consent to transfer. For purposes of the Transfer Fee, a "Controlling interest" means more than 20% the outstanding shares, interest, or assets in the Franchised Business and "Non-Controlling interest" means 20% or less than the outstanding shares, interest, or assets in the Franchised Business.

Type of Fee <sup>1</sup>	Amount	<b>Due Date</b>	Remarks
	3) \$3,500 but only if the Non-Controlling interest is transferred to an approved Owner and limited to one time per rolling twelve-month period. Otherwise, such transfers are subject to the fee in #2 above.		
Resale Program Fee	Greater of 4% of the purchase price paid for your Franchised Business (in any form, including cash, credit, debt or stock) and the then-current initial franchise fee (currently \$100,000).	Prior to closing	Payable only if you elect to participate in our optional Resale Program in connection with the sale of your Franchised Business to an approved transferee of the Franchise Agreement.
Interest	18% per year or maximum lawful rate	Upon demand	Interest is charged when any Royalty Fee or other fee or payment due to us is not paid when due or an audit reveals underpayment based on inaccurate Gross Sales. The maximum interest rate allowed by law in California is 10% annually.
Nonsufficient Funds Fee	\$100 per occurrence, not to exceed maximum allowed by applicable law.	Upon demand	Payable only if there are insufficient funds in the account designated by you for ACH debit to satisfy fees and amounts owed to us under the Franchise Agreement when due.
Audit Costs	Actual cost of audit	Upon invoice	Payable if the audit is made necessary by your failure to provide reports or supporting records as required, or failure to provide those reports, records, or information on a timely basis, or if an understatement of Gross Sales for the period of any audit is determined to be greater than 2%.
Indemnification <sup>8</sup>	Varies depending upon claim and resolution of claim	Upon demand	
Liquidated Damages <sup>9</sup>	The product of (i) seven percent (7%) times the monthly revenue for the previous twelve (12) full calendar months, multiplied by (ii)	Upon demand	Payable only if you default and we terminate your Franchise Agreement.

Type of Fee <sup>1</sup>	Amount	<b>Due Date</b>	Remarks
	the years remaining in the initial term.		
Public offering or private placement of your securities	Reimbursement of our actual costs and expenses incurred in having our legal and professional counsel review offering materials.	Upon demand	Payable only if you offer your securities in a public or private offering.
Call Center Fee <sup>10</sup>	Varies; we will charge you the pro rata share of the cost of operating, administering and upgrading the call center, which includes certain fees that we collect and pay to our Designated Suppliers (as defined in Item 8) on your behalf. Currently, the base fee is \$350-\$400 per month per Adventure Park.	Monthly on the 15 <sup>th</sup> of the month following performanc e or sale beginning on the established Opening Date.	Payable to us.
Technology Fee	.25% of Gross Sales	Monthly	Payable if we implement a fee for providing basic troubleshooting support to franchisees for certain technology system components used in the operation of the Adventure Park.
Membership Program Fee <sup>3,11</sup>	2.5% of monthly Gross Sales attributable to membership fees received by us for membership agreements purchased for access to and use of your Franchised Business, plus your pro rata share of costs incurred in connection with operating the Membership Program.	Monthly	Payable to Us.
Payment Processing Fee <sup>12</sup>	Varies depending upon the volume of payments made by credit card at your Adventure Park.	Monthly	Payable to Us.
Conference Fee	Currently \$1,000 per attendee, up to \$1,500 per attendee, which is subject to adjustment upward in an amount equal to the annual increase in the Consumer Price Index for all urban consumers when measured on January 1 of each year.	Upon invoice	We require that you attend our annual conference. If you cannot attend and we excuse your absence, you must send your Designated Manager or general manager in your place. If you or your representative do not attend, you must pay us a conference

Type of Fee <sup>1</sup>	Amount	<b>Due Date</b>	Remarks
			materials fee of \$1,500 and we will provide you with relevant training materials from the Urban Air annual conference.
Project Management Fee <sup>13</sup>	(i) One-time fee of 3% of the total project cost <sup>14</sup> , and (ii) continuing fee of 3% of Gross Sales for the length of time we guarantee your lease obligations.	Upon invoice	Only payable if you participate in our optional Corporate-Seeded Development Program. The Project Management Fee is in addition to the initial franchise fee for the applicable franchise agreement and a non-refundable \$250,000 earnest money deposit.

# **DEVELOPMENT AGREEMENT**

Type of Fee <sup>1</sup>	Amount	<b>Due Date</b>	Remarks
Transfer Fee (Controlling Interest)	\$25,000 plus \$1,500 for each Urban Air Adventure Park yet to be developed	Upon demand	Payable only if you transfer your obligations under the Development Agreement to an approved third-party.
Administrative Fee (Convenience of Operation or Non-Controlling Interest)	\$3,500 but only if 20% or less of the total outstanding units or assets in the Franchised Business are being transferred to an approved Owner and limited to one time per rolling twelve-month period. Otherwise, such transfers are subject to the Transfer Fee governing Controlling Interest.	Upon demand	Payable only if you transfer your rights under this agreement to a business entity under your common control.
Liquidated Damages	The lesser of i) \$100,000 and ii) the median Gross Sales of the type of park you intend to develop (either 2.0 Park or 2.5 Park), as disclosed in Item 19 of the franchise disclosure document of the year the Development Agreement was executed, multiplied by 7%,	Upon Demand	Payable only if you default and we terminate your Development Agreement.

Type of Fee <sup>1</sup>	Amount	<b>Due Date</b>	Remarks
	multiplied by three, multiplied by the number of units undeveloped under the Development Agreement.		

#### Notes:

Note 1. Unless otherwise noted, all fees in this Item 6 are uniformly imposed and are non-refundable.

Note 2. "Gross Sales" means the dollar aggregate of: (1) the sales price of all products, services, memberships, food, beverages, merchandise and other items sold, and the charges for all services you perform, whether made for cash, on credit or otherwise, without reserve or deduction for inability or failure to collect, including sales and services (A) originating at the Franchised Business premises even if delivery or performance is made offsite from the Franchised Business premises (including without limitation sales for access to Attractions within your Adventure Park after school programs, camps and other services offered to guests of the Adventure Park, food and beverage sales, retail sales and membership fees), (B) placed by mail, facsimile, telephone, the internet and similar means if received or filled at or from the Franchised Business premises, and (C) that you in the normal and customary course of your operations would credit or attribute to the operation of the Franchised Business; and (2) all monies, trade value or other things of value that you receive from Franchised Business operations at, in, or from the Franchised Business premises that are not expressly excluded from Gross Sales. Gross Sales does not include: (1) the exchange of merchandise between Franchised Businesses (if you operate multiple franchises) if the exchanges are made solely for the convenient operation of your business and not for the purpose of depriving us of the benefit of a sale that otherwise would have been made at, in, on or from the Franchised Business premises; (2) returns to shippers, vendors, or manufacturers; (3) sales of fixtures or furniture (excluding the Attractions) after being used in the conduct of the Franchised Business; (4) the sale of gift certificates, stored value cards and loyalty program benefits (the redemption value will be included in Gross Sales at the time of redemption); (5) insurance proceeds; (6) sales to employees at a discount (provided such discounts will not exceed 1.5% of Gross Sales during any reporting period); (7) cash or credit refunds for transactions included within Gross Sales (limited, however, to the selling price of merchandise returned by the purchaser and accepted by you); (8) the amount of any city, county, state or federal sales, luxury or excise tax on such sales that is both (A) added to the selling price or absorbed therein and (B) paid to the taxing authority; and (9) tips and gratuities. A purchase returned to the Franchised Business may not be deducted from Gross Sales unless the purchase was previously included in Gross Sales.

Note 3. If we approve your Franchised Business to engage in certain pre-opening sales, including advanced ticket sales, membership sales and Urban Air Adventure Parks merchandise sales, you will pay us a Royalty Fee, Membership Program Fee, NAF Contribution and other fees required under the Franchise Agreement consistent with the terms and conditions of the Franchise Agreement on all such pre-opening sales. Upon 30 days' notice to you, we may implement, and thereafter will administer and control the NAF. We can require your NAF Contribution to be up to 5% of Gross Sales.

Note 4. The Local Marketing Expenditure combined with the NAF Contribution and any Advertising Cooperative contribution described below will not exceed 6% of Gross Sales (as allocated by us between the Local Marketing Expenditure, Advertising Cooperative contribution and the NAF Contribution) during any 12-month period. If established, the NAF will contribute up to 5% of its monthly balance to a separate fund (the "<u>Unleashed Fund</u>") utilized for marketing all the Affiliated Brands. See Item 11 for details on the Unleashed Fund.

Note 5. We reserve the right to identify a Designated Supplier of local and regional marketing services and establish a system-wide supply contract for local and regional marketing services. Under these

circumstances, we may collect all or a portion of the Local Marketing Expenditure and apply it to fees payable to the Designated Supplier for those marketing services. If the full amount of the Local Marketing Expenditure is applied to fees due under a system-wide supply contract, you may, but are not required to, conduct additional or supplemental marketing activities as permitted under the Franchise Agreement. If we collect less than the full amount of the Local Marketing Expenditure, you must spend the remaining Local Marketing Expenditure on marketing activities in your Protected Area as permitted under the Franchise Agreement. Currently, the Local Marketing Expenditure is 6% of Gross Sales, of which 4% is collected by us and then provided to our Designated Supplier for use in local and regional marketing, promotional, and advertising campaigns for your Adventure Park, and the remaining 2% is allocated to advertising and marketing that you purchase directly from approved sources, subject to the guidelines described in the Manual.

Note 6. Currently, there is no established Urban Air advertising cooperative ("Advertising Cooperative"). If we establish an Advertising Cooperative, we may require that you participate in an approved local or regional Advertising Cooperative with certain other franchisees and sign our then-current form of cooperative advertising agreement. If an Advertising Cooperative is established, it will operate by majority vote, with each Adventure Park (whether franchised or affiliate-owned or managed) entitled to one vote. We also will have the right to cast one vote with respect to each Advertising Cooperative. The majority vote will determine the level of contributions. The amounts you contribute will be credited against the Local Marketing Expenditure. We do not currently expect that company-owned or affiliate-owned Adventure Parks will have majority voting power in any Advertising Cooperative, but if they do, the required contribution by any member of the Advertising Cooperative will not exceed \$50,000 per year absent the consent of a majority (i.e., 51%) of the franchisees in the Advertising Cooperative.

Note 7. We do not currently charge for our initial training program for your Designated Manager (defined in Item 15) and other management personnel. Your request for additional participants at the initial training program or additional training past the initial training program may be subject to our then-current training fee per person. If we provide remedial training to you or your management personnel upon your request or as we determine necessary, you will pay us our then-current fee for such remedial training and reimburse us for our out-of-pocket costs in providing such training, including travel, accommodations, and meals.

<u>Note 8</u>. You are required to pay us for all losses and expenses incurred by us in connection with any third-party claim for which you are required to indemnify us under the Franchise Agreement.

<u>Note 9</u>. If at the time your Franchise Agreement is terminated, you have been operating your Adventure Park for less than 12 months, the amount of liquidated damages will be based upon the system-wide Royalty Fee average for the month in which termination occures.

Note 10. We operate a national call center for the benefit of the Urban Air Adventure Park system that performs various functions, including general customer support and promotion, booking and upselling related to events held at Adventure Parks (e.g., birthday parties, corporate events). We apply a portion of the call center fee to pay directly approved suppliers of certain services provided to your Adventure Park, including the fee charged by the call center telephone provider, your license for Salesforce Community Cloud CRM (e.g. event lead generation and management, donation requests and routing customer service inquiries) or such other provider of event lead generation and management that we may select and your license for Contact Center Solutions or such other provider of customer service software that we may select. In addition, we will assess a commission for booking parties and events at your Adventure Park. Currently, with respect to each birthday party, the commission is \$5 and an additional \$5 commission per each \$50 upsell related to the party, with upsell commissions not to exceed \$10 per birthday party, and, with respect to corporate and special events, if the call center books the event, the commission is 5% of the Gross Sales for the event. We may amend commissions periodically.

Note 11. We administer a multi-tier membership program for Urban Air Adventure Park guests ("Membership Program"). You must participate in the Membership Program. In connection with the offer

and sale of memberships for the Membership Program at your Franchised Business, you must comply with the Standards for the Membership Program, including Membership Program tiers, pricing and other terms and conditions we may establish periodically. We or our Designated Supplier will administer the Membership Program, and we reserve the right to modify the structure of such Membership Program and benefits of membership at any time upon notice to you. In connection with the sale of each membership, the customer must enter into a membership agreement in the form required by us and pay the applicable Membership Program dues. We will collect all such dues and disburse them to you, less the NAF Contribution and Membership Program Fee.

We and our affiliates have the right, through the point-of-sale or other technology system components, or otherwise, to independent and unrestricted access to lists of the Franchised Business's members and prospects, including names, addresses and other related information ("Member Information"). We and our affiliates may use Member Information in our and their business activities, but, during the term of the Franchise Agreement, we and our affiliates will not use the Member Information that we or they learn from you or from accessing the point-of-sale or other technology system components to compete directly with the Franchised Business. Upon termination of the Franchise Agreement, we and our affiliates reserve the right to make any and all disclosures to the members of your Adventure Park and use the Member Information in any manner that we or they deem necessary or appropriate.

<u>Note 12</u>. We require that franchisees utilize the payment processor that we designate for processing credit card payments by Adventure Park customers. You will be charged each month a payment card processing fee by us, which represents your pro rata share of the system-wide fee assessed by our designated payment card processor based upon the volume of payments by credit card received at your Adventure Park.

Note 13. If you participate in our corporate seeded development program ("Corporate-Seeded Development Program"), you will purchase an Urban Air Adventure Park that is under development and not open ("CDP Park"). The goal of the Corporate-Seeded Development Program is to assist franchisees to open an Adventure Park more quickly. We will disclose to you the total project cost for such CDP Park at the time of the sale, engage in an equipment purchase agreement or equivalent to transfer the CDP Park or its assets for operation of the CDP Park, and work with the landlord to transfer the lease from us or our affiliate to you. In addition to the sales price of the CDP Park, which will vary, you shall pay a "Project Management Fee" that consists of a one-time payment that is 3% of the total project cost, plus an ongoing fee of 3% of Gross Sales for the period of time that the CDP Park's landlord requires us or our affiliate to guarantee the CDP Park's lease in the lease transfer (in some instances, but not all, up to three years). To participate in the Corporate-Seeded Development Program you shall tender to us upon execution of the applicable agreement, the Project Management Fee, the initial franchise fee for the applicable franchise agreement, and a non-refundable earnest money deposit of no less than \$250,000. This ongoing fee is in addition to the Royalty Fee, NAF Contribution, and any other fee you are required to pay us under the Franchise Agreement.

Note 14. Total project costs shall include but are not limited to the following: attorney fees to review lease, costs related to permits and zoning (and any required variances), engineering and architectural plans, construction costs, attraction costs and deposits, fixtures, furnishings, and equipment costs, audio and visual equipment and installation costs, food, merchandise, and all other expenses similar to those identified in Item 7. Such costs will vary by Adventure Park, which we will disclose to you before the purchase.

# ITEM 7 ESTIMATED INITIAL INVESTMENT

# YOUR ESTIMATED INITIAL INVESTMENT

# TABLE 1 - 2.0 Park

Type of Expenditure	Amount		Method of Payment	When Due	To Whom Payment is Made	
Initial Franchise Fee <sup>2</sup>	\$100,000	to	\$100,000	Lump sum	When Franchise Agreement is signed	Us
Security Deposits for commercial lease <sup>3</sup>	\$30,000	to	\$70,000	As incurred	Typically, upon execution of the commercial lease	Landlord
Other Security Deposits	\$2,500	to	\$10,000	As incurred	As incurred	Utility or equipment providers
Business License/Government Approval <sup>4</sup>	\$300	to	\$25,000	As incurred	As incurred	Licensing Authorities
Leasehold Improvements <sup>5</sup>	\$1,585,000	to	\$2,850,000	As arranged	As required	Contractors and third-party suppliers
Audio-Visual (equipment and installation) <sup>6</sup>	\$130,572	to	\$285,183	As arranged	As required	Contractors and third-party suppliers
Architectural Plans <sup>7</sup>	\$56,835	to	\$114,000	As arranged	As required	Approved Architect
Café equipment and Café furniture <sup>8</sup>	\$120,000	to	\$205,000	As arranged	As incurred	Contractors and third-party suppliers
Smallwares	\$10,000	to	\$15,000	As arranged	As incurred	Contractors and third-party suppliers or our affiliate
Exterior Signage <sup>9</sup>	\$12,500	to	\$50,000	As arranged	As incurred	Approved suppliers or our affiliate
Interior Signage <sup>10</sup>	\$10,000	to	\$25,000	As arranged	As incurred	Approved Suppliers
Furniture, Fixtures, and Equipment 11	\$60,000	to	\$69,000	As arranged	As incurred	Approved suppliers
Point-of-sale and Computer Systems <sup>12</sup>	\$7,558	to	\$7,558	As arranged	As incurred	Approved suppliers or our affiliate

Type of Expenditure	Aı	noun	t	Method of Payment	When Due	To Whom Payment is Made
Base Attraction Equipment 2.0 Package <sup>13</sup>	\$1,166,460	to	\$1,363,156	As arranged	As incurred	UA Attractions
Professional Fees <sup>15</sup>	\$4,000	to	\$10,000	As arranged	As incurred	Your accountant, attorney, and other professionals
Travel and Related Expenses for Training	\$1,500	to	\$7,500	As arranged	As incurred	Third-Party
Initial Inventory (Merchandise) <sup>16</sup>	\$12,000	to	\$18,000	As arranged	As incurred	Approved suppliers and/or our Affiliate
Initial Inventory (Food) <sup>16</sup>	\$15,000	to	\$22,200	As arranged	As incurred	Approved suppliers
Pre-opening Wages <sup>17</sup>	\$15,000	to	\$35,000	As arranged	Per your designated pay schedule	Your employees
Insurance <sup>18</sup>	\$49,000	to	\$49,000	As agent requires	Before opening	Approved suppliers or our Affiliate
Third-Party Inspection Fees <sup>19</sup>	\$1,250	to	\$3,500	As arranged	As incurred	Approved Inspectors
Grand Opening Advertising <sup>20</sup>	\$45,000	to	\$60,000	Lump sum	Before opening	Third-party vendors, service providers, media providers and/or Us, as applicable
Working Capital <sup>21</sup>	\$120,000	to	\$240,000	As arranged	As incurred	Various
Total <sup>21</sup>	\$3,554,475	to	\$5,634,097			

# TABLE 2 - 2.0 Park - Optional

Type of Expenditure	Amount			Method of Payment	When Due	To Whom Payment is Made
Optional 2.0 Attraction Equipment Upgrade Package <sup>14</sup>	\$0	to	\$980,000	As Arranged	As incurred	Third-Party
Total	\$0	to	\$980,000			

TABLE 3 - 2.5 Park

Type of Expenditure	Amount <sup>1</sup>			Method of Payment	When Due	To Whom Payment is Made
Initial Franchise Fee <sup>2</sup>	\$100,000	to	\$100,000	Lump sum	When Franchise Agreement is signed	Us
Security Deposits for commercial lease <sup>3</sup>	\$40,000	to	\$90,000	As incurred	Typically, upon execution of the commercial lease	Landlord
Other Security Deposits	\$2,500	to	\$10,000	As incurred	As incurred	Utility or equipment providers
Business Licenses, Permits, and Government Approval <sup>4</sup>	\$300	to	\$25,000	As incurred	As incurred	Licensing Authorities
Leasehold Improvements <sup>5</sup>	\$2,598,750	to	\$3,425,000	As arranged	As required	Contractors and third-party suppliers
Audio-Visual (equipment and installation) <sup>6</sup>	\$130,572	to	\$285,183	As arranged	As required	Contractors and third-party suppliers
Architectural Plans <sup>7</sup>	\$108,000	to	\$132,000	As arranged	As required	Approved Architect
Café equipment and Café furniture <sup>8</sup>	\$120,000	to	\$205,000	As arranged	As incurred	Contractors and third-party suppliers
Smallwares and disposables	\$10,000	to	\$15,000	As arranged	As incurred	Contractors and third-party suppliers
Exterior Signage <sup>9</sup>	\$12,500	to	\$50,000	As arranged	As incurred	Approved suppliers or our affiliate
Interior Signage <sup>10</sup>	\$10,000	to	\$25,000	As arranged	As incurred	Approved Suppliers or our affiliate
Furniture, Fixtures, and Equipment <sup>11</sup>	\$60,000	to	\$69,000	As arranged	As incurred	Approved Suppliers
Point-of-sale and Computer Systems <sup>12</sup>	\$7,558	to	\$7,558	As arranged	As incurred	Approved Suppliers or our affiliate
Base Attraction Equipment 2.0 Package <sup>13</sup>	\$1,166,460	to	\$1,363,156	As arranged	As incurred	Our Affiliate
2.5 Attraction Equipment	\$1,100,00	to	\$2,080,000	As Arranged	As incurred	Third-Party

Type of Expenditure	Amount <sup>1</sup>			Method of Payment	When Due	To Whom Payment is Made
Upgrade Package <sup>14</sup>						
Professional Fees <sup>15</sup>	\$4,000	to	\$10,000	As arranged	As incurred	Your accountant, attorney, and other professionals
Travel and other Training expenses	\$1,500	to	\$7,500	As arranged	As incurred	Third-Party
Initial Inventory (Merchandise) <sup>16</sup>	\$12,000	to	\$18,000	As arranged	As incurred	Approved Suppliers or our Affiliate
Initial Inventory (Food) <sup>16</sup>	\$15,000	to	\$22,200	As arranged	As incurred	Approved Suppliers
Pre-opening Wages <sup>17</sup>	\$15,000	to	\$40,000	As arranged	Per your designated pay schedule	Your employees
Insurance <sup>18</sup>	\$49,000	to	\$49,000	As agent requires	Before opening	Approved Suppliers or our Affiliate
Third-Party Inspection Fees <sup>19</sup>	\$1,250	to	\$3,500	As arranged	As incurred	Approved Inspectors
Grand Opening Advertising <sup>20</sup>	\$45,000	to	\$60,000	Lump sum	Before opening	Third-party vendors, service providers, media providers and/or us, as applicable
Working Capital <sup>21</sup>	\$120,000	to	\$240,000	As arranged	As incurred	Various
Total <sup>21</sup>	\$5,729,390	to	\$8,332,097			

#### Notes:

Note 1. The figures shown in the tables above are based on either a single 2.0 Park that is 30,000 to 40,000 square feet (Table 1) or a single 2.5 Park that is 45,00 to 55,000 square feet (Table 3). The cost for optional updates for a 2.0 Park is shown in Table 2. As further described in the Notes below, your costs may vary depending upon the size of the premises you select and whether you include additional Attractions.

<u>Note 2</u>. The figures shown for the initial franchise fee is for a single Adventure Park. The initial franchise fee is nonrefundable and fully earned when received by us. See Item 5 for more information about the initial franchise fee and available discounts.

Note 3. Based on our experience developing Adventure Parks, the security deposit for the Adventure Park premises is equal to one month's base rent. The security deposit estimate in Table 1 is based on development of a 2.0 Park that is 30,000 to 40,000 square feet. The security deposit estimate in Table 3 is based on development of a 2.5 Park that is 45,000 to 55,000 square feet. However, the amount of your security deposit payable to the landlord may vary substantially depending upon various factors, including your financial condition, rental history, and other market conditions. These estimates assume that you will not be required to commence making monthly base rent payments until your Adventure Park opens for business to the public. The base rent \$30,000 per month (\$12 per square foot annually) on the low end, and \$70,000

(\$21 per square foot annually) on the high end. The base rent for 2.5 Parks is \$40,000 per month (\$11 per square foot annually) on the low end, and \$90,000 (\$20 per square foot annually) on the high end. This does not include NNN charges (common area maintenance, real estate taxes, and insurance). Further, your costs for commercial space will be higher in certain high-cost markets, or if you choose a commercial space with a higher square footage than our recommended range stated above (i.e., above 55,000 square feet).

Note 4. This cost will vary greatly depending on the legal jurisdiction in which your facility is located. Expenses typically incurred include, but are not limited to, filing fees for the organization of your business entity, building permits, certificates of occupancy, regulatory compliance, and food handler's permits and required training. If your facility is not zoned for the appropriate use, you will need to rezone the facility in order to operate an Urban Air Adventure Park. Typical fees incurred to rezone your facility include the cost for legal fees, filing fees, engineering fees, traffic and parking studies, and third-party consultants. These fees vary greatly. This figure does not include the costs of obtaining a liquor license. We are unable to estimate the cost of your liquor license because of wide variations in costs depending on factors like location, the availability of liquor licenses, the ability to move a license, and the market value of liquor licenses.

Note 5. The estimate for a 2.0 Park is based on an average \$52.67 per square foot for the low and \$71.25 per square foot cost for leasehold improvements and assumes a 30,000 to 40,000 square foot facility. The estimate for a 2.5 Park is based on a \$57.75 to \$62.27 per square foot cost for leasehold improvements and assumes a 45,000 to 55,000 square foot facility. The high side of each range includes an interior, 2<sup>nd</sup> floor mezzanine level inside the Adventure Park, which costs approximately \$400,000. The cost of construction varies based on a number of different variables, including: the geographic region where your Adventure Park is located (including, without limitation, whether there is seismic activity in your geographic region that requires structural modifications to the building), the size of your Adventure Park, whether your Adventure Park is located in a jurisdiction where labor is unionized; availability of materials; design, configuration and condition of the premises; the condition and configuration of the premises (including whether structural modifications are required) and any existing facilities such as air conditioning, electrical, and plumbing; whether you are constructing a new facility or remodeling an existing facility; whether the premises already contains ADA-compliant restrooms; and the terms of your lease. Leasehold improvement costs vary depending on whether a landlord provides an improvement allowance (i.e., tenant improvement allowance or "TI"). Your costs may vary depending upon your ability to negotiate a TI with the landlord for your Adventure Park premises. These costs include the cost of constructing the café but not the equipment needed for the café. In some cases, you may be requested to install noise attenuation devices or make modifications due to seismic zones.

Note 6. The cost of the equipment, materials, and labor will vary, and in some cases substantially, based upon the square footage of your location. This estimate for a 2.0 Park is based upon an Adventure Park that is between 30,000 to 40,000 square feet. The estimate for a 2.5 Park is based on an Adventure Park that is between 45,000 to 55,000 square feet. Each estimate includes the specialty lighting, audio (such as speakers, amps, volume control, and microphones), security system (such as video recorder, cameras, hard drive, and monitor), data (such as router, switches, WAP, and cabling), and racks for hardware.

Note 7. This fee represents the estimated base fee of architectural fees to design the interior of an existing facility between either 30,000 to 40,000 square feet (2.0 Park) or 45,000 to 55,000 square feet (2.5 Park). The base fee for architectural plans prepared by our preferred architect is \$2.32 per square foot and includes the site survey and coordination of the virtual reality with the manufacturer. If you have a smaller or larger facility, your fee will vary at the rate of \$2.32 per square foot multiplied by the number of square feet in your facility. If you use an architect other than the preferred architect, your fees may vary. This fee assumes you provide the existing CAD files to the architect. If CAD files are not available, this fee can vary substantially. If it is necessary to retain an architect to design a new building or perform services out of the normal requirements of an architect in designing an Adventure Park, you may incur additional fees, which could be substantial. Additional architectural fees may be incurred for the following: design of go-carts,

Wind Tunnel, laser tag and/or a 2<sup>nd</sup> floor mezzanine; CAD file recreation; and/or new mechanical, electrical or plumbing service. Reimbursable expenses may also be billed to you by the preferred architect for photography, courier services, mileage, travel expenses, and document printing. In some cases, you may need to hire a structural engineer to conduct a roof load analysis for your Attractions at an additional cost. If you are developing an Adventure Park in areas that experience seismic activity, you may incur an additional cost for a seismic analysis and may be required to complete structural modifications to the building.

<u>Note 8</u>. You are required to have a café at your Adventure Park, which is constructed in accordance with our prototype and includes our designated equipment, unless otherwise approved by us in writing. Any deviations from our prototype must approved by us in writing. These costs do not include the cost of the build-out of the café as such costs are included in the identified Leasehold Improvements. Further, this cost does include a standard package for tables and chairs. Depending on the size of your café, you may need additional furniture, booths, tables, and chairs, which may increase the cost of your cafe.

Note 9. This fee may vary depending on the number and size of signs required for your facility.

Note 10. This fee may vary depending on the number and size of signs required for your facility, including the number of birthday party rooms.

Note 11. This fee identifies the range of costs for furniture, fixtures, and equipment other than that required for the café.

<u>Note 12</u>. The hardware costs include point-of-sale kiosks and computers for a standard number of kiosks. The cost of sale will depend on the number of kiosks your location needs.

Note 13. This represents the cost of purchasing the required base Attractions equipment for either a 2.0 Park or 2.5 Park, as well as installation costs, unloading costs, shipping, and sales tax. For 2.0 and 2.5 Parks, the range does not include the cost of acquiring optional Attractions such as Free Roam VR, MyFly, spin/flip zone, skydiving, bowling, laser tag, and go-karts, for which costs are reflected in Table 2. This range does not include any governmental tariffs, duties, or customs inspection fees. In addition, the cost of the Attraction Equipment may vary depending on the number of shipping containers used. The cost of Attraction Equipment is typically paid 35% upon placement of the order, 60% before shipping, and 5% before delivery and installation is scheduled. Certain facilities may not be appropriate for each Attraction and building modifications may be necessary to operate each Attraction properly. Depending on the structure of your building, structural engineering and special brackets may be required to carry the load of the Sky Rider<sup>®</sup>. This cost also includes the cost of shipping, which is estimated between \$75,000 and \$110,000. This fee assumes a sales tax rate of 7.00% and is charged on the sum of (a) the Attractions Equipment 2.0/2.5 Package, (b) installation, (c) shipping, (d) insurance, and platforms, stairs, and railing. This sum will vary based upon the actual sales tax rate charged in the taxing jurisdiction in which your facility is located. The identified fee does not include the sales tax for optional Attractions. If you include optional Attractions, you will be required to pay sales tax on such optional Attractions. This fee also includes unloading costs and assumes an hourly rate of \$15/hour for six employees to empty up to ten containers. A forklift will also be required to unload this equipment and is not included in the identified fee. The cost of the forklift varies considerably. This cost includes an estimate of the cost for rails, stairs, and platforms for a 2.0 or 2.5 Park, but such costs may vary depending on the size, layout and mix of Attractions at the Adventure Park.

Note 14. We currently offer upgraded Attraction options for 2.0 Parks (including, but not limited to Bowling, Flip/Spin Zone Bumper Cars and Laser Tag). A franchisee investing in a 2.5 Park is required to upgrade with Go-Karts, as well as being offered the same optional upgrade Attractions for 2.0 Parks. Some franchisees will invest in one or more of these upgrade Attraction options to develop a 2.0 Park. The cost of two or three of these Attractions can be \$500,000 or more. We do not require franchisees opening 2.5 Parks to purchase additional 2.0 Park upgrade Attraction options although some decide to do so. Your costs

may be higher if you choose additional optional Attraction packages to be added to your Franchised Business.

Note 15. You will likely need to employ an attorney, an accountant or CPA, and other consultants to assist you in setting up your business and in reviewing the franchise offering. We have negotiated an agreement with three law firms, who have no legal or other relationship with us and who will review and negotiate a commercial lease for you for a flat fee if you elect to retain their services. These fees can vary greatly depending on the hourly rate charged by the professional and the amount of work you request be performed.

<u>Note 16</u>. Assumes sufficient inventory to operate for 30 days. This cost also includes a t-shirt and pair of socks for 100 staff members.

Note 17. This range assumes 4.62 hours of online digital training multiplied by 100 employees multiplied by the federal minimum wage of \$7.25 on the low side and \$16.50 per hour on the high side, and salary for your GM (defined below) for three months. Your jurisdiction may require a higher minimum wage, which may significantly increase your pre-opening wages cost. If you elect to hire a general manager, you will also incur the cost of wages for such general manager ("GM") from the date of hire. The totality of wages paid to your GM will vary based upon your pay structure and when you hire such person. The wages paid to your GM prior to the grand opening will also include time to attend the corporate training and other time related to preparing the Park for opening and training your employees. Local and state minimum wages for all of your employees, general managers, and tipped employees may be higher in your jurisdiction and may result in higher wages, which may vary greatly.

Note 18. This sum represents the minimum, initial down payment for the general liability insurance, excess insurance, worker's compensation insurance, property insurance, and employment practices liability insurance. Total annual premiums for all coverages will be determined by each location's amount of annual payroll, Gross Sales, and your landlord's requirements, as applicable. The estimated annual premium for general liability insurance, based upon estimated Gross Sales (up to \$1.8 million), is \$52,000, which includes minimum required coverage for hired and non-owned auto. If you estimate your Gross Sales will exceed \$1.8 million, you will pay a negotiated rate depending on your mix of Attractions. If your actual Gross Sales will exceed \$1.8 million, you will pay an additional insurance premium as determined by the insurance company's audit. See Item 8 for information about minimum insurance requirements. You may also be required to carry additional insurance, at a substantial additional cost, as determined by your lender and landlord.

Note 19. This range of fees includes the \$1,250 fee for the required inspection from a third-party inspector prior to your grand opening plus travel expenses. If you reschedule your inspection, you may incur additional costs from the third-party inspector.

<u>Note 20</u>. The grand opening advertising program is split into two phases – pre-opening advertising and after-opening 8-week advertising program. If your Franchised Business is in a more expensive media market, you may experience higher grand opening and other marketing costs.

Note 21. The Additional Funds estimate includes various expenditures in addition to those otherwise listed in this Item for the first three months including, but not limited to the following: (a) state and local licensing fees, if any; (b) taxes, such as sales, use and similar taxes levied or required by city, local, county, parish, state or federal laws or regulations by virtue of the operation of a business; (c) deposits and costs of utilities, telephone; (d) background checks on employees; and (e) uniform costs for employees. The figures given are estimates and may vary from area to area. There may be other expenditures that are not listed above which may be incurred in certain areas and not others. Payments will be to third parties and are generally not refundable. These estimates do not include managerial salaries or any payment to you. These estimates also do not take into account finance payments and debt service (to the extent you obtain financing to develop your Adventure Park) and any related charges, interest, and costs you may incur if any portion of the initial investment is financed. These amounts are the minimum recommended levels to cover operating

expenses, including your employees' salaries for three months. However, we cannot guarantee that those amounts will be sufficient. Additional working capital may be required if sales are low or fixed costs are high. In compiling these estimates, we relied on our franchisees' and our affiliates' experience in operating Adventure Parks. You may be required by your lender to carry additional working capital.

Note 21. This estimated total investment is based upon the development of a 2.0 Park or a 2.5 Park does not include the cost of rental obligations or real estate acquisition. If you elect to include any additional Attractions, your costs may vary substantially from the estimates provided in this Item 7 (including without limitation rental costs related to acquiring a larger site to facilitate the operation of certain additional Attractions, increased architectural fees, construction and mechanical/plumbing/engineering costs, equipment costs, insurance and additional permits and licenses required for the construction and operation of such additional Attractions).

# ITEM 8 RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES

# <u>Purchases from Approved or Designated Suppliers; Purchases According to Specifications</u>

You must purchase from us or from suppliers or distributors we designate (each a "<u>Designated Supplier</u>") all of your requirements for developing, constructing, and operating the Franchised Business including: (1) fixtures, furniture, equipment, point-of-sale systems, merchant processing systems, Attractions, signs, items of décor, architect services, paper products, and food and beverage products; (2) uniforms, shirts, and all merchandise and items intended for retail sale (whether or not bearing our Proprietary Marks); (3) advertising, point-of-purchase materials, and other printed promotional materials; (4) gift certificates and stored value cards; (5) stationery, business cards, contracts, and forms; (6) bags, packaging, and supplies bearing the Proprietary Marks; (7) insurance policies from our Designated Supplier and approved carriers or brokers, to the extent permitted by law; (8) local and regional marketing services through our Designated Supplier, if applicable; (9) general contractor; and (10) other products and services that we require. See Item 11 for information about our computer system requirements. For certain designated suppliers (including our designated distributor of food, beverage, paper and retail products; designated provider of point-of-sale; designated provider of television services), you may be required to enter into a form of participation agreement specified by such supplier.

You will be required to purchase the following through us or an affiliate: (1) retail merchandise, including t-shirts and socks to satisfy monthly purchasing requirements, (2) licenses to the point of sale and other software programs that we designate, (3) music license, (4) safety signage, (5) interior signage, (6) technology solutions (e.g., franchise management system, computer equipment) identified by us, (7) certain insurance policies, (8) certain digital marketing services, and (9) certain support services related to the operation of your Adventure Park, including the accounting systems and third party accounting services that we prescribe. UA Attractions is the sole approved supplier for Attractions (including all replacement parts) and for the installation and repair of such Attractions included in the Park. Adventis is the sole approved supplier for workers' compensation coverage, subject to state law.

If we require that a product or service be purchased from an approved supplier and you wish to purchase it from an alternate supplier, you must submit to us a written request for approval and must include pertinent information about the supplier as required in the Manual. You may not purchase or lease the product or service until and unless we have approved the supplier in writing. We have the right to require you to submit information, specifications, and samples to us to enable us to determine whether the products or services, as applicable, comply with our standards and specifications and whether the supplier meets our criteria, as may be amended by us periodically. We also have the right to inspect the supplier's facilities and have samples from the supplier delivered to us or to an independent laboratory we designate for testing. We may condition our approval of a supplier on requirements relating to product quality, traceability, consistency, and pricing as well as supplier financial condition, corporate social responsibility policies, reliability, labor

relations, client relations, frequency of delivery, concentration of purchases, standards of service (including prompt attention to complaints and positive complaint resolution history), and other criteria that we may establish periodically. You must reimburse us for all costs that we incur in connection with due diligence of your proposed supplier and our evaluation of such supplier as well as any costs we incur in monitoring an approved supplier's compliance with our requirements. We do not act as an agent, representative, fiduciary or other intermediary for you in our relationship with an alternative supplier you propose, and we approve. We have the right to monitor the quality of the services provided by approved suppliers in a manner we deem appropriate. We may impose obligations on approved suppliers, which will be incorporated in a written license agreement with the supplier.

We are not required to approve any particular supplier. We will notify you of our approval or disapproval within 120 days of our receipt of complete information from you that we require to evaluate a proposed supplier. Our specifications for products and services and criteria for suppliers are generally issued through written communication and available to franchisees through the Manual, but we do not disclose information regarding specifications for products and services and criteria to suppliers that we consider proprietary or confidential to us. We may re-inspect the facilities and products of any approved supplier, and we may revoke our approval upon the supplier's failure to continue to meet any of our then-current criteria. If we revoke our approval of any supplier, you must promptly discontinue use of that supplier.

You may purchase from any supplier those items and services for which we have not designated approved suppliers or distributors, if the items and services meet our specifications, which may include brand requirements. If brand requirements have been identified, you may purchase and use only those brands approved by us. Our approved vendor list and standards and specifications, and our modifications to our standards and specifications, are communicated to our franchisees in the Manual.

#### **LOCATION AND LEASE**

You must acquire a site for the Franchised Business in the Site Selection Area (as described in Item 11) that meets our site selection criteria ("Approved Location"), which are detailed in the Manual, and sign the lease for the Park premises within 180 days after the effective date of the Franchise Agreement. You may not acquire a site for the Franchised Business until we approve that site. Unless we otherwise agree in writing, you must lease the Approved Location and provide us for our review and approval a copy of the proposed lease for the Approved Location, which must include the Lease Rider attached as Attachment G to the Franchise Agreement. Your failure to acquire the Approved Location under a lease within the 180-day time-period following the effective date of the Franchise Agreement will constitute a default for which we will have the right to terminate the Franchise Agreement if you fail to cure the default within 30 days after delivery of the default.

#### **INSURANCE**

You must obtain and maintain, at your own expense, the insurance that is necessary or appropriate for liabilities caused by or occurring in connection with the development or operation of the Franchised Business, including our mandatory policies and minimum limits of coverages described below:

Line of Coverage:	Limits:
General Liability Insurance	\$1,000,000 per occurrence
Í	\$2,000,000 Annual General Aggregate, Other than Products
	\$2,000,000 Annual Aggregate, Products and Completed Operations
	\$1,000,000 Personal and Advertising Injury
	\$100,000 Tenants Legal Liability for damage to the part of the
	premises you occupy
	Medical Expense – each claim – to be excluded

Line of Coverage:	Limits:			
Excess Liability Coverage	\$1,000,000 per occurrence			
Worker's Compensation	\$1,000,000 Employers Liability: Each accident \$1,000,000 Employers Liability: Disease policy limit \$1,000,000 Employers Liability: Disease – each employee			
Employee Benefits Liability Insurance	\$1,000,000 Annual Aggregate			
Special Perils Commercial Property	Varies by location, no less than the development cost of your Franchised Business; full replacement cost coverage for business personal property			
Hired and Non-Owned Auto Liability	\$1,000,000 combined single limit			
Auto Liability	\$1,000,000 per occurrence (if your vehicle is owned by the franchisee business entity)			
Employment Practices Liability Insurance	<ul> <li>\$1,000,000 per occurrence</li> <li>Wage &amp; Hour sublimit no less than \$100,000 per occurrence</li> <li>Coverage for 1<sup>st</sup> and 3<sup>rd</sup> party sexual harassment</li> </ul>			
Liquor Liability	\$1,000,000 per occurrence			
Business Income and Extra Expense coverage	As determined by BI/EE worksheet, for full 12 months actual loss sustained			
Crime Policy	\$25,000			
Development Insurance Program	General liability of \$1,000,000 per occurrence, \$2,000,000 aggregate to insure personal injury claims during the development of your Adventure Park; Builder's Risk to insure the building, contents, improvements, and equipment as necessary			

We have the right to establish and modify the minimum required coverages and to require different or additional kinds of insurance. Each policy must include those terms and endorsements that we require, as specified in the Franchise Agreement and the Manual. We may designate periodically one or more Designated Suppliers for the required insurance, and you must use those Designated Suppliers, to the extent permitted by applicable law.

You must purchase the required worker's compensation insurance, general liability insurance, excess liability coverage, special perils commercial property coverage, and employment practices insurance from our Designated Supplier(s). Adventis administers a master insurance program, which program may offer general liability and excess insurance coverages through an independent insurance company. Also, Adventis administers a worker's compensation program, subject to state law.

With respect to all other required insurance, in lieu of purchasing the insurance through our Designated Supplier as we may designate from time-to-time, you may purchase the insurance from insurance brokers and carriers that you select, subject to those brokers and carriers satisfying our Standards and minimum requirements. You must submit to us the information and documentation that we request in connection with your request for our consent to purchase insurance from any unapproved insurance broker or insurance carrier. If you purchase insurance coverages through an insurance broker or insurance carrier other than our Designated Supplier, where permitted, you will not be eligible for benefits of participating in the master insurance program, which may include reimbursement of a portion of premiums paid by you, subject to

your eligibility.

The minimum premium for general liability and excess insurance will be based on the Gross Sales of your Franchised Business (which we expect to vary depending upon a number of factors, including the claims filed against your policy and the Gross Sales of your Adventure Park). Greater Gross Sales will result in payment of a greater minimum premium. All initial general liability and excess insurance premiums will be based upon a good faith and reasonable projection of Gross Sales. Thereafter, premiums will be based upon your trailing twelve months of Gross Sales. The failure to report complete Gross Sales or labor costs in good faith can result in considerably higher premiums if inaccuracies in reporting are discovered during our annual audit of the books and records for your Adventure Park. All coverages apply per each Adventure Park that you operate. The scheduling or consolidation of policies or the sharing of limits is not acceptable, except where required by applicable law.

#### REVENUE DERIVED FROM FRANCHISEE PURCHASES AND LEASES

We and our affiliates may derive revenue from franchisee purchases and leases to the extent that franchisees purchase products or services from us or our affiliates, and we also may receive payments or material benefits from suppliers based on your purchases or leases. We have negotiated supply agreements with suppliers, manufacturers and distributors of Attractions, merchandise, food and beverage products, technology solutions providers, and credit card processors under which such suppliers, manufacturers and distributors will remit to us a percentage of revenue from purchases made by Adventure Parks, including those operated by franchisees. During our fiscal year ending December 31, 2023, we received revenues from required purchases or leases by franchisees of \$11,378,336, which was 13.8% of our total revenues of \$82,160,513, and our affiliates received revenues from required purchases or leases by franchisees of \$22,485,099.

We estimate that the aggregate cost of required purchases and leases of products and services from suppliers that we designate will constitute 60% to 70% of the total cost incurred by you for purchases and leases of products and services in connection with establishing the Franchised Business and that such required purchases and leases of products and services from designated suppliers will constitute 11% to 13% of the total costs incurred by you in connection with the operation of the Franchised Business.

Certain of our officers and directors own an indirect interest in Adventis and UA Attractions. Otherwise, none of our officers currently own an interest in any unaffiliated, privately held supplier, or a material interest in any unaffiliated, publicly-held supplier, though our officers may occasionally own non-material interests in unaffiliated, publicly-held companies that may be suppliers to our franchise system.

#### PURCHASING COOPERATIVES; SUPPLIER NEGOTIATIONS AND ARRANGEMENTS

There currently are no purchasing or distribution cooperatives in existence connected to our franchise system. We may, but are not obligated to, negotiate purchase arrangements with suppliers for the benefit of our franchisees, and we may but are not obligated to establish national buying accounts with vendors whose products meet our specifications. We do not provide you any material benefits (such as renewal rights or the right to acquire additional franchises) based on your purchases from approved or designated suppliers.

[ITEM 9 ON THE NEXT PAGE.]

# 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	Sections in Franchise Agreement	Sections in Development Agreement	Disclosure Document Items
a.	Site Selection and acquisition/lease	Article 3 and Attachment G	Articles 1 and 4	Items 6, 11, and 12
b.	Pre-opening purchase/leases	Articles 4 and 5	Not Applicable	Items 7 and 8
c.	Site development and other pre- opening requirements	Articles 4 and 5	Article 4	Item 7
d.	Initial and ongoing training	Article 8 and Section 2.B.(4)	Section 6.2	Item 11
e.	Opening	Article 5	Article 4	Item 11
f.	Fees	Article 6	Article 3	Items 5 and 6
g.	Compliance with standards and policies/Operating Manual	Articles 7, 9, 10, and 11	Article 5	Item 11
h.	Trademarks and proprietary information	Articles 9 and 13, and Section 14.A.	Section 1.4	Items 1, 13, and 14
i.	Restrictions on products/services offered	Articles 9, 10, and Sections 11.B11.D.	Article 1	Items 8 and 16
j.	Warranty and customer service requirements	Sections 15.F. and 15.N.	Not Applicable	Item 16
k.	Territorial development and sales quotas	Sections 1.B. and 3.A.	Article 4	Item 12
1.	Ongoing product/service purchases	Sections 11.B11.F.	Not Applicable	Item 8 and 16
m.	Maintenance, appearance and remodeling requirements	Article 10 and Sections 2.B(2), and 11.B.	Not Applicable	Items 7 and 8
n.	Insurance	Article 16	Not Applicable	Items 6, 7, and 8
0.	Advertising	Article 15	Not Applicable	Items 6, 7, and 11
p.	Indemnification	Section 20.B.	Section 7.2	Item 6

Obligation	Sections in Franchise Agreement	Sections in Development Agreement	Disclosure Document Items
q. Owner's participation/management/staffing	Sections 11.J11.K.	Article 5	Item 15
r. Records and reports	Article 7	Section 5.3	Items 6 and 11
s. Inspections and audits	Article 7 and Sections 4.D., 4.E., and 11.G.	Not Applicable	Items 6 and 11
t. Transfer	Article 17	Article 8	Item 17
u. Renewal	Section 2.B.	Section 5.2	Items 6 and 17
v. Post-termination obligations	Article 19	Article 9	Item 17
w. Non-competition covenants	Sections 14.B14.F.	Section 6.3	Items 15 and 17
x. Dispute resolution	Article 23	Article 11	Item 17
y. Other: Guaranty	Attachment D	Attachment D	Item 15
z. Other: Liquidated Damages	Section 18.F.	Section 9.8	Item 6

### ITEM 10 FINANCING

We and our affiliates do not offer direct or indirect financing, but we may develop relationships with preferred lenders or financing sources, which we may, when established, make available to you. We and our affiliates will not guarantee your note or other obligations. If you purchase a CDP Park and if such landlord requires, we or our affiliate may guarantee the CDP Park's lease for the required period of time.

# ITEM 11 FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS, AND TRAINING

Except as listed below, Franchisor is not required to provide you with any assistance.

#### **FRANCHISE AGREEMENT**

Before you begin operating the Franchised Business, we will:

- 1. Review your franchise site information and notify whether your proposed site is approved or rejected after receiving the complete (as determined by us) site application package. (Franchise Agreement, Section 3.B.)
- 2. Provide to you a fit test and specifications for an Urban Air Adventure Park, including requirements for dimensions, design, image, interior layout, décor, fixtures, equipment, signs, furnishings, storefront, signage, graphics, color schemes, and opening inventory. (Franchise Agreement, Section 4.A.) You must have all required construction plans and specifications prepared to suit the shape and dimensions of the Franchised Business and ensure that the Attractions, plans, and specifications comply with applicable law, building codes, permit requirements, and any lease requirements and restrictions.
- 3. Provide you with the designated supplier for manufacturing and installation of Attractions, which may be one of our affiliates (and, as of the issuance date of this disclosure document, is UA

- Attractions). (Franchise Agreement, Section 4.B. and the Purchase and Installation Agreement attached to this disclosure document as Exhibit G)
- 4. For your first Franchised Business only, we will provide you with one member of our training team for two to three days of pre-opening assistance and training at your Franchised Business location; there is no fee for the service, nor do we require you to reimburse our related costs. If pre-opening assistance is provided with respect to the third or any subsequent Adventure Park developed by you or your affiliate, or we consider pre-opening assistance necessary, or you request that we provide additional members of our training staff to provide on-site opening assistance (subject to availability of personnel), in each case, we may charge you our then-current training fee per person attending training, including reimbursement of our out-of-pocket costs incurred in connection with providing the assistance, including travel, accommodations and meals for the trainers. (Franchise Agreement, Section 5.C.)
- 5. Conduct the initial training program with you or your Designated Manager (see Item 15) without charge. (Franchise Agreement, Section 8.A.)
- 6. Loan you one copy (digital or hard copy) of our confidential Manual containing information and knowledge necessary and material to the System. (Franchise Agreement, Section 9).

During the operation of the Franchised Business, we will:

- 1. Provide to you our knowledge and expertise regarding the System and pertinent new developments, techniques, and improvements in the areas of management, sales promotion, service concepts, and other areas. We may provide these services through on-site visits, through the distribution of printed or filmed material or electronic information, meetings or seminars, telephone communications, email communications, or other communications. (Franchise Agreement, Section 5.D.)
- 3. Use good faith efforts to approve or disapprove your proposed promotional and marketing materials within 10 business days after we receive them. (Franchise Agreement, Section 15.A.)
- 4. Establish and administer a membership program, gift card acceptance program, loyalty program and master insurance program for so long as we elect to do so. (Franchise Agreement, Sections 11.P., 15.F. and 16.B.)

Except as described above, the Franchise Agreement does not require us to provide any other assistance or services to you during the operation of the Franchised Business. As the Development Agreement relates to the development of Franchised Business, the Development Agreement does not require us to provide any other assistance or services during the operation of the Franchised Business.

#### **DEVELOPMENT AGREEMENT**

When you sign the Development Agreement, we will: Provide you site selection guidelines, including our minimum standards for Urban Air Adventure Park sites and sources regarding demographic information, and such site selection counseling and assistance as we may deem advisable.

During the course of the Development Agreement, we will:

- Upon your request, disclose to you the then-current franchise disclosure document and, upon your compliance with the Development Agreement and our requirements, issue and execute remaining franchise agreements pursuant to your Development Schedule. (Development Agreement, Section 4.1.)
- Evaluate each site application, and conduct an on-site evaluation as we deem advisable in response to your request for site approval for each proposed site (through us or our appointed representatives). (Development Agreement, Section 4.3.2.)

#### **CONFIDENTIAL MANUALS**

After you sign your Franchise Agreement, we will give you access to our Manual. The Manual may be in electronic format. A copy of the table of contents of the Manual is attached to this Disclosure Document as Exhibit A. We consider the contents of the Manual to be proprietary and confidential, and you are bound by the restrictive covenants regarding our confidential information in the Franchise Agreement with respect to your use of the Manual. The Manual contains 206 pages. (Franchise Agreement, Section 9.)

#### **INITIAL TRAINING PROGRAM**

Prior to live training, you will be required to complete our online digital training. Also, your employees must complete the online training before the Opening Date. You will be responsible for paying the cost of the online training software and for the wages for the employees to complete such training. Once you complete the online training, we will admit you and your Designated Manager to our live, initial training program. Our initial training program is offered by our training team before commencing operation and is conducted by or under the supervision of our Director of Operations, Jeff Sugden. Jeff has over 11 years of experience in operations roles, overseeing training and other aspects of day-to-day facility operations.

The classroom portion of our initial training program is held at our training facility located in Bedford, Texas (or such other location as identified by us), and the on-the-job training portion is held at one or more of our affiliate-owned locations in North Texas or takes place the week prior to your grand opening at your facility. The "Franchised Operations" portion of our initial training program includes hands-on operations training, and the "Franchise Business Operations" portion focuses on business operations. The entire initial training program is held over a three- to four-day period.

The following is a summary of our initial training program:

#### TRAINING PROGRAM

Subject <sup>1</sup>	Hours of Classroom Training	Hours of on-the-Job Training	Location
Online digital training <sup>2</sup>	29	0	Online
Brand Emersion and Vision	1.5	0	Dallas-Fort Worth area
Relationship Building and Goal setting	1.5	0	Dallas-Fort Worth area
Finance	0.5	0	Dallas-Fort Worth area
Hiring Process and HRIS	2	0	Dallas-Fort Worth area
Marketing and Sales <sup>3</sup>	2	0	Dallas-Fort Worth area
Memberships and E-Commerce	1	0	Dallas-Fort Worth area
Labor Optimization	1	0	Dallas-Fort Worth area
In-Park Revenue – Food, Beverage, and Merchandise	1	1	Dallas-Fort Worth area
Harness Training and Certification	0	1	Dallas-Fort Worth area

Subject <sup>1</sup>	Hours of Classroom Training	Hours of on-the-Job Training	Location
Inspections	1	1	Dallas-Fort Worth area
Operational Systems	3	2	Dallas-Fort Worth area
Legal Review	1	0	Dallas-Fort Worth area
Insurance	1	0	Dallas-Fort Worth area
Park Development and Next Steps	2	0	Dallas-Fort Worth area
Totals	47.5	5	

Note 1: Instruction will be taken from the Manual and other instructional forms.

Note 2: The table below reflects individual programs offered digitally through our Learning Management System.

Digital Learning Subject	Hours of Classroom Training	Location
Team Member Training	3	Online
Membership Training	1	Online
Café Training	3	Online
Sales Training	2	Online
Management Training	20	Online
Totals	29	

Note 3: Sales Training is a separate, required session hosted by our trainers. It is currently 3 days, with 19 hours of classroom training and 6 hours of on-the-job training.

In addition to the Initial Training Program, you and your Designated Manager will be trained onsite by a member or members of the Operations team. This member of the Operations team will also be responsible for employee on the job training for the Court Monitor, Front Desk, and Party Host positions.

Onsite Training (Week of Grand Opening)	Hours of On-the-Job Training	Location
Front Desk Training	3	At your Franchised Business' premises
Party Host Training	1	At your Franchised Business' premises

Onsite Training (Week of Grand Opening)	Hours of On-the-Job Training	Location
Court Monitor Training	4	At your Franchised Business' premises
Systems (POS, Party Booking, Labor Optimization, etc.)	5	At your Franchised Business' premises
Inspections	1	At your Franchised Business' premises
Shift Operations	49	At your Franchised Business' premises
Café Operations	8	At your Franchised Business' premises
Totals	71	

We do not charge tuition for you or your Designated Manager to attend our initial training program, but you are responsible for all training-related expenses, including travel, lodging, and dining expenses for these individuals, and wages and salaries payable during the training period. The initial training is mandatory, and you and your Designated Manager (if applicable) must successfully complete the initial training to our satisfaction before opening. At your request, we may permit additional individuals to attend the same training program, subject to space availability and an additional fee and provided such individuals sign a confidentiality and non-compete agreement in a form prescribed by us.

# **Other Training**

Your Designated Manager, general manager, and other personnel must attend and successfully complete all safety training courses, management courses, and obtain such health department certifications as required by law or as we may periodically require, to the satisfaction of and as may be required by the state and municipality where your franchise is located. You must maintain all required certifications throughout the franchise term. Unless otherwise noted, we may charge our then-current training fee or tuition for all safety training courses and programs that we provide. You are responsible for our out-of-pocket costs incurred in connection with providing the training, including travel, accommodations, and meals for the trainers.

Also, we may require your Designated Manager and other management personnel to attend and complete additional and remedial training as we may periodically deem necessary. If we require additional or remedial training, you must pay our then-current training fee (as published in the Manual) and reimburse us for our out-of-pocket expenses incurred in connection with the training, including travel, accommodations, and meals for the trainers. You are responsible for all costs and expenses of complying with our training and certification requirements, including tuition, fees, and registration costs, as well as compensation, travel, accommodations, and meals for all personnel who participate in the training.

We may conduct, and require you to attend, periodic conferences to discuss System developments, including operational efficiency, personnel training, bookkeeping, account, inventory control, performance standards, advertising programs, and merchandising procedures. We may require your Designated Manager to attend the conferences, and the conference fee may be up to \$1,500 per attendee. In addition, you are responsible for all conference-related costs and expenses, including compensation, travel, accommodations, wages, and meals for attendees. An estimate of these travel expenses is included in Item 7.

#### SITE SELECTION

The Franchise Agreement will contain a site selection area within which you must identify a site for the Adventure Park (the "Site Selection Area"). You must submit our form of a site application for each site

you identify, which we will review and notify you whether we accept or reject your proposed site. Upon our acceptance of a site, you must execute a lease within the lease deadline specified in the Franchise Agreement, which is typically within 180 days after the effective date of the Franchise Agreement. Failure to identify a site within this period is a default of the Franchise Agreement for which we will have the right to terminate the Franchise Agreement if you fail to cure the default within seven days after delivery of written notice of default. Upon execution of the lease, we will establish a Protected Area as described in Item 12, which may differ from the Site Selection Area, and you shall forfeit the Site Selection Area.

We will provide you with site selection assistance as we consider advisable, including providing our site selection guidelines and design specifications and conducting an on-site evaluation of the proposed site; however, we will not conduct an on-site evaluation for any proposed site prior to the receipt of the complete site application. If we conduct an on-site evaluation, you must reimburse us for our out-of-pocket expenses incurred in connection with the evaluation.

If we do not notify you in writing that we approve a site you propose, we will be deemed to have rejected the proposed site. No site may be used for the location of the Franchised Business unless we first approve it in writing.

Under the Area Development Agreement, you will have the right to develop, open, and operate up to three Urban Air Adventure Park Franchised Businesses within a certain Development Area that we determine. Upon development of each Franchised Business, we will identify a Site Selection Area that is within your Development Area in which you shall identify a suitable site. We will follow the procedure outlined above, or our then-current procedure if different, regarding establishing a Protected Area and executing a lease. Each Franchised Business must be developed and opened according to our then-current system standards and other approval requirements, and pursuant to the corresponding franchise agreement.

#### TYPICAL TIME BETWEEN SIGNING (OR FIRST PAYMENT) AND OPENING FOR BUSINESS

The typical length of time between signing the Franchise Agreement and the opening of your business ranges from 12 to 24 months (excluding new construction of a new building), depending on whether the site is known at the time the Franchise Agreement is signed. Factors affecting this range include site availability, lease negotiations, lender approvals, city zoning, permitting, regulations affecting the operation of Attractions, use restrictions, construction time (especially when a new building is being constructed), governmental inspections and regulations, including port inspections, delays in the production and shipping of the Attractions, and other factors, such as force majeure that are outside our control. The typical length of time to construct a new building will be considerably longer and can range from 12 months to three years and may also be delayed for similar factors as identified above.

#### **ADVERTISING**

We have no obligation to conduct advertising, except through the NAF described below. If we conduct media advertising, we may use direct mail, print, radio, Internet, or television, which may be local, regional, or national in scope. We may produce the marketing materials in-house or employ a local, regional, or national advertising agency. We are not obligated to conduct any advertising or marketing programs within your market.

We have established and maintain a URL website, www.urbanair.com, promoting the Urban Air Adventure Parks system and identifying the location of franchise and company-owned Adventure Parks. You and your Adventure Park will participate in all system-wide promotions that we conduct.

#### NATIONAL ADVERTISING FUND

We have the right to establish and administer the NAF for the creation and development of marketing, advertising, and related programs, campaigns and materials for the implementation of our brand positioning. When we establish the NAF, we have the right to collect up to 5% of your monthly Gross Sales (the "NAF Contribution"). We reserve the right to suspend or increase the NAF Contribution at any time upon 60 days' prior notice to you; however, if we increase the NAF Contribution, the sum of the NAF Contribution, Advertising Cooperative contribution, and Local Marketing Expenditure will not exceed 6% of Gross Sales (as allocated by us between the NAF Contribution, Advertising Cooperative contribution, and the Local Marketing Expenditure) during any 12-month period. (Franchise Agreement Section 15.E.) When we establish the NAF, we expect all Urban Air franchisees and corporate-owned locations to contribute to the NAF at the same rate; however, we reserve the right to defer or reduce the NAF Contribution for any or all Urban Air franchisees. As of December 31, 2023, we have not established the NAF nor collected any NAF Contributions.

We will direct all initiatives related to the positioning of the Urban Air Adventure Park brand using the NAF, including advertising and marketing programs (for example, research methods, branding, creative concepts and materials, sponsorships, and endorsements used in connection therewith); selection of geographic and media markets; and media placement and the allocation thereof. We may use the NAF to pay the costs of research, market research (for example, customer engagement with the brand, including Adventure Park design and décor, concept development, uniform design, customer service techniques, customer research, surveys, and focus groups) creation and production of video, audio, electronic, and written advertising and marketing programs; administration of regional, multi-regional, and national advertising and marketing programs, and testing and related development activities; promotional events; purchasing and participating in online, social media, radio, television, and billboard advertising and programming; employment marketing, advertising and promotional agencies to assist therewith; conducting community relations activities; supporting public relations, maintenance of the System websites, and online presence; and other advertising, marketing, and promotional activities as we determine are appropriate for Adventure Parks, the Proprietary Marks and the System. You will ultimately be responsible for the costs associated with the placement of any such marketing and media for the Franchised Business. The NAF will furnish you with samples of advertising, marketing formats, promotional formats, and other materials at no additional cost when we deem appropriate. Multiple copies of those materials will be provided to you at your sole cost.

The NAF will be accounted for separately from our other funds, will not be used to defray any of our general operating expenses, but may be used to cover reasonable salaries, administrative costs, travel expenses, and overhead as we may incur in activities related to the administration of the NAF and its programs, including as described above and with respect to collecting and accounting for contributions to the NAF. We will not use NAF funds to solicit new franchise development. We will not act as trustee with respect to the NAF and have no fiduciary duty to you or your affiliates, Owners or any other franchisees. We may spend on behalf of the NAF in any fiscal year, an amount that is greater or less than the aggregate contribution of all Adventure Parks to the NAF in that year, and the NAF may borrow from us or others to cover deficits or may invest any surplus for future use. All interest earned on monies contributed to the NAF will be used to pay advertising costs before other assets of the NAF are expended. The NAF will not be audited. We will, upon your written request (but no more than once annually) provide a copy of our unaudited annual statement of monies collected and costs incurred by the NAF, once established. We will have the right to cause the NAF to be incorporated or operated through a separate entity we own and manage if we deem it appropriate, and the successor entity will have all of the same rights and duties.

Although we will endeavor to utilize the NAF to develop advertising and marketing materials and programs and to place advertising that will benefit the System, we have no obligation to ensure that expenditures by the NAF in or affecting any geographic area are proportionate or equivalent to the contributions to the NAF by Adventure Parks operated in that geographic area. Nor are we under any obligation to ensure that any Urban Air Adventure Park will benefit directly or in proportion to its NAF Contribution from the development of advertising and marketing materials or the placement of advertising, or that all Adventure Parks operated by us or any of our affiliates will pay the same NAF Contribution. Except as expressly provided in the Franchise Agreement, we assume no direct or indirect liability or obligation to you with respect to collecting amounts due to, or maintaining, directing or administering the NAF. We reserve the

right to suspend or terminate (and, if suspended or terminated, to reinstate) the NAF. If the NAF is terminated, all unspent monies on the date of termination accrued will be distributed to franchisees operating an Urban Air Adventure Park in proportion to their respective contributions to the NAF accrued during the preceding three-month period, and those amounts will be spent on local marketing.

#### Unleashed Fund

We have the right to establish an advertising fund separate from the NAF, which we call the Unleashed Fund. You will not contribute directly to the Unleashed Fund. The Unleashed Fund is identical to the NAF except that the funds are spent marketing all of the Affiliated Brands under the Unleashed Brands umbrella. When the Unleashed Fund is established, the NAF may contribute up to 5% of its monthly balance to the Unleashed Fund. Each of the Affiliated Brands are expected to contribute to the Unleashed Fund, except the percentage contributed by each Affiliated Brand's fund may vary. Only the Affiliated Brands that contribute to the Unleashed Fund are included in the advertising conducted by the fund. The Unleashed Fund is not audited, and we are not required to provide you a report of Unleashed Fund. We will have the right to cause the Unleashed Fund to be incorporated or operated through a separate entity our affiliates own and manage if we deem it appropriate, and the successor entity will have all of the same rights and duties.

If we are required to do so by your state law (for example, Maryland), we will within 60 days after your written request (but no more than once annually) provide a copy of our unaudited annual statement of monies collected and costs incurred by the Unleashed Fund. In our last fiscal year ended December 31, 2023, we did not create or maintain an Unleashed Fund.

#### LOCAL MARKETING EXPENDITURE

You must make the Local Marketing Expenditure, as may be amended by us periodically, but which, when combined with the NAF Contribution, will not exceed 6% of Gross Sales (as allocated by us between the NAF Contribution the Advertising Cooperative and the Local Marketing Expenditure) during any 12-month period. Currently, the Local Marketing Expenditure is 5% of Gross Sales, of which 4% is collected by us and passed through to our third-party marketing partner for use in local and regional marketing, promotional, and advertising campaigns for your Adventure Park and the remaining 1% is allocated to advertising and marketing that you purchase from approved sources, subject to the guidelines described in the Manual. At our request, you must provide us copies of invoices and other documentation reasonably satisfactory to us to evince your compliance with this obligation. If we determine that you have failed to comply with the Local Marketing Expenditure requirement for any period, we may notify you of any additional amounts that you must spend (up to the then-current percentage of Gross Sales required by us) on local marketing, and if you have not spent such additional amounts (in addition to any ongoing marketing requirements) within the time period required by us, we may collect those unspent amounts directly from your account and contribute them to the NAF, without any liability or obligation to use such funds for your local advertising. We will provide you not less than 30 days' notice of any change in the amount of your Local Marketing Expenditure.

You must focus your marketing activities within your Protected Area. You may engage in direct marketing activities in the Protected Area only. "Direct marketing activities" include personal solicitations, direct mailings, sporting event sponsorships and advertising, and school event sponsorships and advertising but do not include web site advertising or targeted emails or text messages to existing customers. We may develop policies and procedures that apply to all types of advertising and marketing efforts, including social media advertising, and you must comply with those policies and procedures. You may not conduct marketing activities outside of your Protected Area, unless we provide you written consent specifically identifying the additional areas and time frame in which you may market outside of your Protected Area.

Your promotional and marketing materials must comply with applicable law and conform to our standards and specifications related to advertising, marketing, and trademark use. You must submit to us samples of

proposed promotional and marketing materials, and notify us of the intended media, before first publication or use. We will use good faith efforts to approve or disapprove proposed promotional and marketing materials within 10 business days after receipt. You may not use the promotional or marketing materials until we expressly approve the materials and the proposed media. Once approved, you may use the materials only in connection with the media for which they were approved. We may disapprove your promotional or marketing materials, or the media for which they were approved, at any time, and you must discontinue using any disapproved materials or media upon your receipt of written notice of disapproval.

As stated in Item 6, we reserve the right to identify a Designated Supplier of local and regional marketing services and establish a system-wide supply contract for local and regional marketing services. Under these circumstances, we may collect all or a portion of the Local Marketing Expenditure and apply it to fees payable to the Designated Supplier for those marketing services. If the full amount of the Local Marketing Expenditure is applied to fees due under a system-wide supply contract, you may, but are not required, to conduct additional or supplemental local marketing activities as permitted under the Franchise Agreement. If we collect less than the full amount of the Local Marketing Expenditure, you must spend the remaining Local Marketing Expenditure on marketing activities in your Protected Area as permitted under the Franchise Agreement.

# **ADVERTISING COOPERATIVE**

If we believe that two or more Adventure Parks may benefit by pooling their advertising dollars, we may form a local or regional Advertising Cooperative for this purpose. If we form an Advertising Cooperative for the region in which your Adventure Park is located, your membership to the advertising cooperative is automatic, and you must participate in the Advertising Cooperative. Contributions to the Advertising Cooperative will be credited toward your Local Marketing Expenditure. We have the right to create, dissolve, and merge advertising cooperatives. We will also have the power to require Advertising Cooperatives to be formed, changed, dissolved, or merged, and to create and amend their governing documents. No advertising cooperative has yet been created and, therefore, no governing documents are available for your review.

Governing documents will provide that any Advertising Cooperative created under authority of the Franchise Agreement will (1) operate by majority vote, with each Adventure Park (whether franchised or affiliate-owned or managed) being entitled to one vote, (2) entitle us to cast one vote (in addition to any votes we may cast for affiliate-owned locations), (3) permit the members of the Advertising Cooperative, by majority vote, to determine the amount of required contributions, and (4) provide that any funds left in the Advertising Cooperative at the time of its dissolution be returned to the members in proportion to their contributions made during the 12-month period immediately preceding dissolution. All members (including company-owned and our affiliate-owned locations) will contribute at the same rate. The majority vote will determine the level of contributions. We do not currently expect that company-owned or affiliate-owned Adventure Parks will have majority voting power in any Advertising Cooperative, but if they do, the required contribution to the Advertising Cooperative for each member will not exceed \$50,000 per year without consent of a majority (i.e. 51%) of franchisee members of such Advertising Cooperative.

#### **GRAND OPENING ADVERTISING**

You must conduct grand opening advertising and promotional program before the Adventure Park opens for business in accordance with the Standards set forth in the Manual and using our required Marketing and Media Partners. We will consult with you in planning the grand opening program. You must spend between \$45,000 and \$60,000 in connection with your grand opening. The media portion of this grand opening expenditure should be submitted to Urban Air for processing through our required media partner no later than 6 weeks prior to planned store opening or once the grand opening media plan is submitted to you. A portion of the grand opening advertising will be spent prior to opening and include any onsite public relations and activation. The remaining will be spent during the 8 weeks following grand opening of your Franchised Business in media spend with our required media partner. This amount is in addition to the other

required advertising investments described in this Item 11. Any creative associated with your grand opening will be developed by us in conjunction with and approved by your Regional Marketing Manager.

# ADVERTISING COUNCIL

Currently, there is no advertising council composed of franchisees, but we reserve the right to form an advisory council that may advise on advertising and other matters that we may designate. If such a council is formed, we reserve the right to select and approve members or establish the process by which members will be elected or appointed to serve on the council. In addition, we reserve the right to form, change, dissolve or merge the council. If formed, the council will serve in advisory capacity only and will not have operational or decision-making power.

#### **TECHNOLOGY REQUIREMENTS**

We may establish and maintain an intranet facility through which members of the Urban Air Adventure Parks system may communicate with each other and through which we may disseminate updates to the Manual and other confidential information. We will have no obligation to maintain the intranet indefinitely. We will establish policies and procedures for use of the intranet which will address issues such as (1) code of conduct with respect to communications, (2) confidential treatment of materials we transmit via the intranet, (3) password protocols and security precautions, (4) grounds and procedures for suspending or revoking a franchisee's access to the intranet and (5) privacy policies governing our access to and use of the intranet. All content communicated via the intranet will become our property. You must purchase and install all necessary additions to your Adventure Park's technology system and establish and maintain electronic connection with the intranet that allows us to send and receive messages from you. Your obligation to maintain the intranet will continue until your Franchise Agreement expires or is terminated (or, earlier if we cease to maintain the intranet).

You must acquire and use all computer systems that we prescribe for use by our franchisees and may not use any computer system or components or software applications that do not conform to the Standards or that we have not approved in writing. Requirements may include, among other things, hook up to remote servers, off-site electronic repositories, and high-speed internet connections and service. We may require you to update or upgrade computer hardware components and software applications as we deem necessary, but not more than three times per calendar year. You must enter into all applicable software license agreements and software maintenance agreements, in the form and manner we prescribe, and pay all fees charged by third-party software and software service providers, whether billed to you directly or passed through by us. At our request, you must sign or consent to a "terms of use" agreement regarding all software applications that we designate. We may independently access from a remote location, at any time, all information input to, and compiled by, your computer system or an off-site server, including information concerning sales, purchase orders, inventory, and expenditures. There are no contractual limitations to our right to access the information and data.

We require all franchisees to purchase a desktop computer and printer for back of the house needs, and we require all franchisees to acquire and use the Point of Sale ("POS") and self-serve systems that we designate, including payment of the monthly licensing requirements related to the use of such POS. Neither we nor any of our affiliates or any third party is obligated to provide ongoing maintenance, repairs, upgrades or updates to any computer hardware or software (including without limitation your POS).

We estimate that the initial cost of your required systems, including the POS system, and general technology infrastructure, is \$1,750, in addition to estimated annual costs of \$23,232. This estimate is for five POS systems and five self-serve system stations. Depending on the size of your Adventure Park, or if you choose, you may require additional POS or self-serve systems, which will increase your initial and annual costs.

We may also require that you connect to a web-based application, such as franchise management software, which enables us to independently access and poll the information on your POS system. There is no

contractual limitation on our right to independently access this information. We will not have independent access to the information generated by or stored on your personal computer.

We reserve the right to develop and implement various technologies, software, or systems for the benefit of the System and Urban Air Adventure Parks, in which case we may require you to adopt and use such technologies, software, or systems, and require you to pay our then-current Technology Fee as published in the Manual periodically. There is no contractual limitation on our right to implement such programs.

You must, at your own expense, maintain your computer systems and network in good repair and working order and properly update and otherwise change your computer hardware and software systems as we may require. You must pay all amounts charged by any licensor of the systems and programs you use, including charges for use, maintenance, support and update of these systems or programs. There is no contractual limitation on our ability to require the hardware and any software programs be updated.

All customer information we obtain from you and all customer information you collect from Adventure Park customers (including without limitation guests of the Adventure Park and participants in programs offered in connection with the operation of the Adventure Park) (collectively, "Customer Data") and all revenues we derive from such Customer Data will be our property and our confidential information that we may use for any reason without compensation to you, including making financial performance representations in our franchise disclosure documents. You will assign all rights in Customer Data to us. You will provide copies of all Customer Data to us upon request. At your sole risk and responsibility, we may grant you the right to use Customer Data that you acquire solely in connection with operating your Adventure Park to the extent your use is permitted by applicable law. Upon expiration of your Franchise Agreement, all copies of Customer Data must be returned to us and removed from your POS, computer hardware and software and any other form of electronic media or hard copy in your possession or to which you have access.

You will: (1) comply with all applicable privacy laws ("Privacy Laws"); (2) comply with all Standards that relate to Privacy Laws and the privacy and security of Customer Data; (3) comply with any posted privacy policy and other representations made to the individual identified by Customer Data you process and communicate any limitations required thereby to any authorized receiving party in compliance with all Privacy Laws; (4) refrain from any action or omission that could cause us to breach any Privacy Laws; (5) maintain reasonable physical, technical and administrative safeguards for Customer Data and other Confidential Information that is in your possession or control in order to protect the same from unauthorized processing, destruction, modification or use that would violate the Franchise Agreement or any Privacy Law; (6) do and sign, or arrange to be done and signed, each act and document we deem necessary in our business judgment for us to maintain compliance with Privacy Laws; and (7) immediately report to us any theft or loss of Customer Data (other than the Customer Data of your own officers, directors, shareholders, employees or service providers).

You will, upon our request, provide us with information, reports and the results of any audits performed on your Franchised Business regarding your data security policies, security procedures or security technical controls related to Customer Data. You will, upon our request, provide us or our representatives with access to your technology systems and related records, policies and practices that involve processing Customer Data to mitigate a security incident or so that an audit may be conducted.

You will indemnify, defend and hold us harmless from losses arising out of or relating to: (1) any theft, loss or misuse of Customer Data; and (2) your breach of any of the terms, conditions or obligations relating to data security, privacy or Customer Data set forth in the Franchise Agreement.

You will immediately notify us upon discovering or otherwise learning of any theft, loss or misuse of Customer Data. You will, at our discretion: (1) undertake remediation efforts at your sole expense; (2) undertake effort to prevent the recurrence of the same type of incident; and (3) reasonably cooperate with any remediation efforts undertaken by us. You will not make any public comment regarding any data

security incident without our prior written approval. Any notifications to the media or to customers of your Adventure Park regarding theft or loss of Customer Data will be at our sole discretion, handled exclusively by us and you may not contact any Adventure Park customers relating to such theft or loss except at our direction or as required by applicable law, in which event you must notify us in writing promptly after concluding that you have the legal obligation to notify Adventure Park customers and you will limit such notice to the Adventure Park customers to whom you are legally required to provide notice. You will reasonably cooperate with us in connection with any notice to Adventure Park customers and will assist in sending notices to such customers at our request.

## ITEM 12 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.

You must operate your Adventure Park at a site approved by us ("Approved Location") within the Protected Area as identified in the Franchise Agreement. Upon execution of the lease for the Approved Location, your Franchise Agreement will be amended to identify your "Protected Area," which will be determined by us, and which may be based upon any or all of the following: zip codes, geographic boundaries, or a radius surrounding the Approved Location. There is no minimum Protected Area. Typically, but not in all cases, available Protected Areas will encompass a population of approximately 45,000 children aged infant to 14 years based upon the most recent U.S. Census or other publicly available data that we designate. We may award you a larger Site Selection Area upon execution of the Franchise Agreement, within with you may search to identify an appropriate site to serve as the premises of your Franchised Business. Upon approval of such site, we will award a smaller Protected Area. Once the Protected Area is established, you forfeit the Site Selection Area. The Protected Area may be smaller or otherwise different from the Site Selection Area. The boundaries of your Protected Area may be altered only by written consent of the parties, except as provided in your Franchise Agreement with respect to any default of your representations, warranties, covenants or obligations therein. If you co-brand with an Affiliated Brand, your Protected Area may be different from the protected area granted under the Affiliated Brand's franchise agreement.

During the term of and subject to your compliance with the Franchise Agreement and any other agreement between you and us or our affiliates, we will neither operate nor grant others the right to operate another Adventure Park in the Site Selection Area until the Approved Location is identified and, thereafter, we identify the Protected Area, except for those rights reserved to us and our affiliates. This restriction will not apply to any Adventure Park that is operating or in development within the Site Selection Area as of the effective date of the Franchise Agreement. The Protected Area may overlap with or be overlapped by the protected area of other Urban Air Adventure Park franchisees or Adventure Parks that our affiliates own or operate, so long as there are no other Adventure Parks in the area of overlap.

We retain for ourselves and our affiliates all other rights in and to the Proprietary Products, Proprietary Marks, Indicia, and System, including: (1) the right to own and operate and to grant others the right to own and operate Adventure Parks at any location outside the Protected Area, regardless of proximity to the Protected Area; and (2) the right to distribute any and all products and services and their components identified by the Proprietary Marks, including those used or sold in your Franchised Business, including proprietary merchandise (such as shirts, hats, jackets, etc.) and pre-packaged products, through alternative channels of distribution, including direct mail, the Internet or any other form of e-commerce, or any other channel of distribution, except a Franchised Business, whether or not such sales occur within your Protected Area; you are not entitled to compensation for any such sales made in your Protected Area. We also may establish and operate, and license others to establish and operate, any business other than an Adventure Park, under the Proprietary Marks or under other marks, including family entertainment centers or other businesses that we or our affiliates may operate, acquire, be acquired by or be merged or consolidated with.

In addition, we may establish and operate, and license others to establish and operate, an Adventure Park and other family entertainment centers in any Special Venue, whether or not located within the Protected Area. A "Special Venue" is a venue that offers less than the full slate of Attractions offered in an Adventure Park, for example, a skydiving park or a go-kart park that includes limited additional Attractions, under the Urban Air Adventure Park service mark or some other derivative of the Proprietary Marks. We and our affiliates also may advertise and promote the Brand and the System within and outside your Protected Area.

As stated in Item 11, you must focus your marketing activities within your Protected Area. You may engage in direct marketing activities in the Protected Area (even if they overlap another franchisee's protected area). We may develop policies and procedures that apply to all types of advertising and marketing efforts, including Social Media advertising, and you must comply with all policies and procedures that we develop. You may not conduct marketing activities outside of your Protected Area, unless we provide you with written consent specifically identifying the additional areas and time frame in which you may market outside of your Protected Area. You may not sell products through alternative channels of distribution, such as the internet, direct mail, telemarketing, or other direct marketing without our consent. Continuation of your territorial protection under the Franchise Agreement does not depend on you achieving a certain sales volume, market penetration, or other contingency.

You may relocate your Adventure Park only with our written consent. If your lease expires or terminates through no fault of yours, or if the Franchised Business premises are destroyed or materially damaged by fire, flood, or other natural catastrophe, we will permit you to relocate to another location within your Protected Area. If we grant relocation rights for this reason, you must open the Franchised Business for business at the new location within 180 days of closing the original location. If we permit you to relocate the Franchised Business for any other reason, you must open the Franchised Business for business at the new location within 30 business days of closing the original location.

#### **DEVELOPMENT AGREEMENT**

When you execute your Development Agreement, we will identify a Development Area in which you shall open your Adventure Parks. During the term of the Development Agreement, Franchisor shall not own or operate, or grant anyone else the right to operate, an Urban Air Adventure Park within the Development Area. When you are ready to open each Franchised Business, we may identify a smaller Site Selection Area if we deem appropriate, before we establish a Protected Area. Upon expiration or termination of the Development Agreement, your rights to the Development Area also terminate, except for the Protected Areas defined in each Adventure Park's franchise agreement.

#### ADDITIONAL FRANCHISE RIGHTS

Other than what is set forth in your Franchise Agreement and Development Agreement, we do not grant you any options or rights of first refusal to acquire additional franchises.

#### ITEM 13 TRADEMARKS

Our affiliate, UATP IP, LLC, owns the following Proprietary Marks, which have been registered on the Principal Register of the U.S. Patent and Trademark Office ("<u>USPTO</u>"). All required affidavits have been filed.

Proprietary Mark	Registration Number	Registration Date	International Class
Urban Air Trampoline Park (standard character)	4807427	September 8, 2015	41

Proprietary Mark	Registration Number	Registration Date	International Class
Get Up. Get Fly. (standard character)	4799297	August 25, 2015	41
Sky Rider (standard character)	5361358	December 19, 2017	41
Urban Air Adventure Park (standard character)	5371211	January 2, 2018	25, 41
Adventure Hub (standard character)	5419676	March 6, 2018	41
Activate Awesome (standard character)	5597437	October 30, 2018	41
Next Level Play (standard character)	5597438	October 30, 2018	41
(Design Mark)	5752267	May 14, 2019	41
Scare in the Air (standard character)	6190408	November 3, 2020	25, 41
Urban Air (standard character)	6067884	June 2, 2020	25, 41
Gear Up! Game On! (standard character)	6301907	March 23, 2021	9, 41
Holiday Heights (standard character)	6433809	July 27, 2021	25, 41
Urban Air	6901733	November 15, 2022	25, 41

Our affiliate does not yet have federal registrations for the Pending Proprietary Marks. Therefore, the Pending Proprietary Marks do not have as many legal benefits and rights as federally registered trademarks. If our right to use the Pending Proprietary Marks trademark is challenged, you may have to change to an alternative trademark, which may increase your expenses.

There is presently no effective determinations of the USPTO, any trademark trial and appeal board, the trademark administrator of any state or any court, nor any pending infringement, opposition, or cancellation proceeding, nor any pending material litigation involving the Proprietary Marks which is relevant to their ownership, use, or licensing. There is no other pending material federal or state court litigation regarding our use or ownership rights in any trademark. All required affidavits have been filed.

#### **USE OF PROPRIETARY MARKS**

UATP IP, LLC has granted us the perpetual right to use and sublicense the use of the Proprietary Marks, including those listed above and those developed in the future, together with other intellectual property critical to the System pursuant to a written license agreement dated March 1, 2014 ("License Agreement"). If the License Agreement terminates, UATP IP, LLC will assume all of our rights and obligations under your Franchise Agreement. Except for the License Agreement, there are no agreements currently in effect that significantly limit our rights to use or to license the use of the Proprietary Marks in any manner material to the Franchised Business. We are not aware of any superior prior rights or infringing uses that could materially affect your use of the Proprietary Marks in any state. We know of no other agreements currently in effect which significantly limit our rights to use or license the use of the Proprietary Marks in any manner material to you.

You must use the Proprietary Marks in full compliance with provisions of the Franchise Agreement and according to the trademark usage guidelines and rules we periodically prescribe. You may not use any Proprietary Mark as a part of your corporate name or with any prefix, suffix, or other modifying words, terms, designs, or symbols (other than logos licensed by us to you) and you may not use them to incur any obligation or indebtedness on our behalf. You may not use any name or mark associated with the sale of any unauthorized product or services in any other manner not explicitly authorized in writing by us.

You may use only the Proprietary Marks that we designate, must use them only in the manner that we authorize and permit, and must use them with the symbols, "®," "TM," or "SM," as appropriate. You may use the Proprietary Marks only in connection with the operation and promotion of the Franchised Business, and only in the manner we prescribe. You may not contest ownership or validity of the Proprietary Marks or any registration of the Proprietary Marks, or our right to use or to sublicense the use of the Proprietary Marks. You must sign all documents that we require to protect the Proprietary Marks and to maintain their validity and enforceability.

#### INTERNET AND SOCIAL MEDIA USAGE

You may not cause or allow all or any recognizable portion of the Proprietary Marks to be used or displayed as all or part of an e-mail address, Internet domain name, uniform resource locator ("<u>URL</u>"), or meta-tag, or in connection with any Internet home page, web site, mobile channels, or any other Internet-related activity without our express written consent, and, then, only in a manner and consistent with our procedures, standards and specifications. This prohibition includes use of the Proprietary Marks or any derivative of the Proprietary Marks as part of the registration of any username on any gaming website, personal blogs or social networking website including Facebook, LinkedIn, Yelp, Pinterest, Instagram, Tik Tok, or X (formerly known as Twitter), or any virtual worlds, file sharing, audio sharing and video-sharing sites. You must comply with our social media and networking policies, which will be provided to you in the Manual and which may be modified, amended, or terminated by us at any time (Franchise Agreement Section 13.D.)

You may not establish or maintain a web site or other presence on the World Wide Web portion of the Internet, including gaming websites or social networking websites such as Facebook, LinkedIn, Yelp, Pinterest, Instagram, Tik Tok, or X (formerly known as Twitter), that reflects any of the Proprietary Marks or any of our copyrighted works, including the term "Urban Air Adventure Park" as part of its URL or domain name, that otherwise states or suggests your affiliation with us or the System, or that uses or displays any collateral merchandise offered at the Franchised Business, without our express written consent, and, then, only in a manner and consistent with our procedures, standards and specifications. We will create all

social media accounts related to the Franchised Business and license such accounts to you for use in promoting the Franchised Business while the Franchise Agreement is in effect. (Franchise Agreement Section 15.G.) Our social media and networking policies will be provided to you in the Manual and may be modified, amended, or terminated by us at any time. (Franchise Agreement Section 15.D.)

#### **INFRINGEMENT**

If there is any infringement of, or challenge to, your use of any name, mark, or symbol, you must immediately notify us, and we may take any action that we deem appropriate, in our sole discretion. The Franchise Agreement does not require us to take affirmative action if notified of the claim. We have the right to control all administrative proceedings or litigation involving your use of the Proprietary Marks. The Franchise Agreement does not require us to participate in your defense or to indemnify you for expenses or damages if you are a party to an administrative or judicial proceeding based on your use of the Proprietary Marks, or if the proceeding is resolved unfavorably to you. We have the right to designate one or more new, modified or replacement Proprietary Marks for your use and to require you to use the new, modified or replacement Proprietary Marks in addition to or in lieu of any previously designated Proprietary Marks. You must comply with the directive, at your expense, within 60 days following your receipt of written notice of the change. These rights arise only under the Franchise Agreement.

# ITEM 14 PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION

Our affiliate, UATP IP, LLC, owns the following Patents, which have been registered on the Principal Register of the U.S. Patent and Trademark Office. All required affidavits have been filed.

Patent	Patent Number or Publication Number	Publication Date or Date of Patent
Multi-Level Play Equipment (non-provisional patent application)	US-10702729-B2	July 7, 2020
Obstacle Course with Illuminated Ball Pit (non-provisional application)	US-20190118101-A1	April 25, 2019
Obstacle Course with Illuminated Ball Pit (PCT application)	WO/2019/084138	February 5, 2019
Indoor Zip Coaster with Stations (provisional patent application)	US-11850529	December 26, 2023
Projected Game Arena with Moveable Surfaces (provisional patent application)	US-20200197772-A1	June 25, 2020
Wearable RFID Device	US-11200477	December 14, 2021

Our affiliate, UATP IP, LLC, owns the following copyrights, which have been filed with the U.S. Copyright Office. All required documents have been filed.

Copyright	Registration Number	Registration Date
Urban Air Slam Dunk	VA0002096749	November 7, 2017
Urban Air Urbie	VAU001304643	April 27, 2017

Aside from the foregoing, there are no other patents or registered copyrights material to the franchise, but we claim copyright protection in many elements of the System including the Manual, the design elements of the Proprietary Marks, our product packaging, signage our advertising and promotional materials, and the content and design of our web site ("Copyrighted Works").

There currently are no effective determinations of the USPTO, U.S. Copyright Office or any court regarding any of the Patent or Copyrighted Works. No agreement limits our right to use or license the Patents or Copyrighted Works. We do not know of any superior prior rights or infringing uses that could materially affect your using the Patents or Copyrighted Works. We need not protect or defend the Patents or Copyrighted Works or take any action if notified of infringement, and you have no obligation to notify us of any infringement. We may take the action we deem appropriate (including no action) and exclusively control any proceeding involving the Patents or Copyrighted Works. No agreement requires us to participate in your defense or indemnify you for damages or expenses in a proceeding involving a Patent or Copyrighted Works or claims arising from your use of the Patents or Copyrighted Works.

You and your owners and employees must maintain the confidentiality of all trade secrets, the Standards and all other elements of the System, all customer information, all information contained in the Manual, and any other information that we designate as confidential ("Confidential Information"). Each of your owners must sign the Undertaking and Guaranty Agreement attached as Attachment D to the Franchise Agreement and the Confidentiality and Non-Competition Agreement attached as Attachment E to the Franchise Agreement. All of your employees with access to Confidential Information must also sign a confidentiality and non-competition agreement in the form designated by us.

You must promptly notify us of any apparent infringement of, or challenge to, your use of any of the Patents, Copyrighted Works or Confidential Information. We are not required to take affirmative action when notified of a claim, or to participate in your defense or indemnify you for expenses or damages if you are a party to an administrative or judicial proceeding involving any of the Copyrighted Works or Confidential Information, or if the proceeding is resolved unfavorably to you, but will take whatever action we determine to be appropriate under the circumstances. We have the right to control all administrative proceedings or litigation involving the Copyrighted Works and Confidential Information. If we or our affiliate undertakes the defense or prosecution of any litigation pertaining to any of the Copyrighted Works or Confidential Information, you must sign all documents and perform such acts and things as, in the opinion of our legal counsel, may be necessary to carry out the defense or prosecution.

If you or any of your owners develops any new concept, product, sales technique, or improvement in the operation or promotion of the Franchised Business, you must promptly notify us, and provide to us all necessary related information. By signing the Franchise Agreement, you and each owner permanently and irrevocably assign your respective rights in and to the concept, product, sales technique, or improvement and permit us to use or disclose the information to our affiliates and other Urban Air Adventure Park franchisees as we determine appropriate, without providing you any compensation.

# ITEM 15 OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS

#### FRANCHISE AGREEMENT

The Franchised Business must be supervised at all times by a person who assumes the responsibilities of general management, and full-time responsibility for daily supervision and operation, of your Franchised Business (the "Designated Manager"). Your Designated Manager must attend and complete to our satisfaction our initial training program and all other training that we require, devote substantial full-time and best efforts, in person on a daily basis, to the supervision, operation, and conduct of the Franchised Business, and sign and deliver to us a Confidentiality and Noncompete Agreement in the form attached as Attachment E to the Franchise Agreement. We must approve your Designated Manager. We highly recommend, but do not require, that your Designated Manager own an equity interest in you if you are a business entity. If your Designated Manager ceases to serve in, or no longer qualifies for, the position, you must designate another qualified person to serve as your Designated Manager within 30 days. Your proposed replacement Designated Manager must successfully complete the initial training program and

sign and deliver to us a Confidentiality and Noncompete Agreement before assuming Designated Manager responsibilities.

Neither you nor your Designated Manager may own, maintain, advise, operate, engage in, be employed by, make loans to, invest in, provide any assistance to, or have any direct or indirect interest in (as owner or otherwise) or relationship or association with, any business that competes with Adventure Parks or any of the products or services they offer. You also may not disclose any information contained in our Manual or other information proprietary to the System. Each Owner (regardless of the limitation of their ownership percentage in the Franchised Business), Designated Manager, any supervisors, and other key employees having access to our Manual and proprietary information must sign a Confidentiality and Non-Competition Agreement substantially in the form of Attachment E to the Franchise Agreement.

Each Owner of the franchise or the franchisee entity must sign an Undertaking and Guaranty substantially in the form of <u>Attachment D</u> to the Franchise Agreement to personally guarantee to us that you will perform all obligations under the Franchise Agreement in a timely manner according to the respective terms of the Franchise Agreement.

"Owner" means you if you are an individual, or each individual or entity holding more than a ten percent equity interest in you if you are a business entity (regardless of voting rights), and the franchisee individual(s) or entity(ies) that enter into the Franchise Agreement if you are a business entity. It includes all officers, directors, and shareholders of a corporation, all managers and members of a limited liability company, all general and limited partners of a limited partnership, and the grantor and the trustee of the trust. If any Owner is a business entity, then the term "Owner" also includes the Owners of that business entity.

The franchisee is required to be a business entity formally organized in the state of your choosing. If the franchise agreement was signed under the franchisee's individual capacity, then such individuals are required to execute the then-current form of the assignment and assumption agreement assigning the franchise agreement to your business entity within 30 days of the effective date of the franchise agreement. Our current template form of the assignment and assumption agreement is included in this disclosure document under Exhibit K.

### **DEVELOPMENT AGREEMENT**

You must appoint a person who shall serve as the "<u>Designated Principal</u>," who is an Owner of the Developer. The Designated Principal shall be responsible for general oversight and management of the development of the Franchised Businesses under Development Schedule. Once each Franchised Businesse is open, the Developer or Designated Principal may appoint another to serve as that Adventure Park's Designated Manager. Each Owner and Designated Principal of the Developer must sign an Undertaking and Guaranty substantially in the form of Attachment D to the Development Agreement to personally guarantee to us that you will perform all obligations under the Development Agreement in a timely manner according to the respective terms of the Development Agreement.

# ITEM 16 RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL

You may offer and sell only the products, goods, and services specifically authorized by us in writing, including without limitation ancillary services that Franchisor may authorize from time to time (e.g., afterschool programs ("<u>Learn and Fly</u>"), summer camps, supplemental education camps ("<u>Camp Urbie</u>") and such other programs as Franchisor may establish, and only offer the Attractions that Franchisor specifies). Conversely, you may not offer or sell any products, goods, or services not specifically authorized by us in writing. We may, at any time and in our sole and absolute discretion, add, eliminate, or modify authorized products, goods, and services; there are no contractual limitations on our rights to make such changes.

We reserve, to the fullest extent permitted by then-applicable law, the right to establish policies and programs regarding pricing of products and services, including, but not limited to, establishing the maximum and minimum retail prices and membership program prices, recommending retail and membership program prices, advertising specific retail prices for some or all products or services sold at your Adventure Park, and developing and advertising price promotions or package promotions. We may compel you to observe, honor, and participate in any such policies or programs we establish.

The Franchise Agreement gives you the right to operate a single Urban Air Adventure Park and to offer approved products, goods, and services only at the approved location. To the extent that we may periodically expand our service offerings to provide on-site entertainment, after school programs, children's supplementary education or social "camps" or similar services, you may provide such services at your Adventure Park and in the Protected Area (or other area that we may authorize) according to the Franchise Agreement and our then-current Standards, policies, and procedures. You may not host or permit third parties to host programs (including after school programs, children's "camps" or similar services) at your Adventure Park except unless we have authorized such services to be offered in advance in writing.

You must participate in and offer to your customers all customer loyalty and reward programs and all contests, sweepstakes, and other prize promotions. We will provide you the details of each program and promotion, and you must promptly display all point-of-sale advertising and promotion-related information at such places within the Franchised Business premises as we may designate. You must purchase and distribute all coupons, clothing, toys, and other collateral merchandise (and only the coupons, clothing, toys, and collateral merchandise) we designate for use in connection with each such program or promotion.

You may only use marketing and promotional materials that we have approved.

As stated in Items 11 and 12, you must focus your marketing activities within your Protected Area. You may engage in direct marketing activities in the Protected Area. We may develop policies and procedures that apply to all types of advertising and marketing efforts, including social media advertising, and you must comply with those policies and procedures. You may not conduct marketing activities outside of your Protected Area, unless we provide our written consent that specifically identifies the additional areas and time frame in which you may market outside of your Protected Area. Except as described in this Item, you are not limited in the type of customers to whom you may sell approved products or services.

# ITEM 17 RENEWAL, TERMINATION, TRANSFER, AND DISPUTE RESOLUTION THE FRANCHISE RELATIONSHIP

This table lists certain important provisions of the franchise and related agreements. You should read these provisions in the agreements attached to this disclosure document.

Provision	Section in Franchise Agreement	Summary
a. Length of the franchise term	Section 2.A.	10 years from the grand opening of the Franchised Business.
b. Renewal or extension	Section 2.B.	If you are in good standing you may elect to continue operating the franchise for two additional, consecutive five-year successor terms. You must pay us a renewal fee equal to 50% of our then-current initial franchise fee plus reimbursement of our legal and professional expenses.
c. Requirement for franchisee	Section 2.B.	Provide notice; may not be in default of the Franchise Agreement or any other agreement; must renovate and modernize the Franchised Business premises to conform

Provision	Section in Franchise Agreement	Summary					
to renew or extend		to our then-current image; you and employees must be in compliance with our then-current training requirements; you must have the right to possess the Franchised Business premises or have secured a substitute location; may not have a continued pattern of non-compliance as evidenced by repeated failed quality assurance evaluations, regardless of whether you have taken corrective action; and you and all guarantors must sign a release, subject to applicable law. If we grant you the right to a successor term, you must sign our then-current form of franchise agreement, which may be materially different than the current form and may reflect different royalty fee and advertising obligations.					
d. Termination by franchisee	No provision	Not applicable.					
e. Termination by franchisor without cause	No provision	Not applicable.					
f. Termination by franchisor with cause	Article 18	We can terminate only if you are in default.					
g. "Cause" defined – curable defaults	Section 18.C.	(1) You fail to identify a site for the Franchised Business within the required time period and you fail to cure within seven (7) days after delivery of written notice of default; (2) You fail to sign a lease by the lease deadline and you fail to cure within seven (7) days after delivery of written notice of default; (3) You fail to sign an agreement for the purchase and installation of Attractions and other furniture, fixtures, equipment and signage with our Affiliate or designated supplier of such Attractions, furniture, fixtures, equipment and signage, as applicable, and pay the initial deposit required under such agreement(s) (if any) within 60 days after the building plans are approved by the applicable municipality but in all events and no later than 150 days following the effective date of the franchise agreement, and fail to cure within 30 days after delivery of written notice of default; (4) You fail to commence construction of your Adventure Park within six weeks after you sign the agreement for the purchase and installation of Attractions and fail to cure within 30 days after delivery of written notice of default; (5) You fail to commence operation of your Adventure Park by the Opening Date and fail to cure within 15 days after delivery of written notice of default; (6) You or your affiliate fails to pay any monies owed to Franchisor, its affiliates or your trade creditors when due and fail to cure within ten days after delivery of written notice of default;					

Provision	Section in Franchise Agreement	Summary						
		(7) You misuse the Proprietary Marks or other intellectual property and fail to correct the misuse within five days after delivery of written notice of default; (8) You infringe on the rights of third-parties, including unauthorized use of third-party trademarks, service marks, patents, copyrights, and all other intellectual property, and fail to cure immediately after our written or verbal notice, depending on the severity of such infringement; (9) The Franchised Business is cited for violation of health, sanitation, or safety laws or regulations, and fails to cure the violation within five days after the date the citation is issued; (10) You purchase or use items for which Franchisor has identified Designated Suppliers from an unapproved source; (11) You purchase, use, or sell ingredients, prepared foods, retail items, and other items not approved by the Franchisor; (12) You knowingly maintain false books or records or submit any false reports or statements to Franchisor; (13) You fail to obtain or maintain required insurance coverage, and fail to cure within five days of Franchisor's written notice; (14) You are not in compliance with federal, state, or local laws, including but not limited to employment, environmental, occupancy, or other laws affected the day-to-day operations of your Franchised Business; (15) You refuse to permit Franchisor to inspect the Franchised Business premises, or the books, records, or accounts of Franchisee upon demand; (16) You, directly or indirectly, revoke your participation in Franchisor's then-current electronic funds transfer program; or (17) You fail to comply with any provision of the franchise agreement and fail to take appropriate corrective action within 30 days after delivery of written notice of a default.						
h. "Cause" defined – non- curable defaults	Sections 18.A. and 18.B.	The Franchise Agreement will terminate automatically without notice and without an opportunity to cure upon the happening of certain bankruptcy or insolvency-related events, or upon foreclosure or lien against the assets of the Franchised Business.  We may terminate the Franchise Agreement without providing you an opportunity to cure upon: (1) Your abandonment of the Franchised Business (for purposes of this provision "abandonment" will be deemed to occur if you fail to operate the Franchised Business on three or more consecutive days or if you otherwise convey an intention to close the Franchised Business), or lose the right to possess the premises for the Approved Location; (2) The making of any false or materially misleading representations in your franchise application or during the						

Provision	Section in Franchise Agreement	Summary					
		franchise application process; (3) You or any of your Owners or Affiliates is or has been held liable for or convicted by a court of law, pleads or has pleaded no contest to, a felony, indictable offense or other unlawful act, engages in any dishonest or unethical conduct or otherwise engages in any conduct which Franchisor believes will materially and adversely affect the reputation of the Brand, the Urban Air Adventure Park franchise system, any other Adventure Park or the goodwill associated with the Proprietary Marks; (4) Violation of any applicable law or revocation or suspension of any necessary license or certification (including without limitation Franchisee's liquor license or food service license), in whole or in part; (5) Violation of any confidentiality or non-compete obligations; (6) The Franchised Business fails two consecutive quality assurance inspections during any rolling 12-month period or fails three quality assurance inspections during any rolling 24-month period; (7) Termination for cause of any other franchise agreement between Franchisor and you or your Affiliate; (8) Delivery of three or more notices of default during any rolling 24-month period, whether or not the event(s) of default described in such notices ultimately are cured; (9) Transfer or attempted transfer in violation of the franchise agreement; (10) If an imminent threat or danger to public health or safety results from the operation of the Franchised Business; (11) Failure to follow Franchised Business; instructions or protocol upon a Crisis Management Event; (12) Utilizing unapproved non-cash payment systems in the Franchised Business; (13) Accepting or processing non-U.S. currency for products and services offered by the Franchised Business, including but not limited to cryptocurrency; or (14) If Franchisee breaches any material provision of this Agreement which breach is not susceptible to cure.					
i. Franchisee's obligations on termination/non-renewals	Article 19	Under the Franchise Agreement, obligations include payment of all amounts owed to us (including without limitation a lump sum payment of liquidated damages, described in Item 6), ceasing to hold yourself out as a franchisee or former franchisee; ceasing operating the Franchised Business; cancelling any assumed or fictious names containing the Proprietary Marks; disposing of Attractions as we direct; surrendering the Manual and all other confidential information in your possession to us; transferring the Franchised Business' telephone number to us; at our option, assigning us your interest in the lease for the Franchised Business premises; sell to us any of the					

Provision	Section in Franchise Agreement	Summary				
		Franchised Business' assets we elect to purchase; notify members of the closure of your Franchised Business using our then-current form of notice and offering those members the option to terminate their membership and receive a pro rata refund; and comply with post term obligations (also see r, below).				
j. Assignment of contract by franchisor	Section 17.A.	No restriction on our right to assign our interest in the Franchise Agreement or to transfer any of our assets.				
k. "Transfer" by franchisee – defined	Section 17.B.	Includes transfer of Franchise Agreement, transfer of the assets of the Franchised Business, and ownership changes.				
Franchisor     approval of     transfer by     franchisee	Section 17.B.	We have the right to approve all transfers but will not unreasonably withhold approval.				
m. Conditions for franchisor approval of transfer	Section 17.B.	We may condition approval on satisfaction of the following: all monetary obligations must be satisfied; you must be in full compliance with the Franchise Agreement and all other agreements; you and each owner must sign a then-current general release; the transferee must meet our Standards for new franchisees; the transferee must sign our then-current form of franchise agreement for the remainder of the franchise term left on your agreement; the transferee must agree to refurbish the Franchised Business premises; you must agree to remain liable for all pretransfer obligations; the transferee must comply with our then-current training requirements; you must use our Designated Supplier to conduct inspections of the Franchised Business premises before the transfer; the economic terms of the transfer may not, in our opinion, materially and adversely affect the post transfer viability of the Franchised Business. If you elect to participate in our resale program, then you must also comply with our then-current resale program agreement, and pay the then-current resale program agreement, and pay the then-current resale program fee.				
n. Franchisor's right of first refusal to acquire franchisee's business	Section 17.G.	We may match any bona fide offer to purchase your business.				
o. Franchisor's option to purchase	Section 19.B.	We may assume your lease and purchase the assets of your business upon expiration or termination of the Franchise Agreement.				

	Provision	Section in Franchise Agreement	Summary
	franchisee's business	_	
p.	Death or disability of franchisee	Section 17.H.	Transfer of interest to his or her spouse or third party within six months of death or incapacity, subject to our approval and right of first refusal.
q.	Non-competition covenants during the term of the franchise	Article 14	Neither you nor any owner may be involved in any Competitive Business anywhere within the United States, its territories or commonwealths, or any other country, province, state, or geographic area in which Franchisor or its affiliates have used, sought registration of, or registered the Proprietary Marks or similar marks.  A "Competitive Business" is any business or enterprise that is the same as or similar to Urban Air Adventure Parks, including any business or enterprise that operates or grants franchises or licenses for the operation of an indoor or outdoor entertainment center, that hosts birthday parties, or that offers any of the following Attractions, whether individually, piecemeal, or collectively: trampolines, foam pits, warrior/ninja courses, soft play, climbing walls, ropes courses, Sky Rider®, indoor skydiving, dodge ball, rock climbing, digital climbing walls, arcades, bowling, bumper cars, slides, mini golf, laser tag, go karts, virtual reality, immersive reality, MyFly, or related activities.
r.	Non- competition covenants after the franchise is terminated or expires	Article 14	For a two (2) year period following termination or expiration of the franchise, neither you nor any owner may be involved in any Competitive Business located (1) at the former Franchised Business location, (2) within a 25-mile radius of the former Protected Area, or (3) within a 25-mile radius of any other Urban Air Adventure Park in existence or under development at the time of transfer or termination.
S.	Modification of the agreement	Section 22.B.	The Franchise Agreement may be modified only by a written document signed by both parties.
	ntegration/ nerger clause	Section 22.A.	The Franchise Agreement and its Attachments constitute the full and final agreement and are binding (subject to state law). Any other promises or statements may not be enforceable.  No claim made in the Franchise Agreement is intended to disclaim the express representations made in this disclosure document.
u.	Dispute resolution by arbitration or mediation	Section 23.G.	Except for certain claims, all disputes must arbitrated in Texas unless contrary to applicable state law.
v.	Choice of	Section	Litigation and arbitration must be instituted and

Provision	Section in Franchise Agreement	Summary
forum	23.G(9)	maintained in the state or federal courts serving the district in which we maintain our principal headquarter at the time litigation is initiated (currently Tarrant County, Texas) (subject to applicable state law).
w. Choice of law	Section 23.A.	Texas law applies (subject to applicable state law).

	Provision	Section in Development Agreement	Summary				
a.	Length of the franchise term	Section 2.A.	Unless sooner terminated, the term will commence on the effective date of the Development Agreement and will expire on the earlier of (i) the date you execute the final Franchise Agreement in accordance with the Development Schedule; or (ii) the expiration date set forth on the summary page of the Development Agreement.				
b.	Renewal or extension	No provision	Not Applicable				
c.	Requirement for Developer to renew or extend	No provision	Not Applicable				
d.	Termination by Developer	No provision	Not applicable.				
e.	Termination by franchisor without cause	No provision	Not applicable.				
f.	Termination by franchisor with cause	Article 9	Franchisor can only terminate if Developer is in default.				
g.	"Cause"  defined – Sections 9.3.  curable and 9.4.  defaults		Developer shall have 10 days to cure the following upon Franchisor's written notice: (a) failure to obtain or maintain required insurance coverage at the Franchised Business; (b) failure to pay any amounts due to Franchisor; (c) failure to pay any amounts due to your trade creditors (unless such amount is subject to a bona fide dispute); (d) failure to pay any amounts for which Franchisor has advanced funds for or on your behalf, or upon which Franchisor is acting as guarantor of your obligations; (e) misappropriate, misuse, or otherwise utilize the Marks and Confidential Information in a way				

		not authorized by Franchisor; and (f) if an approved transfer is not effected within the designated time frame following a death or permanent incapacity (mental or physical). Developer shall have 30 days to cure any other curable defaults upon delivery of Franchisor's written notice.
		The Development Agreement will terminate automatically without notice and without an opportunity to cure upon the happening of certain bankruptcy or insolvency-related events, or upon foreclosure or lien against the assets of the Developer.
h. "Cause" defined – non- curable defaults	Sections 9.1. and 9.2.	We may terminate the Franchise Agreement without providing you an opportunity to cure if (a) you fail to meet the Development Schedule; (b) you or any Owner is convicted of, or pleads no contest to, a felony, a crime involving moral turpitude, or any other crime or offense that Franchisor believes is reasonably likely to have an adverse effect on the System; (c) there is any transfer or attempted transfer in violation of the Development Agreement; (d) you or any Owner fails to comply with the confidentiality or non-compete covenants; (e) you or any Owner has made any material misrepresentations in connection with your developer application; or (f) Franchisor delivers to you three or more written notices of default within any rolling 12-month period, whether or not the defaults described in such notices ultimately are cured.
i. Developer's obligations on termination/non-renewal	Section 9.8.	Developer shall have no right to establish or operate any Urban Air Adventure Park for which a Franchise Agreement has not been executed by Franchisor at the time of termination or expiration. Our remedies for Developer's breach of this Agreement shall include, without limitation, Developer's loss of its right to develop additional Adventure Parks under this Agreement, and our retention of all development fees paid or owed by Developer. Upon termination or expiration, we shall be entitled to establish, and to franchise others to establish Urban Air Adventure Parks in the Development Area, except as may be otherwise provided under any franchise agreement which has been executed between Franchisor and Developer or Developer's affiliates. In addition, if the Development Agreement is terminated due to a breach by you, you will be required to pay us liquidated damages for breach of that agreement.
j. Assignment of contract by franchisor	Section 8.1.	No restriction on our right to assign our interest in the Development Agreement or to transfer any of our assets.
k. "Transfer" by	Sections 8.2.,	Includes transfer of the Development Agreement,

	Developer – defined	8.3., and 8.4.	ownership changes, and transfer to an entity.
1.	Franchisor approval of transfer by Developer	Sections 8.3. and 8.4.	We have the right to approve all transfers but will not unreasonably withhold approval.
m.	Conditions for franchisor approval of transfer	Sections 8.3. and 8.4.	We may condition approval on satisfaction of the following: all monetary obligations must be satisfied; you have obtained our prior written consent and deliver the proposed transfer agreements to us; you must be in full compliance with the Development Agreement and all other agreements; you and each Owner must sign a release; the transferee must meet our Standards for new developers; the transferee must sign our then-current form of development agreement for the remainder of the term left on your Development Agreement; the transferee must comply with our then-current training requirements; you must satisfy all of your accrued monetary obligations to us; you must pay us the corresponding transfer fee; you and the transferee must execute the consent to transfer agreement in the form we require; transferee and its Owners must sign our form of the Undertaking and Guaranty; and, if applicable, pay any fees related to any resale program that Franchisor maintains.
n.	Franchisor's right of first refusal to acquire Developer's business	No provision	Not applicable.
0.	Franchisor's option to purchase Developer's business	No provision	Not applicable.
p.			Upon the death or permanent incapacity (mental or physical) of the Developer or any Owner, the executor, administrator, or personal representative shall transfer such interest to a third party approved by Franchisor within six months after such death or mental incapacity. In the case of transfer by devise or inheritance, if the heirs or beneficiaries of any such person are unable to meet Franchisor's requirements, the executor, administrator, or personal representative of the decedent may transfer the decedent's interest to another party approved by Franchisor within six months. If the interest is not disposed of within such period, Franchisor may, at its

		option, terminate this Agreement.			
		Neither you nor any owner may be involved in any Competitive Business.			
q. Non- competition covenants during the term of the franchise	Section 6.2.	A Competitive Business is any business or enterprise that is the same as or similar to Urban Air Adventure Parks, including any business or enterprise that operates or grants franchises or licenses for the operation of an indoor or outdoor entertainment center, that hosts birthday parties, or that offers any of the following Attractions, whether individually, piecemeal, or collectively: trampolines, foam pits, warrior/ninja courses, soft play, climbing walls, ropes courses, Sky Rider®, indoor skydiving, dodge ball, rock climbing, digital climbing walls, arcades, bowling, bumper cars, slides, mini golf, laser tag, go karts, virtual reality, immersive reality, MyFly, or related activities.			
r. Non- competition covenants after the franchise is terminated or expires	Section 6.3.	For a two (2) year period following termination or expiration of the franchise, neither you nor any owner may be involved in any Competitive Business located (1) within the Development Area (other than the Franchised Businesses already open pursuant to the Development Schedule), or (2) within a 25-mile radius of any other Urban Air Adventure Park.			
s. Modification of the agreement	Section 13.1.	The Franchise Agreement may be modified only by a written document signed by both parties.			
t. Integration/ merger clause	Section 13.1.	The Development Agreement and its Attachments constitute the full and final agreement. Any other promises or statements may not be enforceable.  No claim made in the Development Agreement is intended to disclaim the express representations made in this disclosure document.			
u. Dispute resolution by arbitration or mediation	Sections 11.2. and 11.3.	Except for certain claims, we and you must first mediate, and if unsuccessful, arbitrate all disputes within a five (5) mile radius of Franchisor's principal headquarters at the time arbitration is initiated			
v. Choice of forum	Section 11.4.	Litigation must be instituted and maintained in the state or federal courts serving the district in which we maintain our principal headquarters at the time litigation is initiated (currently Tarrant County, Texas) (subject to applicable state law).			
w. Choice of law	Section 11.1.	Texas law applies (subject to applicable state law).			

# ITEM 18 PUBLIC FIGURES

We do not currently use any public figure to promote the franchise.

# 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 location or under particular circumstances.

[ITEM 19 CONTINUES ON THE NEXT PAGE.]

# Table 1 – 2.0 Parks<sup>1</sup>

Column <sup>3</sup>	1	2	3	4	5	6	7	8	9	10
Top Quartile	Gross Sales <sup>4</sup>	# of Parks	Cost of Goods Sold <sup>5</sup>	Occupancy <sup>6</sup>	Advertising <sup>7</sup>	Payroll <sup>8</sup>	Insurance <sup>9</sup>	Other Costs <sup>10</sup>	EBITDA <sup>11</sup>	EBITDA %12
High	\$14,180,181	25	\$1,394,094	\$2,430,184	\$1,413,345	\$2,244,382	\$698,237	\$1,884,068	\$4,115,871	29.0%
Low	\$3,950,119		\$514,408	\$761,465	\$206,301	\$832,355	\$219,748	\$509,734	\$906,108	22.9%
Avg.	\$5,254,695		\$654,227	\$775,121	\$303,758	\$1,113,041	\$336,450	\$646,980	\$1,425,117	26.8%
Median	\$4,711,070		\$574,520	\$670,992	\$226,041	\$1,066,451	\$299,405	\$539,168	\$1,233,176	26.9%
No. Units Above Avg.	6		8	8	6	10	9	10	7	13

2nd Quartile	Gross Sales <sup>4</sup>	# of Parks	Cost of Goods Sold <sup>5</sup>	Occupancy <sup>6</sup>	Advertising <sup>7</sup>	Payroll <sup>8</sup>	Insurance <sup>9</sup>	Other Costs <sup>10</sup>	EBITDA <sup>11</sup>	EBITDA % <sup>12</sup>
High	\$3,928,361	25	\$564,070	\$621,127	\$168,916	\$889,326	\$217,530	\$645,322	\$822,070	20.9%
Low	\$3,184,145		\$439,772	\$615,008	\$182,921	\$708,136	\$235,791	\$407,990	\$594,526	18.7%
Avg.	\$3,509,257		\$428,970	\$582,293	\$172,819	\$799,464	\$231,626	\$459,344	\$834,740	23.7%
Median	\$3,549,237		\$425,441	\$604,962	\$176,373	\$770,447	\$220,435	\$458,524	\$861,021	24.0%
No	13		12	15	13	10	9	12	14	13
Above										
Avg.										

3rd Quartile	Gross Sales <sup>4</sup>	# of Parks	Cost of Goods Sold <sup>5</sup>	Occupancy <sup>6</sup>	Advertising <sup>7</sup>	Payroll <sup>8</sup>	Insurance <sup>9</sup>	Other Costs <sup>10</sup>	EBITDA <sup>11</sup>	EBITDA % <sup>12</sup>
High	\$3,181,322	25	\$304,811	\$595,603	\$177,563	\$791,727	\$298,297	\$336,786	\$676,535	21.3%
Low	\$2,463,535		\$331,384	\$403,409	\$156,716	\$454,163	\$144,061	\$223,802	\$750,000	30.4%
Avg.	\$2,741,855		\$346,041	\$557,282	\$132,729	\$657,061	\$181,751	\$339,520	\$527,471	19.2%
Median	\$2,693,007		\$331,384	\$552,614	\$130,549	\$641,888	\$172,628	\$355,721	\$540,788	18.8%
No	10		11	12	12	12	9	14	13	12
Above Avg.										

4th Quartile	Gross Sales <sup>4</sup>	# of Parks	Cost of Goods Sold <sup>5</sup>	Occupancy <sup>6</sup>	Advertising <sup>7</sup>	Payroll <sup>8</sup>	Insurance <sup>9</sup>	Other Costs <sup>10</sup>	EBITDA <sup>11</sup>	EBITDA % <sup>12</sup>
High	\$2,455,561	25	\$367,013	\$508,469	\$138,686	\$472,798	\$171,869	\$340,381	\$456,345	18.6%
Low	\$1,167,264		\$157,335	\$310,250	\$88,435	\$263,168	\$115,340	\$220,392	\$12,344	1.1%
Avg.	\$2,023,643		\$316,073	\$467,834	\$94,797	\$501,886	\$145,970	\$277,112	\$219,971	9.9%
Median	\$2,064,063		\$325,538	\$488,660	\$103,391	\$471,758	\$137,946	\$242,077	\$196,767	9.5%
No	14		14	16	16	9	11	12	11	12
Above										
Avg.										

# Table 2 – 2.5 Parks<sup>2</sup>

Column <sup>3</sup>	1	2	3	4	5	6	7	8	9	10
All Parks	Gross Sales <sup>4</sup>	# of Parks	Cost of Goods Sold <sup>5</sup>	Occupancy <sup>6</sup>	Advertising <sup>7</sup>	Payroll <sup>8</sup>	Insurance <sup>9</sup>	Other Costs <sup>10</sup>	EBITDA <sup>11</sup>	EBITDA % <sup>12</sup>
High	\$7,443,102		\$752,376	\$1,198,281	\$314,204	\$1,296,547	\$237,091	\$836,423	\$2,808,180	37.7%
Low	\$2,609,189		\$322,972	\$571,258	\$113,665	\$779,488	\$178,493	\$289,594	\$353,718	13.6%
Avg.	\$4,381,993	22	\$502,521	\$867,990	\$202,091	\$1,070,726	\$276,794	\$552,558	\$909,314	20.8%
Median	\$4,339,091	23	\$426,506	\$681,753	\$189,694	\$893,285	\$273,456	\$536,558	\$1,337,839	30.8%
No. Units			12	11	11	13	10	9	8	34.9%
Above Avg.	10									

#### Notes on all tables:

Note 1. At the end of our 2023 fiscal year, there were a total of 179 franchised Trampoline Parks and Adventure Parks open and in operation in the United States (comprised of 170 franchised Adventure Parks and 9 franchised Trampoline Parks). Table 1 excludes the 30 franchised Adventure Parks that opened during fiscal year 2023 but did not operate the entire year or reported incomplete data. The Gross Sales data for 9 franchised Trampoline Parks was excluded because we no longer offer the opportunity to acquire the right to develop and operate a Trampoline Park under this or any other disclosure document. Additionally, 8 Adventure Parks were owned by more than one ownership group in 2023 and have been excluded from the units providing full sales and operating expenses for the full year of 2023 (transferred per Table 2 in Item 20). Of the remaining Parks, 123 of these Parks provided gross sales and operating expenses for the full year of 2023, and 100 of those Parks were 2.0 Parks for which data is reflected in Table 1.

Note 2. Of the 123 eligible and reporting Adventure Parks, 23 were 2.5 Parks for which data is reflected in Table 2. Four (4) 2.5 Parks were excluded because they did not provide us with their full year 2023 Unit Expenses and EBITDA which are reported in Table 2.

Note 3. Column 1 does not reflect the cost of sales, operating expenses, rent/real estate or other costs or expenses that must be deducted from the Gross Sales figures to obtain your net income or profit. Column 2 reflects the number of Adventure Parks in each quartile. Columns 3 to 10 contain data for certain expenses related to the operation of the franchised 2.0 and 2.5 Parks, which is self-reported data from the franchisees of these Adventure Parks.

Note 4. "Gross Sales," as used in this Item 19 (and Item 6), means the dollar aggregate of: (1) the sales price of all products, services, memberships, food, beverages, merchandise and other items sold, and the charges for all services you perform, whether made for cash, on credit or otherwise, without reserve or deduction for inability or failure to collect, including sales and services (A) originating at the Franchised Business premises even if delivery or performance is made offsite from the Franchised Business premises (including without limitation sales for access to Attractions within your Adventure after school programs, camps and other services offered to guests of the Adventure Park, food and beverage sales, retail sales and membership fees), (B) placed by mail, facsimile, telephone, the internet and similar means if received or filled at or from the Franchised Business premises, and (C) that you in the normal and customary course of your operations would credit or attribute to the operation of the Franchised Business; and (2) all monies, trade value or other things of value that you receive from Franchised Business operations at, in, or from the Franchised Business premises that are not expressly excluded from Gross Sales. Gross Sales does not include: (1) the exchange of merchandise between Franchised Businesses (if you operate multiple franchises) if the exchanges are made solely for the convenient operation of your business and not for the purpose of depriving us of the benefit of a sale that otherwise would have been made at, in, on or from the Franchised Business premises; (2) returns to shippers, vendors, or manufacturers; (3) sales of fixtures or furniture (excluding the Attractions) after being used in the conduct of the Franchised Business; (4) the sale of gift certificates, stored value cards and loyalty program benefits (the redemption value will be included in Gross Sales at the time of redemption); (5) insurance proceeds; (6) sales to employees at a discount (provided such discounts will not exceed 1.5% of Gross Sales during any reporting period); (7) cash or credit refunds for transactions included within Gross Sales (limited, however, to the selling price of merchandise returned by the purchaser and accepted by you); (8) the amount of any city, county, state or federal sales, luxury or excise tax on such sales that is both (A) added to the selling price or absorbed therein and (B) paid to the taxing authority; and (9) tips and gratuities. A purchase returned to the Franchised Business may not be deducted from Gross Sales unless the purchase was previously included in Gross Sales.

Note 5. "Costs of Goods Sold" includes the total cost of all food, beverages, merchandise, and other costs related to products and services sold by the Adventure Parks, including distribution and delivery costs.

Note 6. "Occupancy" includes rent (including both minimum rents and percentage rents), utilities (e.g., electricity, gas, water, cable, internet, telephone), and any sales or other taxes imposed thereon and any pass-through expenses from the landlord. Taxes refer to real estate taxes and assessments levied against the property upon which the Adventure Park is located. Sales and use taxes are excluded from occupancy costs. The amount or rate of taxation for all such taxes varies from jurisdiction to jurisdiction. You should consult with your tax advisors regarding the impact such taxes will have on this analysis. Common area expenses reflect charges for maintenance of parking lots and common use areas, landscaping design and maintenance, weather-related maintenance (e.g., removal of debris and snow), security staff, taxes and insurance for common areas and such other charges customarily paid by tenants for services typically provided by landlords. Common area expenses may vary depending upon the geographic area and individual Adventure Park.

Note 7. "Advertising" includes advertising, promotional and marketing expenses for the Adventure Parks in the Protected Area to satisfy the Local Marketing Expenditure requirement. See Item 6 for minimum Local Marketing Expenditure requirement.

Note 8. "Payroll" includes personnel wages, management salaries, benefits and payroll taxes but excludes bonuses, paid time off, severance payments and fringe benefits. In addition, payroll excludes the cost of training any hourly or management personnel and any disbursements made to the owners of the Franchisees. The costs of providing medical and dental insurance for employees will vary depending on many factors, including the extent and amount of coverage provided and the loss experience of the group in addition to the size of your staff.

Note 9. "Insurance" includes information related to commercial general liability insurance only. See Item 8. Insurance expenses related to other insurance coverages that we require is excluded because the costs associated with such coverage varies significantly depending upon the size of the geographic area in which your Adventure Park is located, the square footage of your Adventure Park, specific lender and landlord insurance requirements, whether alcoholic beverages are offered at the Adventure Park, the availability of insurance carriers in the area where your Adventure Park is located, and the jurisdiction in which the Adventure Park is located. Your costs will vary if you elect to purchase additional insurance coverage and depending on numerous factors, including the carrier you select, the jurisdiction in which you operate your Adventure Park, your loss experience and financial creditworthiness.

Note 10. "Other Costs" includes royalty fees, office expenses (e.g., office and cleaning supplies), and processing fees (e.g., payroll, point of sale and payment processing and other bank charges).

Note 11. "EBITDA" means the earnings before interest, taxes, depreciation, and amortization. As is customary, it excludes expenses related to debt services costs, whether principal or interest.

Note 12. "EBITDA %" means EBITDA as a percentage of Gross Sales.

Note 13. Of the 100 reporting 2.0 Parks, 44 (or 44%) had an actual EBITDA equal to or exceeding the average EBITDA.

Our management prepared this financial performance representation based on Gross Sales and cost data and other information submitted to us by franchisees in accordance with regular reporting requirements pursuant to the applicable Urban Air Franchise Agreements. We cannot verify the accuracy or completeness of the data supplied by the franchisees.

This financial performance representation was prepared without an audit. Prospective franchisees or sellers of franchises should be advised that no certified public accountant has audited these figures or expressed his/her opinion with regard to their contents or form.

You should consult with your tax and accounting advisors regarding the effect, if any, of existing and proposed tax legislation and accounting pronouncements related to this information. Gross Sales, costs and other results will vary among Adventure Parks for a variety of reasons, including the impact of other expenses that may not be reflected in Tables 2 and 4 but will nevertheless apply to Adventure Parks. These include terms of agreements with third party providers of credit card/gift card processing, utilities and insurance arrangements which may vary depending upon various factors, including credit history, risk history and ability to maximize economies of scale in acquiring services and coverage for multiple Adventure Parks.

Written substantiation for this financial performance representation will be made available to you upon reasonable request. Please carefully read all of the information in these financial performance representations, and the notes following the charts, in conjunction with your review of the historical data.

Some Adventure Parks have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.

Other than the preceding financial performance representation, UATP Management, LLC does not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. 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 outlet, 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 Joshua Wall, 2350 Airport Freeway, Suite 505, Bedford, Texas, 76022, the Federal Trade Commission, and the appropriate state regulatory agencies.

[ITEM 20 CONTINUES ON THE NEXT PAGE.]

# ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

# <u>Table No. 1</u> System-Wide Outlet Summary For Years 2021 to 2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
	2021	148	148	0
Franchised	2022	148	161	+13
	2023	161	179	+18
	2021	2	3	+1
Company Owned	2022	3	5	+2
	2023	5	4	-1
	2021	150	151	+1
Total Outlets	2022	151	166	+15
	2023	166	183	+17

Table No. 2
Transfers of Outlets from Franchisee to New Owners (other than the Franchisor)
For years 2021 to 2023

State	Year	Number of Transfers
	2021	0
Alabama	2022	2
	2023	1
	2021	2
Arizona	2022	0
	2023	0
	2021	0
Colorado	2022	1
	2023	0
	2021	0
Delaware	2022	1
	2023	0
	2021	2
Florida	2022	4
	2023	2
Caamaia	2021	0
Georgia	2022	1

	2023	0
	2021	1
Illinois	2022	0
	2023	0
	2021	0
Missouri	2022	1
	2023	0
	2021	0
New York	2022	1
	2023	0
	2021	0
North Carolina	2022	1
Caronna	2023	0
	2021	0
Ohio	2022	1
	2023	0
	2021	0
Oklahoma	2022	2
	2023	0
	2021	0
Pennsylvania	2022	2
	2023	1
	2021	0
South Carolina	2022	3
Caronna	2023	0
	2021	0
Tennessee	2022	0
	2023	2
	2021	6
Texas	2022	6
	2023	2
	2021	11
Total	2022	26
	2023	8

Table No. 3
Status of Franchised Outlets
For Years 2021 to 2023

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non- Renewals	Reacquired by Franchisor	Ceased Operations- Other Reasons	Outlets at End of the Year
	2021	3	0	0	0	0	0	3
Alabama	2022	3	0	0	0	0	0	3
	2023	3	1	0	0	0	0	4
	2021	3	0	0	0	0	0	3
Arkansas	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
	2021	3	0	0	0	0	0	3
Arizona	2022	3	0	0	0	0	0	3
	2023	3	1	0	0	0	0	4
	2021	2	0	0	0	0	0	2
California	2022	2	0	0	0	0	0	2
	2023	2	1	0	0	0	0	3
	2021	5	0	0	0	0	0	5
Colorado	2022	5	0	0	0	0	0	5
	2023	5	2	0	0	0	0	7
	2021	2	0	0	0	2	0	0
Connecticut	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1
	2021	1	0	0	0	0	0	1
Delaware	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2021	12	0	0	0	0	0	12
Florida	2022	12	1	0	0	0	0	13
	2023	13	3	0	0	0	0	16
	2021	4	1	0	0	0	0	5
Georgia	2022	5	2	0	0	0	0	7
	2023	7	0	0	0	0	0	7
	2021	1	0	0	0	0	0	1
Idaho	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2021	7	0	0	0	0	0	7
Illinois	2022	7	0	0	0	0	0	7
	2023	7	1	0	0	0	0	8

	2021	3	0	0	0	0	0	3
Indiana	2022	3	0	0	0	0	0	3
manunu	2023	3	1	0	0	0	0	4
	2021	1	0	0	0	0	0	1
Iowa	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2021	3	0	0	0	0	0	3
Kansas	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
	2021	1	0	0	0	0	0	1
Louisiana	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2021	2	0	0	0	0	0	2
Maine	2022	2	0	0	0	0	0	2
	2023	2	0	0	0	0	0	2
	2021	3	0	0	0	0	0	3
Maryland	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
	2021	1	0	0	0	0	0	1
Massachusetts	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2021	3	0	0	0	0	0	3
Michigan	2022	3	1	0	0	0	0	4
	2023	4	1	0	0	0	0	5
	2021	2	0	0	0	0	0	2
Minnesota	2022	2	0	0	0	0	0	2
	2023	2	0	0	0	0	0	2
	2021	1	0	0	0	0	0	1
Mississippi	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2021	2	0	0	0	0	0	2
Missouri	2022	2	1	0	0	0	0	3
	2023	3	0	0	0	0	0	3
	2021	2	0	0	0	0	0	2
Nebraska	2022	2	0	0	0	0	0	2
	2023	2	0	0	0	0	0	2
	2021	1	0	0	0	0	0	1
Nevada	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1

	2021	4	0	0	0	0	0	4
New Jersey	2022	4	1	0	0	0	0	5
Trew sersey	2023	5	1	0	0	0	0	6
	2021	1	0	0	0	0	0	1
New Mexico	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
	2021	3	0	0	0	0	0	3
New York	2022	3	1	0	0	0	0	4
	2023	4	1	0	0	0	0	5
	2021	3	1	0	0	0	0	4
North Carolina	2022	4	0	0	0	0	0	4
Caronna	2023	4	1	0	0	0	0	5
	2021	6	0	0	0	0	0	6
Ohio	2022	6	1	0	0	0	0	7
	2023	7	0	0	0	0	0	7
	2021	4	0	0	0	0	0	4
Oklahoma	2022	4	0	0	0	0	0	4
	2023	4	0	0	0	0	0	4
	2021	9	0	0	0	0	0	9
Pennsylvania	2022	9	2	0	0	0	0	11
	2023	11	1	0	0	0	0	12
_	2021	0	1	0	0	0	0	1
South Carolina	2022	1	0	0	0	0	0	1
Caronna	2023	1	0	0	0	0	0	1
	2021	5	0	0	0	0	0	5
Tennessee	2022	5	2	0	0	0	0	7
	2023	7	0	0	0	0	0	7
	2021	41	0	1	0	0	0	40
Texas	2022	40	1	0	0	0	0	41
	2023	41	2	0	0	0	0	43
	2021	1	0	0	0	0	0	1
Utah	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	1	0
	2021	0	0	0	0	0	0	0
Virginia	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1
_	2021	3	0	0	0	0	0	3
Wisconsin	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3

Total	2021	148	3	1	0	2	0	148
	2022	148	13	0	0	0	0	161
	2023	161	19	0	0	0	1	179

# Table No. 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
	2021	0	0	$1^{1}$	0	0	1
Connecticut	2022	1	21	0	0	0	3
	2023	3	0	0	0	1	2
	2021	0	0	0	0	0	0
Illinois	2022	0	0	0	0	0	0
	2023	0	1	0	0	1	0
	2021	2	0	0	0	0	2
Texas	2022	2	0	0	0	0	2
	2023	2	0	0	0	0	2
	2021	0	0	0	0	0	2
Virginia	2022	0	0	0	0	0	0
	2023	0	12	0	0	1	0
	2021	2	0	1	0	0	3
Total	2022	3	2	0	0	0	5
	2023	5	2	0	0	3	4

Note 1: Franchisor acquired the assets for two units from the Connecticut franchisee in 2021, but the second unit did not reopen until 2022.

Note 2: While this unit was not open at the time of transfer, opened within a week of the transfer from us to franchisee.

Table No. 5
Projected Openings
As of December 31, 2023

State	Franchise Agreements Signed but Outlet Not Opened	Projected New Franchised Outlets in the Next Fiscal Year	Projected New Company- Owned Outlets in the Next Fiscal Year
Alabama	2	0	0
Arizona	4	0	0
Arkansas	1	0	0
California	25	1	0

Colorado	1	0	0
Connecticut	1	0	0
Delaware	1	0	0
Florida	18	1	0
Georgia	9	2	0
Idaho	1	0	0
Illinois	9	4	2
Indiana	4	2	0
Iowa	1	1	0
Kentucky	1	0	0
Louisiana	5	2	0
Maryland	5	0	1
Massachusetts	6	1	1
Michigan	5	1	0
Minnesota	4	1	0
Mississippi	1	1	0
Missouri	1	0	0
Montana	1	0	0
Nevada	3	2	0
New Jersey	6	2	0
New York	14	1	0
North Carolina	8	2	0
Ohio	5	1	0
Oklahoma	3	0	0
Oregon	2	0	0
Pennsylvania	5	1	0
Puerto Rico	1	0	0
Rhode Island	1	1	0
South Carolina	2	1	1
South Dakota	1	0	0
Tennessee	1	0	0
Texas	13	1	0
Utah	4	0	0
Virginia	8	3	0
Washington	5	2	1
West Virginia	1	0	0
Wisconsin	1	0	0
Total	190	34	6

See Exhibit I to this disclosure document for a list of our current franchisee locations, developers, and affiliate-owned locations. Exhibit I also reflects franchisees and developers, if any, who had a franchise agreement terminated, cancelled, not renewed or otherwise voluntarily or involuntarily ceased to do business under a Franchise Agreement during the most recently completed fiscal year, or has failed to communicate with us within ten weeks of the application date. If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

In some instances, current and former franchisees sign provisions restricting their ability to speak openly about their experience with Urban Air Adventure Park. 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.

There are no franchisee organizations sponsored or endorsed by us.

# ITEM 21 FINANCIAL STATEMENTS

Attached as <u>Exhibit H</u> to this disclosure document are (i) the consolidated financial statements for the years ending December 31, 2023 and 2022 of Unleashed Brands, LLC, our parent company, (ii) UATP Management's audited financial statements for the year ending in December 31, 2021, and (iii) unaudited balance sheet of Unleashed Brands, LLC as of March 31, 2024 and its unaudited profit and loss statement from January 1, 2024 to March 31, 2024. A copy of the guaranty of Unleashed Brands, LLC is attached in Exhibit H.

# ITEM 22 CONTRACTS

Attached to this disclosure document are the following contracts:

<u>Exhibit D</u>	Franchise Agreement, Attachments, and State Specific Amendments
Exhibit F	Sample form of the General Release
Exhibit G	Sample form of Purchase and Installation Agreement
Exhibit J	Development Agreement, Attachments, and State Specific Amendments
Exhibit K	Sample Form of Assignment and Assumption Agreement

# ITEM 23 RECEIPTS

The last two pages of this disclosure document are detachable duplicate Receipts. Please sign and date both copies of the Receipt. Keep one signed copy of the Receipt for your file and return to us the other signed copy of the Receipt. The Receipt page also contains the names, addresses and telephone numbers of our franchise sellers or brokers.

(THE DISCLOSURE DOCUMENT ENDS HERE.)

## **STATE SPECIFIC APPENDIX**

# TO THE FRANCHISE DISCLOSURE DOCUMENT OF UATP MANAGEMENT, LLC

#### NO WAIVER OR DISCLAIMER OF RELIANCE IN CERTAIN STATES

The following provision applies only to franchisees and franchises that are subject to the state franchise registration/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 our behalf. This provision supersedes any other term of any document executed in connection with the franchise.

# **CALIFORNIA**

The following information applies to franchises and franchises subject to the California Franchise Investment Act. Item numbers correspond to those in the main body:

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 FRANCHISE DISCLOSURE DOCUMENT.

THESE FRANCHISES WILL BE/HAVE BEEN REGISTERED (OR EXEMPT FROM REGISTRATION) UNDER THE FRANCHISE INVESTMENT LAW OF THE STATE OF CALIFORNIA. SUCH REGISTRATION DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION, OR ENDORSEMENT BY THE COMMISSIONER OF FINANCIAL PROTECTION AND INNOVATION NOR A FINDING BY THE COMMISSIONER THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE, AND NOT MISLEADING.

Our website (www.urbanairfranchise.com; www.urbanairparks.com) 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 its website address www.dfpi.ca.gov.

Before the franchisor can ask you to materially modify your existing franchise agreement, Section 31125 of the California Corporations Code requires the franchisor to file a material modification application with the Department that includes a disclosure document showing the existing terms and the proposed new terms of your franchise agreement. Once the application is registered, the franchisor must provide you with that disclosure document with an explanation that the changes are voluntary.

No disclaimer, questionnaire, clause, or statement signed by a franchisee in connection with the commencement of the franchise relationship shall be construed or interpreted as waiving any claim of fraud in the inducement, whether common law or statutory, or as disclaiming reliance on or the right to rely upon any statement made or information provided by any franchisor, broker or other person acting on behalf of the franchisor that was a material inducement to a franchisee's investment. Any statements or representations signed by a franchisee purporting to understand any fact or its legal effect shall be deemed made only based upon the franchisee's understanding of the law and facts as of the time of the franchisee's investment decision. This provision supersedes any other or inconsistent.

# Item 3, Additional Disclosure.

Neither we nor any person in Item 2 is 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.A. 78a *et seq.*, suspending or expelling such parties from membership in such association or exchange.

# Item 6, Additional Disclosures.

The highest interest rate allowed by law in California for late payments is 10% annually.

# **Item 17, Additional Disclosures.**

California Business and Professions Code Sections 20000 through 20043 provide rights to California franchisees concerning transfer, termination, or non-renewal of a franchise. If the Franchise Agreement or the Development Agreement contains a provision that is inconsistent with the law, the law will control.

The Franchise Agreement and the Development Agreement provide for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C. § 101 *et seq.*).

The Franchise Agreement and the Development Agreement contain a liquidated damages clause. Under California Civil Code § 1671, certain liquidated damages clauses are unenforceable.

The Franchise Agreement and the Development Agreement contain a covenant not to compete which extends beyond the termination of the agreement. This provision may not be enforceable under California law.

The Franchise Agreement and the Development Agreement require application of the laws of the State of Texas. This provision may not be enforceable under California law.

The Franchise Agreement and the Development Agreement require binding arbitration. This provision may not be enforceable under California law.

The Franchise Agreement and the Development Agreement contain a waiver of punitive damages provision, which may not be enforceable.

You must sign a general release if you renew or transfer the franchise. This provision may not be enforceable under California law. California Corporations Code Section 31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code Sections 31000 through 31516). Business and Professional Code Section 21000 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code Sections 20000 through 20043).

Each provision of this state specific appendix shall be effective only to the extent that with respect to such provision, the jurisdictional requirements of the California Franchise Investment Law are met independently without reference to this Addendum

# UATP MANAGEMENT LLC BALANCE SHEET AS OF DECEMBER 31, 2023 (In thousands)

# ASSETS

CURRENT ASSETS Cash and cash equivalents Accounts receivable, net Inventory Deferred initial franchise fee costs, current Prepaids and other current assets Total current assets	\$ 8,292 10,451 872 136 386 20,137
DEFERRED INITIAL FRANCHISE FEE COSTS, net of current maturities PROPERTY AND EQUIPMENT, net RECEIVABLE FROM AFFILIATED ENTITIES	2,380 1,030 73,591
TOTAL ASSETS	\$ 97,138
LIABILITIES AND MEMBERS' EQUITY  CURRENT LIABILITIES  Accounts payable  Accrued liabilities	\$ 548 5,318
Deferred franchise fee revenues, current portion Total current liabilities	 761 6,627
CONTRACT LIABILITIES, net of current portion Total Liabilities	19,855 26,482
MEMBERS' EQUITY Accumulated earnings Total members' equity	 70,656 70,656
TOTAL LIABILITIES AND MEMBERS' EQUITY	\$ 97,138

### **ILLINOIS**

The following statements are added to the end of Item 17:

Except to the extent governed by the Federal Arbitration Act, the United States Trademark Act of 1946 or other federal law, Illinois law governs the Franchise Agreement.

In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a franchise agreement that designates jurisdiction and 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.

Franchisees' 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.

#### **MARYLAND**

1. The following language is added to the end of Item 5 of the Franchise Disclosure Document:

Based upon our financial condition, the Maryland Securities Commissioner has required a financial assurance. Therefore, we have secured a surety bond in the amount of \$1,712,390 from The Ohio Casualty Insurance Company. A copy of the surety bond is on file at the Maryland Office of the Attorney General, Securities Division, 200 St. Paul Place, Baltimore, Maryland 21202. Also, a copy of the surety bond is attached at the end of this Appendix Exhibit.

2. The following language is added to the end of the "Summary" sections of Item 17(c), entitled <u>Requirements for franchisee to renew or extend</u>, and Item 17(m), entitled <u>Conditions for Franchisor approval of transfer:</u>

Any release required as a condition of renewal and/or assignment/transfer will not apply to any liability under the Maryland Franchise Registration and Disclosure Law. (The form of general release that we currently intend to use in connection with franchise transfers and renewals is provided in Exhibit F of this Franchise Disclosure Document.)

3. The following language is added to the end of the "Summary" section of Item 17(h), entitled "<u>Cause</u>" <u>defined – non-curable defaults</u>:

The Franchise Agreement provides for termination upon bankruptcy. This provision might not be enforceable under federal bankruptcy law (11 U.S.C. Section 101 et seq.), but we will enforce it to the extent enforceable.

4. The "Summary" section of Item 17(v), entitled <u>Choice of forum</u>, is deleted in its entirety and the following is substituted in its place:

Arbitration of most disputes within 10 miles of our then current principal office (currently in Bedford, Texas), except that, subject to your arbitration obligation, and to the extent required by the Maryland Registration and Disclosure Law, you may bring an action in Maryland.

5. The "Summary" section of Item 17(w), entitled <u>Choice of law</u>, is deleted in its entirety and the following is substituted in its place:

Texas law generally applies, except for the Federal Arbitration Act, other federal law, and claims arising under the Maryland Franchise Registration and Disclosure Law.

6. The following language is added to the end of the chart in Item 17:

You must bring any claims arising under the Maryland Franchise Registration and Disclosure Law within 3 years after the grant of the franchise.

# **MINNESOTA**

1. The following language is added to the end of the "Summary" sections of Item 17(c), entitled Requirements for franchisee to renew or extend, and Item 17(m), entitled Conditions for franchisor approval of transfer by franchisee:

Any release required as a condition of renewal and/or assignment/transfer will not apply to the extent prohibited by the Minnesota Franchises Law.

2. The following paragraphs are added to the end of Item 17:

For franchises governed by the Minnesota Franchises Law, we will comply with Minn. Stat. Sec. 80C.14, Subds. 3, 4, and 5 which require, except in certain specified cases, that you be given 90 days' notice of termination (with 60 days to cure) and 180 days' notice of non-renewal of the franchise agreement.

Minnesota Statutes, Section 80C.21 and Minn. Rule 2860.4400(J) prohibit us from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring you to consent to liquidated damages, termination penalties or judgment notes. In addition, nothing in the Franchise Disclosure Document or agreements 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 jurisdiction. However, we and you will enforce these provisions in the Agreement to the extent the law allows.

3. The following paragraphs are added to Item 13 of the Disclosure Document:

WE DO NOT OWN THE PROPRIETARY MARKS. HOWEVER, OUR AFFILIATE, UATP IP, LLC, HAS LICENSED THE USE OF THE PROPRIETARY MARKS TO US AS DISCLOSED IN ITEM 13 OF THIS FRANCHISE DISCLOSURE DOCUMENT.

Pursuant to Minnesota Stat. §80C.21, Subj. 1(g), we are required to protect any rights which you have to use our proprietary marks.

4. The last paragraph of Item 17 of the Disclosure Document shall be supplemented by the addition of the following language:

Any condition, stipulation or provision, including any choice of law provision, purporting to bind any person who, at the time of acquiring a franchise is a resident of the State of Minnesota or in the case of a partnership or corporation, organized or incorporated under the laws of the State of Minnesota, or purporting to bind a person acquiring any franchise to be operated in the State of Minnesota to waiver compliance or which has the effect of waiving compliance with any provision of the Minnesota Franchise Law is void. We will comply with Minn. Stat. §80C.14, subds. 3, 4 and 5, which requires, except in certain specified cases, that a franchisee be given 90 days' notice of termination (with 60 days to cure) and 180 days' notice of for nonrenewal of the Franchise Agreement.

Minnesota Rule 2860.4400D prohibits a franchisor from requiring a franchisee to assent to a general release, assignment, novation or waiver that would relive any person from liability imposed by Minnesota Statutes §80C.01-80C.22.

5. The following supplements Item 6:

Nonsufficient Funds Fee	\$100 per occurrence, not to exceed maximum allowed by applicable law. Currently the State of Minnesota caps this fee at \$30.	Upon demand	Payable only if there are insufficient funds in your account to process payment of fees due to us.
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## **NORTH DAKOTA**

In recognition of the restrictions contained in the North Dakota Franchise Investment Law, the disclosure document for use in North Dakota is amended with the following:

### Item 6, Revised Disclosures.

The references to liquidated damages are deleted for disclosures made in North Dakota.

## Item 17, Revised Disclosures.

- 1. The following is removed from "c":
  - you and all guarantors must execute our then-current form of general release, subject to applicable law.
- 2. The following is removed from "i":
  - (including without limitation a lump sum payment of liquidated damages, described in Item 6).
- 3. The following sentence is added to item "r":
  - Covenants not to compete such as those mentioned above are generally considered unenforceable in the State of North Dakota.
- 4. The following sentence is added to item "u":
  - Notwithstanding anything to the contrary, the site of the arbitration or mediation must be agreeable to all parties and not be remote from the franchisee's place of business.
- 5. The following sentence is added to item "v":
  - Notwithstanding anything to the contrary, this provision does not apply in North Dakota.
- 6. The following sentence is added to item "w":
  - Notwithstanding anything to the contrary, "Texas" is replaced with "North Dakota."

#### **RHODE ISLAND**

1. The "Summary" section of Item 17(v), entitled <u>Choice of forum</u>, is deleted in its entirety and the following is substituted in its place:

Litigation must be instituted and maintained in the state or federal courts serving the district in which we maintain our principal headquarter at the time litigation is initiated (currently Tarrant County, Texas) (subject to applicable state law), except that, subject to your arbitration obligation, and to the extent required by the Rhode Island Franchise Investment Act, you may bring an action in Rhode Island.

2. The "Summary" section in Item 17(w), entitled <u>Choice of law</u>, is deleted in its entirety and the following is substituted in its place:

Texas law applies, except for Federal Arbitration Act, other federal law, and claims arising under the Rhode Island Franchise Investment Act.

# **VIRGINIA**

The following language is added to the end of the "Summary" section of Item 17(e), entitled "Termination by franchisor without cause":

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 grounds for default or termination state in the Franchise 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.

# STATE OF MARYLAND SECURITIES DIVISION FRANCHISOR SURETY BOND

# EXHIBIT A TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

# **OPERATIONS MANUAL TABLE OF CONTENTS**



# UATP Management, LLC Franchise Operations Manual

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# EXHIBIT B TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

# LIST OF STATE ADMINISTRATORS

STATE	STATE ADMINISTRATOR	STATE	STATE
CALIFORNIA	Dept. of Financial Protection and Innovation 320 W. 4 <sup>th</sup> St., Ste. 750 Los Angeles, CA 90013 213.576.7505 866.275.2677	NEW YORK	ADMINISTRATOR  NYS Department of Law Investor Protection Bureau 28 Liberty St. 21st Fl New York, NY 10005 212-416-8222
HAWAII	Commissioner of Securities of the State of Hawaii Department of Commerce and Consumer Affairs Business Registration Division Securities Compliance Branch 335 Merchant St. Honolulu, HA 96813 808.586.2722	NORTH DAKOTA	North Dakota Securities Department 600 East Blvd. Ave. State Capitol, Fifth Floor, Dept. 414 Bismarck, ND 58505-0510 701.328.4712
ILLINOIS	Franchise Bureau Office of the Attorney General 500 S. Second St. Springfield, IL 62706 217.782.4465	RHODE ISLAND	Securities Division Dept. of Business Regulation 1511 Pontiac Ave. John O. Pastore Complex – Building 69-1 Cranston, RI 02920 401.462.9585
INDIANA	Securities Commissioner Indiana Securities Division 302 W. Washington St., Room E-111 Indianapolis, IN 46204 317.232.6681	SOUTH DAKOTA	Division of Insurance Securities Regulation 124 S. Euclid, Suite 104 Pierre, SD 57501 605.773.4823
MARYLAND	Office of the Attorney General Securities Division 200 St. Paul Place Baltimore, MD 21202-2021 410.576.6360	VIRGINIA	State Corporation Commission Division of Securities and Retail Franchising 1300 E. Main St, 9th Floor Richmond, VA 23219 804.371.9051

STATE	STATE ADMINISTRATOR	STATE	STATE
			ADMINISTRATOR
MICHIGAN	Michigan Dept. of Attorney General Consumer Protection Division Franchise Section 525 West Ottawa Street G. Mennen Williams Bldg., 1st Floor Lansing, MI 48909 517.373.1837	WASHINGT ON	Dept. of Financial Institutions Securities Division 150 Israel Road SW Tumwater, WA 98501 360.902.8760
MINNESOTA	Minnesota Dept. of Commerce 85 7 <sup>th</sup> Place East, Ste 280 St. Paul, MN 55101-2198 651.539.1600	WISCONSIN	Securities and Franchise Registration Wisconsin Securities Commission 345 W. Washington St, 4 <sup>th</sup> Floor Madison, WI 53703 608.266.3364

# EXHIBIT C TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

#### LIST OF AGENTS FOR SERVICE OF PROCESS

#### **CALIFORNIA**

Department of Financial Protection and Innovation Division of Corporations 320 W. 4th Street, Suite 750 Los Angeles, California 90013 (866) 275-2677

#### **HAWAII:**

Commissioner of Securities
Hawaii Dept. of Commerce & Consumer
Affairs
Business Registration Division
Securities Compliance Branch
335 Merchant Street, Suite 203
Honolulu, HI 96813
(808) 586-2722

## **ILLINOIS:**

Office of the Attorney General 500 South Second Street Springfield, Illinois 62706 (217) 782-4462

#### **INDIANA:**

Indiana Secretary of State 200 West Washington Street, Room 201 Indianapolis, IN 46204 (317) 232-6531

#### **MARYLAND:**

Securities Commissioner 200 St. Paul Place Baltimore, Maryland 21202-2020 (410) 576-6360

#### **MICHIGAN:**

Michigan Department of consumer and Industry Services 6546 Mercantile way P.O. Box 30222 Lansing, MI 48909 (517) 241-6470

#### NORTH DAKOTA

Securities Commissioner 600 East Boulevard Avenue State Capitol Fifth Floor Dept 414, Bismarck ND 58505-0510 (701) 328-4712

#### RHODE ISLAND

Securities Division
Department of Business Regulations
1511 Pontiac Avenue
John O. Pastore Complex-Building 69-1
Cranston, Rhode Island 02920
(401) 462-9527

### SOUTH DAKOTA

Division of Insurance Securities Regulation 124 S. Euclid, Suite 104 Pierre, South Dakota 57501 (701) 328-2910

# **TEXAS:**

Registered Agents Inc. 5900 Balcones Drive, Suite 100 Austin, Texas 78731

#### **VIRGINIA**

Clerk, State Corporation Commission Tyler Building, 1st Floor 1300 Eat Main Street Richmond, Virginia 23219 (804) 371-9733

## WASHINGTON

Department of Financial Institutions Securities Division 150 Israel Road, S.W. Tumwater, Washington 98501 (360) 903-8760

# MINNESOTA

Minnesota Department of Commerce, 85 7th Place East, Suite 280, Saint Paul, MN 55101, (651) 539-1600

# **NEW YORK**

New York Secretary of State 99 Washington Avenue, 6th Floor Albany, New York 12231 (518) 474-0050

# WISCONSIN

Administrator, Division of Securities Department of Financial Institutions 4822 Madison Yards Way Madison, Wisconsin 53705 (608) 261-7577

# EXHIBIT D TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

# **SUMMARY PAGE**

**EFFECTIVE DATE:** 

**FRANCHISEE(S):** 

**ADDRESS FOR NOTICES:** 

**TELEPHONE NUMBER:** 

**E-MAIL ADDRESS:** 

**FRANCHISOR:** UATP Management, LLC, a Texas limited liability company

**ADDRESS FOR NOTICE:** 2350 Airport Freeway, Suite 505, Bedford, Texas, 76022

SITE SELECTION AREA

NAME:

**INITIAL FRANCHISE FEE:** \$100,000

**GRAND OPENING** \$45,000 to \$60,000

**ADVERTISING AMOUNT:** 

**ROYALTY FEE:** 7% of monthly Gross Sales

LOCAL MARKETING

**EXPENDITURE:** 

Up to 6% of monthly Gross Sales (together with the NAF

Contribution, not to exceed 6%)

**TECHNOLOGY FEE:** .25% of monthly Gross Sales

**NAF CONTRIBUTION:** Up to 5% of monthly Gross Sales (together with the Local Marketing

Expenditure, not to exceed 6%)

**RENEWAL FEE:** 50% of the then-current initial franchise fee plus reimbursement of

legal and professional fees and other costs incurred by Franchisor in

connection with the renewal

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

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# STATE SPECIFIC AMENDMENTS TO FRANCHISE AGREEMENT

# **ATTACHMENTS**

Attachment A	Glossary of Additional Terms
Attachment B	Approved Location, Site Selection Area, and Protected Area
Attachment C	Franchisee's Owners and Key Personnel
Attachment D	Undertaking and Guaranty
Attachment E	Confidentiality and Non-Competition Agreement
Attachment F	Telephone Numbers Assignment Agreement
Attachment G	Lease Rider
Attachment H	ACH Authorization Agreement
Attachment I	Dashboard Access Agreement
	<del>-</del>

## URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

This FRANCHISE AGREEMENT ("Agreement") is made and entered into on the Effective Date reflected in the Summary Page by and between UATP Management, LLC, a Texas limited liability company, with its principal business address at 2350 Airport Freeway, Suite 505, Bedford, Texas, 76022 ("we," "our" or "Franchisor") and the Franchisee identified on the Summary Page ("you," "your" or "Franchisee").

#### **BACKGROUND:**

- A. Franchisor and its Affiliates have, as the result of the expenditure of time, skill, effort, and money, developed a distinctive business system relating to the development, establishment, and operation of adventure parks that serve as a venue for recreational activities, birthday parties, and other group events, and that feature trampolines, foam pits, warrior/ninja courses, soft play, climbing walls, ropes courses, Sky Rider<sup>®</sup>, indoor skydiving, dodge ball, rock climbing, digital climbing walls, arcades, bowling, bumper cars, slides, mini golf, laser tag, go karts, virtual reality, immersive reality, MyFly, or related activities (each, an "Attraction" and collectively, the "Attractions," as may be modified by Franchisor from time to time) and related activities and offer and sell food and beverage products and merchandise (each an "Urban Air Adventure Park" or "Adventure Park" or sometimes, when referring to the Urban Air Adventure Park governed by this Agreement, the "Franchised Business") under the name Urban Air Adventure Park ("Brand"), which are based on and include the Proprietary Products, Proprietary Marks, Indicia, and Standards ("System").
- B. The distinguishing characteristics of the System include, without limitation, certain Attractions, services, products, and merchandise, which incorporate Franchisor's Proprietary Marks, trade secrets, and proprietary information ("Proprietary Products"); distinctive exterior and interior design, decor, color scheme, graphics, fixtures, and furnishings ("Indicia"); standards and specifications for products and supplies; service standards; uniform standards, specifications, and procedures for operations; procedures for inventory and management control; training and assistance; and advertising and promotional programs ("Standards"); all of which may be changed, improved, and further developed by Franchisor from time-totime.
- C. The System is identified and recognized by means of certain trade names, service marks, trademarks, logos, emblems, and indicia of origin, including, but not limited, to the word mark "Urban Air Adventure Park" and the list of marks set forth in Attachment A to this Agreement, and such other trade names, service marks, trademarks, logos, emblems, and indicia of origin as Franchisor may hereafter designate in writing for use regarding the System ("Proprietary Marks"). Franchisor obtained from its Affiliate, UATP IP, LLC, the right to use and sublicense to others to use the Proprietary Products and Proprietary Marks.
- D. Franchisor and its Affiliates continue to develop, establish, use, and control the use of the Proprietary Products, Proprietary Marks, Indicia, Standards, and System to identify for the public the source of services and products marketed under this Agreement and under the System, and to represent the System's high standards of quality, appearance, and service.
- E. You have applied for the right to operate an Adventure Park using the System and the Proprietary Products, Proprietary Marks, Indicia, and Standards, and Franchisor has approved your application in reliance on the representations contained therein, including those concerning your financial resources, your business experience and interests, and the way the Franchised Business will be owned and operated.

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#### **AGREEMENT:**

IN CONSIDERATION OF the mutual promises contained in this Agreement, including the recitals set forth above, and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties hereby agree as follows:

#### 1. GRANT OF FRANCHISE

#### A. Grant.

Subject to the provisions of this Agreement, including without limitation Franchisor's reservation of rights described in Section 1.B, Franchisor hereby grants you, upon the terms and conditions in this Agreement, the right and limited license ("Franchise"), and Franchisee hereby accepts the right and obligation, to develop and continuously operate the Franchised Business at the Approved Location identified (or to be identified) in Attachment B to this Agreement and to use the Proprietary Marks in the operation and promotion of the Franchised Business in accordance with the terms and conditions of this Agreement, the Standards and the Manual.

#### B. Protected Area.

You must operate your Adventure Park at a site within the Protected Area, as further described in Section 3.A. Upon our approval of the site for the Adventure Park premises in accordance with Section 3.B and the parties' execution of Attachment B identifying the Approved Location for the Adventure Park, your Protected Area will be described in Attachment B and deemed incorporated herein. During the Term, and provided that you are in full compliance with this Agreement and all other agreements between you and Franchisor or its Affiliates, Franchisor shall neither operate nor grant others the right to operate another Adventure Park in the Protected Area (until such time as the Approved Location is identified), and thereafter, the Protected Area as described in Attachment B, except for those rights reserved to Franchisor in this Section 1.B. The Protected Area may overlap with or be overlapped by the protected area of other Urban Air Adventure Park franchisees or Adventure Parks that our Affiliates own or operate, so long as there are no other Adventure Parks in the area of overlap. If there are overlapping protected areas, then during the Term, neither you nor the overlapping franchisee, or any Affiliate will be permitted to open an Adventure Park within the area of overlap. Notwithstanding the foregoing, this Section 1.B will not apply to any Adventure Park that is operating or in development within the Site Selection Area as of the Effective Date. For avoidance of doubt, nothing in this Agreement shall be deemed to grant Franchisee an exclusive territory.

Franchisor retains for itself and its Affiliates all other rights in and to the Proprietary Products, Proprietary Marks, Indicia, and System including, without limitation: (1) the right to own and operate and to grant others the right to own and operate Urban Air Adventure Parks at any location outside the Protected Area, regardless of proximity to the Protected Area; and (2) the right to distribute any and all products and services and their components identified by the Proprietary Marks, including those used or sold in your Franchised Business, including, without limitation, proprietary merchandise (such as shirts, hats, jackets, etc.) and pre-packaged products, through alternative channels of distribution, including, without limitation, direct mail, the Internet or any other form of e-commerce, or any other channel of distribution whatsoever except a Franchised Business, whether or not such sales occur within your Protected Area; you are not entitled to compensation for any such sales made in your Protected Area. Franchisor also may establish and operate, and license others to establish and operate, any business other than an Urban Air Adventure Park, under the Proprietary Marks or under other marks, including other family entertainment centers or other businesses that Franchisor or its Affiliates may operate, acquire, be acquired by or be merged or consolidated with.

In addition, Franchisor may establish and operate, and license others to establish and operate, an Adventure Park and other family entertainment centers in any Special Venue, whether or not located within the Protected Area. A "Special Venue," for purposes of this Section 1.B is a venue that offers less than the

full slate of Attractions offered in an Urban Air Adventure Park (as described above), e.g., a skydiving park or a go-kart park that includes limited additional Attractions, under the Urban Air Adventure Park service mark or some other derivative of the Proprietary Marks. Finally, Franchisor and its Affiliates may advertise and promote the Brand and the System within and outside your Protected Area.

## C. Reservation of Rights

Franchisor on behalf of itself, its Affiliates and its assigns retains all rights, on any and all terms and conditions that Franchisor deems advisable and, without any compensation or consideration to Franchisee, to (a) own, acquire, establish, operate, and grant to others the right to operate a Urban Air Adventure Park or other business that offers and sells products and services that are the same as or similar to a Urban Air Adventure Park using the System and/or the Proprietary Marks at locations outside Franchisee's Protected Area as Franchisor deems appropriate and irrespective of the proximity to Franchisee's Protected Area; (b) acquire, merge with, or otherwise affiliate with one or more businesses of any kind including businesses that offer and sell products and services that are the same as or similar to a Urban Air Adventure Park, and, after such acquisition, merger or affiliation, to own and operate and to franchise or license others to own and operate and to continue to own and operate such businesses of any kind even if such business offer and sell products and services that are the same as or similar to a Urban Air Adventure Park (but not using the Urban Air Adventure Park Proprietary Marks) within Franchisee's Protected Area; (c) be acquired by, merge with, or otherwise affiliate with one or more businesses of any kind including businesses that offer and sell products and services that are the same as or similar to a Urban Air Adventure Park even if such business or businesses presently, or in the future, own and operate and franchise or license others to own and operate businesses that offer and sell products and services that are the same as or similar to a Urban Air Adventure Park (but not use the Urban Air Adventure Park Proprietary Marks) within Franchisee's Protected Area; (d) use the Proprietary Marks and System to distribute the Services or products and services similar to the Services in Alternative Channels of Distribution within or outside Franchisee's Protected Area, without limitation, including to sell and to distribute, directly or indirectly, or to license others to sell and to distribute, directly or indirectly, any products through wholesalers, distributors, catalogs, mail order, toll free numbers, the Internet, mobile or temporary locations, or other alternative distribution channels, including products bearing Proprietary Marks anywhere within or outside of the Protected Area. Franchisee is not entitled to compensation for any such sales made in the Protected Area; (e) operate and grant to others the right to operate a Urban Air Adventure Park or other business that offers and sells products and services that are the same as or similar to a Urban Air Adventure Park using the System and/or the Proprietary Marks at within non-traditional fixed-location third-party sites such as (but not limited to) Affiliated Brands' premises, national retail outlets, and captive markets that include resorts, parks, stadiums, and other venues with a captive audience, both within or outside Franchisee's Protected Area; (f) use the Proprietary Marks and System and to license others to use the Proprietary Marks and System to engage in all other activities not expressly prohibited by this Agreement; and (g) establish and operate, and license others to establish and operate, any business other than an Urban Air Adventure Park Business, under the Proprietary Marks or under other marks, including education or children's entertainment businesses that we or our affiliates may operate, acquire, be acquired by, or be merged or consolidated with. Nothing in this Agreement prohibits or restricts Franchisor from owning, acquiring, establishing, operating, or granting franchise rights for one or more other businesses under a different trademark or service mark (i.e., a mark other than URBAN AIR ADVENTURE PARK), whether or not the business is the same as or competitive with URBAN AIR ADVENTURE PARKes within or outside of the Protected Area or Site Selection Area. In addition, Franchisor and its Affiliates may advertise and promote the Urban Air Adventure Park brand and the System within and outside your Protected Area or Site Selection Area (if applicable) without limitation.

# D. Restrictions.

Franchisee has no right to (i) sublicense the Proprietary Marks or the System to any other person or entity, (ii) use the Proprietary Marks or System at any location other than the Approved Location and

within the Protected Area, or (iii) except as expressly authorized by Franchisor, to use the Proprietary Marks or System in any type of sale of, or offer to sell, or distribution of products or services, including, but not limited to: selling, distributing or otherwise providing, any products to third parties at wholesale, or for resale or distribution by any third party; and selling, distributing or otherwise providing any products through catalogs, mail order, toll free numbers for delivery, or electronic means (e.g., the Internet).

#### 2. **TERM**

#### A. Initial Term.

The initial term of this Agreement ("Initial Term" or "Term") shall begin on the Effective Date and shall expire on the 10<sup>th</sup> anniversary of the grand opening of the Franchised Business (the "Expiration Date"). Notwithstanding the foregoing, nothing contained in this Section 2.A will limit Franchisor's termination rights set forth in Section 18 of this Agreement.

#### B. Successor Term.

At the expiration of the Initial Term, you will have an option to remain a franchisee at the Approved Location for two additional, consecutive five (5)-year successor term (the "Successor Term"). The Initial Term and Successor Term (if any) are referred to in this Agreement as the "Term." You must give Franchisor written notice of whether you intend to exercise your Successor Term option no less than eight months, nor more than 12 months, before expiration of the Initial Term. Failure to timely provide the required written notice constitutes a waiver of your option to remain a franchisee beyond the expiration of the Initial Term. If you desire to exercise this option, you must comply with all of the following conditions prior to and at the end of the Initial Term:

- You may not be in default under this Agreement or any other agreement between you and Franchisor or its Affiliates; you may not be in default beyond the applicable cure period of any real estate lease, equipment lease or financing instrument relating to the Franchised Business; you may not be in default beyond the applicable cure period with any vendor or supplier to the Franchised Business; and, for the 12 months before the date of your notice and the 12 months before the expiration of the then-current term, you may not have been in default beyond the applicable cure period under this Agreement or any other agreements between you and Franchisor or its Affiliates;
- If reasonably deemed necessary by Franchisor, you must renovate and upgrade the Franchised Business premises and all fixtures, furniture, equipment, signage and graphics (including without limitation the Attractions), at your expense, to reflect the then-current image of an Urban Air Adventure Park, which renovations may include structural changes, installation of new Attractions, remodeling, redecoration, and modifications to existing improvements;
- You (and any of your affiliates) shall not have any past due monetary obligations or other outstanding obligations to Franchisor and its affiliates, the approved suppliers of the System, or the lessor of the premises of the Franchised Business;
- You and your employees must be in compliance with Franchisor's then-current training requirements, and if Franchisor requires, attend the then-current initial training or additional training before renewal is approved;
- You must have the right to remain in possession of the Franchised Business premises, or have secured other premises acceptable to Franchisor, for the Successor Term and all monetary obligations owed to your landlord, if any, must be current;

- (6) At the time of renewal, you satisfy Franchisor's standards of financial responsibility and, if requested by Franchisor, you demonstrate to Franchisor that you have sufficient financial resources and means to continue to operate the Franchised Business during the renewal term; and
- (7) You and each Owner shall have executed a general release, subject to applicable law, in a form satisfactory to Franchisor, of any and all claims against Franchisor and its Affiliates and their respective past and present officers, directors, shareholders, agents, and employees, in their corporate and individual capacity, including, without limitation, claims arising under federal, state, or local laws, rules, or ordinances, and claims arising out of, or relating to, this Agreement, any other agreements between you and Franchisor or its Affiliates, your operation of the Franchised Business and the offer and grant of the Urban Air Adventure Park franchise opportunity; and
- (8) You may not have an established pattern of failing to operate the Franchised Business in accordance with this Agreement and with the System (as set forth in the Manual or otherwise and as revised from time-to-time by Franchisor), as evidenced by three or more failed quality assurance evaluations conducted by Franchisor or its designee, regardless of whether any corrective action with respect to such failed evaluation was completed, and you have operated any other Urban Air Adventure Parks in which you have an interest in accordance with the applicable franchise agreement.

Within four months after Franchisor's receipt of written notice of your desire for a Successor Term, and subject to you providing such information and documentation requested by Franchisor, including the information described in this Section 2.2 and current financial statements, Franchisor will provide written notice to you regarding whether or not you satisfy the criteria to remain a franchisee for such Successor Term. Such notice will contain preliminary information regarding the required renovations and modernizations described in Section 2.B(2), above. If you fail to satisfy the criteria for renewal as set forth above, then Franchisor will have the right to unilaterally extend the Initial Term as necessary to comply with applicable law.

This Agreement does not grant any automatic rights to a Successor Term and Franchisor is not obligated to offer you a Successor Term if the requirements of this Section 2.B. are not strictly and timely met. If you are granted the right to a Successor Term, Franchisor will deliver to you for execution its thencurrent form of franchise agreement at least one month prior to the expiration of the Initial Term. Such form of franchise agreement may differ from this Agreement and may reflect, among other things, a different royalty fee and marketing obligations. Your Protected Area under the franchise agreement for the Successor Term will be the same as under this Agreement, and Franchisor will waive any initial franchise fee imposed under such franchise agreement, but you must pay Franchisor the Renewal Fee set forth in Attachment A.

You must execute the franchise agreement for the Successor Term and return the signed franchise agreement and payment of the Renewal Fee to Franchisor prior to expiration of the Initial Term. Failure to sign the franchise agreement, pay the Renewal Fee, and to return them to Franchisor within this time shall be deemed a waiver of your right to renew for a Successor Term, and this Agreement and the Franchise granted by this Agreement will expire on the Expiration Date. If you have complied timely with all conditions set forth in this <a href="Article 2">Article 2</a>, Franchisor shall execute the franchise agreement for the Successor Term and promptly return a fully executed copy to you.

Notwithstanding the foregoing in this <u>Section 2.B</u>, if Franchisor publicly announces a decision to discontinue offering new franchises and the renewal of existing franchises, then upon expiration of the Initial Term, you shall not have the right to renew this Agreement, in which case and only in such case, the post-termination covenants of <u>Section 14.B.</u> herein shall not apply.

## 3. DEVELOPMENT PROCEDURES

#### A. <u>Site Selection</u>.

If Franchisee has not already identified an acceptable site upon execution of the Franchise Agreement, Franchisee shall be granted a Site Selection Area, as identified in Attachment B, within which it must conduct its search for a suitable site for the Franchised business. Franchisee shall submit to Franchisor its complete Site Application for a proposed site in accordance with the Site Application procedures set forth in the Manual. Franchisor will provide Franchisee with site selection assistance as Franchisor deems advisable, including without limitation Franchisor's site selection guidelines and design specifications and conducting an on-site evaluation of the proposed site; provided, Franchisor will not conduct an on-site evaluation for any proposed site prior to the receipt of the complete Site Application. To the extent Franchisor conducts an on-site evaluation, Franchisee will reimburse Franchisor for its out-ofpocket expenses incurred in connection with such site evaluation, including travel, accommodations and meals. Franchisee must obtain Franchisor's acceptance of the site for the Adventure Park within the Site Selection Area and sign the lease by the Lease Deadline (defined below). Franchisee assumes all cost, liability, expense and responsibility for locating, obtaining and developing the site for the Adventure Park within the Site Selection Area and for finish-out or renovation and equipping the Adventure Park at the site. FRANCHISEE ACKNOWLEDGES AND AGREES THAT FRANCHISOR'S PROVIDING ITS SITE SELECTION GUIDELINES AND DESIGN SPECIFICATIONS AND ANY OTHER SITE SELECTION ASSISTANCE TO FRANCHISEE PRIOR TO THE PROPOSED SITE BEING ACCEPTED BY FRANCHISOR WILL NOT CREATE ANY RELIANCE OR EXPECTATION DAMAGES OR LIABILITY FOR FRANCHISOR, AND SUCH ACTIVITIES WILL NOT CREATE ANY EXPECTATIONS OR REPRESENTATIONS TO FRANCHISEE THAT ANY PROPOSED SITE WILL BE ACCEPTED BY FRANCHISOR. After the Approved Location and the Protected Area are identified, Franchisee forfeits all its rights to the entire Site Selection Area, and, without Franchisee's consent, Franchisor shall not operate nor grant others the right to operate another Urban Air Adventure Park in the Protected Area so long as Franchisee is in compliance with this Agreement and during the Term unless terminated, subject to Section 1.B.

## B. Site Acceptance.

Upon receipt of the complete Site Application, as determined by Franchisor, Franchisor will review and notify you whether Franchisor accepts (in writing) or does not accept, at its sole option, Franchisee's proposed site. If Franchisor does not provide written notice to Franchisee of its acceptance of a proposed site, Franchisor will be deemed to have rejected the proposed site. Upon Franchisor's acceptance of a proposed site, Franchisor will identify the Opening Date and the Parties will amend Attachment B memorializing the address of the Approved Location, the Protected Area, and the Opening Date. Upon identification of the Protected Area, Franchisee shall forfeit all its rights to any area previously in the Site Selection Area but not within the Protected Area. No site may be used for the location of the Franchised Business unless it is first accepted by Franchisor. No site shall be identified outside of the Site Selection Area or Protected Area, unless otherwise agreed to by the parties and upon written amendment to this Franchise Agreement.

FRANCHISEE ACKNOWLEDGES AND AGREES THAT FRANCHISOR'S RENDERING OF ANY SITE SELECTION ASSISTANCE OR ITS APPROVAL OF YOUR PROPOSED SITE DOES NOT AND WILL NOT CONSTITUTE, DIRECTLY OR IMPLICITLY, A REPRESENTATION, WARRANTY, GUARANTY OR ASSURANCE THAT THE FRANCHISED BUSINESS WILL ACHIEVE A CERTAIN SALES VOLUME OR LEVEL OF PROFITABILITY OR OTHERWISE WILL BE SUCCESSFUL; IT MEANS ONLY THAT THE PROPOSED SITE MEETS FRANCHISOR'S MINIMUM SITE CRITERIA. FRANCHISOR ASSUMES NO LIABILITY OR RESPONSIBILITY FOR: (1) EVALUATION OF THE SITE FOR STRUCTURAL SOUNDNESS, SEISMIC ACTIVITY, THE SITE'S SOIL FOR HAZARDOUS SUBSTANCES, OR

THE SITE'S COMPLIANCE WITH APPLICABLE BUILDING CODES; (2) INSPECTION OF ANY STRUCTURE ON THE FRANCHISED BUSINESS LOCATION FOR ASBESTOS OR OTHER TOXIC OR HAZARDOUS MATERIALS; (3) COMPLIANCE WITH THE AMERICANS WITH DISABILITIES ACT ("ADA"); OR (4) COMPLIANCE WITH ANY OTHER APPLICABLE LAW. IT IS YOUR SOLE RESPONSIBILITY TO OBTAIN SATISFACTORY EVIDENCE AND ASSURANCES THAT THE SITE (AND ANY STRUCTURES THEREON) IS STRUCTURALLY SOUND, FREE FROM ENVIRONMENTAL CONTAMINATION AND IS IN COMPLIANCE WITH THE REQUIREMENTS OF THE ADA AND OTHER APPLICABLE LAWS.

#### C. Execution of Lease.

- (1) No later than the lease deadline identified in Attachment B ("Lease Deadline"), Franchisee shall obtain and provide Franchisor a copy of a fully executed lease agreement permitting the operation of the Franchised Business within the Protected Area. Unless otherwise indicated in Attachment B, the Lease Deadline shall not be more than 180 days from the Effective Date. Franchisor retains all rights to approve or reject the proposed lease agreement and premises according to its standard practices and the terms set forth in or incorporated into the Franchise Agreement. Upon execution of the lease, Franchisor shall amend the Franchise Agreement to establish a new Protected Area based on the Approved Location described in the lease upon its execution.
- (2) If Franchisee has not executed a lease agreement by the Lease Deadline, then so long as Franchisee has not passed on an identified Acceptable Opportunity (defined below) in the Protected Area, Franchisee shall have a one-time option to either (1) transfer the Protected Area to another territory mutually agreed upon by Franchisor and Franchisee or (2) extend the Lease Deadline by 180 days. Franchisee must provide Franchisor written notice of its election no later than ten (10) days after the Lease Deadline ("Option Deadline") or such option is waived. Franchisee may elect to transfer the Protected Area pursuant to this subsection only if, at the time of the election but no later than the Option Deadline, Franchisor has approved in writing the new territory to be subject of the Franchise Agreement.
- (3) "Acceptable Opportunity" shall mean (i) an opportunity to lease an existing premises or newly constructed premises (i.e., develop and lease a new building) in the Protected Area; and (ii) the following criteria are satisfied: (a) when measured within the Protected Area, the total population of children ages 0 to 14 is equal to or greater than 45,000 and the median household income is equal to or greater than \$65,000; and (b) with respect to the proposed premises or building, (1) the rentable square footage is equal to or greater than 30,000 sq. ft. but not more than 50,000 sq. ft; (2) the vertical clear height when measured from the concrete foundation to the bottom of the roof girder or joist is at least eighteen feet in at least 50% of the building; and (3) the proposed gross rent is equal to or less than the price per square foot identified in Attachment B ("PPSF").

## D. Lease Terms.

Unless otherwise agreed by Franchisor in writing, Franchisee is required to lease the Approved Location for the Franchised Business. Franchisee will provide to Franchisor for its review and approval a copy of the proposed lease pursuant to which Franchisee will occupy or acquire rights in the Approved Location after Franchisor accepts the Approved Location. The proposed lease will include the Lease Rider attached to this Agreement as <a href="Attachment G">Attachment G</a> and will not contain any covenants or other obligations that would prevent, limit or adversely affect Franchisee from performing its obligations under this Agreement. The proposed lease will be executed by all necessary parties after Franchisor accepts the proposed lease (provided such lease must be executed by the Lease Deadline), and Franchisee will furnish a complete copy of the Lease and Lease Rider to Franchisor within ten days after execution. FRANCHISEE ACKNOWLEDGES AND AGREES THAT FRANCHISOR'S APPROVAL OF A LEASE DOES NOT MEAN THAT THE ECONOMIC OR LEGAL TERMS OF THE LEASE ARE FAVORABLE; IT MEANS ONLY THAT THE LEASE CONTAINS THE LEASE TERMS THAT FRANCHISOR REQUIRES.

#### E. Relocation.

You may relocate the Franchised Business within the Protected Area only with Franchisor's prior written consent. Franchisor will grant its consent if your lease expires or terminates through no fault of yours, or if the Franchised Business premises is destroyed or materially damaged by fire, flood, or other natural catastrophe ("Innocent Loss or Casualty") and you are not in default of this Agreement or any other agreement between you and Franchisor. Selection of the relocation site and Franchised Business construction, renovation, and opening shall be governed by Articles 3, 4, and 5 of this Agreement; provided that: (1) if the relocation occurred as a result of an Innocent Loss or Casualty, the Franchised Business must be open for business at the new location within 180 days of closing at the previous Approved Location; and (2) if the relocation occurred for any other reason, the Franchised Business must be open for business at the new location within 30 days of closing at the previous location. You are solely responsible for all relocation costs and expenses, including your payment of Franchisor's then-current Relocation Fee, as published in the Manual from time-to-time.

#### 4. DRAWINGS, CONSTRUCTION, AND RENOVATION

#### A. Specifications and Drawings.

You assume all cost, liability, and expense for developing, constructing, and equipping the Franchised Business. Franchisor will furnish to you sample drawings and specifications for an Urban Air Adventure Park, including requirements for dimensions, design, image, interior layout, placement of Attractions, décor, fixtures, equipment, signs, furnishings, storefront, signage, graphics, and color schemes, or identify a third-party vendor who shall provide these to you at an additional cost. It is your responsibility to have prepared all required construction plans and specifications to suit the shape and dimensions of the Adventure Park, and you must ensure that these plans and specifications comply with applicable law and ordinances, building codes, and permit requirements, and with your lease requirements and restrictions. You shall use only qualified registered architects, registered engineers, and professional and licensed contractors, all or some of which Franchisor may specifically designate or approve from time-to-time in the Manual. Franchisor may, but is not required to, make available to Franchisee standard plans and specifications for fixtures, equipment, furnishings and signs to be used in connection with development of the Franchised Business. Franchisee acknowledges that such standard design plans and specifications shall not contain the requirements of any federal, state or local law, code or regulation (including without limitation those concerning the Americans with Disabilities Act (the "ADA") or similar rules governing public accommodations or commercial facilities for persons with disabilities), compliance with which shall be Franchisee's sole responsibility and at Franchisee's sole expense.

You shall submit proposed construction plans, specifications, and drawings for the Adventure Park ("Plans") to Franchisor and shall, upon Franchisor's request, submit all revised or "as built" Plans during such construction. Franchisor will approve or refuse to approve the Plans and notify you in writing within 30 days after receiving the Plans. Once Franchisor has approved the Plans, the Plans shall not be materially changed without Franchisor's prior written approval, which shall not be withheld unreasonably. You may not begin site preparation or construction before Franchisor has approved in writing the Plans. All construction must be in accordance with Plans approved by Franchisor and must comply in all respects with the Standards and with applicable laws, ordinances, local rules, and regulations.

## B. Acquisition of Necessary Furnishings, Fixtures and Equipment.

You agree to use in the development and operation of the Franchised Business only the fixtures, furnishings, equipment, signs, and items of décor that Franchisor has approved as meeting its specifications and Standards for quality, design, appearance, function, and performance, including without limitation the Indicia. You further agree to place or display at the Franchised Business location (interior and exterior) only those signs, emblems, lettering, logos, and display materials that Franchisor has approved in writing from time-to-time or as otherwise required in accordance with applicable law.

You shall purchase or lease approved brands, types, or models of fixtures, furnishings, equipment, and signs only from suppliers designated or approved by Franchisor. If you propose to purchase, lease or otherwise use any fixtures, furnishings, equipment, signs, or items of décor which have not been approved by Franchisor, you shall first notify Franchisor in writing and shall, at your sole expense, submit to Franchisor upon its request sufficient specifications, photographs, drawings, or other information or samples for a determination as to whether those fixtures, furnishings, equipment, or signs comply with Franchisor's specifications and Standards. Franchisor will, in its sole discretion, approve or disapprove the items and notify you within 30 days after Franchisor receives the request. In addition, all fixtures, furnishings, equipment and signs related to the Attractions featured in your Adventure Park must be installed in accordance with Franchisor's Standards by a provider of installation services designated or approved by Franchisor, and further, such Attractions must be maintained and repaired in accordance with the Standards, including without limitation the purchase of replacement parts from an approved or designated supplier of such parts. You may not use alternative suppliers for any Attractions. Within 60 days following the date on which you execute the lease or acquire the site for the Adventure Park pursuant to Section 3.A., you will execute a purchase and installation agreement with our designated supplier for manufacturing and installation of Attractions and pay the applicable deposit.

## C. <u>Commencement and Completion of Construction and Build Out.</u>

Construction shall be performed or supervised by a general contractor or construction manager that satisfies the Standards set forth in the Manual. Construction of the Adventure Park will commence no later than six weeks after you execute the purchase and installation agreement for Attractions pursuant to Section 4.B. Construction will be deemed to have commenced upon the commencement of site work by heavy equipment or, in the event the Adventure Park is to be located in an existing shell space, commencement of construction-related work at the premises. You will notify us in writing within ten days following commencement of construction. Once construction has commenced, it shall continue uninterrupted (except for interruption by reason of events constituting Force Majeure) until completed, which will occur no later than 180 days following commencement of construction, and the Adventure Park will open no later than the Opening Date. "Force Majeure" means any natural disaster (such as tornadoes, earthquakes, hurricanes and floods), strike, lock-out, or other industrial disturbance, war (declared or undeclared), riot, government mandated closures due to epidemics or pandemics, fire, or other catastrophe, compliance with the orders, requests, regulations of any governmental authority having jurisdiction over a party or its business, and any other cause not within the control of the party affected thereby that materially and adversely affects such party's ability to perform its obligations under this Agreement. Financial inability of a party will not constitute an event of Force Majeure. If events constituting Force Majeure cause a delay in the commencement of the construction or build out of the Adventure Park, Franchisor shall proportionately extend the Opening Date for the Franchised Business. Notwithstanding the occurrence of any such events, the Franchised Business shall be furnished, equipped and shall otherwise be ready to open for business per this Agreement, no later than the Opening Date.

You agree, at your sole expense, to do or cause to be done the following, by the Opening Date:

- (1) Obtain and maintain all required building, utility, sign, health, sanitation, business, and other permits and licenses applicable to the Franchised Business;
- (2) Make all required improvements to the Franchised Business location and decorate the exterior and interior of the Adventure Park in compliance with the Plans approved by Franchisor;
- (3) Purchase or lease and install all specified and required fixtures, equipment, furnishings, and interior and exterior signs required for the Franchised Business; and
- (4) Purchase an opening inventory for the Franchised Business of only authorized and approved products and other materials and supplies.

# D. <u>Inspection, Cooperation</u>.

During construction or renovation, you shall (and shall cause your architect, engineer, contractors, and subcontractors to) cooperate fully with Franchisor and its designees for the purpose of permitting Franchisor and its designees to inspect the Franchised Business location and the course of construction or renovation to determine whether construction or renovation is proceeding according to the Plans.

## E. Final Inspection.

You shall notify Franchisor in writing at least ten days prior to the date you expect construction or renovation to be completed and a certificate of occupancy to be issued. Upon Franchisor's request, you shall submit a copy of the certificate of occupancy to Franchisor. Franchisor reserves the right, after receiving your notice, to conduct a final inspection of the Franchised Business premises to determine your compliance with this Agreement. You shall not open the Franchised Business for business unless you have satisfied the conditions set forth in <u>Article 5</u>, below. Further, upon Franchisor's request, you agree to submit development costs of the Franchised Business to Franchisor in the format Franchisor requires.

## 5. **OPENING**

## A. Opening Date.

Franchisee must open the Franchised Business by the "Opening Date", which is the date by which the Franchised Business must open for business to the public, as set forth in Attachment B, which date shall not be later than 24 months following the Effective Date. Time is of the essence in performance under this Section 5.A. If the Franchised Business is not open and operating by the Opening Date, Franchisor may, at its option, terminate this Agreement without providing any refund to Franchisee or opportunity to cure. However, neither party shall be responsible for non-performance or delay in performance occasioned by a Force Majeure event. Force Majeure shall not include Franchisee's lack of adequate financing, and no event of Force Majeure shall relieve Franchisee of the obligation to pay any money under this Agreement or any agreement with any Franchisor's Affiliate.

#### B. Opening Authorization.

Franchisee shall provide Franchisor with (a) written notice of its specific intended opening date; and (b) request for Franchisor's approval to open on such date. Such written notice and request shall be made no later than thirty (30) days prior to such intended opening date. Franchisor will authorize the opening of the Franchised Business only after all of the following conditions have been fully satisfied:

- (1) You are not in material default under this Agreement or any other agreements with Franchisor; you are not in default beyond the applicable cure period under any real estate lease, equipment lease, or financing instrument relating to the Franchised Business; and you are not in default beyond the applicable cure period with any vendor or supplier of the Franchised Business;
- (2) You are current on all obligations due to Franchisor, including payment of all fees due to Franchisor to date;
- (3) Franchisor is satisfied that the Franchised Business was constructed or renovated substantially in accordance with approved Plans and you have provided documentation satisfactory to Franchisor that such construction or renovation was completed in accordance with applicable federal, state, and local laws, regulations, and codes;
- (4) Franchisor has received a copy of the approved and fully executed lease and Lease Rider, and if the tenant under the Lease is different from the Franchisee entity herein, execute Franchisor's then-current form of assignment and assumption agreement and general release;
- (5) You have obtained a certificate of occupancy and any other required health, safety, or fire department certificates;

- (6) You have certified to Franchisor in writing that the installation of all items of furnishings, fixtures, equipment, signs, computer terminals, and related equipment, supplies, and other items has been accomplished in accordance with the Standards and applicable law;
- (7) Your Designated Manager has attended and successfully completed Franchisor's initial training program, your general manager successfully completing Franchisor's training at least 30 days before opening, and you have hired and trained your personnel in accordance with the requirements of this agreement and the Manual, including without limitation ensuring that your personnel have obtained all required safety training and certifications;
- (8) Franchisor has been furnished copies of all insurance policies required by <u>Article 16</u> of this Agreement, and all such insurance is in full force and effect;
- (9) You have executed and delivered to Franchisor the Telephone Number Assignment Agreement attached hereto as <u>Attachment F</u>;
- (10) You have executed and delivered to Franchisor the ACH Agreement attached hereto as <u>Attachment H</u> for the Franchisee entity operating under this Franchise Agreement;
- (11) You have obtained initial inventory of supplies to open, and paid any amounts due to Designated Suppliers, or Franchisor or Affiliate; and
- (12) You have complied with all other of Franchisor's pre-opening requirements, conditions and procedures (including, without limitation, those regarding pre-opening scheduling, training, and communications) as set forth in this Agreement, the Manuals, and/or elsewhere in writing by Franchisor.

Franchisee shall ensure its operations meet the requirements of the space in which the Franchised Business is operating, whether imposed by a lease, other agreement, or rules imposed by the landlord or other party controlling the space.

#### C. Pre-Opening Assistance.

Franchisor will provide consultation and advice to you regarding: (1) development and operation of the Franchised Business; (2) building and Attractions layout, furnishings, fixtures, and equipment plans and specifications; (3) qualifications and training requirements for various personnel roles required for the operation of the Franchised Business in accordance with the Standards; (4) purchasing and inventory control; and such other matters as Franchisor deems appropriate. If this Agreement is being signed in conjunction with your development and operation of your first Adventure Park, Franchisor will make available one member of Franchisor's training staff to provide you two to three days of on-site opening assistance. There is no additional fee for such assistance for the first Adventure Park you develop, but if such assistance is provided with respect to the second or any subsequent Urban Air Adventure Park developed by you or your Affiliate, or if Franchisor deems necessary or you request that Franchisor provide additional members of its training staff to provide on-site opening assistance (subject to availability of personnel), then in each such case, Franchisor may charge, and you agree to pay, a training fee per person per day for such on-site assistance, including reimbursement of Franchisor's out of pocket costs it incurs in connection with providing such on-site opening assistance, including travel, accommodations and meals for the trainer(s) providing such assistance.

#### D. Ongoing Assistance.

Franchisor periodically, as it deems appropriate, will advise and consult with you regarding the operation of your Franchised Business, and provide to you its knowledge and expertise regarding the System and pertinent new developments, techniques, and improvements in business management, sales promotion, service concepts, and other areas. Franchisor may provide these services through visits by Franchisor's representatives to the Franchised Business, the distribution of printed or filmed material, or electronic information, meetings, or seminars, telephone communications, email communications, or other communications.

#### 6. FEES

## A. Initial Franchise Fee.

Upon execution of this Agreement, you shall pay Franchisor an Initial Franchise Fee in the amount specified in the Summary Page. Franchisee acknowledges and agrees the Initial Franchise Fee is fully earned by Franchisor when paid and is not refundable under any circumstances. In the event any Initial Franchise Fee discounts were applied because one of the Owners is a veteran, and if the veteran who was the basis of such veteran's incentive is no longer an Owner for any reason, other than death or disability, then, at the fifth anniversary of the Effective Date or upon any transfer, Franchisee shall reimburse Franchisor the entire amount of the discount applied to the Initial Franchise Fee. The Initial Franchise Fee shall be paid in full upon the execution of this Agreement, subject to any applicable development fees that Franchisee previously paid to Franchisor pursuant to a separate development agreement and which may be applied against the Initial Franchise Fee under the terms of such development agreement.

#### B. Royalty Fee.

You shall pay to Franchisor a nonrefundable and continuing Royalty Fee in the amount specified in the Summary Page for the right to use the System and the Proprietary Marks, as they may be amended by Franchisor from time to time, at the Franchised Business location and in connection with the operation of the Franchised Business.

#### C. Administrative Fees.

In addition to the Royalty Fee and any other fees charged in this Agreement, you shall pay to Franchisor certain administrative fees each month related to support services provided to the Franchised Business, as follows:

- (1) <u>Call Center Fee</u>: Your pro rata share of Franchisor's cost of operating, administering and upgrading the call center for the benefit of Urban Air Adventure Parks operating in the United States, which includes certain fees that we collect and pay to our Designated Suppliers (as defined in <u>Section 11.C.</u>) on your behalf, including your access to the license for our approved providers of event lead generation and management, donation support and customer service inquiries (as set forth in the Manual), fees related to maintenance of the call center telephone system and commissions for soliciting and booking birthday parties, corporate events and special events, as follows, which may be amended from time to time:
  - a) <u>Birthday Parties</u>: \$5 commission for each birthday party booked by the call center for the Franchised Business and an additional \$5 commission for each \$50 upsell related to such birthday party (provided commissions related to upsells will not exceed \$10 per birthday party); and
  - b) <u>Corporate and Other Special Events</u>: If the call center books a special event (e.g. corporate event, summer children's camp, reception or social gathering other than a child's birthday party), then you will pay to Franchisor 5% of the Gross Sales collected for such special event.

Policies and procedures related to bookings through the call center, including your obligations with respect to such bookings and related commissions, are set forth in the Manual, as may be amended by Franchisor from time to time. Fees that are collected by Designated Suppliers of services related to the call center (as described above) are established by such Designated Suppliers and will vary depending on the number of licenses provided to your Franchised Business and the overall number of licenses provided to Urban Air Adventure Parks in the United States, but, as of the Effective Date, are \$350-\$400 per month per Adventure Park, exclusive of commissions.

(2) <u>Membership Program Fee</u>. Franchisor has established a multi-tier membership program for Urban Air Adventure Park guests ("<u>Membership Program</u>"), as further described in <u>Section 11.P</u>. You are obligated to participate in such Membership Program in accordance with the terms set forth in this Agreement and the Manual. In connection with Franchisor's administration of such Membership Program,

you will pay to Franchisor a continuing, non-refundable monthly fee equal to 2.5% of the monthly Gross Sales attributable to membership fees received by Franchisor for membership agreements purchased for access to and use of your Franchised Business ("Membership Program Fee"), plus your pro rata share of costs incurred in connection with operating the Membership Program (including reconciliation, collections management, and hosting the Membership Program software and mobile applications (if any).

- (3) <u>Technology Fee</u>. You must pay Franchisor a Technology Fee as specified on the Summary Page and <u>Section 11.E.</u> below.
- (4) <u>Payments to Affiliates</u>. If any of our Affiliates provides products and services to you, whether under a separate agreement or otherwise, you must promptly pay any and all outstanding invoices and other payments to such Affiliate. Late or non-payment of our Affiliate invoices is a breach of this Agreement, and any such overdue and unpaid invoices to our Affiliates become payable and an outstanding obligation under this Agreement, which is subject to default and termination under Article 18.

# D. <u>National Advertising Fund</u>.

Upon 30 days' notice to you, Franchisor may implement, and thereafter will administer and control the Urban Air Adventure Park National Advertising Fund ("NAF"). You will pay to Franchisor a continuing, non-refundable monthly contribution up to 5% of the monthly Gross Sales ("NAF Contribution") to the NAF. Once established, Franchisor shall provide notice to Franchisee of the current NAF Contribution, which may change upon 30 days' written notice from Franchisor. Franchisor reserves the right to suspend collection of the NAF Contribution or increase the NAF Contribution at any time, provided that the sum of the NAF Contribution, Advertising Cooperative contribution and the Local Marketing Expenditure will not exceed 6% of Gross Sales (allocated by Franchisor, at its sole option, between the NAF Contribution. Advertising Cooperative contribution and Local Marketing Expenditure) during any 12-month period.

# E. <u>Payment of Fees</u>.

You must participate in Franchisor's then-current electronic funds transfer program authorizing Franchisor to utilize a pre-authorized bank draft system, and sign the ACH Authorization form attached hereto as <a href="Attachment H">Attachment H</a>. All Royalty Fees and other amounts owed under this Agreement, including interest charges, are payable monthly and must be received by Franchisor or credited to Franchisor's account by pre-authorized bank debit before 5:00 p.m. on the date such payment is due, as specified in the Manual (the "Due Date"). On each Due Date, Franchisor will transfer from your commercial bank operating account ("Account") the fees due pursuant to this Section 6 based on the Gross Sales reported to Franchisor by you or as determined by Franchisor by the records contained in the cash registers/computer terminals of the Franchised Business. Declining or revoking your participation (directly or indirectly) in Franchisor's then-current electronic funds transfer program is a material breach of this Agreement for which Franchisor may terminate your agreement.

For the sake of clarity, you must include in Gross Sales all revenue you receive in connection with the operation of the Franchised Business, including without limitation payments that you may receive from third parties that "host" programs or children's "camps" in the Adventure Park and disbursements you receive from any third party sales platform (e.g. Groupon), in each case whether authorized or unauthorized (provided, Franchisor's acceptance of fees paid by Franchisee in connection with unauthorized programs or third party service providers will not constitute a waiver of any right or remedy of Franchisor under this Agreement or applicable law). If you have not reported to Franchisor Gross Sales for any reporting period, Franchisor will transfer from the Account an amount calculated in accordance with its estimate of the Franchised Business' Gross Sales during the reporting period, which estimate may be based on, among other things, historical financial performance of the Franchised Business or current and historical performance of other franchisees. If, at any time, Franchisor determines that you have underreported Gross Sales or underpaid the Royalty Fee or other amounts due to Franchisor under this Agreement, or any other

agreement, Franchisor shall initiate an immediate transfer from the Account in the appropriate amount in accordance with the foregoing procedure, including interest as provided in this Agreement. Any overpayment will be credited against future Royalty Fees and other payments due under this Agreement.

In connection with the payment by electronic funds transfer, you shall: (1) comply with procedures specified by Franchisor in the Manual or otherwise in writing; (2) perform those acts and sign and deliver those documents as may be necessary to accomplish payment by electronic funds transfer as described in this Section 6.E.; (3) give Franchisor an authorization in the form designated by Franchisor to initiate debit entries and credit correction entries to the Account for payments of the Royalty Fee and other amounts payable under this Agreement, including any interest charges; and (4) make sufficient funds available in the Account for withdrawal by electronic funds transfer no later than the Due Date for payment thereof.

In addition to those fees payable to Franchisor set forth in this <u>Section 6.E</u> and elsewhere in this Agreement, Franchisor may, upon notice to Franchisee and at its option, collect payments due to certain Designated Suppliers of goods and services the Franchisee is required to purchase pursuant to the Standards in connection with the development and operation of the Adventure Park via the electronic funds transfer program and may remit such collected amounts to the Designated Suppliers directly. Such payment on behalf of Franchisee does not constitute a guarantee by Franchisor of any obligation of Franchisee to such Designated Suppliers, and Franchisee will remain fully liable for all such obligations.

Notwithstanding the provisions of this <u>Section 6.E.</u>, Franchisor reserves the right to modify, at its option, the method by which you pay the Royalty Fee and other amounts owed under this Agreement, including interest charges, upon receipt of written notice by Franchisor. Your failure to have sufficient funds in the Account shall constitute a default of this Agreement pursuant to <u>Article 18</u>. You shall not be entitled to set off, deduct, or otherwise withhold any Royalty Fees, interest charges, or other monies payable to Franchisor under this Agreement on grounds of any alleged nonperformance by Franchisor of any of its obligations or for any other reason.

#### F. Interest; Non-Sufficient Funds Charge.

Any payments not received by the Due Date will accrue interest at the rate of 18% per annum or the highest lawful interest rate permitted by the jurisdiction in which the Franchised Business operates, whichever is less. If any check, draft, electronic or otherwise, is returned for nonsufficient funds, you shall pay to Franchisor a nonsufficient funds charge in an amount determined by Franchisor, but not to exceed \$100 per transaction or the maximum allowed by applicable law and shall reimburse Franchisor for all expenses that it incurs on account of such nonsufficient funds.

## G. Taxes.

Any and all amounts expressed as being payable pursuant to this Agreement are exclusive of any applicable taxes. You are obligated to pay all federal, state and local taxes, including without limitation sales, use and other taxes, fees, duties and similar charges assessed against you. You are responsible for and must indemnify and hold Franchisor and its Indemnitees (as defined in Section 20.B.) harmless against any penalties, interest and expenses incurred by or assessed against Franchisor as a result of Franchisor's failure to withhold such taxes or to timely remit them to the appropriate taxing authority. You agree to fully and promptly cooperate with Franchisor to provide any information or records it requests in connection with any application by Franchisor to any taxing authority with respect to you.

# H. Partial Payments.

No payment by you or acceptance by Franchisor of any monies under this Agreement for a lesser amount than due shall be treated as anything other than a partial payment on account. Your payments of a lesser amount than due with an endorsement, statement, or accompanying letter to the effect that payment of the lesser amount constitutes full payment shall be given no effect and Franchisor may accept the partial payments without prejudice to any rights or remedies it may have against you. Acceptance of payments by

Franchisor other than as set forth in this Agreement or a waiver by Franchisor of any other remedies or rights available to it pursuant to this Agreement shall not constitute a waiver of Franchisor's right to demand payment in accordance with the requirements of this Agreement or a waiver by Franchisor of any other remedies or rights available to it pursuant to this Agreement or under applicable law. Notwithstanding any designation by you, Franchisor shall have the sole discretion to apply any payments by you to any of your past due indebtedness for Royalty Fees, purchases from Franchisor or its Affiliates, interest or any other indebtedness. Franchisor has the right to accept payment from any other entity as payment by you. Acceptance of that payment by Franchisor will not result in that other entity being substituted as franchisee under this Agreement.

## I. Collection Costs and Expenses.

You agree to pay Franchisor on demand all costs and expenses incurred by Franchisor in enforcing the terms of this Agreement including, without limitation, collecting any monies that you owe to Franchisor. These costs and expenses include, without limitation, costs and commissions due a collection agency, attorneys' fees, costs incurred in creating or replicating reports demonstrating Gross Sales of the Franchised Business, court costs, expert witness fees, discovery costs, and attorneys' fees and costs on appeal, together with interest charges on all of the foregoing.

#### J. Pre-Opening Gross Sales.

If Franchisor approves your Franchised Business to engage in certain pre-opening sales, including advance Membership Program sales, advance ticket sales and Urban Air Adventure Parks merchandise, then such pre-opening sales will be conducted in accordance with the Standards set forth in the Manual. In such case, Franchisee will pay Franchisor a Royalty Fee, Membership Program Fee, NAF Contribution and such other fees payable to Franchisor under this <u>Article 6</u> in accordance with the terms and conditions described above on all Gross Sales of the Franchised Business in connection with such pre-opening sales.

#### K. Corporate-Seeded Development Program Fee.

You may purchase an Urban Air Adventure Park constructed by us ("<u>CDP Park</u>") pursuant to the Franchisor's then-current corporate seeded development program ("<u>CDP</u>"). We may enter into an equipment purchase agreement for your purchase of the CDP Park, which shall include a one-time payment of 3% of the total project cost of the CDP Park and a nonrefundable earnest money deposit of no less than \$250,000. Further, you shall pay an ongoing fee of 3% of Gross Sales starting from the Effective Date and ending when we or an affiliate is no longer required to guarantee the lease of the CDP Park ("<u>CDP Park Fee</u>"). The CDP Park Fee is charged and paid in the same manner as the Royalty Fee (i.e., including on any presales, membership program, gift cards, etc.), and is in addition to the Royalty Fee, NAF Contribution, and any other fee Franchisee required to pay under the Franchise Agreement. Total project costs shall include but are not limited to the following: attorney fees to review lease, costs related to permits and zoning (and any required variances), engineering and architectural plans, construction costs, attraction costs and deposits, fixtures, furnishings, and equipment costs, audio and visual equipment and installation costs, food, merchandise, and all other expenses similar to those identified in Item 7 in our franchise disclosure document. Such costs will vary by Adventure Park, which we will disclose to you before the purchase.

#### L. No Subordination.

Franchisee shall not subordinate to any other obligation its obligation to pay Franchisor the Royalty Fees and/or any other fee or charge payable to Franchisor, whether under this Agreement or otherwise.

## 7. RECORDKEEPING AND REPORTS

#### A. Recordkeeping.

You agree to use computerized cash and data capture and retrieval systems that meet Franchisor's specifications and to record Franchised Business sales electronically or on tape for all sales at or from the Franchised Business premises. You shall keep and maintain, in accordance with any procedures set forth

in the Manual, complete and accurate books and records pertaining to the Franchised Business in the format and using the accounting software that Franchisor requires. Your books and records shall be kept and maintained using generally accepted accounting principles in the United States ("GAAP"). You shall preserve all of your books, records, and state and federal tax returns for at least five years after the later of preparation or filing (or such longer period as may be required by any governmental entity) and make them available and provide duplicate copies to Franchisor within five days after Franchisor's written request. Upon Franchisor's request, you shall provide all organizational documents of the Franchisee, your lease for the Approved Location, and such other records as Franchisor may reasonably require.

# B. <u>Periodic Reports and Retention of Records.</u>

You shall, at your expense, submit to Franchisor in the form prescribed by Franchisor a monthly profit and loss statement and balance sheet (both of which may be unaudited). Each statement and balance sheet shall be signed by you, your treasurer, or chief financial officer attesting that it is true, correct, and complete and uses accounting principles applied on a consistent basis which accurately and completely reflects the financial condition of the Franchised Business during the period covered. Where Franchisor authorizes Franchisee to use the services of a third party sales platform (e.g. Groupon), Franchisee must execute an authorization in the form prescribed by Franchisor that permits Franchisor to access the sales made by such third party sales platform and the disbursements paid to Franchisee at least monthly.

Franchisee shall maintain for a period of not less than seven (7) years during the term of this Agreement, and, for not less than seven (7) years following the termination, expiration, or non-renewal of this Agreement, full, complete, and accurate books, records, and accounts in accordance with generally accepted accounting principles and in the form and manner prescribed by Franchisor from time to time in the Manuals or otherwise in writing, including but not limited to: (i) daily transaction reports; (ii) cash receipts journal and general ledger; (iii) cash disbursements and weekly payroll journal and schedule; (iv) monthly bank statements, deposit slips and cancelled checks; (v) all tax returns; (vi) suppliers' invoices (paid and unpaid); (vii) dated daily and weekly transaction journal; (viii) semi-annual fiscal period balance sheets and fiscal period profit and loss statements; and (ix) such other records as Franchisor may from time to time request.

#### C. Other Reports.

You shall submit to Franchisor, for review or auditing, such other forms, reports, records, information, and data as Franchisor may reasonably designate, in the form and at times and places reasonably required by Franchisor, upon request and as specified from time-to-time in the Manual or otherwise in writing. At Franchisor's request, you shall furnish to Franchisor a copy of all federal and state income tax returns reflecting revenue derived from the operation of the Franchised Business, and copies of all sales tax returns, filed with the appropriate taxing authorities.

## D. Audit Rights.

Franchisor or its designee shall have the right at all reasonable times, both during and for a period of five years after the Term, to inspect, copy, and audit your books, records, and federal, state, and local tax returns, sales tax returns and such other forms, reports, information, and data as Franchisor reasonably may designate, applicable to the operation of the Franchised Business. If an inspection or audit discloses an understatement of Gross Sales, you shall pay Franchisor, within ten days after receipt of the inspection or audit report, the deficiency in the Royalty Fees plus interest (at the rate and on the terms provided in Section 6.F.) from the Due Date until the date of payment. If an inspection or audit is made necessary by your failure to furnish reports or supporting records as required under this Agreement, or to furnish such reports, records, or information on a timely basis, or if an understatement of Gross Sales for the period of any inspection or audit is determined to be greater than 2%, you also shall reimburse Franchisor for the actual cost of the inspection or audit including, without limitation, the charges of attorneys and independent accountants, and the travel expenses, accommodations, meals and compensation of Franchisor's employees or designees

involved in the inspection or audit. These remedies shall be in addition to all other remedies and rights available to Franchisor under this Agreement and applicable law.

Franchisor may also require you to participate in Brand-wide management and reporting systems, which you must contribute requested data and otherwise participate in. Upon execution of this Agreement, you must also execute Attachment I, the Dashboard Access Agreement, which gives you access to Franchisor's current reporting system. You may be required to participate in other systems in the future, which you must participate in and incorporate into your reporting procedures at your own cost and expense.

## **E.** Accounting Practices.

If you fail to comply with any of the reporting requirements described in this <u>Article 7</u> then Franchisor may require you to engage a bookkeeping service provider, designated or approved by Franchisor, to provide bookkeeping services for the Franchised Business for such period of time that Franchisor deems appropriate, in its sole discretion.

#### 8. TRAINING AND ASSISTANCE

## A. <u>Training</u>.

Franchisor will provide an initial training program at its headquarters or such other location as Franchisor may designate. Your Designated Manager and such other of your management personnel as Franchisor may reasonably require must attend and successfully complete the initial training program before the Franchised Business may open for business. "Designated Manager" means the individual identified in Attachment C and that satisfies the requirements and conditions set forth in Section 11.K. There is no charge for up to two individuals (including the Designated Manager) to attend the initial training program. At your request, Franchisor may permit additional individuals to attend the same training program (subject to certain conditions, as set forth in the Manual), provided there is availability for additional participants in the training program and, if approved, you pay to Franchisor its then-current training fee per person attending training as published in the Manual from time-to-time. Franchisor may require (in addition to the training of the key personnel identified in Attachment C and the Designated Manager) that any or all Owners (defined below), attend and successfully complete, to Franchisor's satisfaction, such portions of the initial training program as determined by Franchisor appropriate for Owners not involved in the day-to-day operations of the Franchised Business.

Your Designated Manager, general manager, and other Franchised Business personnel shall attend and successfully complete to Franchisor's satisfaction all safety training courses and programs that Franchisor requires from time-to-time, including, without limitation, all training that may be required by the state or local municipality where your Franchised Business is located, and shall maintain such certifications at all times throughout the Term. Franchisor may charge, and you agree to pay, a Franchisor's then-current cost of tuition or training for all safety training courses and programs that it provides plus, when applicable, reimbursement of Franchisor's out of pocket costs it incurs in connection with providing such training, including travel, accommodations and meals for the individual(s) providing such training.

Your Designated Manager shall be responsible for training your employees in all aspects of Franchised Business operations in accordance with the Standards set forth in the Manual. If Franchisor determines that the training provided by Franchisee or Designated Manager does not satisfy Franchisor's standards and requirements, or that any newly trained individual is not trained to Franchisor's standards, then Franchisor may require that such newly trained individual(s) attend and complete an initial training program provided by Franchisor prior to the opening of the Franchised Business.

Franchisor may, in its sole discretion, require your Designated Manager and other of your management personnel to attend and complete, to Franchisor's satisfaction, such other additional and remedial training as Franchisor may from time-to-time reasonably deem necessary. By way of example and not limitation, remedial training may be required if you fail to comply with the quality, safety, and service

Standards set forth in the Manual, fail to comply with reporting requirements of this Agreement, or receive significant customer complaints. Franchisor may charge, and you agree to pay, Franchisor's then-current training fee per person for each day of additional or remedial training provided plus, when applicable, reimbursement of Franchisor's out of pocket costs it incurs in connection with providing such training, including travel, accommodations and meals for the individual(s) providing such assistance.

You are responsible for all costs and expenses of complying with Franchisor's training and certification requirements including, without limitation, tuition, fees, and registration costs, as well as compensation, travel, wages, accommodations and meals for all personnel who participate in the training.

**B.** Conferences. Franchisor may, at its sole option, conduct conferences to discuss System developments including operational efficiency, personnel training, bookkeeping, accounting, inventory control, performance standards, advertising programs, merchandising procedures, and such other matters as Franchisor may identify. Attendance at such conferences by your Designated Manager or general manager may be made mandatory by Franchisor. If you are currently in default of this Agreement then Franchisor may, at its option, prohibit you and your Designated Manager's attendance at such conferences. You are responsible for all costs and expenses associated with attendance including, without limitation, compensation, travel, accommodations, wages, and meals for conference attendees. Franchisor reserves the right to charge a conference fee up to \$1,500 per attendee, which is subject to adjustment upward in an amount equal to the annual increase in the Consumer Price Index for all urban consumers when measured on January 1 of each year, which is due upon Franchisor's invoice to you. If your attendance is required and you fail to attend or send a representative in your place to attend the conference, then Franchisor reserves the right to charge you a conference materials fee of \$1,000 to provide you the training materials from the conference in a format of Franchisor's choosing.

# C. New or Replacement Designated Manager.

In the event that Franchisee's Designated Manager ceases active employment in the Franchised Business, Franchisee shall enroll a qualified replacement who is reasonably acceptable to Franchisor in Franchisor's training program reasonably promptly following cessation of employment of said individual. Franchisor reserves the right to require Franchisee to pay Franchisor's then-current per diem charges for any such training conducted by Franchisor. In the alternative, with respect to training a replacement Designated Manager, Franchisee may train such replacement(s) in accordance with Section 8.D. below. The replacement Designated Manager and/or any required managers shall complete the initial training program as soon as is practicable and in no event later than any time periods as Franchisor may specify from time to time in the Manuals and otherwise in writing. Franchisor reserves the right to review any Franchisee trained personnel and require that such persons attend and complete, to the satisfaction of Franchisor, the initial training program offered by Franchisor at a location designated by Franchisor.

## D. Training by Franchisee of Additional or Replacement Managers.

Franchisee shall have the option of training any additional Designated Manager (following the training of the first Designated Manager by Franchisor) at the Franchised Business or other Adventure Park operated by Franchisee or its Affiliates, provided that Franchisee is in compliance with all agreements between Franchisee and Franchisor and further provided that the training is conducted: (a) by the Designated Manager or other personnel who has completed Franchisor's initial training program to the satisfaction of the Franchisor (and who remains acceptable to Franchisor to provide such training) and (b) in accordance with any requirements or standards as Franchisor may from time to time establish in writing for such training. In the event Franchisor conducts such training, Franchisor reserves the right to require Franchisee to pay Franchisor's then-current per diem charges for training.

## 9. MANUAL

#### A. Manual on Loan.

Franchisor will loan you one copy of the Manual (as defined in Attachment A), which may take the form of one or more of the following: one or more loose-leaf or bound volumes; bulletins; notices; videos; CD-ROMS or other electronic media; online postings; online portal; e-mail or electronic communications; facsimiles; PDF; or, any other medium capable of conveying the Manual's contents. The Manual is material because it will affect the way you operate your Franchised Business. The Manual contains detailed standards, specifications, instructions, requirements, methods, and procedures for management and operation of the Franchised Business. The Manual may also contain information relating to the types of Attractions that may be offered (including maintenance and upgrades thereto); selection, purchase, storage, preparation, packaging, inventory management, service, and sale of all food and beverage products and merchandise sold at your Franchised Business; customer experience and service standards; customer loyalty, rewards and Membership Programs; management training and Brand qualifications for personnel roles; marketing, advertising, and sales promotions, including Brand strategy and positioning; maintenance and repair of the Franchised Business premises; personnel uniform standards; graphics; and accounting, bookkeeping, records retention, and other business systems, procedures, and operations. In order to protect the reputation and goodwill of Franchisor and to maintain high standards of operation under the System, you agree to at all times operate your Franchised Business in strict compliance with the Manual (as supplemented, amended, or modified by Franchisor from time-to-time), to maintain the Manual at the Franchised Business, to not reproduce the Manual or any part of it, to treat the Manual as strictly confidential and proprietary, and to disclose the contents of the Manual only to those employees who have a need to know in connection with the operation of the Franchised Business.

# B. The Manual is Confidential.

Franchisee shall treat the Manuals, any other materials created for or approved for use in the operation of the Franchised Business, and the information contained therein, as confidential, and shall use all best efforts to maintain such information (both in electronic and other formats) as proprietary and confidential. You shall not download, copy, duplicate, record, or otherwise reproduce the foregoing materials, in whole or in part, or otherwise make the same available to any unauthorized person, except as authorized in advance by the Franchisor. You agree to maintain the Manual at the Franchised Business, to treat the Manual as strictly confidential and proprietary, and to disclose the contents of the Manual only to those employees who have a need to know in connection with the operation of the Franchised Business.

## C. Revisions to the Manual.

Franchisor, at its sole discretion, may supplement, amend, or modify the Manual from time-to-time through any of the foregoing methods of communication concerning the System to reflect changes in the image, specifications, and standards relating to developing, equipping, furnishing, and operating an Adventure Park, including without limitation products and services that may be offered to customers, all of which will be considered part of the Manual and will, upon delivery to you, become binding on you as if originally set forth in the Manual or in this Agreement. You must keep your copy of the Manual current and up-to-date with all additions and deletions provided by or on behalf of Franchisor, and you must purchase whatever equipment and related services (including, without limitation, sound system, lighting, computer system, internet service, dedicated phone line, and such other hardware and software and related technology solutions and components as we may prescribe) as may be necessary to receive these communications. Franchisee expressly agrees to comply with each new or changed standard in the Manual. If a dispute relating to the contents or interpretation of the Manual develops, the master copy maintained by Franchisor at its principal offices shall control.

# D. <u>Franchisor's Property</u>.

The Manuals shall remain the sole property of Franchisor and shall be accessible only from a secure place. Upon termination or expiration of this Agreement, you shall immediately return the Manual without retaining any copies thereof. Upon termination or expiration of this Agreement, you shall immediately return the Manual without retaining any copies thereof. If you lose or misplace the Manual, Franchisor may impose a replacement fee which will not exceed \$500 for each volume of the replacement Manual.

## 10. MODIFICATIONS OF THE SYSTEM

Franchisor may, at its sole option, change or modify from time-to-time the System, any components of this System, and the requirements applicable to you by means of supplements or amendments to the Manual, including, but not limited to, modifications to the Manual, the required equipment and Attractions, the signage, the building and premises of the Franchised Business (including the trade dress, décor, and color schemes), the presentation of the Proprietary Marks, and other characteristics to which you are required to adhere (subject to the limitations set forth in this Agreement); adoptions of new administrative forms and methods of report and of payment of any monies owed by Franchisee (including electronic means of reporting and payment); alterations of the products, services, programs, methods, standards, accounting and computer systems, forms, policies and procedures of the System; and additions to, deletions from, or modifications to the Attractions, products and services your Franchised Business is authorized or required to offer; and additions, changes, improvements, modifications, substitutions to, of, from, or for the Proprietary Marks or copyrighted materials. You must accept and implement at the Franchised Business any such changes or modifications in the System as if they were a part of the System at the time you executed this Agreement, and you must make such expenditures as the changes or modifications in the System reasonably require.

Because enhancing the Brand's competitive position and consumer acceptance for the Brand's experiential entertainment offering through Attractions, products and services is a paramount goal of Franchisor and its franchisees, and because this objective is consistent with the long-term interest of the System overall, Franchisor may exercise certain rights, to the fullest extent permitted by then-applicable law, with respect to pricing of access to certain Attractions and other products and services offered for sale at Urban Air Adventure Parks, including, but not limited to, establishing policies with respect to the maximum and minimum retail prices which you may charge customers of your Franchised Business, recommended pricing and minimum advertised pricing for some or all of the Attractions, Membership Programs, products or services sold at your Franchised Business, which Franchisor may compel you to observe and honor. Franchisor further reserves the right to establish price promotions or package promotions which may directly or indirectly impact your retail prices, and in which Franchisor may compel you to participate. Franchisor may engage in any such activity periodically or throughout the Term and may engage in such activity in some geographic areas but not others, or with regard to certain subsets of franchisees but not others.

You acknowledge that because uniformity may not be possible or practical under many varying conditions, Franchisor reserves the right to materially vary its standards or franchise agreement terms for any franchisee, based on the timing of the grant of the franchise, the peculiarities of the particular territory or circumstances, business potential, population, existing business practices, other non-arbitrary distinctions, or any other condition which Franchisor considers important to the successful operation of the System. Except as required by applicable law, Franchisor is not obligated to disclose any variation or to grant the same or a similar variation to you.

If you develop any new concepts, processes, or improvements relating to the System, whether or not pursuant to a test authorized by Franchisor, you must promptly notify Franchisor and provide Franchisor with all information regarding the new concept, process, or improvement, all of which will automatically become the sole and exclusive property of Franchisor and its Affiliates, and which Franchisor and its Affiliates may incorporate into the System without any payment to you. You, on behalf of yourself and your

owners and all personnel, hereby irrevocably assign all rights in any new concepts, process or improvements relating to the System, and any derivative thereof, to Franchisor or any of its Affiliates, at Franchisor's option, and will execute and deliver all such additional instruments and documents as Franchisor may request to evidence the assignment and Franchisor's or its Affiliate's ownership of such new concept, process or improvement relating to the System.

Franchisee shall not implement any change to the System (including the use of any Attraction, product, service, or supplies not already approved by Franchisor) without Franchisor's prior written consent. Franchisee acknowledges and agrees that, with respect to any change, amendment, or improvement in the System or use of additional product or supplies for which Franchisee requests Franchisor's approval: (i) Franchisor shall have the right to incorporate the proposed change into the System and shall thereupon obtain all right, title, and interest therein without compensation to Franchisee, (ii) Franchisor shall not be obligated to approve or accept any request to implement change, and (iii) Franchisor may from time to time revoke its approval of a particular change or amendment to the System, and upon receipt of written notice of such revocation, Franchisee shall modify its activities in the manner described by Franchisor.

At all times, Franchisee shall update, upgrade, maintain, replenish, replace and recondition supplies and the premises of the Franchised Business as specified by Franchisor, in the Operations Manual and as modified by Franchisor from time to time. NOTWITHSTANDING THE FOREGOING, FRANCHISEE EXPRESSLY ACKNOWLEDGES AND AGREES THAT THE FOREGOING RELATES TO BRAND STANDARDS AND SPECIFICATIONS ASSOCIATED WITH THE PROPRIETARY MARKS AND THE SERVICES AND THAT, AT ALL TIMES, FRANCHISEE IS AND SHALL EXCLUSIVELY REMAIN RESPONSIBLE FOR CONDITIONS INVOLVING THE SAFETY OF CUSTOMERS AT THE APPROVED LOCATION.

If Franchisee fails or refuses to initiate within 10 days after receipt of notice, and to continue in good faith and with due diligence, a bona fide program to undertake and complete required maintenance or refurbishing of the Approved Location that, in Franchisor's sole discretion, is necessary to prevent a negative impact upon the goodwill associated with the Proprietary Marks and/or the System, or for the safety of customers of the Franchised Business, then Franchisor has the right, but is not obligated, to enter upon the premises of Approved Location and effect maintenance and refurbishing on Franchisee's behalf, and Franchisee must pay the entire cost to Franchisor on demand. In lieu, Franchisor may also require Franchisee to shutter the Franchised Business until such required maintenance or refurbishment is conducted according to Franchisor's specifications.

#### 11. PERFORMANCE REQUIREMENTS

**A.** <u>Best Efforts</u>. Your Designated Manager (see <u>Section 11.K</u> below) must use full time and best efforts in the operation of the Franchised Business and must personally supervise the day-to-day operation of the Franchised Business.

#### B. Standards, Specifications and Procedures.

You agree to comply with all System specifications, standards, and operating procedures (whether contained in the Manual or any other written communication) relating to the appearance, operation, customer experience, function, safety and cleanliness of an Urban Air Adventure Park Franchised Business including without limitation:

- (1) the types of Attractions offered and all maintenance, repair and execution of such Attractions featured at the Franchised Business:
- (2) uniformity, pricing and type of all products and services offered for sale at the Franchised Business, including with respect to food and beverage products the quality and taste of such products;
  - (3) sales and marketing procedures and customer service;

- (4) advertising and promotional programs;
- (5) Membership Programs (including compliance with the terms and formats of membership agreements in the form prescribed by Franchisor), customer loyalty programs and gift card programs;
  - (6) layout, décor, and color scheme of the Franchised Business;
  - (7) qualification and training of personnel;
  - (8) submission of requests for approval of brands of products, supplies, and suppliers;
  - (9) use and illumination of signs, posters, displays, standard formats, and similar items;
  - (10) use of audio equipment and type and decibel levels of music;
- (11) use of video equipment and type and decibel level of television broadcasts (including closed captioning requirements);
  - (12) types of fixtures, furnishings, equipment, small wares, and packaging; and
- (13) the make, type, location, and decibel level of any game, entertainment, or vending machine. Mandatory specifications, standards, and operating procedures, including upgraded or additional equipment (including Computer Systems (defined below), Attractions and other operating equipment), that Franchisor prescribes from time-to-time in the Manual or otherwise communicates to you shall constitute provisions of this Agreement as if fully set forth in this Agreement.

Such System specifications may include brand specifications ("<u>Approved Brands</u>"), and to the extent that Approved Brands have been identified, you may purchase and use only the Approved Brands. Franchisor may from time-to-time modify its specifications, and you shall promptly comply with all such modifications.

## C. Approved Suppliers and Distributors.

You must purchase from us or from suppliers or distributors we designate (each a "<u>Designated Supplier</u>") all of your requirements for developing, constructing, and operating the Franchised Business including, but not limited to (1) fixtures, furniture, equipment, point-of-sale systems, merchant processing systems, Attractions, signs, items of décor, architect services, paper products, and food and beverage products; (2) uniforms, shirts, and all merchandise and items intended for retail sale (whether or not bearing our Proprietary Marks); (3) advertising, point-of-purchase materials, and other printed promotional materials; (4) gift certificates and stored value cards; (5) stationery, business cards, contracts, and forms; (6) bags, packaging, and supplies bearing the Proprietary Marks; (7) insurance policies from our Designated Supplier and approved carriers or brokers, to the extent permitted by law; (8) local and regional marketing services through our Designated Supplier, if applicable; (9) general contractor; and (10) other products and services that we require. We reserve the right to modify, add, and discontinue use of such suppliers or distributors at any time at our sole discretion. You agree to promptly comply with all such requirements within our designated timeframe, and at your sole expense.

Franchisor may, at its sole option, enter into supply contracts either for all Urban Air Adventure Parks or a subset of Urban Air Adventure Parks situated within one or more geographic regions (each a "Systemwide Supply Contract"). Franchisor may enter into Systemwide Supply Contracts with one or more vendors of products, services, or equipment and may require all company-owned and franchised Urban Air Adventure Parks in a geographic area to purchase from or use such vendors. If Franchisor enters into such Systemwide Supply Contracts, then immediately upon notification, you must purchase or use the specified product, service, or equipment, as applicable, only from the Designated Supplier for such Systemwide Supply Contract; provided, however, that if, at the time of such notification, you are already a party to a non-terminable supply contract with another vendor or supplier for the designated product, service, or equipment, then your obligation to purchase from or use Franchisor's Designated Supplier under the Systemwide Supply Contract will not begin until the scheduled expiration or earlier termination of your

pre-existing supply contract. Franchisor makes no representation that it will enter into any Systemwide Supply Contracts or other exclusive supply arrangements or, if it does, that you will not otherwise be able to purchase the same products or services at a lower price from another supplier. Franchisor may add to, modify, substitute or discontinue Systemwide Supply Contracts or exclusive supply arrangements in the exercise of its sole discretion and business judgment. If Franchisor enters into a Systemwide Supply Contract or such other contracts with a Designated Supplier (e.g., point-of-sale systems, music licenses, Membership Programs), then you agree to pay Franchisor on a monthly basis (via ACH or Franchisor's then-current electronic payment program and on the Due Date for the Royalty Fee collected under this Agreement), or such other basis as reasonably determined by Franchisor, your pro rata share of such payments due to such Designated Supplier under the Systemwide Supply Contract regardless of whether there is a participation agreement or similar agreement in effect to which you are a party.

Franchisor may also establish commissaries and distribution facilities owned and operated by Franchisor or its Affiliate that Franchisor may deem a Designated Supplier. Franchisor may receive money or other benefits, such as rebates or conference sponsorships, from Designated Suppliers based on your purchases; you agree that Franchisor has the right to retain and use all such benefits as it deems appropriate, in its sole discretion.

Franchisor may approve one or more suppliers for any products and services and may approve a supplier only as to certain products and services. Franchisor may concentrate purchases with one or more suppliers or distributors to obtain lower prices and the best advertising support and services for any group of Urban Air Adventure Parks or any other facilities franchised or operated by Franchisor or its Affiliates. Approval of a supplier may be conditioned on requirements relating to the frequency of delivery, reporting capabilities, standards of service, including prompt attention to complaints, corporate social responsibility policies or other criteria as set forth in the Manual, and concentration of purchases, as set forth above, and may be temporary pending a further evaluation of such supplier by Franchisor.

If you propose to purchase from a previously unapproved source, you shall submit to Franchisor a written request for such approval or shall request the supplier to submit a written request on its own behalf. Franchisor has the right to require, as a condition of its approval, that its representatives be permitted to sample the product and inspect the supplier's facilities, and that such information, specifications, and samples as Franchisor reasonably requires be delivered to Franchisor and to an independent, certified laboratory designated by Franchisor for testing prior to granting approval. A charge not to exceed the reasonable cost of the inspection and product testing and the actual cost of the test shall be paid by you (the "Supplier Testing Fee"). Franchisor will notify you within 120 days of your request as to whether you are authorized to purchase such products from that supplier. Franchisor reserves the right, at its option, to reinspect the facilities and products of any such approved supplier and to revoke its approval of any supplier upon the suppliers' failure to meet Franchisor's criteria for quality and reliability. You are not permitted to use alternative suppliers for the supply, installation or repair of Attractions.

#### D. Authorized Attractions, Products and Services.

You shall cause the Franchised Business to offer the Attractions that Franchisor specifies and sell all products and services that Franchisor requires, including without limitation ancillary services that Franchisor may authorize from time to time (e.g., after-school programs ("Learn and Fly"), Snapology summer camp, supplemental education camps ("Camp Urbie") and such other programs as Franchisor may establish), and only offer the Attractions that Franchisor specifies. For the sake of clarity, you may not "cohost" programs at your Franchised Business (e.g., after-school programs and children's camps organized by third party service providers for which the Franchised Business serves as a "host venue") without Franchisor's prior written authorization. Franchisor may add, modify, and discontinue authorized Attractions, products and services at any time, in its sole discretion, and you shall promptly comply with all directives. The Franchised Businesses shall begin offering for sale additional, upgraded or modified Attractions, products and services and cease offering discontinued Attractions, products and services within

ten days of the date you receive written notice of the addition, modification, or discontinuance or, in the case of Attractions, within a reasonable period of time after receipt of such notice, not to exceed 180 days. All Attractions, products and services offered for sale by the Franchised Business shall meet Franchisor's Standards.

At all times during the Term, you will maintain the Attractions as specified in the Manual. Any repair of the Attractions will be performed by an approved provider of repair services. You may not modify or alter any Attraction without our prior written consent. Attractions must be operated at all times in strict accordance with the standards set forth in the Manual and the applicable manufacturer's instructions. ALTHOUGH APPROVED OR DESIGNATED BY FRANCHISOR, FRANCHISOR AND ITS AFFILIATES MAKE NO WARRANTY AND EXPRESSLY DISCLAIM ALL WARRANTIES, INCLUDING WARRANTIES OF MERCHANTABILITY AND FITNESS FOR ANY PARTICULAR PURPOSE WITH RESPECT TO THE ATTRACTIONS, PRODUCTS, SERVICES, EQUIPMENT, SUPPLIES, FIXTURES, FURNISHINGS OR OTHER APPROVED ITEMS. IN ADDITION, FRANCHISOR DISCLAIMS ANY LIABILITY ARISING OUT OF OR IN CONNECTION WITH THE ATTRACTIONS SUPPLIED AND INSTALLED, SERVICES RENDERED OR PRODUCTS SUPPLIED BY ANY DESIGNATED SUPPLIER OR SUPPLIER APPROVED BY FRANCHISOR. FRANCHISOR'S APPROVAL OF OR CONSENT TO ANY ATTRACTIONS, PRODUCTS OR SERVICES, ANY SUPPLIER THEREOF OR ANY OTHER INDIVIDUAL, ENTITY OR ANY ITEM WILL NOT CREATE ANY LIABILITY TO FRANCHISOR.

With respect to food and beverage products, paper products, party supplies, merchandise and other items required for the operation of the Franchised Business, you shall always maintain an inventory of such products sufficient in quality and variety to realize the full potential of the Franchised Business. Franchisor may, from time-to-time, conduct market research and testing to determine consumer trends and the salability of new products and services. You agree to cooperate in these efforts by participating in the Urban Air Adventure Park customer surveys and market research programs if requested by Franchisor. All customer surveys and market research programs will be at Franchisor's sole cost and expense, unless you have volunteered to participate in the survey or market research and to share your proportionate cost. You may not test any new Attraction, product or service without Franchisor's prior written consent.

## E. Computer Systems and Intranet/Extranet Systems.

You shall acquire and use all point-of-sale systems, computer hardware and related accessories, and peripheral equipment ("Computer Systems") that Franchisor prescribes for use by the Franchised Business and may not use any point-of-sale systems or computer hardware, accessories, or peripheral equipment that Franchisor has not approved for your use. Requirements may include, among other things, connection to remote servers, off-site electronic repositories, and high-speed Internet connections and service.

You shall: (1) use any proprietary software programs, system documentation manuals, and other proprietary materials provided to you by Franchisor in connection with the operation of the Franchised Business; (2) input and maintain in your computer such data and information as Franchisor prescribes in the Manual, software programs, documentation, or otherwise; and (3) purchase new or upgraded software programs, system documentation manuals, and other proprietary materials at then-current prices whenever Franchisor adopts such new or upgraded programs, manuals, and materials system-wide. You shall enter into all software license agreements, "terms of use" agreements, and software maintenance agreements, in the form and manner Franchisor prescribes, and pay all fees charged by third-party software and software service providers thereunder. In addition, Franchisor has the right to charge, and you agree to pay, a technology fee ("Technology Fee") in the amount specified in the Summary Page.

You acknowledge that Franchisor may independently access from a remote location, at any time, all information input to, and compiled by, your Computer System or an off-site server, including information concerning Gross Sales, purchase orders, inventory and expenditures.

You acknowledge that technology is ever changing and that, as technology or software is developed in the future, Franchisor may, in its sole discretion, require you to: (1) add to your Computer System memory, ports, and other accessories or peripheral equipment, or additional, new, or substitute software; (2) replace, update or upgrade your Computer System, including but not limited to computer hardware components and software applications as Franchisor prescribes, but not to exceed three times per calendar year.

To ensure full operational efficiency, you agree to keep your Computer System in good maintenance and repair and to make additions, changes, modifications, substitutions, and replacements to your computer hardware, accessories and peripherals, software, telephone and power lines, high speed Internet connections, and other computer-related facilities as directed by Franchisor. Upon termination or expiration of this Agreement, all computer software, disks, tapes, and other magnetic storage media shall be returned to Franchisor in good operating condition, excepting normal wear and tear.

Franchisor may, at its option, establish and maintain an intranet or extranet system through which members of the Urban Air Adventure Park franchise network may communicate, and through which Franchisor may disseminate updates to the Manual and other Confidential Information. Franchisor will have no obligation to establish or to maintain the intranet indefinitely and may dismantle it at any time without liability to you. Franchisor may establish policies and procedures for the intranet's use. Franchisor expects to adopt and adhere to a reasonable privacy policy. However, you acknowledge that, as administrator of the intranet, Franchisor can technically access and view any communication that anyone posts on the intranet. You further acknowledge that the intranet facility and all communications that are posted to it will become Franchisor's property, free of any claims of privacy or privilege that you or any other individual may assert. If you fail to pay when due any amount payable to Franchisor under this Agreement, or if you fail to comply with any policy or procedure governing the intranet, Franchisor may suspend your access to any chat room, bulletin board, listsery, or similar feature the intranet includes until you fully cure the breach.

## F. <u>Non-Cash Payment Systems</u>.

Within Franchisor's required period following Franchisor's request, you shall accept debit cards, credit cards, stored value cards, or other non-cash systems (including, for example, APPLE PAY, or GOOGLE WALLET) specified by Franchisor to enable customers to purchase authorized products, and you shall obtain all necessary hardware and software used in connection with these non-cash systems. You will use the Designated Suppliers of such non-cash payment systems that we designate in the Manual, and we will collect your pro rata share of payments due to such Designated Suppliers in accordance with Section 11.C. related to Systemwide Supply Contracts. The parties acknowledge and agree that protection of customer privacy and credit card information is necessary to protect the goodwill of businesses operating under the Proprietary Marks and System. Accordingly, you shall cause the Franchised Business to meet or exceed, at all times, all applicable security standards developed by the Payment Card Industry Security Standards Council or its successor and other regulations and industry standards applicable to the protection of customer privacy and credit card information. You shall use only the non-cash payment systems approved by Franchisor, and are prohibited from accepting any currency or payment type other than U.S. currency. This prohibition extends to cryptocurrency or any other non-U.S. currency based payment systems. You shall take commercially reasonable precautions to prevent data security breaches, and to comply with breach notification statutes and other legal requirements in the event of a security breach. You are solely responsible for your own education concerning these regulations and standards and for achieving and maintaining applicable compliance certifications. YOU SHALL DEFEND, INDEMNIFY, AND HOLD FRANCHISOR HARMLESS FROM AND AGAINST ALL CLAIMS ARISING OUT OF OR RELATED TO YOUR VIOLATION OF THE PROVISIONS OF THIS SECTION 11.F. IN ACCORDANCE WITH THE INDEMNIFICATION PROCEDURES SET FORTH IN SECTION **20.B**.

## **G.** Franchisor Inspections.

Franchisor or its designees shall have the right at any reasonable time and without prior notice to you to: (1) inspect the Franchised Business premises; (2) observe, photograph, and record the operation of the Franchised Business for such consecutive or intermittent periods as Franchisor deems necessary; (3) interview Franchised Business personnel; (4) interview customers; and (5) inspect and copy any books, records, and documents relating to the operation of the Franchised Business or, upon request of Franchisor or its designee, require you to send copies thereof to Franchisor or its designee. You shall present to your customers those evaluation forms as are periodically prescribed by Franchisor and shall participate and ask your customers to participate in any surveys performed by or on behalf of Franchisor as Franchisor may direct.

You agree to cooperate fully with Franchisor or its designee regarding any such inspection, observations, recordings, product removal, and interviews. You shall take all necessary steps to immediately correct any deficiencies detected during these inspections including, without limitation, ceasing further sales of unauthorized items and ceasing further use of any equipment, advertising materials, or supplies that do not conform to the Standards and requirements promulgated by Franchisor from time-to-time. Franchisor shall have the right to develop and implement a grading system for inspections and, to the extent such a system is implemented, if the Franchised Business fails to achieve a passing score on any inspection, Franchisor may require your key personnel identified in <u>Attachment C</u> and other Franchised Business personnel to attend and participate in such additional training as Franchisor deems appropriate. If the Franchised Business fails to achieve a passing score on any two consecutive inspections or if the Franchised Business fails to achieve a passing score three or more times in any 12-month period, Franchisor may terminate this Agreement in accordance with Article 18.

These inspections may take the form of quality assurance inspections and mystery shops. To the extent Franchisor utilizes any of its employees, representatives, or a third-party service to conduct quality assurance inspections and mystery shops, you must reimburse Franchisor its actual costs incurred in connection with inspections and mystery shops conducted at your Franchised Business, including but not limited to related travel expenses. At Franchisor's request, Franchisor may require you to pay these amounts directly to the applicable services provider.

## H. Upkeep of the Franchised Business.

You shall continuously operate the Franchised Business and shall, at all times and at your sole expense, maintain in first class condition and repair (subject to normal wear and tear), in good working order, in accordance with the requirements of the System, and in compliance with all applicable laws and regulations, the interior and exterior of the Franchised Business premises, including, without limitation, all furniture, fixtures, equipment, furnishings, floor coverings, interior and exterior signage, interior and exterior finishes, and interior and exterior lighting. You shall promptly and diligently perform all necessary maintenance, repairs, and replacements to the Franchised Business premises as Franchisor may prescribe from time-to-time including periodic interior painting and replacement of obsolete or worn-out signage, floor coverings, furnishings, equipment, and décor. Franchisee shall make such changes, upgrades, and replacements as Franchisor may periodically require, in the time frames specified by Franchisor.

## I. <u>Franchised Business Operations</u>.

You shall cause the Franchised Business to be open and operating on the days and during the hours that Franchisor designates, subject to applicable lease and local law or licensing limitations. You shall operate and maintain the Franchised Business in conformity with the highest ethical standards and sound business practices and in a manner that will enhance the goodwill associated with the Proprietary Marks.

## J. Management and Personnel.

You shall employ a sufficient number of qualified, competent personnel to satisfy the demand for the Attractions, products and services offered by the Franchised Business. Your key management personnel are identified in <a href="Attachment C">Attachment C</a> to this Agreement. You shall hire all employees of the Franchised Business and be exclusively responsible for the terms of their employment and for the proper training of such employees in the operation of the Franchised Business, including without limitation the operation of the Attractions and with respect to customer relations. You will ensure that your personnel comply with the Standards set forth in the Manual, including compliance with Standards related to customer service and engagement. The parties acknowledge and agree that these requirements are necessary to preserve the goodwill identified by the Proprietary Marks.

Further, the parties acknowledge and agree that Franchisor neither dictates nor controls labor or employment matters for you or your employees. You are exclusively responsible for labor and employmentrelated matters and decisions related to the Franchised Business, including, but not limited to, hiring, promoting, and compensating personnel, for determining the number of jobs offered or job vacancies to be filled, for determining and changing employee wages, benefits and work hours, method of payment, maintenance of employment records, for disciplining and discharging your employees, and for supervising and controlling your employee's work schedule or conditions of employment. You are exclusively responsible for labor relations with your employees. We do not require you to implement any employmentrelated policies or procedures or security-related policies or procedures that we (at our option) may make available to you in the Operations Manual or otherwise for your optional use. You shall determine to what extent, if any, these policies and procedures may be applicable to your operations at the Franchised Business. YOU SHALL DEFEND AND INDEMNIFY FRANCHISOR AND ITS INDEMNITIES (AS DEFINED IN SECTION 20.B BELOW) AGAINST ANY AND ALL PROCEEDINGS, CLAIMS, INVESTIGATIONS, AND CAUSES OF ACTION INSTITUTED BY YOUR EMPLOYEES OR BY OTHERS THAT ARISE FROM YOUR EMPLOYMENT PRACTICES IN ACCORDANCE WITH THE INDEMNIFICATION PROCEDURES SET FORTH IN SECTION 20.B.

## K. <u>Designated Manager</u>.

You shall designate and retain an individual to serve as your Designated Manager. The Designated Manager as of the date of this Agreement is identified in <u>Attachment C</u> to this Agreement. Unless waived in writing by Franchisor, the Designated Manager shall meet all of the following qualifications:

- (1) He or she, at all times, shall have full control over the day-to-day activities and operations of the Franchised Business and shall devote full time and best efforts to supervising the operation of the Franchised Business (and any other Urban Air Adventure Parks that you own and operate pursuant to a franchise agreement with Franchisor) and shall not engage in any other business or activity, directly or indirectly, that requires substantial management responsibility or time commitment;
- (2) He or she shall successfully complete the initial training program and any additional training required by Franchisor;
- (3) Franchisor shall have approved him or her as meeting its then-current Standards for such position, and not have later withdrawn such approval; and
- (4) He or she shall have executed and delivered to Franchisor a Confidentiality and Noncompete Agreement in the form attached to this Agreement as <u>Attachment E</u>.

If the Designated Manager ceases to serve in, or no longer qualifies for such position, you shall inform the Franchisor immediately and designate another qualified person to serve as your Designated Manager within 30 days. Franchisor reserves the right to approve or reject your replacement Designated Manager. Your approved replacement Designated Manager must successfully complete the initial training program and execute and deliver to Franchisor a Confidentiality and Noncompete Agreement in the form

prescribed by Franchisor before assuming Designated Manager responsibilities. We reserve the right to charge you our then-current training fee per day to train your new Designated Manager.

# L. Signs and Logos.

Subject to any applicable local ordinances, you shall prominently display at the Franchised Business premises such interior and exterior signs, logos, and advertising of such nature, form, color, number, location, and size, and containing the content and information that Franchisor may from time-to-time direct. You shall not display in or about the Franchised Business premises or otherwise regarding the Proprietary Marks any unauthorized sign, logo, or advertising media of any kind.

## M. Entertainment Equipment.

You shall not permit to be installed at the Franchised Business premises any juke box, vending or game machine, gum machine, game, ride, gambling or lottery device, coin or token operated machine, or any other music, film, or video device not authorized by Franchisor.

Compliance with Laws and Good Business Practices. You shall secure and maintain in full N. force in your name and at your expense all required licenses, permits, and certifications relating to the operation of the Franchised Business, including without limitation any licenses, permits, and certifications that may be required in the jurisdiction in which the Franchised Business is located with respect to services and programs (e.g., after-school programs and children's camps) offered at your Franchised Business. You shall operate the Franchised Business in full compliance with all laws, ordinances, and regulations including, without limitation, all laws or regulations governing or relating to the construction and operation of your Attractions (including obtaining all required regulatory approvals), immigration and discrimination, occupational hazards, employment laws (including, without limitation, workers' compensation insurance, unemployment insurance, and the withholding and payment of federal and state income taxes and social security taxes) and the payment of sales taxes. All advertising and promotion for the Franchised Business shall be completely factual and shall conform to the highest standards of ethical advertising and all applicable law, including truth in advertising laws. In all dealings with the Franchised Business' customers, suppliers, and the public, you shall adhere to the highest standards of honesty, integrity, fair dealing, and ethical conduct. You acknowledge that the quality of customer service, and every detail of appearance and demeanor of you and your employees, is material to this Agreement and the relationship created and licenses granted hereby. Therefore, you shall endeavor to maintain high standards of quality and service in the operation of the Franchised Business, including operating in strict compliance with all applicable standards, rules, and regulations. You shall at all times give prompt, courteous, and efficient service to customers of the Franchised Business. You shall refrain from any business or advertising practices that may be injurious to the good will associated with the Proprietary Marks or to the business of the Urban Air Adventure Park Brand, Franchisor or its Affiliates, the System, or other System franchisees.

You shall notify Franchisor in writing within five days after the commencement of: (1) any action, suit, or proceeding, or the issuance of any order, writ, injunction, award, or decree of any court, agency, or other governmental instrumentality, which may adversely affect the operation of the Franchised Business or your financial condition; or (2) any notice of violation of any law, ordinance, or regulation relating to health or sanitation at the Franchised Business.

# O. <u>Payment of Taxes and Other Indebtedness.</u>

You shall promptly pay, when due, all taxes levied or assessed by any federal, state, or local tax authority and any and all other indebtedness incurred by you in the operation of the Franchised Business. In the event of any bona fide dispute as to 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; provided, however, in no event shall you permit a tax sale or seizure by levy of execution or similar writ or warrant, or attachment by a creditor, to occur against the premises of the Franchised Business or any improvements thereon.

## P. Membership Program.

In connection with the offer and sale of memberships for the Membership Program at your Franchised Business, you will comply with the Standards for the Membership Program set forth in the Manuals, including Membership Program tiers, pricing and such other terms and conditions as we may establish from time to time. We or our Designated Supplier will administer the Membership Program, and we reserve the right to modify the structure of such Membership Program and benefits of membership at any time upon notice to you. In connection with the sale of each membership, the customer must enter into a membership agreement with us in the form prescribed by us.

You acknowledge that we and our Affiliates have the right, through the point-of-sale or other technology system components, or otherwise, to independent and unrestricted access to lists of the Franchised Business's members and prospects, including names, addresses and other related information ("Member Information"). If we require your participation, you must sign the Dashboard Access Agreement, attached hereto as Attachment J, and any other reporting software that we require from time to time. We and our Affiliates may use Member Information in our and their business activities, but, during the Term, we and our Affiliates will not use the Member Information that we or they learn from you or from accessing the point-of-sale or other technology system components to compete directly with the Franchised Businesses. Upon termination of this Agreement, we and our Affiliates reserve the right to make any and all disclosures and use the Member Information in any manner that we or they deem necessary or appropriate.

## Q. Crisis Management Events.

Upon the occurrence of a Crisis Management Event, you must immediately inform Franchisor's President, Chief Executive Officer, or Chief Legal officer (or as otherwise instructed in the Manuals) by telephone, and to cooperate fully with Franchisor with respect to Franchisor's response to the Crisis Management Event. You shall also notify Franchisor immediately when you receive any media inquiries concerning the Franchised Business or Approved Location, including, but not limited to, the business operation and incidents and occurrences related to a customer or employee, and you shall direct all media inquiries to Franchisor. You must not communicate directly with the press or media, and you or your employees are prohibited from publishing your own statements on any other media, including on any social media platform. You shall follow all of Franchisor's policies, procedures, and instructions in every such situation, including, without limitation, managing public relations and communications, as directed by the Franchisor or as specified in the Manuals, whether or not you have retained outside counsel or a public relations firm to assist with such matters.

#### R. Compliance with Lease and other Agreements.

Franchisee shall comply with all terms of its lease or the agreement governing its access to and use of the Approved Location in which the Franchised Business operates, its financing agreements (if any), and all other agreements affecting the operation of the Franchised Business; shall undertake best efforts to maintain a good and positive working relationship with its landlord, lessor, and/or the party controlling the site in which the Franchised Business operates; and shall not engage in any activity which may jeopardize Franchisee's right to remain in possession of or access to, or to renew the lease, sublease or other agreement for, the premises of the Franchised Business. Franchisee must at all times pay its distributors, contractors, suppliers, trade creditors, employees, lessors, lenders, tax authorities, and other creditors, promptly as the debts and obligations to such persons become due. Failure to do so shall constitute a breach of this Agreement.

## 12. ORGANIZATION OF THE FRANCHISEE

#### A. Representations.

The Franchisee is required to be a Business Entity. If the Agreement was signed under the Franchisee's individual capacity, then such individuals are required to execute the Franchisor's form of the assignment and assumption agreement assigning this Agreement to the Business Entity within 30 days of the Effective Date.

As a Business Entity, you make the following representations and warranties: (1) the Business Entity is duly organized and validly existing under the laws of the state of its formation; (2) it is qualified to do business in the state or states in which the Franchised Business is located; (3) execution of this Agreement and the development and operation of the Franchised Business is permitted by its governing documents; and (4) unless waived in writing by Franchisor, its charter documents and its governing documents shall at all times provide that the activities of the Business Entity are limited exclusively to the development and operation of a single Urban Air Adventure Park. Further, you may not utilize the Business Entity that is serving as the Franchisee under this Agreement to own or operate any other businesses or obtain an ownership interest in another Business Entity that owns or operates an Urban Air Adventure Park.

If you are an individual, or a partnership comprised solely of individuals, you make the following additional representations and warranties: (1) each individual has executed this Agreement; (2) each individual shall be jointly and severally bound by, and personally liable for the timely and complete performance and a breach of, each and every provision of this Agreement; and (3) notwithstanding any transfer for convenience of ownership pursuant to <a href="Article 17">Article 17</a> of this Agreement, each individual shall continue to be jointly and severally bound by, and personally liable for the timely and complete performance and a breach of, each and every provision of this Agreement.

#### **B.** Governing Documents.

If you are a corporation, copies of your Articles of Incorporation, bylaws, other governing documents, and any amendments, including the resolution of the Board of Directors authorizing entry into and performance of this Agreement, and all shareholder agreements, including buy/sell agreements, must be furnished to Franchisor. If you are a limited liability company, copies of your Articles of Organization, operating agreement, other governing documents and any amendments, including the resolution of the Managers authorizing entry into and performance of this Agreement, and all agreements, including buy/sell agreements, among the members must be furnished to Franchisor. If you are a general or limited partnership, copies of your written partnership agreement, other governing documents and any amendments, as well as all agreements, including buy/sell agreements, among the partners must be furnished to Franchisor, in addition to evidence of consent or approval of the entry into and performance of this Agreement by the requisite number or percentage of partners, if that approval or consent is required by your written partnership agreement or applicable law. When any of these governing documents are modified or changed, you must promptly provide copies of the modifying documents to Franchisor. You must also provide a copy of the Business Entity's EIN and execute a new ACH Authorization Agreement (Attachment H), if the EIN changes.

#### C. Ownership Interests.

If you are a Business Entity, you represent that all of your equity interests are owned as set forth on Attachment C to this Agreement. In addition, if you are a corporation, you shall maintain a current list of all Owners, including owners of record and all beneficial owners of any class of voting securities of the corporation (and the number of shares owned by each). If you are a limited liability company, you shall maintain a current list of all members (and the percentage membership interest of each member). If you are a partnership, you shall maintain a current list of all owners of an interest in the partnership (and the percentage ownership interest of each general and limited partner). You shall comply with Article 17 of this Agreement prior to any change in ownership interests and shall execute any necessary addenda to

Attachment C as changes occur to ensure the information contained in Attachment C is true, accurate, and complete at all times.

## D. Restrictive Legend.

If you are a corporation, you shall maintain stop-transfer instructions against the transfer on your records of any voting securities, and each stock certificate of the corporation shall have conspicuously endorsed upon its face the following statement: "Any assignment or transfer of this stock is subject to the restrictions imposed on assignment by the Urban Air Adventure Park Franchise Agreement(s) to which the corporation is a party." If you are a limited liability company, each membership or management certificate or other evidence of interest in the limited liability company shall have conspicuously endorsed upon its face the following statement: "Any assignment or transfer of an interest in this limited liability company is subject to the restrictions imposed on assignment by Urban Air Adventure Park Franchise Agreement(s) to which the limited liability company is a party." If you are a partnership, your written partnership agreement shall provide that ownership of an interest in the partnership is held subject to, and that further assignment or transfer is subject to, all restrictions imposed on assignment by this Agreement.

#### E. Guarantees.

If you are a Business Entity, each Owner (and if you are a limited partnership, each of your general partner's Owners) shall execute the Undertaking and Guaranty attached hereto as <u>Attachment D</u> and the Confidentiality and Non-Competition Agreement attached hereto as <u>Attachment E</u>.

### 13. PROPRIETARY MARKS AND INTELLECTUAL PROPERTY

#### A. Acknowledgments.

You expressly understand and acknowledge that: (1) as between you and Franchisor, Franchisor is the exclusive owner of all right, title, and interest in and to the Proprietary Marks (and all goodwill symbolized by them) and the Intellectual Property; (2) the Proprietary Marks are valid and serve to identify the System and those who are licensed to operate a Franchised Business in accordance with the System; (3) your use of the Proprietary Marks and Intellectual Property pursuant to this Agreement does not give you any ownership interest or other interest in or to them, except the nonexclusive license to use them in accordance with this Agreement and the Standards; (4) any and all goodwill arising from your use of the Proprietary Marks, Intellectual Property and the System shall inure solely and exclusively to Franchisor's benefit, and upon expiration or termination of this Agreement, no monetary amount shall be assigned as attributable to any goodwill associated with your use of the System, Intellectual Property or the Proprietary Marks; (5) the license and rights to use the Proprietary Marks and Intellectual Property granted hereunder to you are nonexclusive; (6) Franchisor may itself use, and grant franchises and licenses to others to use, the Proprietary Marks, Intellectual Property, and the System; (7) Franchisor may establish, develop and franchise other systems, different from the System licensed to you herein, without offering or providing you any rights in, to, or under such other systems; and (8) Franchisor may add to, eliminate, modify, supplement, or otherwise change, in whole or in part, any aspect of the Proprietary Marks or Intellectual Property.

# B. <u>Modification of the Proprietary Marks and Intellectual Property.</u>

Franchisor reserves the right to add to, eliminate, modify, supplement, or otherwise change any of the Proprietary Marks and Intellectual Property, in whole or in part. You must promptly take all actions necessary to adopt all new and modified Proprietary Marks or Intellectual Property and discontinue using obsolete Proprietary Marks or Intellectual Property which may include, among other things, acquiring and installing, at your expense, new interior and exterior signage and graphics.

## C. Use of the Proprietary Marks and Intellectual Property.

You shall use only the Proprietary Marks and Intellectual Property designated by Franchisor and shall use them only in connection with the operation and promotion of the Franchised Business and in the

manner required or authorized and permitted by Franchisor. Your right to use the Proprietary Marks and Intellectual Property is limited to the uses authorized under this Agreement and in the Manual, and any unauthorized use thereof shall constitute an infringement of Franchisor's rights and grounds for termination of this Agreement.

You shall not use all or any recognizable portion of the Proprietary Marks as part of your Business Entity or other legal name and may not use them to incur any obligation or indebtedness on Franchisor's behalf. You shall comply with all requirements of Franchisor's and applicable state and local laws concerning use and registration of fictitious and assumed names and shall execute any documents deemed necessary by Franchisor or its counsel to obtain protection for the Proprietary Marks or to maintain their continued validity and enforceability. You shall not use any confusingly similar trademarks in connection with the Franchise Business or any other business in which you or any Affiliate has an interest.

Franchisor reserves the right to approve all signs, memos, stationery, business cards, advertising material forms and all other objects and supplies using the Proprietary Marks. All advertising, publicity, point of sale materials, signs, decorations, furnishings, equipment, or other materials employing the Proprietary Marks shall be in accordance with this Agreement and the Manuals, and Franchisee shall obtain Franchisor's approval prior to such use.

Upon the expiration, termination, or non-renewal of this Agreement, Franchisee shall immediately cease using the Proprietary Marks and Intellectual Property, color combinations, designs, symbols or slogans; and Franchisor may cause Franchisee to execute such documents and take such action as may be necessary to evidence this fact. After the effective date of expiration, termination, or non-renewal, Franchisee shall not represent or imply that it is associated with Franchisor or the Urban Air Adventure Park franchise. To this end, Franchisee irrevocably appoints Franchisor or its nominee to be Franchisee's attorney-in-fact to execute, on Franchisee's behalf, any document or perform any legal act necessary to protect the Proprietary Marks from unauthorized use. Franchisee acknowledges and agrees that the unauthorized use of the Proprietary Marks and Intellectual Property will result in irreparable harm to Franchisor for which Franchisor may obtain injunctive relief, monetary damages, attorneys' fees and costs.

## D. <u>Internet and Social Media Usage</u>.

You may not cause or allow all or any recognizable portion of the Proprietary Marks to be used or displayed as all or part of an e-mail address, Internet domain name, uniform resource locator ("<u>URL</u>"), or meta-tag, or in connection with any Internet home page, web site, mobile channels, or any other Internet-related activity without Franchisor's express written consent, and then only in a manner and in accordance with the procedures, standards and specifications that Franchisor establishes. This prohibition includes use of the Proprietary Marks or any derivative of the Proprietary Marks as part of in the registration of any user name on any gaming website, personal blogs or social networking website including, but not limited to, Facebook, LinkedIn, Yelp, Pinterest, Instagram, Tik Tok, or X (formerly known as Twitter), or any virtual worlds, file sharing, audio sharing and video-sharing sites. You will at all times during the Term comply with our social media and networking policies will be provided to you in the Manual, and may be modified, amended, or terminated by us at any time.

#### E. Customer Data.

All customer information collected by Franchisee in connection with the operation of the Franchised Business (including without limitation guests of the Adventure Park and participants in programs offered in connection with the operation of the Adventure Park) (collectively, "Customer Data"), and all revenues Franchisor derives from such Customer Data, will constitute our sole property and considered Confidential Information. Franchisor may use such Customer Data for any reason without compensation to Franchisee. You will assign all rights in Customer Data to us as further described in Section 13.F. You will provide copies of all Customer Data to us upon request. At your sole risk and responsibility, you may use Customer Data that you acquire solely in connection with operating the Franchised Business

to the extent your use is permitted by applicable law. Upon expiration, termination or transfer of your Franchise Agreement, you must immediately cease using all Customer Data and all copies of Customer Data must be returned to us and removed from your POS, computer hardware and software and any other form of electronic media or hard copy in your possession or to which you have access.

In connection with collecting, storing and using Customer Data, you will: (1) comply with all applicable privacy laws ("Privacy Laws"); (2) comply with all Standards that relate to Privacy Laws and the privacy and security of Customer Data; (3) comply with any posted privacy policy and other representations made to the individual identified by Customer Data you process and communicate any limitations required thereby to any authorized receiving party in compliance with all Privacy Laws; (4) refrain from any action or omission that could cause Franchisor to breach any Privacy Laws; (5) maintain reasonable physical, technical and administrative safeguards for Customer Data and other Confidential Information that is in your possession or control in order to protect the same from unauthorized processing, destruction, modification or use that would violate the Franchise Agreement or any Privacy Law; (6) do and sign, or arrange to be done and signed, each act and document we deem necessary in our business judgment for us to maintain compliance with Privacy Laws; and (7) immediately report to us any theft or loss of Customer Data (other than the Customer Data of your own officers, directors, shareholders, employees or service providers).

You will, upon our request, provide us or representatives with: (1) information, reports and the results of any audits performed on your Franchised Business regarding your data security policies, security procedures or security technical controls related to Customer Data; and (2) access to your technology systems and related records, policies and practices that involve processing Customer Data in order to mitigate a security incident or so that an audit may be conducted.

In addition to the indemnity obligations set forth in Section 20.B and in accordance with the indemnification procedures set forth in Section 20, you will indemnify, defend and hold us harmless from losses arising out of or relating to any theft, loss or misuse of Customer Data for your breach of any of the terms, conditions or obligations relating to data security, privacy or Customer Data set forth in this Agreement.

You will immediately notify us upon discovering or otherwise learning of any theft, loss or misuse of Customer Data. You will, at your sole cost and expense, undertake remediation efforts and reasonably cooperate in any remediation efforts undertaken by us and further will implement corrective actions to prevent the recurrence of a similar incident. You will comply with the crisis management policies set forth in the Manual in connection with any data security incident involving your Franchised Business or the Urban Air Adventure Park system and will refrain from making any public comment with respect to such incident, including without limitation communications with customers regarding such incident, except as directed by us or in accordance with applicable law. You will provide all documentation and information to us related to any incident involving the unauthorized access or use of Customer Data. Where you are required by applicable law to notify Adventure Park customers directly about the incident, you must notify us in writing promptly after concluding that you have such a legal obligation and you will limit such notice to the Adventure Park customers to whom you are legally required to provide notice. You will reasonably cooperate with us in connection with any notice to Adventure Park customers and will assist in sending notices to such customers at our request.

## F. Assignment of Rights.

In addition to your obligations set forth in Section 10 with respect to development of new concepts, modifications or improvements to the System, to the extent that you or any Owner or personnel creates any derivative work based on the Proprietary Marks or Intellectual Property ("Derivative Works"), you and each such Owner and personnel hereby permanently and irrevocably assigns to Franchisor all rights, interests, and ownership (including intellectual property rights and interests) in and to the Derivative Works, and agree to execute such further assignments as Franchisor may request. The term "Derivative Works" shall be interpreted to include, without limitation: any and all of the following which is developed by you, or on

your behalf, if developed in whole or in part in connection with your Franchised Business: all products or services; all variations, modifications and/or improvements on products or services; your means, manner and style of offering and selling products and services; management techniques or protocols you may develop (or have developed on your behalf); all sales, marketing, advertising, and promotional programs, campaigns, or materials developed by you or on your behalf; and, all other intellectual property developed by you or on behalf of your Franchised Business.

Franchisor may authorize itself, its Affiliates, and other Franchised Businesses to use and exploit any such rights assigned by this <u>Section 13.E</u>. The sole consideration for your assignment to Franchisor of the foregoing rights shall be Franchisor's grant of the Franchise conferred to you under this Agreement. You and each Owner shall take all actions and sign all documents necessary to give effect to the purpose and intent of this <u>Section 13.E</u>. You and each Owner and personnel irrevocably appoint Franchisor as true and lawful attorney-in-fact for you and each Owner and authorize Franchisor to take such actions and to execute, acknowledge, and deliver all such documents as may from time-to-time be necessary to convey to Franchisor all rights granted herein.

#### G. Infringement; Notice of Claims.

If you become aware of any infringement of the Proprietary Marks or Intellectual Property or if your use of the Proprietary Marks or Intellectual Property is challenged by a third party, then you must immediately notify Franchisor. Franchisor shall have the exclusive right to take whatever action it deems appropriate. If Franchisor or its Affiliate undertakes the defense or prosecution of any litigation pertaining to any of the Proprietary Marks or other intellectual property, you must sign all documents and perform such acts and things as, in the opinion of Franchisor's counsel, may be necessary to carry out such defense or prosecution. If it becomes advisable at any time in the sole discretion of Franchisor to modify or discontinue the use of any Proprietary Mark or Intellectual Property, or to substitute a new mark or graphic for any Proprietary Mark or Intellectual Property, as applicable, you must promptly comply, at your expense (which may include the cost of replacement signage and/or trade dress), with such modifications, discontinuances, or substitutions within 60 days following your receipt of written notice of the change.

**H.** Remedies and Enforcement. You acknowledge that violation of this Article 13 is a material breach of this Agreement for which Franchisor may terminate this Agreement pursuant to Section 18.B. You acknowledge that in addition to any remedies available to Franchisor under this Agreement, you agree to pay all court costs and attorneys' fees incurred by Franchisor in obtaining specific performance of, a temporary restraining order and/or an injunction against violation of the provisions of this Article 13.

## 14. CONFIDENTIALITY OBLIGATIONS AND RESTRICTIVE COVENANTS

A. <u>Confidential Information</u>. You and each Owner acknowledge that all Confidential Information belongs exclusively to Franchisor. You and each Owner agree to use and permit the use of the Confidential Information only in connection with the operation of your Franchised Business, to maintain the confidentiality of all Confidential Information, to not duplicate any materials containing Confidential Information. You and each Owner further agree that you will not at any time, during the term of this Agreement and after expiration or earlier termination of this Agreement: (1) divulge any Confidential Information to anyone, except to your employees and professional advisors having a need to know who are subject to a confidentiality agreement with you (the form of which shall contain at least the same level of confidentiality and degree of care related to nondisclosure required under this Agreement); (2) divulge or use any Confidential Information for the benefit of yourself, your Owners, or any third party (including any person, business entity, or enterprise of any type or nature), except in the operation of your Franchised Business, and then only in strict compliance with the Manual and System; or (3) directly or indirectly

imitate, duplicate, or "reverse engineer" any of our Confidential Information, or aid any third party in such actions.

Upon the expiration or earlier termination of this Agreement, you will return to Franchisor all Confidential Information which is then in your possession, including, without limitation, customer lists and records, all training materials and other instructional content, all financial and non-financial books and records, the Manual and any supplements to the Manual, and all computer databases, software, and manual. Franchisor reserves the right, upon its specific written request, to require you to destroy all or certain such Confidential Information and to certify such destruction to Franchisor. You specifically acknowledge that all customer lists or information adduced by your Franchised Business is not your property, but is Franchisor's property, and you further agree to never contend otherwise.

You shall cause your Designated Manager and any employee, professional advisors or other third party with authorized access to Confidential Information as described in this <u>Section 14.A</u>, including information contained in the Manual, to sign a confidentiality agreement in a form prescribed by Franchisor, which identifies Franchisor as a third-party beneficiary of such agreement and gives Franchisor independent rights of enforcement.

The provisions of this Section 14.A will survive expiration or termination of this Agreement.

#### **B.** Covenants of the Franchisee.

You acknowledge that you and your Owners will receive valuable specialized training and Confidential Information, including, without limitation, information regarding the Attractions; development and operation methods, strategies and procedures; sales, promotional, and marketing methods; techniques and other trade secrets of Franchisor and the System.

You covenant and agree that during the term of this Agreement, you will not, either directly or indirectly, for yourself, or through, on behalf of, or in conjunction with any person, or legal entity:

- (1) Divert or attempt to divert any present or prospective customer of any Urban Air Adventure Park to any Competitive Business, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act that is harmful, injurious, or prejudicial to the goodwill associated with the Proprietary Marks and the System; or
- Own, maintain, advise, operate, engage in, be employed by, make loans to, invest in, provide any assistance to, or have any interest in (as owner or otherwise) or relationship or association with, any Competitive Business other than an Urban Air Adventure Park operated by you or your Affiliates pursuant to a then-currently effective franchise agreement with Franchisor, at any location within the United States, its territories or commonwealths, or any other country, province, state, or geographic area in which Franchisor or its Affiliates have used, sought registration of, or registered the Proprietary Marks or similar marks, or have operated or licensed others to operate a business under the System or the Proprietary Marks or similar marks; provided that such restriction shall not apply to less than a 5% beneficial interest in any publicly traded corporation.

You further covenant and agree that for a two (2)-year continuous and uninterrupted period (which shall be tolled during any period of noncompliance) commencing upon expiration or termination of this Agreement, regardless of the reason for termination, you will not, either directly or indirectly, for yourself, or through, on behalf of, or in conjunction with any person, or legal entity:

- (1) Divert or attempt to divert any present or prospective customer of any Urban Air Adventure Park to any Competitive Business, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act that is harmful, injurious, or prejudicial to the goodwill associated with the Proprietary Marks and the System; or
- (2) Own, maintain, advise, operate, engage in, be employed by, make loans to, invest in, provide any assistance to, or have any interest in (as owner or otherwise) or relationship or association with,

any Competitive Business other than an Urban Air Adventure Park operated by you or your Affiliates pursuant to a then-currently effective Franchise Agreement with Franchisor, at any location that (i) is, or is intended to be, located at the location of any former Urban Air Adventure Park; (ii) is within a 25-mile radius of your former Franchised Business location; or (iii) is within a 25-mile radius of any other Urban Air Adventure Park in existence or under development at the time of such termination or transfer.

Franchisee shall not communicate or publish, directly or indirectly, any disparaging comments or information about Franchisor or the System during the term of this Agreement or thereafter. This provision shall include, but not be limited to, communication or distribution of information through the Internet via any Electronic Media.

## C. Covenants of the Franchisee's Owners.

During the term of this Agreement, your Owners will not, either directly or indirectly, for themselves, or through, on behalf of, or in conjunction with any person, or legal entity:

- (1) Divert or attempt to divert any present or prospective customer of any Urban Air Adventure Park to any Competitive Business, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act that is harmful, injurious, or prejudicial to the goodwill associated with the Proprietary Marks and the System; or
- (2) Own, maintain, advise, operate, engage in, be employed by, make loans to, invest in, provide any assistance to, or have any interest in (as owner or otherwise) or relationship or association with, any Competitive Business other than an Urban Air Adventure Park operated by you or your Affiliates pursuant to a then-currently effective Franchise Agreement with Franchisor, at any location within the United States, its territories or commonwealths, or any other country, province, state, or geographic area in which Franchisor or its Affiliates have used, sought registration of, or registered the Proprietary Marks or similar marks, or have operated or licensed others to operate a business under the System or the Proprietary Marks or similar marks; provided that such restriction shall not apply to less than a 5% beneficial interest in any publicly traded corporation.

For a two (2) year continuous and uninterrupted period (which shall be tolled during any period of noncompliance) commencing upon the earlier of (i) expiration or termination of this Agreement, regardless of the cause for termination, (ii) dissolution of the franchisee entity, or (iii) the transfer or redemption of an Owner's interest in the franchisee entity, your Owners will not, either directly or indirectly, for themselves, or through, on behalf of, or in conjunction with any person, or legal entity:

- (1) Divert or attempt to divert any present or prospective customer of any Urban Air Adventure Park to any Competitive Business, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act that is harmful, injurious, or prejudicial to the goodwill associated with the Proprietary Marks and the System; or
- Query (2) Own, maintain, advise, operate, engage in, be employed by, make loans to, invest in, provide any assistance to, or have any interest in (as owner or otherwise) or relationship or association with, any Competitive Business other than an Urban Air Adventure Park operated by you or your Affiliates pursuant to a then-currently effective Franchise Agreement with Franchisor, at any location that (i) is, or is intended to be, located at the location of any former Urban Air Adventure Park; (ii) is within a 25-mile radius of your former Franchised Business location; or (iii) is within a 25-mile radius of any other Urban Air Adventure Park operating under the System and Proprietary Marks in existence or under development at the time of such termination or transfer.

At Franchisor's request, each Owner shall execute a separate agreement containing the terms contained in this <u>Section 14.C</u>.

# D. Reformation and Reduction of Scope of Covenants.

If any part of these restrictions contained in this <u>Article 14</u> is found to be unreasonable in time or distance, each month of time or mile of distance may be deemed a separate unit so that the time or distance may be reduced by appropriate order of the court or arbiter to that deemed reasonable. If, at any time during the two-year period following the expiration, termination, or approved transfer of this Agreement or the date any Owner ceases to be an Owner under this Agreement, Franchisee or any of its Owners fails to comply with its obligations under this <u>Article 14</u>, that period of non-compliance will not be credited toward satisfaction of the two-year period.

Franchisee understands and acknowledges that Franchisor shall have the right, in its sole discretion, to reduce the scope of any covenant set forth in this Article 14, or any portion thereof, without Franchisee's consent, effective immediately upon receipt by Franchisee of written notice thereof; and Franchisee agrees that it shall comply forthwith with any covenant as so modified, which shall be fully enforceable notwithstanding the provisions of Article 23 hereof.

# E. Acknowledgments.

The parties and each Owner acknowledge and agree that any claims that you or such Owner may have or allege to have against Franchisor shall not constitute a defense to the enforcement of any covenant contained in this <u>Article 14</u> or any Confidentiality and Non-Competition Agreement (or equivalent) signed by such Owner.

# F. No Undue Hardship.

You and each Owner acknowledge and agree that the covenants set forth in this <u>Article 14</u> are fair and reasonable. You acknowledge and agree that such covenants will not impose any undue hardship on you and that you have other considerable skills, experience, and education affording you the opportunity to derive income from other endeavors. Each Owner acknowledges and agrees that such covenants will not impose any undue hardship on him or her, and that each has other considerable skills, experience, and education affording him or her the opportunity to derive income from other endeavors.

#### G. Injunctive Relief.

You and each Owner acknowledge that the violation of any covenant contained in this Article 14 would result in immediate and irreparable injury to Franchisor for which there is no adequate remedy at law. The parties acknowledge and agree that, in the event of a violation of any covenant contained in this Article 14, Franchisor shall be entitled to seek injunctive relief to restrain such violation in accordance with the usual equity principles. The party in violation of any foregoing covenant shall reimburse Franchisor for any costs that it incurs (including attorneys' fees) in connection with enforcement of the provisions contained in this Article 14.

# 15. BRAND DEVELOPMENT; MARKETING

#### A. General Requirements.

In addition to contributions to the NAF, you must make the Local Marketing Expenditure, as may be amended by Franchisor from time to time, but which, when combined with the amount Franchisee has paid for the NAF Contribution, will not exceed 5% of Gross Sales (allocated by Franchisor, at its sole option, between the NAF Contribution, Advertising Cooperative contribution and the Local Marketing Expenditure) during any 12-month period. The initial Local Marketing Expenditure is set forth in the Summary Page. At Franchisor's request, Franchisee will furnish Franchisor with copies of invoices and other documentation reasonably satisfactory to Franchisor evidencing compliance with this Section 15.A. If Franchisor determines that Franchisee's Local Marketing Expenditure, combined with the NAF Contribution and Advertising Cooperative contribution, total less than the then-current percentage of Gross Sales required by Franchisor during the then-most recently completed three consecutive months, Franchisor may notify Franchisee of any additional amounts that Franchisee must spend (up to the then-current

percentage of Gross Sales required by Franchisor) on local marketing, and if Franchisee has not spent such additional amounts (in addition to any ongoing marketing requirements) by the end of the three-month period following the month in which Franchisee receives such notice, then Franchisor may collect those unspent amounts directly from Franchisee's account pursuant to Section 6.E. and contribute them to the NAF, without any liability or obligation to use such funds for Franchisee's local advertising. Franchisor will provide Franchisee with not less than 30 days' notice of any determination which changes the amount of the Local Marketing Expenditure Franchisee must spend.

You shall focus your marketing activities within your Protected Area. You may engage in direct marketing activities in the Protected Area (even if it is overlapping with another franchisee's protected area). For purposes of this agreement, "direct marketing activities" include, without limitation, personal solicitations, direct mailings, sporting event sponsorships and advertising, and school event sponsorships and advertising. "Direct marketing activities" does not include web site advertising or targeted emails or text messages to existing customers. Franchisor may develop policies and procedures that apply to all types of advertising and marketing efforts, including social media advertising, and Franchisee shall comply with such policies and procedures. You may not conduct marketing activities outside of your Protected Area, unless Franchisor provides you with written consent specifically identifying the additional areas and time frame in which you may market outside of your Protected Area.

All of your promotional and marketing materials shall comply with applicable law and conform to Franchisor's standards and specifications related to advertising, marketing, and trademark use. You shall submit to Franchisor samples of proposed promotional and marketing materials, and notify Franchisor of the intended media, before first publication or use. Franchisor will use good faith efforts to approve or disapprove proposed promotional and marketing materials within ten (10) business days after receipt. You may not use the promotional or marketing materials until Franchisor expressly approves the materials and the proposed media. Once approved, you may use the materials only in connection with the media for which they were approved. Franchisor may disapprove your promotional or marketing materials, or the media for which they were approved, at any time, and you must discontinue using any disapproved materials or media upon your receipt of written notice of disapproval.

Franchisor reserves the right to identify a Designated Supplier, which may be Franchisor's Affiliate, of local and regional marketing services and/or establish a Systemwide Supply Contract for local and regional marketing services. In such case, Franchisor may collect all or a portion of the Local Marketing Expenditure in accordance with Section 6.E. and apply it to fees payable to the Designated Supplier for such local and regional marketing services. Franchisor also reserves the right to appoint its Affiliate to provide local and regional marketing services to Franchisee, and if established, Franchisee is required to submit a portion or all of the Local Marketing Expenditure to such Affiliate to satisfy the requirements under this Section 15.A. If the full amount of the Local Marketing Expenditure is applied to fees due under such a Systemwide Supply Contract, then Franchisee may, but is not required to, conduct additional or supplemental local marketing activities in accordance with this Section 15.A. If Franchisor collects less than the full amount of the Local Marketing Expenditure, then Franchisee must spend the remaining Local Marketing Expenditure in its marketing activities in its Protected Area in accordance with this Section 15.A.

Franchisee acknowledges and agrees that any and all copyrights in and to advertising and promotional materials developed by or on behalf of Franchisee shall be the sole property of Franchisor, and Franchisee agrees to execute such documents (and, if necessary, require its independent contractors to execute such documents) as may be deemed reasonably necessary by Franchisor to give effect to this provision. Any advertising, marketing, promotional, public relations, or sales concepts, plans, programs, activities, or materials proposed or developed by Franchisee for the Franchised Business or the System and approved by Franchisor may be used by Franchisor and other operators under the System of Franchisor without any compensation to Franchisee.

# B. Grand Opening Advertising.

You agree to spend at least the Grand Opening Advertising Amount in accordance with the Standards to promote the opening of your Franchised Business, which we may require you to pay to us to spend on your behalf. Franchisor reserves the right to require a Designated Supplier, which may be its Affiliate, to conduct your Grand Opening Advertising. All grand opening advertising and promotional materials shall be submitted to Franchisor for approval pursuant to Section 15.A, above.

#### C. Advertising Cooperatives.

Franchisor may, from time-to-time, form local or regional advertising cooperatives (each an "<u>Advertising Cooperative</u>") to pay for the development, placement, and distribution of advertising for the benefit of Franchised Businesses located in the geographic region served by the Advertising Cooperative. Any Advertising Cooperative established by Franchisor will be operated solely as a conduit for the collection and expenditure of Advertising Cooperative fees for the foregoing purposes.

If Franchisor forms an Advertising Cooperative for the region in which the Franchised Business is located, you agree to participate in the Advertising Cooperative pursuant to the terms of this <u>Section 15.C.</u>

Franchisor shall have the exclusive right to create, dissolve, and merge each Advertising Cooperative created, in its discretion, and to create and amend the organizational and governing documents related thereto, provided that such documents shall: (1) operate by majority vote, with each Urban Air Adventure Park (including those owned or managed by Franchisor or its Affiliates) entitled to one vote; (2) entitle Franchisor to cast one vote (in addition to any votes it may be entitled to on account of its ownership or operation of Urban Air Adventure Parks in the area served by the Advertising Cooperative); (3) permit the members of the Advertising Cooperative, by majority vote, to determine the amount of required contributions; and (4) provide that any funds left in the Cooperative at the time of dissolution shall be returned to the members in proportion to their contributions during the 12-month period immediately preceding termination. If the majority of the voting power of an Advertising Cooperative consists of Urban Air Adventure Parks owned by Franchisor or its Affiliates, contributions will not exceed \$50,000 per year without the consent of a majority of the remaining members.

You agree to be bound by all organizational and governing documents created by Franchisor and, at Franchisor's request, shall execute all documents necessary to evidence or affirm your agreement. The Advertising Cooperative shall begin operating on a date determined in advance by Franchisor.

No advertising or promotional plans or materials may be used by the Advertising Cooperative or furnished to its members without Franchisor's prior approval. All advertising plans and materials must conform to the Standards and must be submitted to Franchisor for approval according to the procedures set forth in <u>Section 15.A</u> of this Agreement.

## D. Restriction Against Internet Advertising.

You may not establish or maintain a web site, or other presence on the World Wide Web portion of the Internet, including social media accounts such as, but not limited to, FACEBOOK, LINKEDIN, YELP, TIKTOK, or X (formerly known as Twitter), which reflects any of the Proprietary Marks or any of Franchisor's copyrighted works, that includes the terms "Urban Air Adventure Park" as part of its URL or domain name, that otherwise states or suggests your affiliation with Urban Air Adventure Park or its franchise system, or that uses or displays any collateral merchandise offered at the Franchised Business, without Franchisor's express written consent, and then only in a manner and in accordance with the procedures, standards and specifications that Franchisor establishes. Our social media and networking policies will be provided to you in the Manual, and may be modified, amended, or terminated by us at any time.

## E. $\underline{NAF}$ .

Franchisor may implement and administer the NAF for the creation and development of marketing, advertising, and related programs, campaigns and materials for the implementation of Franchisor's Brand positioning. If created, Franchisee will contribute the NAF Contribution to the NAF as set forth in Section 6.D. of this Agreement unless Franchisor suspends, at its option, collection of the NAF Contribution. Franchisor may, at its sole option, increase the NAF Contribution upon 30 days' prior notice to Franchisee, subject to the limitations in Section 15.A.

Franchisor will direct all initiatives related to the positioning of the Brand using the NAF, including without limitation advertising and marketing programs (e.g. research methods, branding, creative concepts and materials, sponsorships, and endorsements used in connection therewith); selection of geographic and media markets; and media placement and the allocation thereof. Franchisor may use the NAF to pay the costs of research, market research (e.g. customer engagement with the Brand, including Adventure Park design and décor, concept development, attractions research and development, uniform design, customer service techniques, customer research and focus groups) creation and production of video, audio, electronic, and written advertising and marketing programs; administration of regional, multi-regional, and national advertising and marketing programs, customer research and surveys, and testing and related development activities; promotional events; purchasing and participating in online, social media, radio, television, and billboard advertising and programming; employing marketing, advertising and promotional agencies to assist therewith; conducting community relations activities; supporting public relations, maintenance of the System websites, and online presence; reasonable administrative expenses (including, but not limited to wages), public relations activities, Crisis Management Event management, employing a director and agencies to assist therein, defraying such salaries, administrative costs and overhead as Franchisor may incur in connection with such activities and other purposes deemed beneficial by and such other advertising, marketing, and promotional activities as Franchisor determines are appropriate for the Urban Air Adventure Parks and the Proprietary Marks and System under which they operate. For the avoidance of doubt, Franchisee will ultimately be responsible for the costs associated with the placement of any such marketing and media for the Franchised Business in accordance with Section 15.A. The NAF will furnish Franchisee with samples of advertising, marketing formats, promotional formats, and other materials at no additional cost when Franchisor deems appropriate. Multiple copies of such materials will be furnished to Franchisee at Franchisee's sole cost.

- Accounting. The NAF will be accounted for separately from Franchisor's other funds and will not be used to defray any of Franchisor's general operating expenses, except for such reasonable salaries, administrative costs, travel expenses, and overhead as Franchisor may incur in activities related to the administration of the NAF and its programs, including as described in this Section 15.E and with respect to collecting and accounting for contributions to the NAF. The NAF will be operated solely as a conduit for collecting and expending the NAF Contribution described in Section 6.E. Franchisor does not act as trustee with respect to the NAF and has no fiduciary duty to Franchisee or its Affiliates, Owners or any other franchisees with regard to the operation or administration of the NAF. Franchisor may spend, on behalf of the NAF, in any fiscal year, an amount that is greater or less than the aggregate contribution of all Urban Air adventure Parks to the NAF in that year, and the NAF may borrow from Franchisor or others to cover deficits or may invest any surplus for future use. All interest earned on monies contributed to the NAF will be used to pay advertising costs before other assets of the NAF are expended. Franchisor will, upon Franchisee's written request (but no more than once annually), provide a copy of its unaudited annual statement of monies collected and costs incurred by the NAF. Franchisor will have the right to cause the NAF to be incorporated or operated through a separate entity at such time as Franchisor deems appropriate, and such successor entity will have all of the rights and duties specified herein.
- (2) <u>Proportionality</u>. Franchisee acknowledges that the NAF is intended to maximize recognition of the Proprietary Marks and patronage of Urban Air Adventure Parks generally. Although Franchisor will endeavor to utilize the NAF to develop advertising and marketing materials and programs and to place advertising that will benefit the System, Franchisor has no obligation to ensure that

expenditures by the NAF in or affecting any geographic area are proportionate or equivalent to the contributions to the NAF by Urban Air Adventure Parks operated in that geographic area. Nor is Franchisor under any obligation to ensure that any Urban Air Adventure Park will benefit directly or in proportion to its NAF Contribution from the development of advertising and marketing materials or the placement of advertising, or that all Urban Air Adventure Parks operated by Franchisor or any of its Affiliates will pay the same NAF Contribution. Except as expressly provided in this Section 15.E, Franchisor assumes no direct or indirect liability or obligation to Franchisee with respect to collecting amounts due to, or maintaining, directing or administering the NAF. Franchisor reserves the right to suspend or terminate (and, if suspended or terminated, to reinstate) the NAF. If the NAF is terminated, all unspent monies on the date of termination accrued will be distributed to franchisees operating an Urban Air Adventure Park in proportion to their respective contributions to the NAF accrued during the preceding three-month period, and such amounts will be spent on local marketing in accordance with Section 15.A.

(3) <u>Unleashed Fund</u>. Franchisor reserves the right to establish an advertising fund separate from the NAF (the "<u>Unleashed Fund</u>") for advertising activities related to Franchisor's affiliates. Franchisee will not contribute directly to the Unleashed Fund. When the Unleashed Fund is established, the NAF shall contribute up to 5% of its monthly balance to the Unleashed Fund. The Unleashed Fund is not audited, and Franchisor is not required to provide any financial reports or other reports of Unleashed Fund. Franchisor or its affiliate will have the right to cause the Unleashed Fund to be incorporated or operated through a separate entity our affiliates own and manage if we deem it appropriate, and the successor entity will have all of the same rights and duties.

# F. Loyalty Programs, Prize Promotions, and Promotional Literature.

You shall participate in and offer to your customers all customer loyalty and reward programs, and all contests, sweepstakes, and other promotions that Franchisor may develop from time-to-time. Franchisor will communicate to you in writing the details of each such program and promotion, and you shall promptly display all point-of-sale advertising and promotion-related information at such places within the Franchised Business premises as Franchisor may designate. You shall purchase and distribute all coupons, clothing, toys, and other collateral merchandise (and only the coupons, clothing, toys, and collateral merchandise) designated by Franchisor for use in connection with each such program and promotion.

To the extent that Franchisor develops or authorizes the sale of gift certificates and/or stored value cards, you shall acquire and use all computer software and hardware necessary to process their sale and to process purchases made using them. All proceeds from the sale of all gift certificates and stored value cards belong exclusively to Franchisor, and you shall remit the proceeds of such sales to Franchisor according to the procedures that Franchisor prescribes periodically. Franchisor shall reimburse or credit to you (at Franchisor's option) the redeemed value of gift cards and stored value cards accepted as payment for products and services sold by the Franchised Business.

You also shall display at the Franchised Business premises all promotional literature and information as Franchisor may require from time-to-time. This may include, among other things, establishing a bulletin board for posting local school and community events and displaying signage or other literature containing information about the Urban Air Adventure Park franchise offering.

You also agree to honor such credit cards, courtesy cards, and other credit devices, programs, and plans as may be issued or approved by us from time-to-time. Any customary service charges or discounts from reimbursements charged on such cards or authorizations will be at your sole expense.

# G. Social Media Accounts License.

At Franchisee's request and upon Franchisee's execution of a terms of use agreement in a form provided by Franchisor, Franchisor may, technology permitting, create all Social Media accounts related to the Franchised Business, and license the account to Franchisee for use in promoting the Franchised Business while this Agreement is in effect. Franchisee shall follow Franchisor's mandatory specifications, standards,

operating procedures, and rules for using Social Media in connection with Franchisee's operation of the Franchised Business and Franchisee agrees to comply with any Social Media policy Franchisor implements. Franchisor shall own all Social Media accounts used in operation of the Franchised Business and shall allow Franchisee's access and use only in strict compliance with this Agreement. Franchisor reserves its right to remove Franchisee's access to Social Media accounts at any time at its sole discretion. Upon termination of this Agreement for any reason, Franchisee's access to all Social Media accounts will terminate. The term "Social Media" includes, without limitation: blogs; common social networks such as FACEBOOK, SNAPCHAT, INSTAGRAM, LINKEDIN, TIKTOK, X (formerly known as Twitter), or YOUTUBE; internet listing sites such as WIKIPEDIA, GOOGLE, FOURSQUARE, and YELP; applications supported by mobile platforms such as iOS and Android; virtual worlds and metaverses; file, audio, and video-sharing sites; and other similar internet, social networking, or media sites, mobile platforms, or tools.

Franchisee shall use all Social Media accounts and all content associated with the Social Media accounts only in connection with the operation and promotion of the Franchised Business. Franchisee has no right to sublicense use of the Social Media accounts. Franchisee acknowledges that Franchisor owns the Social Media accounts, all goodwill, all customer information, all analytical data, and all content associated with the Social Media accounts. Franchisee's use of the Social Media accounts will inure to the sole benefit of Franchisor. Franchisor shall possess exclusive rights to "likes," "favorites," "retweets," "followers," and other similar benefits ("Benefit") that come as a result of Franchisee's use of the Social Media accounts. Nothing herein shall grant Franchisee any right, title or interest in or to the Social Media accounts, goodwill, customer information, analytical data, content or Benefit associated with the Social Media accounts, other than the right to use it per this Agreement. Franchisee shall take no action inconsistent with Franchisor's ownership of the Social Media accounts, goodwill, customer information, analytical data, content or Benefit associated with the use of the Social Media accounts, or assist any third party in attempting to claim adversely to Franchisor, with regard to such ownership. Without limiting the generality of the foregoing, Franchisee specifically agrees that it will not challenge Franchisor's ownership of the Social Media accounts, goodwill, customer information, analytical data, content or any Benefit associated with the Social Media accounts.

Franchisee undertakes that its use of the Social Media accounts under this License Agreement (a) will comply in all material respects with the applicable platform's terms and conditions in force from time to time; (b) will not breach any applicable law, statute, regulation or legally binding code; (c) will not infringe the legal rights of any person in any jurisdiction; (d) will be used only to publish content about the Franchised Business; and (e) will not breach any provision of the Franchise Agreement and will comply at all times with Franchisor's policies, standards, and specifications, as they exist from time to time.

#### 16. INSURANCE

## A. Obligation to Maintain Insurance.

You shall be responsible for all loss or damage arising from or related to your development and operation of the Franchised Business, and for all demands or claims with respect to any loss, liability, personal injury, death, property damage, or expense whatsoever occurring upon the premises of, or in connection with the development or operation of, the Franchised Business. You shall procure at your expense and maintain in full force and effect throughout the term of this Agreement that insurance which you determine is necessary or appropriate for liabilities caused by or occurring in connection with the development or operation of the Franchised Business, including the minimum coverages described in Section 16.B. below and as otherwise set forth in the Manual, as updated from time-to-time. Franchisor may, from time-to-time, designate one or more Designated Suppliers for the required insurance coverages described in Section 16.B., and Franchisee shall comply with the requirements to use such Designated Suppliers, to the extent permitted by applicable law. If you fail to carry the required insurance prior at any time during the Term, you shall not be permitted to operate your Franchised Business, and Franchisor shall

maintain the right to place coverage at your expense or prohibit the opening or continued operation of your Franchised Business.

# B. <u>Minimum Insurance Coverage</u>.

All insurance policies described below shall be written by an insurance company or companies satisfactory to us, in compliance with the Standards set forth in the Manual or other written directives. Such policy(ies) shall include, at a minimum, the following coverages, with minimum limits prescribed by us including those coverages as may be required by you, your landlord, or your lender:

Line of	Limits:	Required Terms and Endorsements:
Coverage:	Zimits.	
General Liability Insurance	<ul> <li>\$1,000,000 per occurrence</li> <li>\$2,000,000 Annual General Aggregate, Other than Products;</li> <li>\$2,000,000 Annual Aggregate, Products and Completed Operations</li> <li>\$1,000,000 Personal and Advertising Injury</li> <li>\$100,000 Tenants Legal Liability for damage to the part of the premises you occupy</li> <li>Medical Expense – each claim – to be excluded</li> </ul>	<ul> <li>Must include full premises and products liability, including injury to participants and fire damage coverage.</li> <li>This insurance must be written on a per occurrence basis.</li> <li>No sublimit on sexual abuse and molestation.</li> <li>CG 20 29 04 13 Additional Insured – Grantor or Franchise</li> <li>CG 24 04 05 09 Waiver of Transfer of Rights of Recovery</li> <li>CG 00 01 12 07 Commercial General Liability Coverage Form (or equivalent)</li> <li>Must include broad form contractual liability coverage</li> <li>Minimum AM Best rating A XV</li> </ul>
Excess Liability Coverage	\$1,000,000 per occurrence	
Worker's Compensation	<ul> <li>\$1,000,000 Employers         Liability: Each accident</li> <li>\$1,000,000 Employers         Liability: Disease policy         limit</li> <li>\$1,000,000 Employers         Liability: Disease – each         employee</li> </ul>	
Employee Benefits	\$1,000,000 Annual Aggregate	This policy shall be retroactive to the inception of very first Employee Benefits Liability Insurance policy.

Liability Insurance		
Special Perils Commercial Property	than the development cost of your Franchised Business; full replacement cost coverage for business personal property	<ul> <li>Coverage for permanent improvements to the location are to be included in the Tenant Improvements and Betterments limit at replacement cost valuation</li> <li>Equipment and other removable contents must be classified as in the Business Personal Property limit at replacement cost valuation</li> <li>Limits on Business Personal Property shall not be less than the total contract price paid by you to purchase the equipment (i.e., Attractions)</li> <li>Co-insurance percentage is not to be higher than 80%.</li> <li>If Franchisee or its Affiliate owns the building, this coverage must be added to the same Property policy.</li> <li>Deductible on wind and hail shall not exceed 3%</li> </ul>
Hired and Non- Owned Auto Liability	\$1,000,000 combined single limit	Including for any service vehicle if Franchisee utilizes such vehicle for the Franchised Business
Scheduled Auto Liability	\$1,000,000 per occurrence (if your vehicle is owned by the Franchisee)	Required if the Franchised Business owns a motor vehicle.
Employment Practices Liability Insurance	\$1,000,000 per occurrence	<ul> <li>Must include coverage for defense costs and include endorsement for "Franchisor as Co-defendant" in the event of an EPL claim, including wage and hour</li> <li>Minimum sublimit for wage and hour defense - \$100,000 per occurance</li> <li>No sublimit for third party discrimination</li> <li>Coverage for 1st and 3rd party sexual harassment at full policy limit</li> <li>Minimum \$250,000 workplace violence sublimit</li> <li>Defense costs to be covered under separate limit</li> <li>Definition of Wrongful Employment Act must include wage and hour claims with defense cost provided therein.</li> <li>This policy shall be retroactive to the inception of Franchisee's first Employment Practices Liability Insurance policy.</li> </ul>
Liquor Liability	\$1,000,000 per occurrence	•Only required if you are selling beer, wine, or alcohol.
Business Income and Extra Expense coverage	As determined by BI/EE worksheet, for full 12 months actual loss sustained	<ul> <li>Coverage for 12 months.</li> <li>Must include coverage for Royalty payments and Revenue replacement from revenue-sharing devices, equal to the BI/EE limit on the policy.</li> </ul>

		<ul> <li>Must include a minimum of \$250,000 in Ordinance or Law coverage.</li> <li>No greater than 72 hours deductible</li> </ul>
Crime Policy	\$25,000	Coverage for third-party and employee theft.
Development Insurance Program	\$1,000,000 per occurrence, \$2,000,000 aggregate	<ul> <li>Must include coverage for the construction phase to include, at a minimum, Premises General Liability and Builders Risk insurance for the duration of the development period.</li> <li>There is to be only one Builders Risk policy in place during the construction phase, which will cover both the permanent improvements to the location, as well as the full value of the equipment (i.e., Attractions) and other contents prior to final installation, including temporary storage location(s).</li> </ul>

You must purchase the required worker's compensation insurance, general liability insurance, excess liability coverage, special perils commercial property coverage, and employment practices insurance from our Affiliate or our Designated Supplier(s). Our Designated Supplier administers a master insurance program for the required general liability insurance and excess liability coverage. You may purchase all other insurance as required in this Section 16.B. from insurance brokers and carriers that you select, subject to such insurance brokers satisfying our Standards and the minimum requirements set forth in this Section 16.B. and Section 16.C., as determined by us. You must submit to us such information and documentation that we request in accordance with your request for our consent to purchase insurance from an insurance broker or insurance carrier other than our Designated Supplier.

All coverages apply per Approved Location that you operate. The scheduling or consolidation of policies or the sharing of limits is not acceptable, except where required by applicable law.

Franchisor shall have the right to establish and modify the minimum required coverages and to require different or additional kinds of insurance to reflect changes in the System or products and services offered to customers of Urban Air Adventure Parks, inflation, changes in standards of liability, higher damage awards, or other relevant changes in circumstances. All modifications to the insurance requirements will be communicated to you via the Manual. You shall receive written notice of any modifications to the insurance requirements and shall take prompt action to secure the additional coverage or higher policy limits. Nothing in this Agreement prevents or restricts you from acquiring and maintaining insurance with higher policy limits or lower deductibles than Franchisor requires. If you fail to maintain the required insurance, you may not open your Adventure Park or we may force you to close your Adventure Park until the required insurance is put in place.

# C. Insurance Policy Requirements.

The following general requirements apply to each insurance policy you are required to maintain under this Agreement:

- (1) Each insurance policy must be specifically endorsed to provide that the coverage must be primary, and that any insurance carried by any additional insured will be excess and non-contributory.
- (2) Each insurance policy must name Franchisor and its Affiliates, and their respective partners, officers, subsidiaries, shareholders, directors, regional directors, and employees as additional named insureds on a primary non-contributory basis on an Additional Insured Grantor of Franchise

Endorsement per form CG2029 (or an endorsement form with comparable wording acceptable to Franchisor) and include a waiver of subrogation in favor of each such additional named insured.

- (3) No insurance policy may contain a provision that in any way limits or reduces coverage for you in the event of a claim by Franchisor or its Affiliates.
- (4) Each insurance policy must extend to, and provide indemnity for, all of your obligations and liabilities to third parties and all other items for which you are required to indemnify Franchisor under this Agreement.
- (5) Except for insurance provided through a Designated Supplier, all insurance policies must be written by a carrier who is licensed in the state in which the Franchised Business operates and with an A.M. Best rating of not less than A-VII (with the exception of general liability and excess insurance carriers, which must have a minimum rating of A XV).
- (6) Except as otherwise provided herein, no insurance policy may provide for a deductible amount that exceeds \$10,000, unless otherwise approved in writing by Franchisor, and your co-insurance under any insurance policy must be 80% or greater.
- (7) Each policy must include an endorsement that it may not be modified or terminated without providing at least 30 days prior written notice to Franchisor.

## **D.** Delivery of Certificate.

You must provide us with a certificate of insurance complying with the stated requirements no less than seven days before both (1) the commencement of construction with respect to the development insurance program described in <u>Section 16.B</u> and (2) the Franchised Business is open to the public with respect to all remaining required insurance coverages. Also, you must provide us with a certificate of insurance on each policy renewal date. Upon request, you also shall provide to Franchisor copies of all or any policies, and policy amendments, endorsements and riders.

## E. Minimum Insurance Requirements Not a Representation of Adequacy.

You acknowledge that no requirement for insurance contained in the Agreement constitutes advice or a representation by Franchisor that only such policies, in such amounts, are necessary or adequate to protect you from losses regarding your business under this Agreement. Maintenance of this insurance, and the performance of your obligations under this <u>Article 16</u>, shall not relieve you of liability under the indemnification provisions of this Agreement. You may choose to obtain additional policies or increase the limits from the minimum requirements in Section 16.B.

## 17. TRANSFER

## A. Transfer by Franchisor.

Franchisor shall have the unrestricted right, in its sole discretion and without your consent, to assign this Agreement and/or all of its rights and/or obligations hereunder in a related or third-party transaction, may sell any or all of its assets (including its rights in and to the Proprietary Marks and the System); may issue new shares through an initial public offering and/or private placement; may merge with and/or acquire other companies, or may merge into or be acquired by another company; and may pledge its assets to secure payment of its financial obligations.

# B. <u>Franchisee Transfer of Agreement; Transfer of the Franchised Business; Transfer of Controlling Interest.</u>

You understand and acknowledge that Franchisor has entered into this Agreement in reliance on your business skill, financial capacity, personal character, experience, and demonstrated or purported ability in customer service operations. Accordingly, you may not sell or transfer your interest in this Agreement, your Controlling Interest, or the assets of the Franchised Business (except in the ordinary course of your

business) without Franchisor's prior written consent. In addition, if you are a Business Entity, no Owner may transfer or assign all or any portion of his or her equity interest in the Business Entity without Franchisor's prior written consent. For purposes of this <u>Section 17.B</u> the term "<u>transfer</u>" means and includes an actual assignment, sale, or transfer of a Controlling Interest, or a collateral assignment or pledge of the interest as security for performance of an obligation.

You must notify Franchisor in writing at least 60 days prior to the date of any such intended transfer. Any purported transfer, by operation of law or otherwise, not having the written consent of Franchisor shall be null and void and shall constitute a material breach of this Agreement. Franchisor shall not unreasonably withhold its consent to any transfer, but may, in its sole discretion, require any or all of the following as conditions of its consent:

- (1) All of your accrued monetary obligations and all other outstanding obligations to Franchisor and its Affiliates and your suppliers shall be up to date, fully paid, and satisfied;
- (2) You must be in full compliance with this Agreement and any other agreements between you and Franchisor, its Affiliates, and your suppliers;
- (3) You and each Owner shall have executed a general release and a covenant not to sue, in a form satisfactory to Franchisor, of any and all claims against Franchisor and its Affiliates and their respective officers, directors, shareholders, agents, and employees in their corporate and individual capacities, including, without limitation, claims arising under federal, state, and local laws, rules, and ordinances; provided, however, that any release will not be inconsistent with any state statute regulating franchising; provided, however, that any release will not be inconsistent with any state law regulating franchising;
- (4) The transferee shall demonstrate to Franchisor's satisfaction that the transferee meets Franchisor's then-current Standards applicable to new Urban Air Adventure Park franchisees, including but not limited to educational, managerial and business standards; possesses a good moral character, business reputation and credit rating; has the aptitude and ability to operate the Franchised Business; and has sufficient equity capital to operate the Franchised Business (which condition shall be presumed if the transferee's net worth is equal to or exceeds your net worth at the time of transfer, excluding the value of the Franchised Business);
- (5) The transferee shall sign Franchisor's then-current form of franchise agreement for the remaining term of this Agreement, and you shall pay to Franchisor the Transfer Fee in the amount set forth in Attachment A. If the transferee is a Business Entity, then the transferee's Owners shall jointly and severally guarantee your obligations under this Agreement in writing in a form satisfactory to Franchisor. The transferee shall have the option, however, to purchase a longer term (not to exceed a total of five years) by paying an extended term fee ("Extended Term Fee"). The Extended Term Fee will be calculated as Franchisor's then-current initial franchise fee divided by the number of days included in the initial term of the then-current franchise agreement, multiplied by the number of days of additional term being purchased by the transferee;
- (6) If deemed necessary by Franchisor, the transferee shall agree to update, remodel, refurbish, renovate, modify, or redesign the Franchised Business, at transferee's sole expense, to conform to Franchisor's then-current Standards and specifications for an Urban Air Adventure Park. Upon Franchisee informing Franchisor of a transfer under this Section 17.B., Franchisor reserves the right to require Franchisee to undergo inspections pursuant to Section 11.G. above and Franchisee shall bear the cost of such inspections, even if such transfer does not close;
- (7) You agree to remain liable for all direct and indirect obligations to Franchisor in connection with the Franchised Business prior to the effective date of the transfer, and you and your Owners shall continue to remain responsible for your respective obligations of nondisclosure, noncompetition, and indemnification as provided elsewhere in this Agreement, and all other obligations that survive termination,

expiration, or transfer and shall execute any and all instruments reasonably requested by Franchisor to further evidence such obligation;

- (8) The transferee shall comply with Franchisor's initial training requirements and pay any applicable then-current training fee assessed for each person per training day;
- (9) You must utilize Franchisor's Designated Supplier to conduct inspections of the Approved Location, and remedy any infractions at least 30 days before the closing date of the proposed transfer;
- (10) Franchisor reserves the right to require transferee to conduct grand opening marketing upon closing of the transfer, which Franchisee and Owners shall communicate to transferee during initial communications of the proposed transfer. Such grand opening expectation shall be the same as Franchisor's requirements in the then-current Urban Air Adventure Park franchise disclosure document disclosed to transferee. If transferee does not agree to conduct grand opening upon closing of the transfer, Franchisor reserves the right to charge Franchisee and Owners the required grand opening amount, payable upon closing of the transfer. This is a material condition of Franchisor's approval of the proposed transfer;
- (11) You or the transferor must provide Franchisor with a copy of the agreements of purchase and sale between the transferor and the transferee. The economic terms of the transfer may not materially and adversely affect, in Franchisor's sole judgment, the post-transfer viability of the Franchised Business; and
- (12) If you elect to participate in Franchisor's resale program in connection with the transfer of the Franchised Business pursuant to this Section 17.B., you must comply with Franchisor's then-current resale program requirements, which may include the execution of Franchisor's then-current resale program agreement and payment of the then-current resale program fee.

# C. Franchisee Transfer Among Owners; Transfer of Non-Controlling Interest.

If you are a Business Entity, your Owners may transfer their ownership interests in the Business Entity among each other, and may transfer up to a Non-Controlling Interest in the Business Entity to one or more approved third parties, if:

- (1) you have provided to Franchisor advance notice of the transfer and have obtained Franchisor's approval of any new owners,
- (2) <u>Attachment C</u> has been amended to reflect the new ownership, and each individual listed in Section B of Attachment C has signed the Confidentiality and Non-Competition Agreement in the form of Attachment E;
  - (3) each new Owner has signed an Undertaking and Guaranty in the form of Attachment D;
- (4) each previous and/or new owners have signed a general release in favor of Franchisor and in the form Franchisor requires; and
  - (5) you pay to Franchisor a Transfer Fee in the amount set forth in <u>Attachment A</u>.

Transfers under this Section 17.C. are limited to once per rolling 12-month period. Otherwise, any transfers under this subsection shall be subject to a Transfer Fee of 25% of the then-current initial franchise fee. For purposes of this Section 17.C. and the Transfer Fee only, "Non-Controlling Interest" shall mean 20% or less of the total outstanding units or assets in the Franchised Business.

# D. Franchisee Transfer to Business Entity for Convenience.

You may transfer your interest in this Agreement to a Business Entity for convenience of operation by signing Franchisor's standard form of assignment and assumption agreement if:

- (1) the Business Entity is formed solely for purposes of operating the Franchised Business;
- (2) you provide to Franchisor a copy of the Business Entity's formation and governing documents (company/operating agreement, by laws, etc.), and a certificate of good standing from the jurisdiction under which the Business Entity was formed;
- (3) you sign a general release in favor of Franchisor and in the form that Franchisor requires; and
  - (4) you pay to Franchisor a Transfer Fee in the amount set forth in <u>Attachment A</u>.

# E. <u>Security Interest</u>.

Any security interest that may be created in this Agreement by virtue of Section 9-408 of the Uniform Commercial Code is limited as described in Section 9-408(d) of the Uniform Commercial Code. Any such security interest may only attach to an interest in the proceeds of the operation of the Franchised Business and may not entitle or permit the secured party to take possession of or operate the Franchised Business or to transfer your interest in the franchise without Franchisor's consent.

# F. Public and Private Offerings.

If you are a Business Entity and you intend to issue equity interests pursuant to a public or private offering, you shall first obtain Franchisor's written consent, which consent shall not be unreasonably withheld. You must provide to Franchisor for its review a copy of all offering materials (whether or not such materials are required by applicable securities laws) at least 60 days prior to such documents being filed with any government agency or distributed to investors. No offering shall imply (by use of the Proprietary Marks or otherwise) that Franchisor is participating in an underwriting, issuance, or offering of your securities, and Franchisor's review of any offering shall be limited to ensuring compliance with the terms of this Agreement. Franchisor may condition its approval on satisfaction of any or all conditions set forth in Section 17.B and on execution of an indemnity agreement, in a form prescribed by Franchisor, by you and any other participants in the offering. For each proposed offering, you shall pay to Franchisor a retainer in an amount determined by Franchisor, which Franchisor shall use to reimburse itself for the actual costs and expenses it incurs (including, without limitation, attorneys' fees and accountants' fees) in connection with reviewing the proposed offering.

## G. Right of First Refusal.

If you receive a bona fide offer to purchase your interest in this Agreement or all or substantially all of the assets of the Franchised Business, or if any Owner receives a bona fide offer to purchase his or her equity interests in you, and you or such Owner wishes to accept such offer, you or the Owner must deliver to Franchisor written notification of the offer and, except as otherwise provided herein, Franchisor shall have the right and option, exercisable within 30 days after receipt of such written notification, to purchase the seller's interest on the same terms and conditions offered by the third party. If the bona fide offer provides for the exchange of assets other than cash or cash equivalents, the bona fide offer shall include the fair market value of the assets (as defined herein) and you shall submit with the notice an appraisal prepared by a qualified independent third party evidencing the fair market value of such assets as of the date of the offer. Any material change in the terms of any offer prior to closing shall constitute a new offer subject to the same right of first refusal by Franchisor as in the case of an initial offer. If Franchisor elects to purchase the seller's interest, closing on such purchase must occur by the later of: (1) the closing date specified in the third-party offer; or (2) within 60 days from the date of notice to the seller of Franchisor's election to purchase. Franchisor failure to exercise the option described in this Section 17.E shall not constitute a waiver of any of the transfer conditions set forth in this Article 17.

# H. Transfer Upon Death or Incapacitation.

If any Owner dies or becomes incapacitated (mental or physical), Franchisor shall consent to the transfer of the former Owner's interest in this Agreement or equity interest in the franchisee (as applicable)

to his or her spouse or heirs, whether such transfer is made by will or by operation of law, if, in Franchisor's sole discretion and judgment, the transferee meets Franchisor's educational, managerial and business standards; possesses a good moral character, business reputation and credit rating; has the aptitude and ability to conduct the Franchised Business herein; has at least the same managerial and financial criteria required by new franchisees; and has sufficient equity capital to operate the Franchised Business. If said transfer is not approved by Franchisor, the executor, administrator, or personal representative of such person shall transfer the former Owner's interest to a third-party approved by Franchisor within six months after such death, mental incapacity, or disability. Such transfer shall be subject to Franchisor's right of first refusal and to the same conditions as any *inter vivos* transfer.

# I. Non-Waiver of Claims.

Franchisor's consent to a Transfer shall not constitute a waiver of any claims it may have against the transferring party, and it will not be deemed a waiver of Franchisor's right to demand strict compliance with any of the terms of this Agreement, or any other agreement to which Franchisor and the transferee are parties, by the transferee.

#### J. No Transfers in Violation of Law.

Notwithstanding anything to the contrary in this Agreement, no transfer shall be made if the transferee, any of its affiliates, or the funding sources for either is a person or entity designated with whom Franchisor, or any of its affiliates, are prohibited by law from transacting business.

# 18. <u>DEFAULT AND TERMINATION</u>

#### A. Automatic Termination.

This Agreement will terminate automatically, without notice and without an opportunity to cure, if you become insolvent or make a general assignment for the benefit of creditors; if a petition in bankruptcy is filed by you or such a petition is filed against you and you do not oppose it; if you are adjudicated bankrupt or insolvent; if a bill in equity or other proceeding for the appointment of a receiver or other custodian (permanent or temporary) for you or your business assets, or any part thereof, is filed against you; if any court of competent jurisdiction appoints a receiver or other custodian (permanent or temporary) for you or your business assets, or any part thereof; if proceedings for a composition with creditors under any state or federal law is instituted by or against you; if a final judgment is entered against you and remains unsatisfied or of record for 30 days or longer, unless a *supersedeas* bond is filed; if you are dissolved, voluntarily or involuntarily; if execution is levied against any assets of you or the Franchised Business; if any proceedings to foreclose any lien or mortgage against you, the Franchised Business, or the assets, equipment, or premises of any of the same, is instituted and not dismissed within 30 days; or if the real or personal property of you, the Franchised Business is sold after levy thereupon by any sheriff, marshal, constable, or other authorized law enforcement personnel.

#### **B.** Termination without Opportunity to Cure.

Franchisor may terminate this Agreement, by delivering to you written notice of termination, upon the occurrence of any of the following events of default:

- (1) Your abandonment of the Franchised Business (for purposes of this provision "<u>abandonment</u>" will be deemed to occur if you fail to operate the Franchised Business on three or more consecutive days or if you otherwise convey an intention to close the Franchised Business), or lose the right to possess the premises for the Approved Location;
- (2) The making of any false or materially misleading representations in your franchise application or during the franchise application process;
- (3) You or any of your Owners or Affiliates is or has been held liable for or convicted by a court of law, pleads or has pleaded no contest to, a felony, indictable offense or other unlawful act, engages

in any dishonest or unethical conduct or otherwise engages in any conduct which Franchisor believes will materially and adversely affect the reputation of the Brand, the Urban Air Adventure Park franchise system, any other Adventure Park or the goodwill associated with the Proprietary Marks;

- (4) Violation of any applicable law or revocation or suspension of any necessary license or certification (including without limitation Franchisee's liquor license or food service license), in whole or in part;
- (5) Violation of any confidentiality or non-compete obligations, as described in <u>Article 14</u>, by you or any Owner;
- (6) The Franchised Business fails two consecutive quality assurance inspections during any rolling 12-month period or fails three quality assurance inspections during any rolling 24-month period;
- (7) Termination for cause of any other franchise agreement between Franchisor and you or your Affiliate;
- (8) Delivery of three or more notices of default during any rolling 24-month period, whether or not the event(s) of default described in such notices ultimately are cured;
  - (9) Transfer or attempted transfer in violation of Article 17 of this Agreement;
- (10) If an imminent threat or danger to public health or safety results from the operation of the Franchised Business;
  - (11) Failure to follow Franchisor's instructions or protocol upon a Crisis Management Event;
  - (12) Utilizing unapproved non-cash payment systems in the Franchised Business;
- (13) Accepting or processing non-U.S. currency for products and services offered by the Franchised Business, including but not limited to cryptocurrency; or
- (14) If Franchisee breaches any material provision of this Agreement which breach is not susceptible to cure.

# C. <u>Termination with Opportunity to Cure.</u>

Franchisor may terminate this Agreement, by delivery of written notice of default, upon the occurrence of any of the following events of default and your failure to take appropriate corrective action during the applicable cure period:

- (1) You fail to identify a site for the Franchised Business in accordance with <u>Section 3.A</u>, and you fail to cure within seven (7) days after delivery of written notice of default;
- (2) You passed on an Acceptable Site and fail to sign a lease by the Lease Deadline in accordance with <u>Section 3.C.</u>, and you fail to cure within seven (7) days after delivery of written notice of default;
- (3) You fail to sign an agreement for the purchase and installation of Attractions in accordance with Section 4.B and other furniture, fixtures, equipment and signage with our Affiliate or designated supplier of such Attractions, furniture, fixtures, equipment and signage, as applicable, and pay the initial deposit required under such agreement(s) (if any) within 60 days after the building plans are approved by the applicable municipality but in all events and no later than 150 days following the Effective Date, and fail to cure within 30 days after delivery of written notice of default;
- (4) You fail to commence construction of your Adventure Park within six weeks after you sign the agreement for the purchase and installation of Attractions in accordance with <u>Section 4.C.</u> and fail to cure within 30 days after delivery of written notice of default;

- (5) You fail to commence operation of your Adventure Park by the Opening Date in accordance with Section 4.C. and fail to cure within 15 days after delivery of written notice of default;
- (6) You or your Affiliate fails to pay any monies owed to Franchisor, its Affiliates or your trade creditors when due and fail to cure within ten days after delivery of written notice of default;
- (7) You misuse the Proprietary Marks or the Intellectual Property, including without limitation by offering and selling unauthorized products or services under or in conjunction with the Proprietary Marks or Intellectual Property, and fail to correct the misuse within five days after delivery of written notice of default;
- (8) You infringe on the rights of third-parties, including unauthorized use of third-party trademarks, service marks, patents, copyrights, and all other intellectual property, and fail to cure immediately after Franchisor's written or verbal notice, depending on the severity of such infringement;
- (9) The Franchised Business is cited for violation of health, sanitation, or safety laws or regulations, and fails to cure the violation within five days after the date the citation is issued;
- (10) You purchase or use items for which Franchisor has identified Approved Suppliers from an unapproved source;
- (11) You purchase, use, or sell ingredients, prepared foods, retail items, and other items not approved by the Franchisor;
- (12) You knowingly maintain false books or records or submit any false reports or statements to Franchisor;
- (13) You fail to obtain or maintain required insurance coverage, and fail to cure within five days of Franchisor's written notice;
- (14) You are not in compliance with federal, state, or local laws, including but not limited to employment, environmental, occupancy, or other laws affected the day-to-day operations of your Franchised Business;
- (15) You refuse to permit Franchisor to inspect the Franchised Business premises, or the books, records, or accounts of Franchisee upon demand;
- (16) You, directly or indirectly, revoke your participation in Franchisor's then-current electronic funds transfer program, in violation of Section 6.E; or
- (17) You fail to comply with any provision of this Agreement (except as otherwise provided in Section 18.A and Section 18.B and this Section 18.C) and fail to take appropriate corrective action within 30 days after delivery of written notice of a default.

During any period of default, Franchisor reserves the right to 1) prohibit you from attending any meetings, seminars, conferences, or other events sponsored by Franchisor, 2) prohibit you from serving on the board of any Franchisor organization, or otherwise participate in leadership of such organizations, 3) suspend your access to the call center, the franchisee portal/dashboard, and any technology systems we provide to you; 4) suspend services provided to you by us or our Affiliates under this Agreement, including but not limited to inspections, training, marketing assistance, and the sale of products and supplies; 5) remove the listing of the Franchised Business from all advertising published or approved by Franchisor; 6) cease listing the Franchised Business on Websites and social media, and to discontinue any links to any site or page for the Franchised Business; and 7) contact Franchisee's landlords, lenders, suppliers, customers, and others with whom it has entered into agreements about the status of Franchisee's operations and provide copies of any default or other notices to Franchisee's landlords, lenders, suppliers, and others with whom it has entered into agreements.

# D. Other Remedies.

In addition to its termination rights, Franchisor shall have the right to require the Franchised Business, or a portion thereof, closed during any period in which (1) it is in violation of applicable health, sanitation, or safety laws or regulations, (2) Franchisor determines, in its sole discretion, that continued operation of the Franchised Business poses a risk to public health or safety, or (3) you fail to maintain the required insurance policies to operate your Franchised Business.

# E. Step-In Rights.

To prevent any interruption of business of the Franchised Business and any injury to the goodwill and reputation thereof which may be caused thereby, you hereby authorize Franchisor, and Franchisor shall have the right, but not the obligation, to operate the Franchised Business for as long as Franchisor deems necessary and practical, and without waiver of any other rights or remedies Franchisor, may have under this Agreement, if you are in default of your obligations under this Agreement. Franchisor shall not be liable to you for any debts, losses or obligations that the Franchised Business incurs, or to any creditors for any supplies or other products or services purchased for the Park, in connection with such management. Franchisor or its designee may assume the Franchised Business' management under the following circumstances if you abandon or fail to actively operate the Franchised Business for any period. Our exercise of our rights under this Section will not affect our right to terminate this Agreement. YOU SHALL INDEMNIFY AND HOLD FRANCHISOR HARMLESS FROM ANY AND ALL CLAIMS ARISING FROM THE ALLEGED ACTS AND OMISSIONS OF FRANCHISOR AND ITS REPRESENTATIVES IN ACCORDANCE WITH THE INDEMNIFICATION PROCEDURES SET FORTH IN SECTION 20.B.

## F. Liquidated Damages.

Franchisee acknowledges and confirms that Franchisor will suffer substantial damages as a result of the termination of this Agreement before the Initial Term expires. Some of those damages include lost Royalty Fees, NAF Contributions, and other fees, lost market penetration and goodwill, loss of Urban Air Adventure Park representation in the Franchisee's Protected Area, confusion of individual customers, lost opportunity costs, and expenses that Franchisor will incur in developing or finding another franchisee to develop another Urban Air Adventure Park franchise in the Protected Area (collectively, "Brand Damages"). Franchisor and Franchisee acknowledge that Brand Damages are difficult to estimate accurately and proof of Brand Damages would be burdensome and costly, although such damages are real and meaningful to Franchisor.

Therefore, upon termination of this Agreement before the Initial Term expires for any reason (subject to Article 18), Franchisee agrees to pay Franchisor, within fifteen (15) days after the date of such termination, the entire liquidated damages amount, which is the product of (i) seven percent (7%) times the monthly revenue for the previous twelve (12) full calendar months, multiplied by (ii) the years remaining in the Initial Term. If at the time the Agreement is terminated, Franchisee has been operating the Franchised Business for less than 12 months, the amount of liquidated damages will be based upon the system-wide Royalty Fee average for the month in which termination is effective multiplied by 36.

Franchisee agrees that the liquidated damages calculated under this Section 18.F. represent the best estimate of Franchisor's Brand Damages arising from any termination of this Agreement before the Initial Term expires. Franchisee's payment of the liquidated damages to Franchisor will not be considered a penalty but, rather, a reasonable estimate of fair compensation to Franchisor for the Brand Damages Franchisor will incur because this Agreement did not continue for the Initial Term's full length.

Franchisee acknowledges that Franchisee's payment of liquidated damages is full compensation to Franchisor only for the Brand Damages resulting from the early termination of this Agreement and is in addition to, and not in lieu of, Franchisee's obligations to pay other amounts due to Franchisor under this Agreement as of the date of termination and to comply strictly with the de-identification procedures of

Article 19 and Franchisee's other post-termination obligations.

If any valid law or regulation governing this Agreement limits Franchisee's obligation to pay, and/or Franchisor's right to receive, the liquidated damages for which Franchisee is obligated under this Section 18.F, then Franchisee shall be liable to Franchisor for any and all Brand Damages Franchisor incurs, now or in the future, as a result of Franchisee's breach of this Agreement.

# G. Right of Set Off.

If an event of default occurs hereunder or under any other agreement between Franchisor and you or your affiliates, subsidiaries, or Owners, then Franchisor is hereby authorized at any time and from time to time without notice and to the fullest extent permitted by law, to set off and apply any and all sums at any time held or received by Franchisor, including, but not limited to, disbursements of Membership Program revenues, against any and all obligations of Franchisee now or hereafter existing under this Agreement or any other agreement between Franchisor and you or your affiliates, subsidiaries, or Owners, irrespective of whether or not Franchisor shall have made any demand under this Agreement or such other agreements.

## H. Cross-Default.

Any default under any agreement between you and Franchisor or its Affiliates (including but not limited to any development agreement, and purchase and installing agreement), and failure to cure within any applicable cure period, shall be considered a default under this Agreement and shall provide an independent basis for immediate termination of this Agreement, without an opportunity to cure, with or without notice, upon Franchisor's sole discretion.

# 19. OBLIGATIONS UPON EXPIRATION OR TERMINATION

# A. <u>Expiration or Termination of Franchise</u>.

Upon termination or expiration of this Agreement, you shall have no further right to use the Proprietary Marks, Intellectual Property or other intellectual property owned and licensed to you by Franchisor. You may no longer hold yourself out as an Urban Air Adventure Park franchisee, and you shall refrain from representing any present or former affiliation with Franchisor or the network of Urban Air Adventure Parks.

You shall immediately:

- (1) Cease to operate the Franchised Business, unless otherwise specified by Franchisor;
- (2) Pay all sums due and owing to Franchisor and its Affiliates;
- (3) Take all actions necessary to cancel any assumed or fictitious name containing the Proprietary Marks and shall do all things necessary to transfer to Franchisor or its designee the Franchised Business' telephone number(s). You hereby grant to Franchisor and its representatives, power of attorney for the specific purpose of executing all documents and doing all things necessary to effect such cancellations and transfers;
- (4) Surrender to Franchisor all copies of all materials in your possession including the Manual, all Confidential Information and all other documentation relating to the operation of the Franchised Business in your possession, and all copies thereof, and shall retain no copy or record of any of the foregoing, excepting only 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;
- (5) At the option of Franchisor, assign to Franchisor (or its designee) any interest which Franchisee has in any lease, sublease or other agreement for the Franchised Business premises and surrender the Franchised Business premises to the Franchisor pursuant to Section 19.B. below. In the event Franchisor does not elect to exercise its option to acquire Franchisee's interest in the lease, sublease or other

agreement for the premises, Franchisee shall make such modifications or alterations to the premises immediately upon termination or expiration of this Agreement as may be necessary to distinguish the appearance of the premises from that of an Urban Air Adventure Park under the System, and shall make such specific additional changes thereto as Franchisor may reasonably request for that purpose. In the event Franchisee fails or refuses to comply with the requirements of this Section 19.A.(5), Franchisor shall 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 the expense of Franchisee, which expense Franchisee agrees to pay upon demand; and

- (6) Comply with all post-termination covenants in Article 14.
- If, following expiration or termination of this Agreement, the premises for your Franchised Business will not continue to operate as an Urban Air Adventure Park, either by us or our designee, then in addition to any procedures required by applicable laws and any instructions that we may provide, upon our request, you will cooperate with us in notifying all members of your Franchised Business immediately that your Franchised Business will cease to operate under the Proprietary Marks. We may offer to such members the option to terminate their membership and receive a pro rata refund of all membership fees and other charges which were prepaid by such members related to any period after the effective date of termination or expiration of this Agreement. You are solely responsible for paying such refunds to your members, and we will deduct all such refunds from the amounts to be disbursed to you for the Membership Program revenues of your Franchised Business. You further will cooperate with us to preserve member goodwill. Further, you will immediately comply with our then-current de-branding checklist, as further supplemented in the Manual, which shall require you to, among other things:
- (1) Remove and destroy all interior and exterior signage, point-of-sale materials, business forms, and stationary, and any other materials containing the Proprietary marks and brand colors;
- (2) Delete from all computer hard drives all materials, information, communications, manuals, and marketing and promotion materials received from us;
- (3) Remove all decals containing the Urban Air or Urban Air Adventure Park name, the Proprietary Marks, any slogans, or orange, black, and blue color scheme;
- (4) Repaint or remove all orange, black, and blue colors from all equipment, padding, walls, doors, floors, and other surfaces;
- (5) Promptly instruct all third-party internet sites and telephone directories to remove all listings identifying the location as an Urban Air Adventure Park business;
- (6) Return all uniforms, sales materials, operations manuals, and other items that contain any Confidential Information;
- (7) Dispose of the Attractions (including all components thereof) as directed by Franchisor in the Manuals:
- (8) Change your corporate and legal business name, if necessary, so that it does not contain any of the Proprietary Marks; and
- (9) Return to us all signs, sign-faces, sign-cabinets, marketing materials, forms, packaging, and other materials that contain any of the Proprietary Marks.

You acknowledge and agree that the Attractions are proprietary to the System, and that the components of such Attractions may be disposed or destroyed only as expressly authorized by Franchisor in writing or as otherwise set forth in the Manual.

# B. <u>Franchisor's Option to Assume Lease and Purchase Assets Following Expiration or Termination.</u>

- (1) Upon termination or expiration of this Agreement, Franchisor shall have the option, but not the obligation, to assume your lease for the Franchised Business premises by delivering to you written notice of its election within 30 days after termination or expiration of this Agreement in accordance with the terms of the Lease Rider. If Franchisor elects not to assume your lease for the Franchised Business premises, Franchisor shall have the option to purchase (in accordance with the terms and conditions set forth below), or may require you to destroy, any graphics, signage, or other materials bearing the Proprietary Marks. You shall immediately remove from the Franchised Business premises all items bearing the Proprietary Marks and Intellectual Property and modify the trade dress as necessary to distinguish the premises from an Urban Air Adventure Park in accordance with the debranding requirements set forth in the Manual. If you fail or refuse to comply with the requirements of this Section 19.B, Franchisor and its representatives shall have the right to enter on the Franchised Business premises, without liability for trespass or other civil tort, for purposes of making such changes, at your expense, which you shall pay upon demand.
- Upon (a) expiration of this Agreement without extension or renewal or (b) termination of this Agreement by us in accordance with its terms or by you in any manner other than in accordance with its terms, then we have the right, exercisable by giving notice thereof ("Appraisal Notice") to require that a determination be made of the Agreed Value (as defined below) of all of your personal property, improvements, fixtures, furniture and equipment used and located at the Franchised Business, but excluding any items not meeting our specifications or standards as provided in this Agreement (the "Appraised Assets"). In the event of a termination, such Appraisal Notice shall be given no later than 30 days after the date of such termination; in the event of expiration, such Appraisal Notice shall be given no more than six months and no less than three months prior to the expiration of this Agreement.
- (3) Upon such Appraisal Notice, you may not sell or remove any of the Appraised Assets from the Franchised Business. The "Agreed Value" shall be determined by good faith consultation between you and us. You agree to give us, our designated agents and, if applicable, the Appraiser (as defined in subsection (4) below) full access to your Franchised Business's books and records relating to the Appraised Assets (including copies of all leases, concession licenses or other arrangements relating to your occupancy of the premises), at any time upon three days' prior written notice during customary business hours in order to inspect the Appraised Assets and determine the purchase price for the Appraised Assets.
- (4) If you and we are unable to agree on the Agreed Value of the Appraised Assets within 15 days after the Appraisal Notice, then the Agreed Value will be the Fair Market Value (as defined below), unless the option to purchase occurs as a result of a termination in connection with one or more defaults by Franchisee, in which case the Agreed Value will be the lesser of the Appraised Asset Value (as defined below) or the Net Book Value (as defined below). "Fair Market Value" will be the amount which an arm's length purchaser would be willing to pay for the Appraised Asset as a going concern operating under our then-current form of franchise agreement with a terminal value based on the remaining term of the lease (not in excess of 5 years) and, for the avoidance of doubt, Fair Market Value may not include goodwill associated with the Proprietary Marks. The "Appraised Asset Value" will be the amount which an arm's length purchaser would be willing to pay for the Appraised Assets, considering their age and condition. The "Net Book Value" shall be the net book value of the Purchased Assets (including the unamortized portion of any

capitalized so-called "key money" for leases), as reflected on Franchisee's books and records, determined in accordance with generally accepted accounting principles. The Fair Market Value, Appraised Asset Value and Net Book Value, as applicable, will be determined by a member of a nationally recognized accounting firm (other than a firm which conducts audits of either Party's financial statements) agreed to by the Parties who has experience in the valuation of retail businesses ("Appraiser"). If the Parties cannot agree to an Appraiser, then each Party will select an Appraiser in accordance with the foregoing standards and the appraisal will be conducted by an Appraiser selected by the two party-appointed Appraisers that meets the foregoing standards.

The Appraiser will make his or her determination and submit a written report ("Appraisal Report") to Franchisee and Franchisor as soon as practicable, which report shall contain the Fair Market Value, Appraised Asset Value and Net Book Value, as applicable. The Appraiser shall endeavor to complete the Appraisal Report within 60 days after his or her appointment, and both Parties shall fully cooperate with the Appraiser in order to meet the deadline. The Appraiser may extend the Appraisal Report deadline, as may be reasonably necessary. Franchisee agrees to promptly provide the Appraiser with such books and records as he or she may require, which Franchisee represents and warrants to be complete and accurate. In absence of such books and records or if the Appraiser is not satisfied with their completeness or accuracy, the Appraiser may make his or her determination in the Appraisal Report on the basis of other sources and information he or she deems reasonably appropriate. The Appraiser's determination shall be final and binding on the Parties hereto, and the Parties agree to share the cost of the appraisal equally.

Franchisor has the option, exercisable by delivering notice thereof within ten days after submission of the Appraisal Report (or the date that an agreement is reached, if the Parties agree to the Agreed Value), to agree to purchase the Appraised Assets of the Franchised Business at its Agreed Value ("Purchased Assets").

If Franchisor exercises its option to purchase, the purchase price for the Purchased Assets will be paid in full by wire transfer at the closing, which will occur at the place, time and date mutually agreed by the Parties, and if the Parties cannot agree, then as reasonably determined by Franchisor (subject to compliance with applicable law and any reasonable extensions required by Franchisor). At the closing, Franchisor will be entitled to all customary representations and warranties, covenants and closing documents and post-closing indemnifications, including: (i) instruments transferring good and merchantable title to the Purchased Assets, free and clear of all security interests, liens, encumbrances, and liabilities, to Franchisor or its designee, with all sales and other transfer taxes paid by Franchisee; and, (ii) an assignment of all leases (subject to landlord rights) and concession licenses of personal property and real estate used in the operation of the Franchised Business, including building and/or equipment (or if an assignment is prohibited, a sublease or sublicense to Franchisor or its designee for the full remaining term, subject to landlord rights, and on the same terms and conditions as Franchisee's lease or concession license, including renewal and/or purchase options).

Franchisor shall have the right to offset against the purchase price for the Purchased Assets any of the following: (1) any and all amounts owed by Franchisee or any of its Affiliates to Franchisor or any of its Affiliates; (2) lease transfer fees (if any), other costs owed to your landlord, and the costs of renovating the Franchised Business premises so that it meets Franchisor's then-current standards and specifications (if Franchisor elects to assume the lease for the Franchised Business premises); and (3) the costs of de-identifying the Franchised Business premises in accordance with Section 19.B, if you fail to do so (if

Franchisor does not elect to assume the lease for the Franchised Business premises premises).

If Franchisee cannot deliver clear title to all of the assets, or if there are other unresolved issues, the closing of the sale may at Franchisor's option, be accomplished through an escrow on reasonably appropriate terms, including the making of payments, to be deducted from the purchase price, directly to third parties in order to obtain clear title to the Purchased Assets. Franchisee and Franchisor shall comply with any applicable bulk sales or similar laws and all applicable tax notification and/or escrow procedures.

Franchisee shall exert reasonable commercial efforts to obtain all necessary consents to consummate the sale (including consents to assignments of leases and concession licenses) and to ensure all managers shall be available, to the extent requested by Franchisor, for continued employment with the company purchasing the Purchased Assets. Franchisor shall have the right to receive specific performance or injunctive relief to enforce the provisions set forth in this <u>Section 19</u>.

Upon delivery of the Appraisal Notice and pending determination of Agreed Value and the closing of the purchase, Franchisor shall authorize continued temporary operations of the Franchised Business pursuant to the terms of this Agreement, subject to the supervision and control of one or more of Franchisor's appointed managers.

FRANCHISEE WILL DEFEND, INDEMNIFY AND HOLD HARMLESS FRANCHISOR FROM AND AGAINST ALL OBLIGATIONS, LIABILITIES, CLAIMS AND CAUSES OF ACTION ACCRUING PRIOR TO CLOSING AND THAT IN ANY WAY RELATE TO OR ARISE OUT OF THE OPERATION OF THE FRANCHISED BUSINESS IN ACCORDANCE WITH THE INDEMNIFICATION PROCEDURES SET FORTH IN SECTION 20.B.

# C. Compliance with Post Term Obligations.

You and each Owner shall comply with all covenants and obligations which, by their nature, survive termination of this Agreement including, without limitation, the confidentiality obligations and restrictive covenants set forth and described in <a href="Article 14">Article 14</a> of this Agreement and the indemnification obligations set forth and described in <a href="Section 20.B">Section 20.B</a> of this Agreement.

# 20. <u>INDEPENDENT CONTRACTOR AND INDEMNIFICATION</u>

# A. <u>Independent Contractor</u>.

The parties acknowledge and agree that this Agreement does not create a fiduciary relationship between them, that you will operate the Franchised Business as an independent contractor, we and you do not intend to be partners, associates, joint venturer, employee, employer, agents, or joint employers in any way, we shall not be construed to be jointly liable for any of your acts or omissions under any circumstances, and that nothing in this Agreement shall be construed to create a partnership, joint venture, agency, employment, fiduciary relationship, master-servant relationship, or legal relationship of any kind. Franchisor shall have no relationship with your employees and you have no relationship with Franchisor's employees.

None of your employees will be considered employees of Franchisor or its Affiliates. Neither you nor any of your employees whose compensation you pay may in any way, directly or indirectly, expressly or by implication, be construed to be an employee of Franchisor or its Affiliates for any purpose, including with respect to any mandated or other insurance coverage, tax or contributions, or requirements pertaining to withholdings, levied or fixed by any city, state, or federal governmental agency. Neither Franchisor nor its Affiliates will have the power to hire or fire your employees. We have no right or duty to supervise, manage, control or direct your employees in the course of their employment for you. You expressly agree,

and will never contend otherwise, that Franchisor's authority under this Agreement to certify certain of your employees for qualification to perform certain functions for your Franchised Business does not directly or indirectly vest in Franchisor or its Affiliates the power to hire, fire, or control any such employee. You further acknowledge and agree, and will never contend otherwise, that you alone will exercise day-to-day control over all operations, activities, and elements of your Franchised Business and that under no circumstance shall Franchisor or its Affiliates do so or be deemed to do so. You further acknowledge and agree, and will never contend otherwise, that the various requirements, restrictions, prohibitions, specifications, and procedures of System which you are required to comply with under this Agreement, whether set forth in the Manual or otherwise, do not directly or indirectly constitute, suggest, infer, or imply that Franchisor or its Affiliates controls any aspect or element of the day-to-day operations of your Franchised Business, which you alone control, but constitute only standards to which you must adhere when exercising your control of the day-to-day operations of your Franchised Business. You are solely responsible for all terms and conditions of employment of your employees.

Except as otherwise expressly authorized by this Agreement, neither party hereto will make any express or implied agreements, warranties, guarantees, or representations or incur any debt in the name of or on behalf of the other party, or represent that the relationship between Franchisor and you are other than that of franchisor and franchisee. Franchisor does not assume any liability, and will not be deemed liable, for any agreements, representations, or warranties made by you which are not expressly authorized under this Agreement, nor will Franchisor be obligated for any damages to any person or property which directly or indirectly arise from or relate to the operation of the Franchised Business.

During the term of this Agreement, you shall identify yourself as the owner of the Franchised Business operating under a franchise granted by Franchisor, and shall apply for all permits, certificates of occupancy, and business licenses in your own name. Additionally, your individual name (if you are an individual) or your corporate name (if you are a Business Entity) must appear prominently on all invoices, order forms, receipts, business stationery, and contracts. You shall not use the Proprietary Marks to incur or secure any obligation or indebtedness on behalf of Franchisor. You shall display at the Franchised Business, in a conspicuous location, a form of notice approved by Franchisor, stating that you are an independent franchised operator of the Urban Air Adventure Park Franchised Business.

## B. Indemnification.

YOU SHALL DEFEND AT YOUR OWN COST AND INDEMNIFY AND HOLD HARMLESS TO THE FULLEST EXTENT PERMITTED BY LAW, FRANCHISOR AND ITS AFFILIATES, AND THEIR RESPECTIVE SUBSIDIARIES, DIRECTORS, OFFICERS, EMPLOYEES, AGENTS, SHAREHOLDERS, DESIGNEES, AND REPRESENTATIVES (COLLECTIVELY, THE "FRANCHISOR INDEMNITEES") FROM ALL LOSSES AND EXPENSES INCURRED IN CONNECTION WITH ANY ACTION, SUIT, PROCEEDING, CLAIM, CAUSE OF ACTION, DEMAND, INVESTIGATION, OR FORMAL OR INFORMAL INQUIRY (REGARDLESS OF WHETHER ANY OF THE FOREGOING IS REDUCED TO JUDGMENT), OR ANY SETTLEMENT OF THE FOREGOING, WHICH ACTUALLY OR ALLEGEDLY, DIRECTLY OR INDIRECTLY, ARISES OUT OF, IS BASED UPON, IS A RESULT OF, OR IS IN ANY WAY RELATED TO ANY OF THE FOLLOWING: (1) ANY ACTUAL OR ALLEGED INFRINGEMENT OR ANY OTHER ACTUAL OR ALLEGED VIOLATION OF ANY PATENT, TRADEMARK, COPYRIGHT, OR OTHER PROPRIETARY RIGHT OWNED OR CONTROLLED BY THIRD PARTIES BY YOU OR THE FRANCHISED BUSINESS OR ANY OF YOUR OR ITS RESPECTIVE OWNERS. OFFICERS. DIRECTORS. MANAGEMENT PERSONNEL, EMPLOYEES, AGENTS, SERVANTS, CONTRACTORS, SUBCONTRACTORS, PARTNERS, PROPRIETORS, AFFILIATES OR REPRESENTATIVES, OR ANY THIRD PARTY ACTING ON BEHALF OF OR AT THE DIRECTION OF SUCH PERSONS OR ENTITIES, WHETHER IN CONNECTION WITH THE FRANCHISED BUSINESS OR OTHERWISE (COLLECTIVELY, THE "FRANCHISEE INDEMNITORS"); (2) ANY

ACTUAL OR ALLEGED VIOLATION OR BREACH OF ANY CONTRACT, FEDERAL, STATE, OR LOCAL LAW, REGULATION, RULING, STANDARD, OR DIRECTIVE OF ANY INDUSTRY STANDARD BY YOU OR ANY OF THE OTHER FRANCHISEE INDEMNITORS; (3) ANY ACTUAL OR ALLEGED LIBEL, SLANDER, OR ANY OTHER FORM OF DEFAMATION BY YOU OR ANY OF THE OTHER FRANCHISEE INDEMNITORS: (4) ANY OR ALLEGED VIOLATION OR BREACH **OF** ANY WARRANTY. REPRESENTATION, AGREEMENT, OR OBLIGATION IN THIS AGREEMENT BY YOU OR ANY OF THE OTHER FRANCHISEE INDEMNITORS; (5) ANY AND ALL ACTS, ERRORS, OR OMISSIONS ENGAGED IN BY YOU OR ANY OF THE OTHER FRANCHISEE INDEMNITORS, ARISING OUT OF OR RELATED TO THE DESIGN, CONSTRUCTION, CONVERSION, BUILD OUT, OUTFITTING, REMODELING, RENOVATION, UPGRADING, OR OPERATION OF THE FRANCHISED BUSINESS, WHETHER ANY OF THE FOREGOING WAS APPROVED BY FRANCHISOR, INCLUDING, BUT NOT LIMITED TO, ANY PERSONAL INJURY, DEATH, OR PROPERTY DAMAGE SUFFERED OR CAUSED BY ANY CUSTOMER, VISITOR, OPERATOR, EMPLOYEE, OR GUEST OF THE FRANCHISED BUSINESS; (6) ANY PERSONAL INJURY, DEATH, OR PROPERTY DAMAGE SUFFERED OR CAUSED BY YOU OR ANY OF THE OTHER FRANCHISEE INDEMNITORS; (7) ALL LIABILITIES ARISING FROM OR RELATED TO YOUR MARKETING, ADVERTISING, PROMOTION, OFFER, SALE, OR DELIVERY OF PRODUCTS OR SERVICES AS CONTEMPLATED BY THIS AGREEMENT; (8) ANY AND ALL LATENT OR OTHER DEFECTS IN THE FRANCHISED BUSINESS, WHETHER OR NOT DISCOVERABLE BY FRANCHISOR OR YOU; (9) THE INACCURACY OR LACK OF AUTHENTICITY OF ANY INFORMATION DISCLOSED TO ANY CUSTOMER OF THE FRANCHISED BUSINESS; (10) CRIMES COMMITTED ON OR NEAR ANY OF THE PREMISES OR FACILITIES OR VEHICLES USED BY YOUR FRANCHISED BUSINESS; (11) ANY SERVICES OR PRODUCTS PROVIDED BY ANY AFFILIATED OR NONAFFILIATED PARTICIPATING ENTITY; (12) ANY ACTION BY ANY CUSTOMER, VISITOR, OPERATOR, EMPLOYEE, OR GUEST OF THE FRANCHISED BUSINESS OR ANY OTHER FACILITY OF YOUR FRANCHISED BUSINESS: (13) ANY AND ALL ACTS, ERRORS, OR OMISSIONS ENGAGED IN BY YOU OR ANY OF THE OTHER **FRANCHISEE** INDEMNITORS, ARISING OUT OF OR RELATED DISCRIMINATION, HARASSMENT, DISABILITY, HOUR AND WAGE CLAIMS, OR OTHER EMPLOYMENT PRACTICES IN ANY WAY RELATED TO THE OPERATION OF THE FRANCHISED BUSINESS, WHETHER ANY OF THE FOREGOING WAS APPROVED BY FRANCHISOR, (14) ANY AND ALL CLAIMS RELATED TO YOUR NONCOMPLIANCE OR ALLEGED NONCOMPLIANCE WITH ANY LAW, ORDINANCE, RULE OR REGULATION, INCLUDING ANY ALLEGATION THAT WE ARE A JOINT EMPLOYER OR OTHERWISE RESPONSIBLE FOR YOUR ACTS OR OMISSIONS RELATING TO YOUR EMPLOYEES, AND (15) ANY DAMAGE TO THE PROPERTY OF YOU OR FRANCHISOR, YOUR AND OUR RESPECTIVE AGENTS, OR EMPLOYEES, OR ANY THIRD PERSON, FIRM, OR CORPORATION, WHETHER OR NOT SUCH LOSSES, CLAIMS, COSTS, EXPENSES, DAMAGES, OR LIABILITIES WERE ACTUALLY OR ALLEGEDLY CAUSED WHOLLY OR IN PART THROUGH THE ACTIVE OR PASSIVE NEGLIGENCE OF FRANCHISOR OR ANY OF ITS AGENTS OR EMPLOYEES. OR RESULTED FROM ANY STRICT LIABILITY IMPOSED ON FRANCHISOR OR ANY OF ITS AGENTS OR EMPLOYEES.

THE INDEMNIFICATION REQUIRED UNDER THIS SECTION 20.B SHALL APPLY TO ALL CLAIMS, INCLUDING THOSE THAT ARISE, OR ARE ALLEGED TO ARISE, AS A RESULT OF FRANCHISOR'S OWN NEGLIGENCE OR GROSS NEGLIGENCE, IF ANY, REGARDLESS OF WHETHER FRANCHISOR'S NEGLIGENCE OR GROSS NEGLIGENCE IS ALLEGED TO BE THE SOLE, CONTRIBUTING, OR CONCURRING CAUSE OF SUCH ALLEGED DAMAGES THAT MIGHT BE ASSERTED.

For purposes of this Agreement, the term "Losses and Expenses" means, without limitation, all claims, losses, liabilities, costs, and expenses including compensatory, exemplary, incidental, consequential, statutory, or punitive damages or liabilities; fines, penalties, charges, expenses, lost profits, attorneys' fees, expert fees, costs of investigation, court costs, settlement amounts, judgments, compensation for damages to Franchisor's reputation and goodwill, costs of or resulting from delays, and financing; travel, food, lodging, and other expenses necessitated by Franchisor's need or desire to appear before, or witness the proceedings of, courts or tribunals (including arbitration tribunals), or governmental or quasi-governmental entities, including those incurred by Franchisor's attorneys or experts to attend any of the same; costs of advertising material and media/time/space, and costs of changing, substituting, or replacing the same; and any and all expenses of recall, refunds, compensation, public notices, and all other amounts incurred by Franchisor in connection with the matters described above. All such Losses and Expenses incurred by Franchisor will be chargeable to and payable by you pursuant to this Section 20.B, regardless of any actions, activities, or defenses undertaken by Franchisor or the subsequent success or failure of such actions, activities, or defenses.

You shall give Franchisor written notice of any event of which you are aware for which indemnification is required within three days of your actual or constructive knowledge of such event. At your expense and risk, Franchisor may elect to assume (but under no circumstance is obligated to undertake) the defense or settlement thereof, provided that Franchisor will seek your advice and counsel. Any assumption by Franchisor shall not modify your indemnification obligation. Franchisor may, in its sole and absolute discretion, take such actions as it deems necessary and appropriate to investigate, defend, or settle any event, or take other remedial or corrective actions with respect thereof as may be, in Franchisor's sole and absolute discretion, necessary for the protection of the Franchisor Indemnities or the System. Under no circumstances will Franchisor or the Franchisor Indemnities be required to seek recovery from third parties or to otherwise mitigate their losses to maintain a claim against you; in no event will a failure to pursue recovery from third parties or to mitigate loss reduce the amounts recoverable by Franchisor or the Franchisor Indemnities from you. The indemnification obligations provided by this Section 20.B will survive the expiration or termination of this Agreement.

# 21. NOTICES

All notices, requests, and reports required or permitted under this Agreement must be in writing and must be personally delivered, sent by expedited delivery service or certified or registered mail, return receipt requested, first-class postage prepaid, by facsimile (provided that the sender confirms the facsimile by sending an original confirmation copy by certified mail or expedited delivery service within five calendar days after transmission) to the respective parties at the addresses reflected in the Summary Page, unless and until a different address has been designated by written notice to the other party, or by email (provided that the sender sends a copy by certified mail or expedited delivery service within five calendar days after transmission) to the respective parties at the addresses reflected in the Summary Page, unless and until a different address has been designated by written notice to the other party. Any notice will be deemed to have been given at the time of personal delivery or receipt; provided, however, that if delivery is rejected, delivery will be deemed to have been given at the time of such rejection.

# 22. SEVERABILITY AND CONSTRUCTION

#### A. <u>Entire Agreement</u>.

This Agreement, all attachments to this Agreement, and all ancillary agreements executed contemporaneously with this Agreement constitute the final and fully integrated agreement between the parties regarding the subject matter of this Agreement and supersede any and all prior negotiations, understandings, representations and agreements. Nothing in this agreement or any related agreement is intended to disclaim the representation made in the disclosure document provided to you by Franchisor.

#### B. Modification.

This Agreement may be modified only by a written document, signed by both parties.

#### C. Written Consent.

Whenever this Agreement requires the prior approval or consent of Franchisor, you shall make a timely written request to Franchisor therefore and such approval or consent shall be obtained in writing.

## D. No Waiver.

No failure of Franchisor to exercise any power reserved to it by this Agreement, or to insist upon strict compliance by you 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 Franchisor's right to demand exact compliance with any of the terms herein. Franchisor's waiver of any particular default by you shall not affect or impair Franchisor's rights with respect to any subsequent default of the same, similar, or different nature, nor shall any delay, forbearance, or omission of Franchisor 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 Franchisor's right to exercise the same, nor shall such constitute a waiver by Franchisor 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. Subsequent acceptance by Franchisor of any payments due to it hereunder shall not be deemed to be a waiver by Franchisor of any preceding breach by you of any terms, covenants, or conditions of this Agreement.

# E. <u>Severability</u>.

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; provided, however, that if Franchisor determines that such finding of invalidity or illegality adversely affects the basic consideration of this Agreement, Franchisor, at its option, may terminate this Agreement.

# F. <u>Captions and Headings; References to Gender; Counterparts.</u>

All captions in this Agreement are intended solely for the convenience of the parties, and none of the captions shall be deemed to affect the meaning or construction of any provision hereof. All references herein to the masculine, neuter, or singular shall be construed to include the masculine, feminine, neuter, or plural. This Agreement may be executed in one or more originals, each of which shall be deemed an original.

#### G. Persons Bound.

All acknowledgments, promises, covenants, agreements and obligations herein made or undertaken by you shall be deemed jointly and severally undertaken by all of the parties executing this Agreement as franchisee hereunder. As used in this Agreement, the term "you" shall include all persons who succeed to the interest of the original franchisee by transfer or operation of law.

# H. Franchisor's Judgment.

Whenever this Agreement or any related agreement grants, confers, or reserves to Franchisor the right to take action, refrain from taking action, grant or withhold consent, or grant or withhold approval, Franchisor will, unless the provision specifically states otherwise, have the right to engage in such activity at its option taking into consideration its assessment of the long-term interests of the System overall. You acknowledge and recognize, and any court or judge is affirmatively advised, that if those activities and/or

decisions are supported by Franchisor's business judgment, neither said court, said judge, nor any other person reviewing those activities or decisions will substitute his, her, or its judgment for Franchisor's judgment. When the terms of this Agreement specifically require that Franchisor not unreasonably withhold approval or consent, any withholding of our approval or consent will be considered reasonable if you are in default or breach under this Agreement.

# I. Third Party Beneficiaries.

This Agreement is for the sole benefit of the parties hereto and their permitted assigns and nothing herein, express or implied, shall give or be construed to give any person, other than the parties and such assigns, any legal or equitable rights under this Agreement.

# 23. GOVERNING LAW AND FORUM SELECTION

#### A. Governing Law.

Except to the extent governed by the United States Trademark Act of 1946 (Lanham Act), the Federal Arbitration Act, the Copyright Act, or the Patent Act, this Agreement (and all matters arising out of or relating to this Agreement) are governed by, and shall be construed in accordance with, the laws of the State of Texas, without giving effect to the conflict of laws provisions thereof to the extent such principles or rules would require or permit the application of the laws of any jurisdiction other than those of the State of Texas. By agreeing to the application of Texas law, the parties do not intend to make this Agreement or their relationship subject to any franchise, distributorship, business opportunity, or similar statute, rule, or regulation of the State of Texas to which this Agreement or the parties' relationship otherwise would not be subject. As of the Effective Date, Franchisor has a place of business in the State of Texas, and Texas otherwise bears a reasonable relationship to this Agreement, the parties' relationship established by this Agreement, and the parties. Franchisee and Franchisor acknowledge and agree that the choice of applicable state law set forth in this Section provides each of the parties with the mutual benefit of uniform interpretation of this Agreement and the parties' relationship created by this Agreement. Franchisee and Franchisor further acknowledge the receipt and sufficiency of mutual consideration for such benefit, and that each Party's agreement regarding applicable state law has been negotiated in good faith and is part of the benefit of the bargain reflected in this Agreement.

## B. Remedy.

Unless otherwise specified in this Agreement, no right or remedy conferred upon or reserved by Franchisor or you by this Agreement is intended and it shall not be deemed to be exclusive of any other right or remedy provided or permitted herein, by law or at equity, but each right or remedy shall be cumulative of every other right or remedy.

You may not under any circumstances make any claim for money damages based on any claim or assertion that Franchisor has unreasonably withheld or delayed any consent or approval under this Agreement, and you hereby waive any such claim for damages, whether by way of affirmative claim, setoff, counterclaim, or defense. Your sole remedy for any such claim will be an action or proceeding for specific performance of the applicable provision(s) of this Agreement.

#### C. WAIVER OF JURY TRIAL.

TO THE FULLEST EXTENT PERMITTED BY LAW, FRANCHISEE, OWNER, AND THE FRANCHISOR INDEMNITIES KNOWINGLY, WILLINGLY, AND VOLUNTARILY, WITH FULL AWARENESS OF THE LEGAL CONSEQUENCES, AFTER CONSULTING WITH COUNSEL (OR AFTER HAVING WAIVED THE OPPORTUNITY TO CONSULT WITH COUNSEL) AGREE TO WAIVE THEIR RIGHT TO A JURY TRIAL OF ANY DISPUTE BETWEEN THEM. THE RIGHT TO A TRIAL BY JURY IS A RIGHT SUCH PARTIES WOULD OR MIGHT OTHERWISE HAVE HAD UNDER THE CONSTITUTIONS OF THE UNITED

# STATES OF AMERICA AND THE STATE IN WHICH THE FRANCHISED BUSINESS IS LOCATED.

# D. <u>Contractual Limitations Period</u>.

Any and all claims and actions arising out of or relating to this Agreement, the parties' relationship, or the operation of the Franchised Business (including any claims of set-off or recoupment), must be brought or asserted before the expiration of the earlier of: (1) the time period for bringing an action under any applicable state or federal statute of limitations; or (2) two years and a day after the date such claim arose, whichever occurs first; or it is expressly acknowledged and agreed by all parties that such claims or actions shall be irrevocably barred.

# E. WAIVER OF PUNITIVE DAMAGES.

# THE PARTIES HEREBY WAIVE TO THE FULLEST EXTENT PERMITTED BY LAW ANY RIGHT TO OR CLAIM OF ANY PUNITIVE, EXEMPLARY, OR MULTIPLE DAMAGES AGAINST THE OTHER.

# F. Attorneys' Fees.

If either party commences a legal action against the other party arising out of or in connection with this Agreement, the prevailing party shall be entitled to have and recover from the other party its reasonable attorneys' fees and costs of suit.

# **G.** Dispute Resolution by Binding Arbitration.

- (1) Any dispute or claim between (A) you and/or any Owner and (B) Franchisor or any Franchisor Indemnitee, including but not limited to any dispute or claim arising out of or relating in any way to
  - (a) this Agreement or any other agreement between you and/or any Owner and Franchisor or any Franchisor Indemnitee,
    - (b) the offer and sale of the franchise opportunity,
    - (c) any representations made prior to the execution of this Agreement,
  - (d) the validity, enforceability, or scope of this Agreement and this arbitration agreement, and
    - (e) the relationship of the parties

must be submitted to binding arbitration before the American Arbitration Association ("<u>AAA</u>") pursuant to its Commercial Arbitration Rules in effect at the time the arbitration demand is filed. The AAA rules are available online at www.adr.org. The only disputes or claims that shall not be subject to arbitration shall be those that relate to the protection or enforcement of Franchisor's or Franchisor Indemnitees' rights in and to Intellectual Property (including, but not limited to, the Proprietary Marks). The number of arbitrators shall be one. This arbitration agreement and the arbitration shall be subject to and governed by the Federal Arbitration Act, and not any state arbitration law.

(2) Franchisee, the Owners, Franchisor, and the Franchisor Indemnitees agree that arbitration will be conducted on an individual, not a class-wide or representative, basis, that only Franchisee, the Owners, Franchisor, and the Franchisor Indemnitees may be the parties to any arbitration proceeding described in this Section, and that no such arbitration proceeding may be consolidated or joined with another arbitration proceeding involving Franchisee, the Owners, Franchisor, the Franchisor Indemnitees or any other person or entity. The arbitrator shall have no power to preside over or consider any form representative, joint, consolidated, collective or class proceeding. Despite the foregoing or anything to the contrary in this Section, if any court or arbitrator determines that all or any part of this Section is unenforceable with respect to a dispute that otherwise would be subject to arbitration, then we and you

agree that this arbitration clause will not apply to that dispute, and such dispute will be resolved in a judicial proceeding in accordance with Section 23.H.

- (3) We and you will be bound by any limitation under this Agreement or applicable law, whichever expires first, on the timeframe in which claims must be brought. We and you further agree that, in connection with any arbitration proceeding, each must submit or file any claim constituting a compulsory counterclaim (as defined by the then-current Rule 13 of the Federal Rules of Civil Procedure) within the same proceeding as the claim to which it relates. Any such claim not submitted or filed in the proceeding will be barred. The arbitrator does not have the right to consider any settlement discussions or offers either you or we made.
- (4) Unless prohibited by law, the arbitration shall occur in Tarrant County, Texas. The arbitrator will have no authority to select a different hearing locale other than as described in the prior sentence.
- (5) Except as may be required by law, neither Franchisee, its Owners, nor an arbitrator may disclose the existence, content, or results of any arbitration under this Section without the prior written consent of all parties.
  - (6) The arbitrator must follow, and may not disregard, the applicable law.
- (7) The arbitrator has the right to award any relief he or she deems proper in the circumstances, including money damages (with interest on unpaid amounts from the date due), specific performance, injunctive relief, and attorneys' fees and costs (in accordance with Section 23.F.), provided that: (i) the arbitrator has no authority to declare any Mark generic or otherwise invalid; and (ii) we and you waive to the fullest extent the law permits any right to or claim for any punitive, exemplary, treble, and other forms of multiple damages against the other. The arbitrator's award and decision will be conclusive and bind all parties covered by this Section, and judgment upon the award may be entered in a court specified or permitted in Section 23.G.(9). below.
- (8) The decision of the arbitrator will be final and binding on all parties to the dispute. A judgment may be entered upon the arbitration award in any federal or state court having jurisdiction.
- (9) Despite the existence of the arbitration clause, the parties shall have the right to seek temporary restraining orders, preliminary injunctions, and similar equitable relief from a court pending arbitration of the merits of the claims. Any injunctive relief may be given without the necessity of Franchisor posting bond or other security and any such bond or other security is hereby waived.
- (10) To the fullest extent permitted by law, the parties agree that any actions permitted to be brought under this Agreement by either party in any court may only be brought in a federal or state court serving the judicial district in which Franchisor's principal headquarters is located at the time litigation is commenced. You hereby irrevocably submit to the jurisdiction of the federal and state courts serving the judicial district in which Franchisor's principal headquarters is located at the time litigation is commenced, and waive any objection you may have to the jurisdiction of or venue in such courts.

#### H. Consent to Jurisdiction.

Subject to the arbitration obligations in Section 23.G., any judicial action must be brought in a court of competent jurisdiction in the state, and in (or closest to) the county, where Franchisor's principal place of business is then located. Each of the parties irrevocably submits to the jurisdiction of such courts and waives any objection to such jurisdiction or venue. Notwithstanding the foregoing, Franchisor may bring an action for a temporary restraining order or for temporary or preliminary injunctive relief, or to enforce an arbitration award or judicial decision, in any federal or state court in the county in which Franchisee resides or the Franchised Business is located.

#### I. Material Inducement for Franchisor.

FRANCHISEE ACKNOWLEDGES AND AGREES THAT THIS SECTION 23 IS ENTERED INTO VOLUNTARILY AND IS NOT THE PRODUCT OF COERCION ON THE PART OF FRANCHISOR. THE BINDING ARBITRATION, CHOICE OF LAW AND FORUM, WAIVER OF PUNITIVE DAMAGES, LIMITATION ON ACTIONS, WAIVER OF CLASS ACTION, AND OTHER PROVISIONS OF THIS SECTION 23 ARE A MATERIAL INDUCEMENT FOR FRANCHISOR TO ENTER INTO THIS AGREEMENT. IF ANY PROVISION OF THIS SECTION 23 IS DEEMED UNENFORCEABLE FOR ANY REASON, THERE WILL HAVE BEEN A FAILURE OF CONSIDERATION DELIVERED BY FRANCHISEE TO FRANCHISOR FOR THIS AGREEMENT, AND THIS AGREEMENT WILL HAVE FAILED OF ITS ESSENTIAL PURPOSE, THEREBY ENTITLING FRANCHISOR TO VOID THIS AGREEMENT AT ITS OPTION.

## J. No Waiver or Disclaimer of Reliance in Certain States.

The following provision applies only to franchisees and franchises that are subject to the state franchise registration/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 our behalf. This provision supersedes any other term of any document executed in connection with the franchise.

# 24. ACKNOWLEDGMENTS

#### A. Reasonable Restrictions.

You have carefully considered the nature and extent of the restrictions upon you set forth in this Agreement, including, without limitation, the covenants not to compete, the restrictions on assignment, and the rights, obligations, and remedies conferred upon you under this Agreement. You acknowledge that such restrictions, rights, obligations, and remedies: (1) are reasonable, including, but not limited to, their term and geographic scope; (2) are designed to preclude competition which would be unfair to Franchisor; (3) are fully required to protect Franchisor's legitimate business interests; and, (4) do not confer benefits upon Franchisor that are disproportionate to your detriment.

[Please initial to acknowledge that you have read and understand this Section 24.A.]

# B. General Manager.

You acknowledge that prior to your grand opening to the public, you must hire a full time general manager and such general manager must complete all Franchisor required training.

[Please initial to acknowledge that you have read and understand this Section 24.B.]

# C. Patriot Act.

You represent and warrant that to your actual knowledge: (i) neither Franchisee, nor its officers, directors, managers, members, partners or other individual who manages the affairs of Franchisee, nor any Franchisee affiliate or related party, or any funding source for the Franchised Business, is identified on the lists of Blocked Persons, Specially Designated Nationals, Specially Designated Terrorists, Specially Designated Global Terrorists, Foreign Terrorists Organizations, and Specially Designated Narcotics Traffickers at the United States Department of Treasury's Office of Foreign Assets Control (OFAC), or the Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism Act of 2001, commonly known as the "USA Patriot Act," as such lists may be amended from

time to time (collectively, "Blocked Person(s)"); (ii) neither Franchisee nor any Franchisee affiliate or related party is directly or indirectly owned or controlled by the government of any country that is subject to an embargo imposed by the United States government; (iii) neither Franchisee nor any Franchisee affiliate or related party is acting on behalf of the government of, or is involved in business arrangements or other transactions with, any country that is subject to such an embargo; (iv) neither Franchisee nor any Franchisee affiliate or related party are on the United States Department of Commerce Denied Persons, Entity and Unverified Lists, or the United States Departments of State's Debarred List, as such lists may be amended from time to time (collectively, the "Lists"); (v) neither Franchisee nor any Franchisee affiliate or related party, during the term of this Agreement, will be on any of the Lists or identified as a Blocked Person; and (vi) during the term of this Agreement, neither Franchisee nor any Franchisee affiliate or related party will sell products, goods or services to, or otherwise enter into a business arrangement with, any person or entity on any of the Lists or identified as a Blocked Person. You agree to notify Franchisor in writing immediately upon the occurrence of any act or event that would render any of these representations incorrect.

[Please initial to acknowledge that you have read and understand this Section 24.C.]

The acknowledgments in clauses D through I below apply to all franchisees and franchises except not to any franchisees and franchises that are subject to the state franchise registration/disclosure laws in California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

#### D. Receipt of Disclosure Document.

You hereby acknowledge that you received from Franchisor its current franchise disclosure document, together with a copy of all proposed agreements related to the sale of the Franchise, at least 14 calendar days prior to the execution of this Agreement or at least 14 days before you paid us any consideration in connection with the sale or proposed sale of the Franchise granted by this Agreement.

[Please initial to acknowledge that you have read and understand this Section 24.D.]

# E. Receipt of Agreement.

You hereby acknowledge that you received from Franchisor this Agreement with all blanks filled in at least seven calendar days prior to the execution of this Agreement. You represent that you have read this Agreement in its entirety and that you have been given the opportunity to clarify any provisions that you did not understand and to consult with an attorney or other professional advisor. You further represent that you understand the terms, conditions, and obligations of this Agreement and agree to be bound thereby.

[Please initial to acknowledge that you have read and understand this Section 24.E.]

# F. Independent Investigation.

You acknowledge and represent that you are entering into this Agreement, all attachments hereto, and all ancillary agreements executed contemporaneously with this Agreement, as a result of your own independent investigation of all aspects relating to the Franchised Business, and not as a result of any representations about Franchisor or your reliance on any such representations (if made) by its stakeholders, officers, directors, employees, agents, representatives, independent contractors, or franchisees which are contrary to the terms set forth in this Agreement or any franchise disclosure document required or permitted to be given to you pursuant to applicable law. You have been advised and given the opportunity to independently investigate, analyze, and construe the business opportunity being offered under this Agreement, the terms and provisions of this Agreement, and the prospects for the Franchised Business, using the services of legal counsel, accountants, or other advisers of your own choosing; you have either consulted with these advisors or have deliberately declined to do so. You further recognize that the business venture contemplated by this Agreement involves business risks and that its success will be largely

dependent upon your skills and ability as an independent business person. This offering is not a security as that term is defined under applicable federal and state securities laws.

# [Please initial to acknowledge that you have read and understand this Section 24.F.]

# G. No Representations; No Reliance.

You acknowledge and represent that, except for representations made in Franchisor's current franchise disclosure document, neither Franchisor nor its Affiliates, nor any of their respective stakeholders, officers, directors, employees, agents, representatives, independent contractors, has made any representations, warranties, or guarantees, express or implied, as to the potential revenues, profits, expenses, sales volume, earnings, income, or services of the business venture contemplated under this Agreement, and that you have not relied on any such representations (if made) in making your decision to purchase an Urban Air Adventure Park franchise. You further acknowledge and represent that neither Franchisor nor its representatives have made any statements inconsistent with the terms of this Agreement.

[Please initial to acknowledge that you have read and understand this Section 24.G.]

## H. No Financial Performance Representations; No Reliance.

You specifically acknowledge that the only financial performance information furnished by Franchisor is set forth in Item 19 of its current franchise disclosure document; that no officer, director, employee, agent, representative or independent contractor of Franchisor is authorized to furnish you with any other financial performance information; that, if they nevertheless do, you will not rely on any such financial performance information given to you by any such individual; and, that if any such individual attempts to or actually does give you any such financial performance information in contravention of this provision, you will immediately communicate such activity to us. For the purpose of this Section 24.G., "financial performance information" means information given, whether orally, in writing, or visually which states, suggests or infers a specific level or range of historic or prospective sales, expenses and/or profits of franchised or Franchisor-owned facilities.

[Please initial to acknowledge that you have read and understand this Section 24.H.]

## I. No Licensure Representations; No Reliance.

You acknowledge that neither Franchisor nor its Affiliates, nor any of their respective stakeholders, officers, directors, employees, agents, representatives, independent contractors, has made any representation or statement on which you have relied regarding your ability to procure any required license, permit, certificate or other governmental authorization that may be necessary or required for you to carry out the activities contemplated by this Agreement.

[Please initial to acknowledge that you have read and understand this Section 24.I.]

IN WITNESS WHEREOF, the undersigned, intending to be legally bound, have executed this Franchise Agreement to be effective on the day and year first written above.

FRANCHISOR:	FRANCHISEE:
UATP MANAGEMENT, LLC,	[],
a Texas limited liability company	a []
By:	By:
Jeff Palla, its President	

# STATE SPECIFIC ADDENDA / RIDERS TO FRANCHISE AGREEMENT

#### NO WAIVER OR DISCLAIMER OF RELIANCE IN CERTAIN STATES

The following provision applies only to franchisees and franchises that are subject to the state franchise registration/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 our behalf. This provision supersedes any other term of any document executed in connection with the franchise.

#### **ILLINOIS RIDER**

# TO THE UATP MANAGEMENT, LLC FRANCHISE AGREEMENT

, 20 , by and between UATP Management,

day of

LLC ("we," "us," or "our"), and	("Franchisee," "you," or "your").	
1. Background. We and you are parties to that certa	in Franchise Agreement dated	, 20
("Franchise Agreement") that has been signed concurr	ently with the signing of this Rider. The	his Rider is
annexed to and forms part of the Franchise Agreement.	. This Rider is being signed because (a)	) any of the

2. <u>Governing Law</u>. Section 23.A of the Franchise Agreement is deleted in its entirety and the following is substituted in its place:

offering or sales activity relating to the Franchise Agreement occurred in Illinois and the Urban Air

Adventure Park will be located or operated in Illinois and/or (b) you are a resident of Illinois.

- Except to the extent governed by the Federal Arbitration Act, the United States Trademark Act of 1946 or other federal law, Illinois law governs the Franchise Agreement.
- **3.** <u>Jurisdiction</u>. The following language is added to the end of Section 23.G(9) of the Franchise Agreement:
  - In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in this Agreement that designates jurisdiction and venue in a forum outside of the State of Illinois is void. However, this Agreement may provide for arbitration to take place outside of Illinois.
- 4. <u>Termination</u>. The following language is added at the beginning of Section 18 of the Franchise Agreement:
  - Your rights upon termination and non-renewal are set forth in Sections 19 and 20 of the Illinois Franchise Disclosure Act.
- 5. <u>Waiver of Jury Trial</u>. The following language is added to the end of Section 23.C. of the Franchise Agreement:
  - However, this waiver shall not apply to the extent prohibited by Section 705/41 of the Illinois Franchise Disclosure Act of 1987 or Illinois Regulations at Section 260.609.
- 6. <u>Illinois Franchise Disclosure Act</u>. The following language is added as a new Section 25 of the Franchise Agreement:
  - 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 any provision of the Act or any other law of Illinois is void. However, that Section shall not prevent any person from entering into a settlement agreement or executing a general release regarding a potential or actual lawsuit filed under any provision of the Act, nor shall it prevent the arbitration of any claim pursuant to the provisions of Title 9 of the United States Code.

[SIGNATURE PAGE FOLLOWS.]

1

This Rider is entered into this

**WITNESS WHEREOF**, the parties have executed this Rider to the Franchise Agreement on the date stated on the first page.

FRANCHISOR:	FRANCHISEE:	
UATP MANAGEMENT, LLC,		
a Texas limited liability company	[Name]	
By:	By:	
Jeff Palla, its President	**, its **	

#### MARYLAND RIDER

# TO THE UATP MANAGEMENT, LLC FRANCHISE AGREEMENT

day of

This Rider is entered into this

Management, LLC ("we," "us," or "our"), andor "your").	("Franchisee," "you,"
1. <u>Background</u> . We and you are parties to that certain Franchise Agreement 20_ (the "Franchise Agreement") that has been signed concurrently with the Rider is annexed to and forms part of the Franchise Agreement. This Rider is are a resident of Maryland, and/or (b) the Urban Air Adventure Park with Maryland.	ne signing of this Rider. This being signed because (a) you

- **2.** <u>Transfer and Renewal</u>. The following language is added to the end of Section 2.B(5) and Section 17.B(3) of the Franchise Agreement:
  - ; provided, however, that such general release shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law
- 3. <u>Fees.</u> The following language is added to the end of Section 6 of the Franchise Agreement:

Based upon our financial condition, the Maryland Securities Commissioner has required a financial assurance. Therefore, we have secured a surety bond in the amount of \$1,712,390 from The Ohio Casualty Insurance Company. A copy of the surety bond is on file at the Maryland Office of the Attorney General, Securities Division, 200 St. Paul Place, Baltimore, Maryland 21202.

- **4.** <u>Termination</u>. The following language is added to the end of Section 18.A of the Franchise Agreement:
  - However, our right to terminate upon bankruptcy might not be enforceable under federal bankruptcy law (11 U.S.C. Section 1010 et seq.), although we intend to enforce it to the extent enforceable.
- **5.** <u>Governing Law.</u> The first sentence of Section 23.A of the Franchise Agreement is deleted in its entirety and the following is substituted in its place:

This Agreement will be governed by and interpreted according to the laws (exclusive of the conflicts of laws rules) of the State of Texas applicable to contracts entered into in Texas, except to the extent governed by the United States Trademark Act of 1946 (Lanham Act), the Copyright Act, and the Patent Act, and except as otherwise required by law for claims arising under the Maryland Franchise Registration and Disclosure Law.

**6.** <u>Jurisdiction</u>. The following language is added to the end of Section 23.G(9) of the Franchise Agreement:

Notwithstanding the foregoing, you may bring an action in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

7. <u>Acknowledgements</u>. Sections 24.C through 24.H of the Franchise Agreement are hereby deleted.

[SIGNATURE PAGE FOLLOWS.]

1

. 20 . by and between UATP

**WITNESS WHEREOF**, the parties have executed this Rider to the Franchise Agreement on the date stated on the first page.

FRANCHISOR:	FRANCHISEE:	
UATP MANAGEMENT, LLC,		
a Texas limited liability company	[Name]	
By:	By:	
Jeff Palla, its President	**, its **	

## MINNESOTA RIDER

# TO THE UATP MANAGEMENT, LLC FRANCHISE AGREEMENT

This Rider is entered into this day of, 20,	by and between UATP
Management, LLC ("we," "us," or "our"), and	("Franchisee," "you,"
or "your").	
1. <u>Background</u> . We and you are parties to that certain Fran	nchise Agreement dated
, 20 (the "Franchise Agreement") that has been signed	ed concurrently with the
signing of this Rider. This Rider is annexed to and forms part of the Franchise	Agreement. This Rider is
being signed because (a) the offer or sale of the franchise for the Urban Air Advent	ture Park you will operate
under the Franchise Agreement was made in the State of Minnesota, and/or (b)	the Urban Air Adventure
Park will be located or operated in Minnesota.	

**Transfer and Renewal.** The following language is added to the end of Section 2.B(5) and Section 17.B(3) of the Franchise Agreement:

Any release as a condition of renewal and/or assignment or transfer will not apply to the extent prohibited by law with respect to claims arising under Minn. Rule 2860.4400 D.

Successor Term and Termination. The following language is added to the end of Section 2.B of the Franchise Agreement and to the beginning of Section 18 of the Franchise Agreement:

Minnesota law provides you with certain termination and non-renewal rights. Minn. Stat. Section 80C.14, subds, 3, 4 and 5 require, except in certain specified cases, that you be given ninety (90) days' notice of termination (with sixty (60) days to cure) and one hundred eighty (180) days' notice for non-renewal of this Agreement.

4. Governing Law. The following language is added to the end of Section 23.A of the Franchise Agreement:

Pursuant to Minn. Stat. § 80C.21 and Minn. Rule part 2860.4400(J), this section shall not in any way abrogate or reduce your rights as provided for in Minnesota Statutes 1984, chapter 80c, including the right to submit matters to the jurisdiction of the courts of Minnesota.

5. **Jurisdiction.** The following language is added to the end of Section 23.G(9) of the Franchise Agreement:

Minnesota Statutes, Section 80C.21 and Minnesota Rule 2860.4400(J) prohibit us from requiring litigation to be conducted outside Minnesota or requiring waiver of a jury trial.

Waiver of Jury Trial. The following language is added to the beginning of Section 23.C. of the Franchise Agreement:

Except as otherwise required by the Minnesota Franchises Law,

[SIGNATURE PAGE FOLLOWS.]

**WITNESS WHEREOF**, the parties have executed this Rider to the Franchise Agreement on the date stated on the first page.

FRANCHISOR:	FRANCHISEE:	
UATP MANAGEMENT, LLC,		
a Texas limited liability company	[Name]	
By:	By:	
Jeff Palla, its President	**, its **	

#### NORTH DAKOTA RIDER

# TO THE UATP MANAGEMENT, LLC FRANCHISE AGREEMENT

This Rider is entered into this day of	, 20, by and between UATP Management,
LLC ("we," "us," or "our"), and	("Franchisee," "you," or "your").
In recognition of the requirements of the North	Dakota Franchise Investment Law, the parties agree to
modify the Franchise Agreement as follows:	

- 1. Background. We and you are parties to that certain Franchise Agreement dated \_\_\_\_\_\_\_\_, 20\_\_\_ (the "Franchise Agreement") that has been signed concurrently with the signing of this Rider. This Rider is annexed to and forms part of the Franchise Agreement. This Rider is being signed because (a) the offer or sale of the franchise for the Urban Air Adventure Park you will operate under the Franchise Agreement was made in the State of North Dakota, and/or (b) the Urban Air Adventure Park will be located or operated in North Dakota.
- 2. In Sections 2.B(5) and Article 17 of the Franchise Agreement, any reference to a requirement to sign a general release is hereby deleted.
- 3. Article 14 of the Franchise Agreement is hereby amended by the addition of the following language to the original language that appears there:
  - "Covenants not to compete such as those mentioned above are generally considered unenforceable in the State of North Dakota."
  - 4. Section 18.F. of the Franchise Agreement requiring liquidated damages is hereby deleted.
  - 5. Section 23.G. of the Franchise Agreement is amended with the following:
  - "The site of the arbitration or mediation must be agreeable to all parties and not be remote from the franchisee's place of business."
- 6. In Section 23 of the Franchise Agreement, any references to the consent to jurisdiction of courts in Texas are hereby deleted.
- 7. In Section 23.A. of the Franchise Agreement, the word "Texas" is replaced with the words "North Dakota."
  - 8. Section 23.C. of the Franchise Agreement is hereby deleted.
- 9. Section 23.D. of the Franchise Agreement is hereby amended by the addition of the following language to the original language that appears there:

"The statute of limitations under North Dakota Law will apply."

10. Section 23.E. of the Franchise Agreement is hereby deleted.

(SIGNATURE PAGE FOLLOWS.)

**IN WITNESS WHEREOF**, the parties have executed this Rider to the Franchise Agreement on the date stated on the first page.

FRANCHISOR:	FRANCHISEE:	
UATP MANAGEMENT, LLC,		
a Texas limited liability company	[Name]	
By:	By:	
Jeff Palla, its President	**, its **	

# RHODE ISLAND RIDER

# TO THE UATP MANAGEMENT, LLC FRANCHISE AGREEMENT

This Rider is entered into this day Management, LLC ("we," "us," or "our"), and	of, 20, by and between UATP("Franchisee," "you," or "your").
1. <u>Background</u> . We and you are parties to that ce 20_ (the "Franchise Agreement") that has been s Rider is annexed to and forms part of the Franchise offer or sale of the franchise for the Urban Air	rtain Franchise Agreement dated, signed concurrently with the signing of this Rider. This e Agreement. This Rider is being signed because (a) the Adventure Park you will operate under the Franchise I, and/or (b) you are a resident of Rhode Island and will
2. <u>Governing Law</u> . The first sentence of Section entirety and the following is substituted in its place	<u> </u>
conflicts of laws rules) of the State of Texas a to the extent governed by the United States Tr	nterpreted according to the laws (exclusive of the applicable to contracts entered into in Texas, except rademark Act of 1946 (Lanham Act), the Copyright e required by law for claims arising under the Rhode
3. <b>Jurisdiction</b> . The following language is added Agreement:	I to the end of Section 23.G(9) of the Franchise
franchise agreement restricting jurisdiction or	hise Investment Act provides that "A provision in a venue to a forum outside this state or requiring the h respect to a claim otherwise enforceable under this
IN WITNESS WHEREOF, the parties have exec stated on the first page.	euted this Rider to the Franchise Agreement on the date
FRANCHISOR:	FRANCHISEE:
UATP MANAGEMENT, LLC, a Texas limited liability company	[Name]
By:	By:

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

## ATTACHMENT A

#### **GLOSSARY OF ADDITIONAL TERMS**

Capitalized terms will have the following meanings, unless otherwise defined in this Agreement.

- "Advertising Cooperative" means a group of Urban Air Adventure Parks formed to facilitate marketing and advertising placement in a particular geographic area.
- "Affiliate" means any entity that is wholly or partly owned by another entity, that shares common ownership with another entity, or that has an ownership interest in another entity.
- "Approved Location" means the Franchisor-approved site for the Franchised Business in the Protected Area that meets Franchisor's site selection criteria, as specified in <u>Attachment B</u>.
- "Business Entity" means a corporation, limited liability company, limited partnership, or other entity created pursuant to statutory authority.
- "Competitive Business" means any business or enterprise that is the same or similar to Urban Air Adventure Parks, including without limitation any business or enterprise, franchised and non-franchised, that operates or grants franchises or licenses for the operation of an indoor or outdoor entertainment center, that hosts birthday parties, or that offers any of the following Attractions, whether individually, piecemeal, or collectively: feature trampolines, foam pits, warrior/ninja courses, soft play, climbing walls, ropes courses, Sky Rider®, indoor skydiving, dodge ball, rock climbing, digital climbing walls, arcades, bowling, bumper cars, slides, mini golf, laser tag, go karts, virtual reality, immersive reality, MyFly, or related activities.

"Confidential Information" means all information, knowledge, elements, trade secrets, and know-how utilized or embraced by the System, or which otherwise concerns Franchisor's systems of operation, programs, services, products, customers, practices, materials, books, records, financial information, manuals, computer files, databases, or software; including, but not limited to: the Standards and all elements of the System and all products, services, equipment, technologies, policies, standards, requirements, criteria, and procedures which now or in the future are a part of the System; all information contained in the Manual, including supplements to the Manual; Franchisor's standards and specifications for product preparation, packaging, and service; all specifications, sources of supply, all procedures, systems, techniques and activities employed by Franchisor or by you in the offer and sale of products and/or services at or from the Franchised Business premises; all pricing paradigms established by Franchisor or by you; all of Franchisor's and/or your sources, or prospective sources, of supply and all information pertaining to same, including wholesale pricing structures, the contents of sourcing agreements, and the identity of vendors and suppliers; Franchisor's specifications, and your final plans, for the construction, buildout, design, renovation, décor, equipment, signage, furniture, fixtures and trade dress elements of your Franchised Business premises; the identify of, and all information relating to, the computer and POS hardware and software utilized by Franchisor and you; all information and data pertaining to Franchisor's and/or your advertising, marketing, promotion, and merchandising campaigns, activities, materials, specifications and procedures; information obtained through the Dashboard Access Agreement, attached hereto as Attachment J; all customer lists, Member Information, and records generated and/or otherwise maintained by your Franchised Business; all internet/web protocols, procedures, and content related to the System and your Franchised Business; Franchisor's training and other instructional programs and materials; all elements of Franchisor's recommended staffing, staff training, and staff certification policies and procedures; all communications between you and Franchisor, including the financial and other reports you are required to submit to Franchisor under this Agreement; additions to, deletions from, and modifications and variations of the components of the System and the other systems and methods of operations which Franchisor employs now or in the future; all other knowledge, trade secrets, or know-how concerning the

methods of operation of your Franchised Business which may be communicated to you, or of which you may be apprised, by virtue of operation under the terms of the Franchise Agreement; and all other information, knowledge, and know-how which either Franchisor or its Affiliates, now or in the future, designate as "Confidential Information."

"Controlling Interest" means: (a) if you are a corporation or a limited liability company, that the Owners, either individually or cumulatively (i) directly or indirectly own more than 20% of the shares of each class of the developer entity's issued and outstanding capital stock or membership units, as applicable; and (ii) are entitled, under its governing documents and under any agreements among the Owners, to cast a sufficient number of votes to require such entity to take or omit to take any action which such entity is required to take or omit to take under this Agreement; or (b) if you are a partnership, that the Owners (i) own more than 20% interest in the operating profits and operating losses of the partnership as well as more than 20% ownership interest in the partnership (and more than 20% interest in the shares of each class of capital stock of any corporate general partner); and (ii) are entitled under its partnership agreement or applicable law to act on behalf of the partnership without the approval or consent of any other partner or be able to cast a sufficient number of votes to require the partnership to take or omit to take any action which the partnership is required to take or omit to take under this Agreement.

"Crisis Management Event" means any event that occurs at or about the Adventure Park premises or in connection with the operation of the Franchised Business that has or may cause harm or injury to customers or employees, such as food contamination, food spoilage/poisoning, food tampering/sabotage, contagious diseases, natural disasters, terrorist acts, personal injuries resulting from the use of an attraction, shootings or other acts of violence, or any other circumstance which may materially and adversely affect the System or the goodwill symbolized by the marks.

"Franchise Site Application" means the form of application prescribed by Franchisor, from time-to-time, and used to evaluate proposed sites for the Franchised Business premises.

"Grand Opening Advertising Amount" means the amount set forth in the Summary Page that Franchisee will spend in connection with the opening of the Franchised Business.

"Gross Sales" means the dollar aggregate of: (1) the sales price of all products, services, memberships, food, beverages, merchandise and other items sold, and the charges for all services you perform, whether made for cash, on credit or otherwise, without reserve or deduction for inability or failure to collect, including sales and services (A) originating at the Franchised Business premises even if delivery or performance is made offsite from the Franchised Business premises, (B) placed by mail, facsimile, telephone, the internet and similar means if received or filled at or from the Franchised Business premises, and (C) that you in the normal and customary course of your operations would credit or attribute to the operation of the Franchised Business; and (2) all monies, trade value or other things of value that you receive from Franchised Business operations at, in, or from the Franchised Business premises that are not expressly excluded from Gross Sales. Gross Sales does not include: (1) the exchange of merchandise between Franchised Businesses (if you operate multiple franchises) if the exchanges are made solely for the convenient operation of your business and not for the purpose of depriving us of the benefit of a sale that otherwise would have been made at, in, on or from the Franchised Business premises; (2) returns to shippers, vendors, or manufacturers; (3) sales of fixtures or furniture (excluding the Attractions) after being used in the conduct of the Franchised Business; (4) the sale of gift certificates and stored value cards (the redemption value will be included in Gross Sales at the time of redemption); (5) insurance proceeds; (6) sales to employees at a discount; (7) cash or credit refunds for transactions included within Gross Sales (limited, however, to the selling price of merchandise returned by the purchaser and accepted by you); (8) the amount of any city, county, state or federal sales, luxury or excise tax on such sales that is both (A) added to the selling price or absorbed therein and (B) paid to the taxing authority; and (9) tips and gratuities. A purchase returned to the Franchised Business may not be deducted from Gross Sales unless the purchase was previously included in Gross Sales.

"Ideas and Concepts" means processes, innovations, improvements, ideas, concepts, methods, techniques, materials or customer information relating to the System, Confidential Information and/or the Adventure Park(s) that you or any of your Owners, Affiliates, personnel or independent contractors discovers, invents, creates, develops or derives from time to time in connection with the development or operation of the Franchised Business.

"<u>Initial Franchise Fee</u>" means the initial fee Franchisee must pay to Franchisor upon Franchisee's execution of this Agreement as set forth in Section 6.A. and in the amount set forth in the Summary Page.

"Intellectual Property" means all intellectual property or other proprietary rights throughout the world, whether existing under contract, statutes, convention, civil law, common law or any law whatsoever, now or hereafter in force or recognized, including (1) patents and rights to inventions; (2) trademarks, service marks, logos, trade dress and design rights; (3) works of authorship, including, without limitation, copyrights, source codes, moral rights, and neighboring rights; (4) trade secrets; (5) Ideas and Concepts; (6) publicity and privacy rights; (7) any rights analogous to those set forth herein and any other intellectual property and proprietary rights; (8) any application or right to apply for any of the rights referred to in subsections (1) through (7) above; and (9) any and all renewals, divisions, continuations, continuations-in-part, re-issuances, re-examinations, extensions and restorations of any of the foregoing (as applicable).

"<u>Local Marketing Expenditure</u>" means the amount Franchisee must spend monthly on local advertising for the Franchised Business in the Protected Area each month as set forth in <u>Section 15.A</u> and in the amount set forth in the Summary Page, as may be amended.

"Manual" or "Operations Manual" means the series of documents, publications, bulletins, materials, drawings, memoranda, CDs, DVDs, MP3s, and other media Franchisor may loan you from time-to-time, which sets forth the System's operating systems, procedures, policies, methods, standards, specifications, and requirements for operating your Franchised Business, and which contains information and knowledge necessary and material to the System, and designated by Franchisor as the mandatory guide for the development and operation of Urban Air Adventure Parks, including, without limitation, the Urban Air Adventure Park confidential and proprietary Operations Manual, as Franchisor may, in its sole discretion, revise, amend, modify, or update from time-to-time upon notice of such revisions, amendment, modification, or update to you or your Affiliates.

"Opening Date" means the date by which the Franchised Business must open for business to the public, as set forth in Attachment B, which date will be no later than 365 days following the Effective Date.

"Owner(s)" means you if you are an individual, or each individual or entity holding more than a ten percent equity interest in you if you are a Business Entity (regardless of voting rights), and the franchisee individual(s) or entity(ies) that enter into the Franchise Agreement if you are a Business Entity. It includes all officers, directors, and shareholders of a corporation, all managers and members of a limited liability company, all general and limited partners of a limited partnership, and the grantor and the trustee of the trust. If any Owner is a Business Entity, then the term "Owner" also includes the Owners of that Business Entity.

"Person" means an individual (and the heirs, executors, administrators, or other legal representatives of an individual), a partnership, a corporation, a limited liability company, a government, or any department or agency thereof, a trust, and any other incorporated or unincorporated association or organization.

"<u>Proprietary Marks</u>" means the trade names, service marks, trademarks, logos, emblems, and indicia of origin as Franchisor may designate in writing for use in connection with the System, including, but not limited to, the collection of trademarks listed in the chart below for the country in which your Franchised Business is located.

"Protected Area" means the geographic area identified in Attachment B to this Agreement.

"Royalty Fee" means the continuing royalty fee Franchisee must pay to Franchisor as set forth in <u>Section 6.B.</u>

"Relocation Fee" means 25% of the then-current initial franchise fee.

"Site Application" means the documents and information that Franchisee must submit to Franchisor prior to Franchisor's evaluation of a proposed site, including without limitation a description of the proposed site, demographic characteristics, traffic patterns, parking, character of the neighborhood, competition from other businesses in the area, the proximity to other businesses, the nature of other businesses in proximity to the site, and other commercial characteristics (including the purchase price, rental obligations and other lease terms for the proposed site) and the size, appearance, other physical characteristics and a site plan of the premises in addition to the optional Attractions Franchisee wishes to include in the development of the Franchised Business, if any.

"Site Selection Area" means the geographical area defined by the map in Attachment B within which Franchisee must conduct its search to find an acceptable location for its Franchised business. "Site Selection Area Name," as defined on the Summary Page, shall mean the general identifying name for the Franchisee's area, and does not endow any greater area than the Site Selection map identified in Attachment B.

"Standards" means the standards, specifications, policies, procedures, and techniques that Franchisor has developed relating to the location, establishment, operation, and promotion of Franchisor's Franchised Businesses, all of which may be changed by Franchisor in its sole discretion. The Standards include, among other things: required and recommended business practices; product preparation techniques; presentation standards; standards and specifications for Franchised Business design and appearance; customer service standards; sales techniques and procedures; and other management, operational, and accounting procedures.

"Renewal Fee" means 50% of the then-current initial franchise fee plus reimbursement of legal and professional fees and other costs incurred by Franchisor in connection with the renewal.

#### "Transfer Fee" means:

- 1) 50% of the then-current initial franchise fee if Controlling Interest is transferred to a new approved franchisee,
- 2) 25% of the then-current initial franchise fee if Controlling Interest is transferred to an approved existing franchisee who has already undergone Franchisor's initial training and any other required training and has at least one open and operating Urban Air Adventure Park franchised business; plus, reimbursement of legal and professional fees and other costs incurred by Franchisor in connection with the transfer, not to exceed \$3,500, or
- 3) \$3,500 if the Non-Controlling Interest is being transferred to an approved Owner *and* ii) limited to one time per rolling twelve-month period (otherwise, 25% of the then-current initial franchise fee).

# **REGISTERED US MARKS:**

Proprietary Mark	Registration Number	Registration Date	International Class
Urban Air Trampoline Park (standard character)	4807427	September 8, 2015	41
Get Up. Get Fly. (standard character)	4799297	August 25, 2015	41
Sky Rider (standard character)	5361358	December 19, 2017	41
Urban Air Adventure Park (standard character)	5371211	January 2, 2018	25, 41

Proprietary Mark	Registration Number	Registration Date	International Class
Adventure Hub (standard character)	5419676	March 6, 2018	41
Activate Awesome (standard character)	5597437	October 30, 2018	41
Next Level Play (standard character)	5597438	October 30, 2018	41
(Design Mark)	5752267	May 14, 2019	41
Scare in the Air (standard character)	6190408	November 3, 2020	25, 41
Urban Air (standard character)	6067884	June 2, 2020	25, 41
Gear Up! Game On! (standard character)	6301907	March 23, 2021	9, 41
Holiday Heights (standard character)	6433809	July 27, 2021	25, 41
Urban Air	6901733	November 15, 2022	25, 41

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

# **ATTACHMENT B**

# APPROVED LOCATION, SITE SELECTION AREA, AND PROTECTED AREA

Section 1.A.	The Approved Location is a	nt: .
Section 1.B.	The Protected Area map and	d corresponding zip codes are:
[MAP]		
If there is a conflict bet map control.	ween the Protected Area map	o and zip codes, the boundaries of the Protected Area
Section 3.A.	The Site Selection Area ma	p and corresponding zip codes are:
[MAP]		
If there is a conflict bet Selection Area map con		map and zip codes, the boundaries of the Site
Section 3.B.	The Opening Date is: .	
Section 3.C.(1)	The Lease Deadline is:	
Section 3.C.(3)	The PPSF is: .	
	WHEREOF, the undersigne ective as of the Effective Date	d, intending to be legally bound, have executed this e.
FRANCHISOR:		FRANCHISEE:
UATP MANAGEMENT,		
a Texas limited liability	company	a
Ву:		By:
Jeff Palla, its Presid	lent	, its

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

# **ATTACHMENT C**

# FRANCHISEE'S OWNERS AND KEY PERSONNEL

A.	The following is a list of all shareholders, partners, members, or other investors owning a direct or
	indirect interest in the Franchisee, and a description of the nature of their interest, each of whom
	shall execute the Undertaking and Guaranty substantially in the form set forth in Attachment D to
	the Franchise Agreement:
	č

NAME, ADDRESS, TELEPHONE NUMBER, AND EMAIL	OWNERSHIP INTEREST IN FRANCHISEE	NATURE OF INTEREST

B.	The following is a list of all of Franchisee's Owners and key personnel, each of whom shall execute
	the Confidentiality Agreement and Non-Competition Agreement substantially in the form set forth
	in Attachment E to the Franchise Agreement:

NAME, ADDRESS, TELEPHONE NUMBER, AND EMAIL	POSITION

C.	Franchisee's Designated Manager is:	
	Telephone Number: .	
	Fmail Address:	

D. Franchisee represents to Franchisor that the persons identified in this <u>Attachment C</u>, Sections A and B reflect a true and correct listing of the shareholders, partners, members, or other persons/companies owning a direct or indirect interest in the Franchisee and a true and correct description of the nature of their interest.

, a			
By:			

, its

**FRANCHISEE:** 

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

## **ATTACHMENT D**

#### UNDERTAKING AND GUARANTY

By virtue of executing an Urban Air Adventure Park Franchise Agreement ("<u>Franchise Agreement</u>") dated , ("<u>Franchisee</u>") has acquired the right and franchise from UATP MANAGEMENT, LLC ("<u>Franchisor</u>") to establish and operate an Urban Air Adventure Park Franchised Business ("<u>Franchised Business</u>") and the right to use in the operation of the Franchised Business the Proprietary Marks and the System, as they may be changed, improved, and further developed from time-to-time in Franchisor's sole discretion.

Pursuant to the terms and conditions of the Franchise Agreement, each of the undersigned hereby acknowledges and agrees as follows:

- 1. I have read the terms and conditions of the Franchise Agreement and acknowledge that the execution of this Undertaking and Guaranty and the undertakings of the Owners in the Franchise Agreement are in partial consideration for, and a condition to, the granting of the rights under the Franchise Agreement. I understand and acknowledge that Franchisor would not have granted such rights without the execution of this Undertaking and Guaranty and the other undertakings of the Owners in the Franchise Agreement.
- 2. I own a beneficial interest in the Franchisee, and I am included within the term "Owner" as defined in the Franchise Agreement.
- 3. I, individually and jointly and severally with the other Owners, hereby make all of the covenants, representations, warranties, and agreements of the Owners set forth in the Franchise Agreement, and agree that I am obligated to and will perform thereunder, including, without limitation, the provisions regarding compliance with the Franchise Agreement in <u>Article 11</u>, the use of confidential information in <u>Article 14</u>, the covenants in <u>Article 14</u>, the transfer provisions in <u>Article 17</u>, the choice of law and venue provisions in <u>Article 23</u>, and the indemnification obligations in <u>Article 20</u>.
- 4. I, individually and jointly and severally with the other Owners, unconditionally and irrevocably guarantee to Franchisor and its successors and assigns that all obligations of the Franchisee under the Franchise Agreement will be punctually paid and performed. Upon default by the Franchisee or upon notice from Franchisor, I will immediately make each payment and perform each obligation required of the Franchisee under the Franchise Agreement. Without affecting the obligations of any Owner under this or any other Undertaking and Guaranty, Franchisor may, without notice to any Owner, waive, renew, extend, modify, amend, or release any indebtedness or obligation of the Franchisee or settle, adjust, or compromise any claims that Franchisor may have against the Franchisee. I waive all demands and notices of every kind with respect to the enforcement of this Undertaking and Guaranty, including notices of presentment, demand for payment or performance by the Franchisee, any default by the Franchisee or any guarantor, and any release of any guarantor or other security for this Undertaking and Guaranty or the obligations of the Franchisee. Franchisor may pursue its rights against me without first exhausting its remedies against the Franchisee and without joining any other guarantor and no delay on the part of Franchisor in the exercise of any right or remedy will operate as a waiver of the right or remedy, and no single or partial exercise by Franchisor of any right or remedy will preclude the further exercise of that or any other right or remedy. Upon Franchisor's receipt of notice of the death of any Owner, the estate of the deceased will be bound by the foregoing Undertaking and Guaranty, but only for defaults and obligations under the Franchise Agreement existing at the time of death, and in that event, the obligations of the Owners who survive such death will continue in full force and effect.
- 5. No modification, change, impairment, or suspension of any of Franchisor's rights or remedies shall in any way affect any of my obligations under this Undertaking and Guaranty. If the Franchisee has pledged

other security or if one or more other persons have personally guaranteed performance of the Franchisee's obligations, I agree that Franchisor's release of such security will not affect my liability under this Undertaking and Guaranty.

- 6. I agree that any notices required to be delivered to me will be deemed delivered at the time delivered by hand; one Business Day after delivery by Express Mail or other recognized, reputable overnight courier; or three Business Days after placement in the United States Mail by Registered or Certified Mail, Return Receipt Requested, postage prepaid and addressed to the address identified on the signature line below. I may change this address only by delivering to Franchisor written notice of the change.
- 7. I understand that Franchisor's rights under this Undertaking and Guaranty shall be in addition to, and not in lieu of, any other rights or remedies available to Franchisor under applicable law;
- 8. I agree to be bound individually to all of the provisions of the Franchise Agreement including, without limitation, the litigation and dispute resolution provisions set forth in <u>Article 23</u> and I irrevocably submit to the jurisdiction of the state and federal courts serving the judicial district in which Franchisor's principal headquarters are located at the time litigation is commenced. I hereby irrevocably submit to the exclusive jurisdiction of such courts and specifically waive any objection I may have to either the jurisdiction or exclusive venue of such courts.
- 9. I WAIVE TRIAL BY JURY IN ANY ACTION, PROCEEDING OR COUNTERCLAIM, WHETHER AT LAW OR IN EQUITY, INVOLVING FRANCHISOR, WHICH ARISES OUT OF OR IS RELATED IN ANY WAY TO THE FRANCHISE AGREEMENT, THE PERFORMANCE OF ANY PARTY UNDER THE FRANCHISE AGREEMENT, AND/OR THE OFFER OR GRANT OF THE FRANCHISE.
- 10. This Agreement shall be construed under the laws of the State of Texas. The only way this Agreement can be changed is in writing signed by Franchisor. Any capitalized terms contained in but not defined by this Guaranty and Personal Undertaking shall have the same meaning prescribed to that word in the Franchise Agreement.
- 11. Should this Agreement be signed or endorsed by more than one person or entity, all of the obligations herein contained shall be considered the joint and several obligations of each signatory.

IN WITNESS WHEREOF, the undersigned, intending to be legally bound, has executed this Undertaking and Guaranty to be effective on the day and year first written above.

[]
LJ

**OWNER** 

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

## ATTACHMENT E

#### CONFIDENTIALITY AND NON-COMPETITION AGREEMENT

In consideration of my being an Owner of [	_] ("Franchisee") and by virtue of executing an
Urban Air Adventure Park Franchise Agreement dated	[] ("Franchise Agreement") and this
Confidentiality and Non-Competition Agreement (herein	"Agreement"), and other good and valuable
consideration, the receipt and sufficiency of which is ackr	lowledged, I hereby acknowledge and agree as
follows:	

- 1. Through the Franchise Agreement, Franchisee has acquired the right and franchise from UATP Management, LLC ("Franchisor") to establish and operate an Urban Air Adventure Park franchise facility ("Franchised Business") and the right to use in the operation of the Franchised Business the Proprietary Marks and the System, as they may be changed, improved, and further developed from time-to-time in Franchisor's sole discretion.
- Franchisor possesses certain proprietary and confidential information, knowledge, elements, and 2. know-how which is utilized in the operation of the System, including, without limitation, the Manual, Proprietary Products, Intellectual Property Confidential Information and other techniques and know-how which concerns Franchisor's systems of operation, programs, services, products, customers, practices, materials, books, records, financial information, manuals, computer files, databases, or software, as further described in the Franchise Agreement.
- 3. In addition to the Confidential Information identified in the Franchise Agreement, any and all manuals, trade secrets, copyrighted materials, methods, information, knowledge, know-how, and techniques which Franchisor specifically designates as confidential shall be deemed to be Confidential Information for purposes of this Agreement.
- I acknowledge that, in my position with the Franchisee, Franchisor and Franchisee have or will 4. furnish me with valuable specialized training and will disclose Confidential Information to me in furnishing to me the training program and subsequent ongoing training and other general assistance during the term of this Agreement.
- 5. I will not acquire any interest in the Confidential Information, other than the right to utilize it in the operation of the Franchised Business during the term hereof, and I acknowledge that the use or duplication of the Confidential Information for any use outside the System would constitute an unfair method of competition.
- 6. The Confidential Information is proprietary, involves trade secrets of Franchisor, and is disclosed to me solely on the condition that I agree, and I do hereby agree, that I shall hold in strict confidence all Confidential Information and all other information designated by Franchisor as confidential. Unless Franchisor otherwise agrees in writing, I will not disclose and/or use the Confidential Information except in connection with the operation of the Franchised Business as an Owner of the Franchisee, and then only in strict compliance with the Manual and System and only to such employees having a need to know; I will not directly or indirectly imitate, duplicate, or "reverse engineer" any Confidential Information or any other information designated by Franchisor as confidential or aid any third party in such actions; and I will continue not to disclose and/or use any Confidential Information or any other information designated by Franchisor as confidential even after I cease to be in that position unless I can demonstrate that such information has become generally known or easily accessible other than by the breach of an obligation of Franchisee under the Franchise Agreement.

- 7. Except as otherwise approved in writing by Franchisor, I will not (either directly or indirectly, for myself or through, on behalf of, or in conjunction with any person, or legal entity) at any time while I am employed by or associated with the Franchisee, or at any time during the uninterrupted two (2)-year period (which will be tolled during any period of noncompliance) after I cease to be employed by or associated with the Franchisee (or the two (2)-year period after the expiration or earlier termination of the Franchise Agreement, whichever occurs first):
  - (a) Divert or attempt to divert any present or prospective customer of any Urban Air Adventure Park to any Competitive Business, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act that is harmful, injurious, or prejudicial to the goodwill associated with the Proprietary Marks and the System defined and described in the Franchise Agreement; or
  - (b) Own, maintain, advise, operate, engage in, be employed by, make loans to, invest in, provide any assistance to, or have any direct or indirect interest in (as owner or otherwise) or relationship or association with, any Competitive Business other than an Urban Air Adventure Park pursuant to a then-currently effective Franchise Agreement with Franchisor. While I am employed by or associated with the Franchisee, this restriction shall apply to any location within the United States, its territories or commonwealths, and any other country, province, state, or geographic area in which Franchisor or its Affiliates have used, sought registration of, or registered the Proprietary Marks or similar marks, or have operated or licensed others to operate a business under the System or the Proprietary Marks or similar marks. After I cease to be employed by or associated with the Franchisee (or after the expiration or earlier termination of the Franchise Agreement, whichever occurs first), this restriction shall apply to any business that is or is intended to be located at the location of any current or former Urban Air Adventure Park or within a 25-mile radius of any other Urban Air Adventure Park in existence or under development at the time of such termination or transfer.

I acknowledge that for purposes of this Agreement, "Competitive Business" means any business or enterprise that is the same or similar to Urban Air Adventure Parks, including without limitation any business or enterprise, franchised or non-franchised, that operates or grants franchises or licenses for the operation of an indoor or outdoor entertainment center, that hosts birthday parties, or that offers any of the following Attractions, whether individually, piecemeal, or collectively: feature trampolines, foam pits, warrior/ninja courses, soft play, climbing walls, ropes courses, Sky Rider®, indoor skydiving, dodge ball, rock climbing, digital climbing walls, arcades, bowling, bumper cars, slides, mini golf, laser tag, go karts, virtual reality, immersive reality, MyFly, or related activities.

- 8. I 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 Agreement is held unreasonable or unenforceable by a court or agency having valid jurisdiction in an un-appealed final decision to which Franchisor is a party, I 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 Agreement.
- 9. I understand and acknowledge that Franchisor shall have the right, in its sole discretion, to reduce the scope of any covenant set forth in this Agreement, or any portion thereof, without my consent, effective immediately upon receipt by me of written notice thereof, and I agree to comply forthwith with any covenant as so modified.
- 10. Franchisor is a third-party beneficiary of this Agreement and may enforce it, solely and/or jointly with the Franchisee. I am aware that my violation of this Agreement will cause Franchisor and the Franchisee irreparable harm; therefore, I acknowledge and agree that the Franchisee and/or

Franchisor may apply for the issuance of an injunction preventing me from violating this Agreement, and I agree to pay the Franchisee and Franchisor all the costs it/they incur(s), including, without limitation, legal fees and expenses, if this Agreement is enforced against me. Due to the importance of this Agreement to the Franchisee and Franchisor, any claim I have against the Franchisee or Franchisor is a separate matter and does not entitle me to violate or justify any violation of this Agreement.

- 11. This Agreement shall be construed under the laws of the State of Texas. The only way this Agreement can be changed is in writing signed by both the Franchisee and me. Any capitalized terms contained in but not defined by this Confidentiality and Non-Competition Agreement shall have the same meaning prescribed to that word in the Franchise Agreement.
- 12. With respect to all claims, controversies and disputes, I irrevocably consent to personal jurisdiction and submit myself to the jurisdiction of the federal and state courts serving the judicial district in which Franchisor's principal headquarters are located at the time litigation is commenced. I hereby irrevocably submit to the exclusive jurisdiction of such courts and specifically waive any objection I may have to either the jurisdiction or exclusive venue of such courts. Further, I acknowledge that this Agreement has been entered into in the state of Texas, and that I am to receive valuable information emanating from Franchisor's headquarters in Bedford, Texas. In recognition of the information and its origin, I hereby irrevocably consent to the personal jurisdiction of the state and federal courts of Texas. Notwithstanding the foregoing, I acknowledge and agree that Franchisor may bring and maintain an action against me in any court of competent jurisdiction for injunctive or other extraordinary relief against threatened conduct that will cause it loss or damages, under the usual equity rules, including the applicable rules for obtaining restraining orders and preliminary and permanent injunctions.
- 13. I WAIVE TRIAL BY JURY IN ANY ACTION, PROCEEDING OR COUNTERCLAIM, WHETHER AT LAW OR IN EQUITY, INVOLVING FRANCHISOR, WHICH ARISES OUT OF OR IS RELATED IN ANY WAY TO THIS AGREEMENT, THE FRANCHISE AGREEMENT, THE PERFORMANCE OF ANY PARTY UNDER THE FRANCHISE AGREEMENT, AND/OR THE OFFER OR GRANT OF THE FRANCHISE.
- 14. Should this Agreement be signed or endorsed by more than one person or entity, all of the obligations herein contained shall be considered the joint and several obligations of each signatory.

[SIGNATURE PAGE FOLLOWS.]

	ed, intending to be legally bound, have executed this be effective on the day and year first written above.
<u> </u>	
ACKNOWLEDGED BY FRANCHISEE:	
, a	
By:	
, its	

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

## ATTACHMENT F

#### TELEPHONE NUMBERS ASSIGNMENT AGREEMENT

This	Telephone	Numbers	Assignment	Agreement is	made on [	],	by	and	between	[	_]
(" <u>Ass</u>	signor") and	l UATP M	anagement, L	LC or its design	gnee (" <u>Assi</u> g	<u>gnee</u> ").					

#### **BACKGROUND**

- A. The Assignee has developed and owns the proprietary system ("System") for the operation of a facility under the trademark and logo Urban Air Adventure Park ("Franchised Business");
- The Assignor has been granted a license to operate a Franchised Business pursuant to a Franchise B. Agreement dated [ ], in accordance with the System;
- To operate its Franchised Business, the Assignor shall be acquiring one or more telephone numbers, C. telephone listings and telephone directory advertisements; and
- D. As a condition to the execution of the Franchise Agreement, the Assignee has required that the Assignor assign all of its right, title and interest in its telephone numbers, telephone listings and telephone directory advertisements to the Assignee in the event of a termination of the Franchise Agreement.

# **AGREEMENT**

In consideration of the foregoing, the mutual premises herein contained and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereto, intending to be legally bound, hereby agree as follows:

- 1. Assignment. In the event of termination of the Franchise Agreement, and in order to secure continuity and stability of the operation of the System, the Assignor hereby sells, assigns, transfers and conveys to the Assignee all of its rights, title and interest in and to certain telephone numbers, telephone listings and telephone directory advertisements pursuant to which Assignor shall operate its Franchised Business in accordance with the terms of the Franchise Agreement; provided, however, such Assignment shall not be effective unless and until the Franchise Agreement is terminated in accordance with the provisions thereof.
- 2. Representation and Warranties of the Assignor. The Assignor hereby represents, warrants and covenants to the Assignee that:
  - As of the effective date of the Assignment, all of the Assignor's obligations and (a) indebtedness for telephone, telephone listing services and telephone directory advertisement services shall be paid and current;
  - (b) As of the date hereof, the Assignor has full power and legal right to enter into, execute, deliver and perform this Agreement;
  - This Agreement is a legal and binding obligation of the Assignor, enforceable in (c) accordance with the terms hereof;
  - (d) The execution, delivery and performance of this Assignment does not conflict with, violate, breach or constitute a default under any contract, agreement or instrument to which the Assignor is a party or by which the Assignor is bound, and no consent of nor approval by any third party is required in connection herewith; and

- (e) The Assignor has the specific power to assign and transfer its right, title and interest in its telephone numbers, telephone listings and telephone directory advertisements, and the Assignor has obtained all necessary consents to this Assignment.
- 3. <u>Miscellaneous</u>. The validity, construction and performance of this Assignment shall be governed by the laws of the State of Texas. All agreements, covenants, representations, and warranties made herein shall survive the execution hereof. All rights of the Assignee shall inure to its benefit and to the benefit of its successors and assigns.

In witness whereof, the undersigned, intending to be legally bound, have executed this Telephone Numbers Assignment Agreement to be effective on the day and year first written above.

ASSIGNEE:	ASSIGNOR:
UATP MANAGEMENT, LLC, a Texas limited liability company	, a
By:  Jeff Palla, its President	By:, its

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

#### ATTACHMENT G

#### LEASE RIDER

Texas,	THIS AGREEMENT is made and entered into onMANAGEMENT, LLC, having its principal offices at 2350 Airport 76022 (" <u>Franchisor</u> "), having its principal offices at its principal offices at [ ], [ ] (" <u>Tenant</u> ").	Freeway, Su	
	BACKGROUND		
A.	Landlord and Tenant have executed a lease agreement dated premises located at (" <u>Leased Premises</u> ") for use by Tenant as a bette to Franchisor's proprietary marks and system in connection with by and between Franchisor and Tenant (" <u>Franchise Agreement</u> ");	ousiness to be	opened pursuant
B.	A condition to the approval of Tenant's specific location by France		

- Leased Premises specify that the Leased Premises may be used only for the operation of an Urban Air Adventure Park franchise facility ("<u>Franchised Business</u>") and contain the agreements set forth herein;
- C. Landlord acknowledges that Franchisor requires the modifications to the Lease set forth herein as a condition to its approving the Leased Premises as a site for the Franchised Business, and that Landlord agrees to modify and amend the Lease in accordance with the terms and conditions contained herein; and
- D. According to <u>Section 3.D.</u> of the Franchise Agreement, all rights, title and interest in and to the Lease must be assigned to Franchisor, at Franchisor's option, upon the termination of the Franchise Agreement;

#### **AGREEMENT**

In consideration of the mutual undertakings and commitments set forth herein, the receipt and sufficiency of which are hereby acknowledged, agree as follows:

Use Clause. The Leased Premises shall be used for the operation of an Urban Air Adventure Park 1. Franchised Business and identified by the mark Urban Air Adventure Park or such other name as may be specified by Franchisor or its affiliates. A portion, in any case less than 25%, of the Leased Premises, may also be used for operation of businesses associated with an affiliate of Franchisor, which shall not be the primary use of the Leased Premises and which additional use shall not violate any use restrictions that exist with respect to the Leased Premises as of the effective date of the Lease. Landlord acknowledges that such use shall not violate any then-existing exclusive rights granted to any existing tenant of Landlord. Landlord consents to Tenant's use of Franchisor's marks and signs, décor items, color schemes and related components of Franchisor's proprietary system. Landlord further acknowledges that during the term of this Lease or any extension thereof, Landlord will not lease space to another business operating an indoor or outdoor entertainment center, that hosts birthday parties, or that offers any of the following Attractions, whether individually, piecemeal, or collectively: trampolines, foam pits, warrior/ninja courses, soft play, climbing walls, rope courses, Sky Rider® or similar Attraction, indoor skydiving, dodge ball, rock climbing, digital climbing walls, areades, virtual reality, bowling, bumper cars, slides, mini golf, laser tag, trampoline volley ball, spin zone, or related activities within the same shopping center or facility in which the Franchised Business is located.

- 2. Termination of the Franchise Agreement. If the Franchise Agreement between Franchisor and Tenant is terminated for any reason during the term of the Lease or any extension thereof, Tenant, upon the written request of Franchisor, shall assign to Franchisor or any affiliate designated by Franchisor (collectively hereinafter referred to as "Franchisor Assignee") all of its rights, title and interest in and to the Lease, and Franchisor Assignee may agree to assume from the date of assignment all of Tenant's obligations remaining under the Lease, and may assume Tenant's occupancy rights, and the right to sublease the premises, for the remainder of the term of the Lease. If Franchisor Assignee elects to accept the assignment of the Lease from Tenant, it shall give Tenant and Landlord written notice of its election to acquire the leasehold interest. Landlord hereby consents to the assignment of the Lease from Tenant to Franchisor Assignee and shall not charge any fee or accelerate rent under the Lease. Alternatively, in the event of a termination of the Franchise Agreement, Franchisor Assignee may elect to enter into a new lease with Landlord containing terms and conditions no less favorable than the Lease. Upon Landlord's receipt of written notice from Franchisor Assignee advising Landlord that Franchisor Assignee elects to enter into a new lease, Landlord shall execute and deliver such new lease to Franchisor Assignee for its acceptance. Landlord and Tenant shall deliver possession of the Leased Premises to Franchisor Assignee, free and clear of all rights of Tenant or third parties, subject to Franchisor Assignee executing an acceptance of the assignment of Lease or new lease, as the case may be.
- 3. <u>Tenant's Agreement to Vacate Leased Premises</u>. Tenant agrees to peaceably and promptly vacate the Leased Premises and, subject to Franchisor's right to acquire any such property pursuant to its Franchise Agreement with Tenant, to remove its personal property therefrom upon the termination of the Franchise Agreement. Any property not removed or otherwise disposed of by Tenant shall be deemed abandoned.
- 4. <u>Delivery of Possession</u>. If Landlord may not legally obtain possession of the Leased Premises or if Tenant is in default and Landlord is unable to deliver the Leased Premises to Franchisor Assignee within six (6) months from the date Franchisor Assignee notifies Landlord of its election to continue the use of the Leased Premises, then Franchisor Assignee shall have the right at any time thereafter to rescind its election to acquire a leasehold interest in the Leased Premises and to terminate the Lease or any new lease between it and Landlord for the Leased Premises, and Landlord shall release Franchisor Assignee from all of its obligations under the Lease or any new lease.
- 5. <u>Entry</u>. Franchisor may enter the Leased Premises without the consent of Landlord or Tenant to make any modification necessary to protect Franchisor's proprietary system or marks or to cure any default under the Franchise Agreement or under the Lease, without being guilty of trespass or any other crime or tort.
- 6. <u>Amendment of Lease</u>. Landlord and Tenant agree not to amend the Lease in any respect, except with the prior written consent of Franchisor.
- 7. <u>Franchisor Not a Guarantor</u>. Landlord acknowledges and agrees that notwithstanding any terms or conditions contained in this Agreement or any other agreement, Franchisor shall in no way be construed as a guarantor or surety of Tenant's obligations under the Lease. Notwithstanding the foregoing, in the event Franchisor becomes the tenant by assignment of the Lease in accordance with the terms hereof or enters into a new lease with Landlord, then Franchisor shall be liable for all obligations of Tenant on its part to be performed or observed under the Lease or a new lease.
- 8. <u>Document to Govern.</u> The terms and conditions contained herein modify and supplement the Lease. Whenever any inconsistency or conflict exists between this Agreement and the Lease, the terms of this Agreement shall prevail.

- 9. <u>Waiver</u>. Failure of Franchisor to enforce or exercise any of its rights hereunder shall not constitute a waiver of the rights hereunder or a waiver of any subsequent enforcement or exercise of its rights hereunder.
- 10. <u>Amendment of Agreement</u>. This Agreement may be amended only in writing signed by all parties hereto.
- 11. <u>Notices.</u> Landlord shall mail to Franchisor copies of any letters and notices it gives to Tenant related to the Lease or the Leased Premises concurrently with giving such letters and notices to Tenant. If Tenant fails to cure any default within the period provided in the Lease, if any, Landlord shall give Franchisor immediate written notice of such failure to cure. All notices shall be delivered by certified mail at the addresses designated in the heading of this Agreement or to such other addresses as the parties hereto may, by written notice, designate.
- 12. <u>Binding Effect</u>. This Agreement shall be binding upon the parties hereto, their heirs, executors, successors, assigns and legal representatives.
- 13. <u>Severability</u>. If any provision of this Agreement or any part thereof is declared invalid by any court of competent jurisdiction, such act shall not affect the validity of this Agreement and the remainder of this Agreement shall remain in full force and effect according to the terms of the remaining provisions or part of provisions hereof.
- 14. <u>Remedies</u>. The rights and remedies created herein shall be deemed cumulative and no one such right or remedy shall be exclusive at law or in equity of the rights and remedies which Franchisor may have under this or any other agreement to which Franchisor and Tenant are parties.
- 15. <u>Attorneys' Fees.</u> If any of the parties to this Agreement commences a legal action against another party arising out of or in connection with this Agreement, the prevailing party shall be entitled to have and recover from the other party its reasonable attorneys' fees and costs of suit; the term "prevailing party" means a party that is awarded actual relief in the form of damages, declaratory relief, or injunctive relief, as well as a party that successfully defends a legal action commenced against it.
- 16. <u>Applicable Law.</u> This Agreement shall be governed by and construed in accordance with the laws of the state of in which the leased premises is located.
- 17. <u>Certain Acknowledgments</u>. Landlord and Tenant acknowledge and agree that all interior and exterior signage and related items (collectively, the "<u>Leased/Licensed Assets</u>") are the sole property of Franchisor. Tenant shall have no rights to pledge in any manner the Leased/Licensed Assets and Landlord shall have no rights to place any liens on or make any claims to the Leased/Licensed Assets.

(SIGNATURE PAGE FOLLOWS.)

IN WITNESS WHEREOF, the undersigned, intending to be legally bound, have executed this Lease Rider to be effective on the day and year first written above.

Bv:		
2).	Jeff Palla, its President	
LAN	NDLORD NAME	
a	,,	_
By:		
		(name) (title)
TEN	NANT NAME	
,	a	
By:		
	its	

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

#### **ATTACHMENT H**

#### **ACH AUTHORIZATION AGREEMENT**

(VER. 08052021)

By executing below, the undersigned Franchisee authorizes UATP Management, LLC ("Franchisor") to credit or debit the account identified below to pay all fees, charges, and any other amounts Franchisee owes Franchisor or its parents, affiliates, or subsidiaries pursuant to the applicable Franchise Agreement, as amended, and any other agreements entered into between Franchisor and Franchisee, including, but not limited to, reimbursable or pass through expenses, the cost of any products or services Franchisee purchases from Franchisor, and, if necessary, to initiate adjustments for any transactions debited or credited in error. These debits and credits are related to the operation of the franchised business and the amount of each debit or credit will vary from month-to-month. This authorization will remain in full force and effect until Franchisor has received written notification from Franchisee of its termination in such time and in such manner as to afford Franchisor a reasonable opportunity to act on it. Termination of this authorization may result in your Franchise Agreement being terminated unless an alternate means of payment acceptable to Franchisor is provided.

#### **TERMS OF BILLING:**

Starting immediately and continuing thereafter until your Franchise Agreement has expired or been terminated or alternate means of payment are approved by Franchisor, Franchisee authorizes Franchisor to initiate either an electronic debit or credit or to create and process a demand draft against my bank account listed below on or about the 15<sup>th</sup> day of each month for those sums authorized herein.

-

# URBAN AIR ADVENTURE PARK FRANCHISE AGREEMENT

## ATTACHMENT I

#### DASHBOARD ACCESS AGREEMENT

This Dashboard Access Agreement ("Agreement") is entered into by Franchisor and Franchisee on the last date of execution below and amends the terms of the franchise agreement entered into by the parties ("Franchise Agreement"). Capitalized terms not defined herein have the meaning ascribed in the Franchise Agreement.

WHEREAS, Franchisor created an online dashboard through Microsoft's Power BI to provide Urban Air franchisees access to certain data, including, but not limited to, sales, operating expenses, membership sales and data, net promoter score, labor costs, and such other information as identified by Franchisor ("Data");

WHEREAS, Franchisee desires to purchase an optional license for Power BI through Franchisor, view the Data provided by Franchisee and others, and share its Data on Power BI such that it is visible to other Urban Air franchisees.

In light of the foregoing recitals and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

- 1. <u>LICENSE FEE</u>. Franchisee acknowledges its desire to purchase (insert number of licenses to be purchased) twelve month Power BI license(s) and agrees to reimburse Franchisor the License Fee (as defined below) charged by Microsoft for each Power BI license purchased. The "License Fee" shall equal \$10.00 per month per license plus applicable taxes, as such fee may be increased by Microsoft from timeto-time. Franchisor acknowledges the License Fee does not include any markup or rebate. Franchisee agrees Franchisor may bill it the License Fee through the monthly royalty invoice and collect the License Fee pursuant to Franchisee's ACH Authorization on file. If there is no ACH Authorization on file, then Franchisee shall remit payment to Franchisor by the deadline by which royalties are due Franchisor. Time is of the essence in the performance of the payment obligations hereunder. Access to Power BI is subject to all restrictions set forth in the Operations Manual and Microsoft's terms, conditions, and license agreement available at https://powerbi.microsoft.com/en-us/windows-license-terms/, which is incorporated herein. If Microsoft audits Franchisor's account and determines additional fees are due because of your violation of the terms, conditions, and license agreement, then Franchisee agrees to pay such sum to Franchisor upon request.
- 2. SHARING OF AND ACCESS TO DATA. Franchisee acknowledges (a) Franchisor may share Franchisee's Data with other Urban Air franchisees through the Power BI platform and such other platforms as identified by Franchisor and (b) the Data may be anonymous with respect to those Urban Air franchisees who do not execute this Agreement. Franchisor makes no warranty or representation the Data will be representative of all Urban Air franchisees. Further, Franchisee acknowledges and agrees it will access and use the Data solely with its efforts to improve the operation of its franchised business pursuant to the Franchise Agreement and such Data is not provided in connection with the offer or sale of a franchise.
- 3. CONFIDENTIALITY. Franchisee agrees all Data Franchisor makes available to Franchisee through Power BI is Confidential Information and subject to all confidentiality obligations and restrictive covenants set forth therein.
- 4. MISCELLANEOUS TERMS. This Agreement reflects the entire understanding of the parties regarding the subject matter hereof, may only be modified in writing, and supersedes any inconsistent or conflicting provisions of the Franchise Agreement. The remaining terms of the Franchise Agreement are unaffected by this Agreement and remain binding on the parties. The parties sign and deliver this Agreement to each other as shown below.

FRANCHISOR:	FRANCHISEE:		
UATP MANAGEMENT, LLC, a Texas limited liability company			
By:	By:		
Jeff Palla, its President	Name:		
	Its:		

# EXHIBIT E TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

# FRANCHISE DISCLOSURE QUESTIONNAIRE

(THIS FRANCHISEE DISCLOSURE QUESTIONNAIRE WILL NOT BE USED IF THE FRANCHISE IS TO BE OPERATED IN, OR YOU ARE A RESIDENT OF, CALIFORNIA, HAWAII, ILLINOIS, INDIANA, MARYLAND, MICHIGAN, MINNESOTA, NEW YORK, NORTH DAKOTA, RHODE ISLAND, SOUTH DAKOTA, VIRGINIA, WASHINGTON, OR WISCONSIN)

DO NOT SIGN THIS FRANCHISEE DISCLOSURE OUESTIONNAIRE IF THE FRANCHISE IS TO BE OPERATED IN, OR YOU ARE A RESIDENT OF, CALIFORNIA, HAWAII, ILLINOIS, INDIANA, MARYLAND, MICHIGAN, MINNESOTA, NEW YORK, NORTH DAKOTA, RHODE ISLAND, SOUTH DAKOTA, VIRGINIA, WASHINGTON, OR WISCONSIN.

#### FRANCHISE DISCLOSURE OUESTIONNAIRE

As you know, UATP Management, LLC ("we" or "us") and you are preparing to enter into a Franchise Agreement for the operation of an Urban Air Adventure Park franchise. The purpose of this Questionnaire is to determine whether any statements or promises were made to you that we have not authorized or that may be untrue, inaccurate or misleading, to be certain that you have been properly represented in this transaction, and to be certain that you understand the limitations on claims you may make by reason of the purchase and operation of your franchise. You cannot sign or date this Questionnaire the same day as the Receipt for the disclosure document, but you must sign and date it the same day you sign the Franchise Agreement and pay your franchise fee. Please review each of the following questions carefully and provide honest responses to each question. If you answer "No" to any of the questions below, please explain your answer by emailing franchising@unleashedbrands.com.

Yes	_ No	1.	Have you received and personally reviewed the Urban Air Adventure Park Franchise Agreement and each exhibit or schedule attached to it?
Yes	_ No	2.	Have you received and personally reviewed the Urban Air Adventure Park disclosure document we provided?
Yes	_ No	3.	Did you sign a receipt for the Urban Air Adventure Park disclosure document indicating the date you received it?
Yes	_ No	4.	Do you understand all the information contained in the Urban Air Adventure Park disclosure document and Franchise Agreement?
Yes	_ No	5.	A) Have you had ample time and the opportunity to review the Urban Air Adventure Park disclosure document and Urban Air Adventure Park Franchise Agreement with a lawyer, accountant or other professional advisor?
Yes	_ No		B) Have you had the opportunity to discuss the benefits and risks of operating an Urban Air Adventure Park franchise with your professional advisor?
Yes	No		C) Did you discuss the benefits and risks of operating an Urban Air Adventure Park franchise with an existing Urban Air Adventure Park franchisee?
Yes	_ No	6.	Do you understand the risks of operating an Urban Air Adventure Park franchise?
Yes	_ No	7.	Do you understand the success or failure of your Urban Air Adventure Park franchise will depend in large part upon your skills, abilities and efforts and those of the person you employ, as well as many factors beyond your control such as weather, competition, interest rates, the economy, inflation, labor and supply costs, lease terms and the marketplace?
Yes	_ No	8.	Do you understand we are not obligated to provide assistance to you in finding and securing a location for your Urban Air Adventure Park Franchised Business?
Yes	_ No	9.	A) Do you understand all disputes or claims you may have arising out of or relating to the Urban Air Adventure Park Franchise Agreement must be brought in the judicial district in which our principal place of business is located, if not resolved informally?
Yes	_ No		B) Do you understand the Urban Air Adventure Park Franchise Agreement provides you can only collect compensatory damages on any claim under or

Yes

DO NOT SIGN THIS FRANCHISEE DISCLOSURE QUESTIONNAIRE IF THE FRANCHISE IS TO BE OPERATED IN, OR YOU ARE A RESIDENT OF, CALIFORNIA, HAWAII, ILLINOIS, INDIANA, MARYLAND, MICHIGAN, MINNESOTA, NEW YORK, NORTH DAKOTA, RHODE ISLAND, SOUTH DAKOTA, VIRGINIA, WASHINGTON, OR WISCONSIN.

			relating to the Urban Air Adventure Park Franchise Agreement, and not any punitive, exemplary or multiple damages)?
Yes	_ No	10.	Do you understand that your Designated Manager must successfully complete our initial training program?
Yes	_ No	11.	Do you understand we do not have to sell you a franchise or additional franchises or consent to your purchase of existing franchises?
Yes	_ No	12.	Is it true that, except as provided in Item 19 of our FDD, we and our affiliates have made no representation, warranty, promise, guaranty, prediction, projection, or other statement, and given no information, as to the future, past, likely, or possible income, sales volume, or profitability, expected or otherwise, of the Urban Air Adventure Park franchise or any other business?
Yes	_ No	13.	Do you understand that actual results vary from unit to unit and from time period to time period, and we cannot estimate, project, or predict the results of any particular Urban Air Adventure Park business?
Yes	_ No	14.	Do you acknowledge that you are an independent contractor and responsible for running your own Urban Air Adventure Park business and that we do not have any authority to control, hire, or fire your employees?
Yes	_ No	15.	Is it true that neither we or our affiliates, or any of our or our affiliates' employees, have provided you with services or advice that is legal, accounting, or other professional services or advice?
Yes	_ No	16.	A) Do you understand that the U.S. Government has enacted anti-terrorist legislation that prevents us from carrying on business with any suspected terrorist or anyone associated directly or indirectly with terrorist activities?
Yes	_ No		B) Is it true that you have never been a suspected terrorist or associated directly or indirectly with terrorist activities?
Yes	_ No		C) Do you understand that we will not approve your purchase of an Urban Air Adventure Park franchise if you are a suspected terrorist or associated directly or indirectly with terrorist activity?
Yes	_ No		D) Is it true that you are not purchasing an Urban Air Adventure Park franchise with the intent or purpose of violating any anti-terrorism law, or for obtaining money to be contributed to a terrorist organization?

(SIGNATURE PAGE FOLLOWS).

For Maryland Residents Only: Such representations are not intended to nor will they act as a release, estoppel or waiver of any liability incurred under the Maryland Franchise Registration and Disclosure Law.

# DO NOT SIGN THIS FRANCHISEE DISCLOSURE QUESTIONNAIRE IF THE FRANCHISE IS TO BE OPERATED IN, OR YOU ARE A RESIDENT OF, CALIFORNIA, HAWAII, ILLINOIS, INDIANA, MARYLAND, MICHIGAN, MINNESOTA, NEW YORK, NORTH DAKOTA, RHODE ISLAND, SOUTH DAKOTA, VIRGINIA, WASHINGTON, OR WISCONSIN.

Print Name	
Signature	Date
If signing on behalf of a corporation or	other entity, please complete the following:
Name of Entity	 Title

# EXHIBIT F TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

# SAMPLE FORM OF THE GENERAL RELEASE

#### **GENERAL RELEASE**

This General Release (the "General Release") is made and entered into on \_\_\_\_\_\_, \_\_\_\_ by and between UATP Management, LLC ("Franchisor"), \_\_\_\_\_ ("Franchisee"), \_\_\_\_\_ and \_\_\_\_\_ (together with the Franchisee, the "Franchisee Parties"). For good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Franchisee Parties agree as follows.

- 1. In exchange for all good and valuable consideration, the receipt and sufficiency of which is acknowledged, to the maximum extent permitted by applicable law, the Franchisee Parties on behalf of themselves and each of their past and present parents, subsidiaries, affiliates, predecessors, successors, assigns, officers, directors, shareholders, partners, owners, members, managers, agents, attorneys, employees, and representatives (together with the Franchisee Parties, the "Releasing Parties") do remise, release, waive, and forever discharge UATP Management, LLC, UATP IP, LLC, UA Holdings, LLC, UA Attractions, LLC, Unleashed Brands, LLC, Unleashed Services, LLC and each of their respective past and present parents, subsidiaries, affiliates, predecessors, successors, assigns, officers, directors, shareholders, partners, owners, members, managers, agents, attorneys, employees, and representatives (collectively, the "Franchisor Parties") from any and all claims, demands, obligations, liabilities, actions, proceedings, agreements, debts, demands, damages, accounts, charges, invoices, discounts, incentives, allowances, controversies, expenses, attorneys' fees, suits, arbitrations, and causes of action whatsoever, in law or equity, whether known or unknown, past, present, or future, which the Releasing Parties have, have had, claim to have, or may have against the Franchisor Parties including, but not limited to, any and all claims and damages in any way arising out of or related to (1) that franchise agreement between UATP Management, LLC and Franchisee dated regarding the operation of an Urban Air Adventure Park located at , as amended; (2) any other franchise agreement or any other contract between any Releasing Party and any Franchisor Party; (3) the offer and sale of any Urban Air Adventure Park franchise opportunity, (4) the disclosure requirements under the FTC Franchise Rule (16 CFR et seq); (5) any other state franchise law, (6) any alleged misrepresentations made by the Franchisor Parties in the sale of a franchise to the Releasing Parties or otherwise; (7) any and all claims arising under local, state, and federal laws, rules, and ordinances, whether statutory or under common law; (8) the Urban Air Adventure Park located at ; and (9) any relationship between the Releasing Parties and the Franchisor Parties.
- 2. The Releasing Parties acknowledge this General Release extends to all claims the Releasing Parties do not know or suspect to exist in their favor at the time of executing this General Release, which if were known to exist may have materially affected the decision to enter into this General Release. The Releasing Parties understand the facts in respect of which this General Release is given may hereafter turn out to be other than or different from the facts known or believed to be true. By executing this General Release, the Releasing Parties expressly assume the risk of the facts turning out to be different and agree this General Release shall be in all respects effective and not subject to termination or rescission by any such difference in facts. The Releasing Parties, jointly and individually, covenant and agree that none of them will commence, maintain, participate in, or prosecute any claim, demand, suit, action, or cause of action against the Franchisor Parties concerning the claims released in this General Release.
- 3. This General Release represents the entire agreement of the parties regarding the subject matter hereof and may only be modified in writing. The Releasing Parties acknowledge and agree that they have had the opportunity to seek the advice of and are represented by independent legal counsel and have read and understood all the terms and provisions of this General Release.

[If Releasor is domiciled or has his or her principal place of business in the State of California]

# WAIVER OF SECTION 1542 OF THE CALIFORNIA CIVIL CODE.

("Releasor") for myself and on behalf of all persons acting by or through me, acknowledge that I am familiar with Section 1542 of the California Civil Code, which reads as follows:

A GENERAL RELEASE DOES NOT EXTEND TO CLAIMS WHICH THE CREDITOR DOES NOT KNOW OR SUSPECT TO EXIST IN HIS OR HER FAVOR AT THE TIME OF EXECUTING THE RELEASE, WHICH IF KNOWN BY HIM OR HER MUST HAVE MATERIALLY AFFECTED HIS OR HER SETTLEMENT WITH THE DEBTOR.

Releasor hereby waives and relinquishes every right or benefit which I have under Section 1542 of the Civil Code of the State of California, and any similar statute under any other state or federal law, to the fullest extent that they may lawfully waive such right or benefit. In connection with this waiver and relinquishment, Releasor acknowledges he or she may hereafter discover facts in addition to or different from those which he or she now knows or believes to be true with respect to the claims herein released, but that it is the parties' intention, subject to the terms and conditions of this General Release, to fully, finally and forever settle and release all such claims, known or unknown, suspected or unsuspected, which now exist, may exist or did exist. In furtherance of such intention, the releases given in this General Release shall be and remain in effect as full and complete releases, notwithstanding the discovery or existence of any such additional or different facts.

Releasor warrants and represents the release set forth above is a complete defense to any claim encompassed by its terms, and covenants not to initiate, prosecute, or otherwise participate in any action or proceeding in any court, agency, or other forum, either affirmatively or by way of cross-claim, defense, or counterclaim, against any person or entity released under this General Release with respect to any claim or cause of action released under this General Release.

IN WITNESS WHEREOF, the parties hereto have executed this General Release as of the dates set forth below.

# FRANCHISEE PARTIES: , its , individually

[This General Release will be modified as necessary for consistency with any state law regulating franchising.]

# EXHIBIT G TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

# PURCHASE AND INSTALLATION AGREEMENT

# INVOICE

UA Attractions, LLC 2350 Airport Freeway, Suite 505 Bedford, TX 76022



Ryan.Slemons@unleashedbrands.com

BILL TO:				INVOICE #:	UA	1
Attn:				DATE:		
ATTRACTION:	DES	SCRIPTION:				RATE:
<b>Bundled Price</b>						\$765,000.00
				ittle beam, basketb	all with	
			, (excludes cubes f			
			des LED ball pool			
•			, 20 XS, 5 S/M, 10	M/L		
Soft Play	: (includ	les flooring)				
Sky Ride	r: (inclu	ding harnesses	s)			
				valls, stairway to		
twister an	id leap o	of faith, includ	les $8 \text{ S/M}$ and $8 \text{ L}$ l	narnesses and auto	belay	
Attraction Cost:						\$765,000.00
ITEM:						RATE:
Attraction Cost:						\$765,000.00
Labor Cost:						\$185,000.00
Platform, Stairs, an	d Railir	ıg Cost:				\$55,000.00
Allowance:				T		\$150,000.00
Sales Tax:			Sales Tax Rate:	%		1== 000 00
TOTAL CONTRACT PRICE:						\$1,155,000.00
First Payment	35%	Deposit due	to begin Attraction	production		\$
Second Payment	60%			tions from manufac	cturer	\$
Third Payment	5%			ontainer and before		\$
installation is scheduled					Ť	

## **Wire Information**

Account Name:

Swift Code:

Routing Number:

Account Number:

Exclusion: Unless specifically provided for herein, this invoice does not include labor and materials for the platform framing, rails, ramps, stairs, metal decking/plywood and rubber flooring, storage fees, taxes, tariffs, import duties, and other fees. In the event of a retrofit to an existing park, demolition, modifications to platforms, stairs, and ramps, work typically performed by a general contractor, and work not specifically set forth herein are excluded from the Work to be performed hereunder.

## THIS INVOICE EXPIRES IN 30 DAYS FROM DATE OF ISSUANCE.

## **PURCHASE AND INSTALLATION AGREEMENT**

	This Purchase and Installation Agreement ( <u>Agreement</u> ) is entered into on the day of, 20 ( <u>Effective Date</u> ) by and between UA Attractions, LLC, a Texas limited liability ( <u>Installer</u> ) and ( <u>Franchisee</u> ). Installer and Franchisee may be individually referred to herein as
1 2	or collectively as the <u>Parties</u> .
	A. <u>TERMS</u> :
Stairs, an import du	AL CONTRACT PRICE: The Total Contract Price equals the sum of the Attraction Cost, Labor Cost, Platform, and Railing Cost, Shipping, Sales Tax, and Insurance, as set forth on the Invoice. Freight fees, taxes, tariffs, atties, other similar fees, and storage fees are excluded from the Total Contract Price, unless identified herein ee shall pay the Total Contract Price to Installer according to the Payment Terms set forth in the Invoice.
2. <u>Pro</u>	<u>JECT</u>
	TRACT DOCUMENTS: This Agreement and the following documents are referred to herein as the Contract nts and are incorporated as if fully set forth herein:
	<ul> <li>✓ Invoice</li> <li>✓ Exhibit A – 3D Renderings</li> <li>✓ Exhibit B – Guaranty</li> </ul>

#### 1. TOTAL CONTRACT PRICE.

A. PAYMENT TERMS. Franchisee shall pay Installer the Total Contract Price, as adjusted herein, pursuant to the Payment Terms in good funds (and not by credit card) for Installer's performance of the Agreement. All sums due hereunder are payable upon demand. Time is of the essence with respect to Franchisee's payment obligations herein. Franchisee acknowledges that late payments to Installer will cause Installer to incur costs not contemplated, the exact amount which will be difficult to ascertain. Thus, if timely payments are not made by Franchisee as required, then, in addition to the unpaid amount, Franchisee shall pay Installer seven percent of the amount overdue as liquidated damages. Installer and Franchisee agree that because of the difficulty in ascertaining the exact damages, the liquidated damages are a reasonable sum (and not a penalty) considering the damages Installer will sustain in the event Franchisee fails to tender payment timely hereunder. Title to the Attractions shall pass to Franchisee upon payment of the Total Contract Price in full, but not otherwise.

**B. GENERAL CONDITIONS:** 

- B. <u>EXCLUSION FROM TOTAL CONTRACT PRICE</u>. The Total Contract Price does not include any storage fees, tariffs, taxes (save and except for sales tax), import duties, inspection fees, similar fees assessed by any governmental entity, whether domestic or foreign, or freight fees (unless otherwise provided for herein). If such costs are assessed, they shall be the responsibility of Franchisee, shall be in addition to the Total Contract Price, and shall be paid by Franchisee to Installer on demand.
- C. <u>ALLOWANCES</u>. The Allowance identified in the Invoice is an estimate of the actual cost of shipping, additional engineering, seismic changes, if applicable, changes in building code or other applicable law, and other associated development costs. If the actual cost of the Allowance exceeds the identified amount, then the overage shall be payable by Franchisee to Installer upon demand without the need for a Change Order. If the actual cost of the Allowance is less than the identified amount, the underage shall be applied as a credit against the Total Contract Price.
- D. <u>FOREIGN INSTALLERS</u>. Franchisee shall provide reasonable assistance to Installer with respect to the coordination of travel, transportation, accommodations, meals, and provision of a per diem for any foreign installers. If Franchisee incurs any expense in providing such assistance to Installer, such expense will be credited against the final payment due hereunder.
- E. <u>CHANGE ORDERS</u>. A Change Order is a written agreement, updated Invoice, or email between Franchisee and Installer to make changes, additions, or deletions to the Contract Documents. Installer shall be entitled to receive the specific price for the labor, materials, additional Attractions, and other charges that are

attributable to one or more Change Orders. If Installer agrees to perform the extra work required by a Change Order, the price included in the Change Order will be treated as an increase in the Total Contract Price. The Change Order shall be paid in full when signed by the Parties, unless otherwise provided for in an updated Invoice. To the extent of a conflict between a Change Order and the Contract Documents, the Change Order shall control. Any deductive Change Order shall not reduce the Labor Cost unless specified in the Change Order.

- F. <u>CHANGE ORDERS OF NECESSITY</u>. Notwithstanding Section B.1.D., Franchisee agrees to execute Change Orders, including any necessary increases to the Total Contract Price, due to any of the following: (i) to comply with applicable governmental or regulatory requirements, changes, or modifications, (ii) engineering, design, or manufacturing costs incurred because of Franchisee's park being located in a seismic zone, and (iii) other costs not reasonably foreseeable to Installer.
- G. <u>STORAGE FEE</u>. Installer shall notify Franchisee when any of the Attractions are ready for delivery. If Franchisee, for any reason, declines or delays shipment after receiving such notification, Installer is entitled to assess a storage fee of \$300.00 per day after the seventh day of such notice as fair and reasonable compensation for the time and expense associated with additional storage of such Attractions.
- H. <u>SUBCONTRACTORS</u>. Installer shall be obligated to pay its subcontractors and suppliers for work performed and materials supplied (<u>Subcontractors</u>) if, and only if, Franchisee has paid Installer all amounts due hereunder. Installer is not obligated to obtain multiple bids from Subcontractors prior to awarding any work or to accept the low bid and maintains complete discretion in the retention of any Subcontractor.
- I. WORK STOPPAGE. If Franchisee fails to make payment when due, Installer may stop work, following provision of written notice to Franchisee and three days to cure, until Franchisee tenders all unpaid payments and late fees. IF WORK IS STOPPED PURSUANT TO THIS PARAGRAPH, FRANCHISEE WAIVES ALL CLAIMS AGAINST INSTALLER FOR ANY DAMAGES ARISING FROM SUCH WORK STOPPAGE. Following a work stoppage per this section, payment of the then outstanding sum, and prior to recommencing performance of the Work, Franchisee shall execute and fund a Change Order increasing the Total Contract Price to reflect the costs incurred by Installer to demobilize and remobilize the construction as a result of such failure of payment. All fees deducted from any draw payments by Franchisee's lender shall be refunded to Installer.

# J. <u>Retainage</u>. <u>TO THE MAXIMUM EXTENT PERMITTED BY LAW, FRANCHISEE WAIVES</u> ALL STATUTORY RETAINAGE OBLIGATIONS OR RIGHTS PROVIDED BY APPLICABLE LAW.

- K. SHIPPING. All freight shall be FOB origin with all shipping costs the responsibility of Franchisee, which costs are included in the Total Contract Price. All claims for damages incurred during shipping shall be made by Franchisee directly to the shipping carrier or with the applicable insurance. IN THIS REGARD, FRANCHISEE RELEASES INSTALLER FROM ANY AND ALL CLAIMS FOR DAMAGES OF ANY KIND OR TYPE INCURRED BY FRANCHISEE OR ANY THIRD-PARTY DURING OR DUE TO SHIPPING OR THE LATE DELIVERY OF THE ATTRACTIONS.
- L. <u>TAXES</u>. All prices are quoted exclusive of taxes (save and except sales tax), tariffs, duties, and other governmental assessments (collectively, <u>Taxes</u>). Any Taxes which Installer may be required to pay or collect, through assessment or otherwise, under any existing or future law with respect to the sale, purchase, delivery, transportation, exportation, storage, processing, use or consumption of any goods or services to, by, or for Franchisee, including, without limitation, Taxes, shall be for the account of Franchisee and shall be paid by Franchisee to Installer upon demand. This obligation shall survive termination, expiration, default, or full performance of this Agreement.

### 2. <u>Work</u>.

A. <u>SCOPE OF WORK</u>. Installer shall install the Attractions (as identified on the Invoice) and furnish all labor, materials, fuel, equipment, tools, machinery, and supplies, perform all work, and do all things necessary to complete the work substantially in accordance with the Contract Documents, all applicable building standards, law, and warranty (<u>Work</u>). Installer may resolve discrepancies or omissions in the Contract Documents at its reasonable discretion. Unless otherwise provided for in the Invoice, steel platforms, fencing, handrails, ramps, and stairs are not included in the Work. <u>NOTWITHSTANDING ANYTHING HEREIN TO THE</u>

# <u>CONTRARY, FRANCHISEE SHALL BE SOLELY RESPONSIBLE FOR ALL COSTS ASSOCIATED</u> WITH UNLOADING THE ATTRACTIONS UPON DELIVERY TO THE PROJECT.

- B. <u>CONSTRUCTION MEANS & METHODS</u>. Installer maintains sole control over the means, methods, techniques, scheduling, progress of construction, and performance of warranty repairs, including the right to select and arrange for labor (except work for which Franchisee has contracted directly with contractors or suppliers). Installer shall not be required to provide professional services that constitute the practice of surveying, architecture, or engineering unless required by the Contract Documents. All salvage rights belong to Installer unless requested in writing by Franchisee. Franchisee shall not communicate with the Subcontractors regarding the performance of the Work.
- C. <u>PERMITS & FEES</u>. The Work shall be performed under the building permit for the general contractor retained by Franchisee. If a building permit is required for the performance of the Work, a Change Order shall be issued with respect to such additional cost.
- D. <u>SUBSTANTIAL COMPLETION</u>. Substantial Completion shall occur when the Work has been substantially completed, the Attractions have been installed in accordance with the Contract Documents, and the Attractions can be used for their intended purpose. Completion of any punch list item is not required to reach Substantial Completion.
- E. RELIANCE ON CONTRACT DOCUMENTS. If all or any portion of the Contract Documents are provided or prepared by Franchisee's Design Professionals (as defined below), Franchisee warrants to Installer that (1) such Contract Documents are suitable and sufficient for construction of the Attractions and comply with applicable building codes and building standards, (2) Franchisee shall be responsible for any errors or omissions in the Contract Documents and any damages that may arise therefrom, and (3) Franchisee shall be responsible for designing such Contract Documents in accordance with accepted industry standards from licensed or registered architects, engineers, and designers, as applicable (Design Professionals). Any changes or corrections due to deficient Contract Documents provided by Franchisee or Franchisee's Design Professionals that necessitate additional expense or delays shall be administered as a Change Order. Installer shall not be liable for any claims arising from Installer's reliance on those portions of the Contract Documents prepared by Franchisee or Franchisee's Design Professionals. INSTALLER MAKES NO WARRANTY TO FRANCHISEE AND DISCLAIMS ALL LIABILITY REGARDING THE QUALITY OR SUFFICIENCY OF THOSE CONTRACT DOCUMENTS PREPARED BY FRANCHISEE OR FRANCHISEE'S DESIGN PROFESSIONALS.
- F. FINAL INSPECTION. Within fifteen (15) days of Substantial Completion, Franchisee shall conduct a walk-through of the Project and deliver to Installer a punch list. Any punch list prepared or inspection performed by or on behalf of Franchisee shall be limited to whether the Work was performed in accordance with the Contract Documents. IF FRANCHISEE FAILS TO PROVIDE A PUNCH LIST AS REQUIRED, FRANCHISEE (1) ACKNOWLEDGES THE WORK HAS BEEN PERFORMED IN COMPLIANCE WITH THE CONTRACT DOCUMENTS, (2) ACKNOWLEDGES THE WORK IS COMPLETE, AND (3) WAIVES THE EXISTENCE OF ANY PUNCH LIST ITEMS. Installer shall not be obligated to any building code or standard not specifically required by applicable law or the Contract Documents.
- G. <u>UTILITIES</u>. Franchisee shall make available at the Project all utilities necessary to perform the Work. Unless indicated herein, all expenses incurred during performance of the Work for utility expenses, utility connection fees, and making such utilities available to Installer at the Project shall be paid by Franchisee.
- H. <u>Franchisee's Contractors</u>, <u>Subcontractors</u> & <u>Suppliers</u>. Should Franchisee contract with anyone other than Installer to perform work at or supply materials to the Project prior to Substantial Completion, Installer will not be required to pay for, warrant, repair, insure, supervise, or correct any work performed or materials provided by such persons, or damages arising therefrom.
- I. <u>UNEXPECTED SITE CONDITIONS</u>. Should Installer encounter concealed, differing, or unexpected conditions, whether such condition is below the surface of the ground or in an existing structure, that are at variance with the conditions indicated in the Contract Documents or reasonably believed to exist by Installer (as determined by Installer in its sole discretion), Installer shall notify Franchisee of such conditions, any need to

perform additional work due to such conditions, and whether such additional work will result in an increase in the Total Contract Price. If Franchisee rejects the performance of the additional work or increase in the Total Contract Price, then Installer may terminate this Agreement and Franchisee shall pay Installer for all work performed through the date of termination. If Franchisee consents to the performance of the additional work, the Total Contract Price shall be adjusted by Change Order.

#### 3. COMMENCEMENT & COMPLETION.

- A. COMMENCEMENT DATE & ESTIMATED COMPLETION DATE. Installer shall commence performance of the Work within fourteen days of the delivery of the initial Attraction containers to the Project (Commencement Date). Installer shall use reasonable efforts to reach Substantial Completion within six weeks of the Commencement Date, subject to the Permitted Delays and as amended by Change order (Estimated Completion Date). NOTWITHSTANDING THE FOREGOING, INSTALLER DOES NOT GUARANTY SUBSTANTIAL COMPLETION BY THE ESTIMATED COMPLETION DATE AND FRANCHISEE RELEASES INSTALLER FROM ALL DAMAGES, DIRECT, CONSEQUENTIAL, OTHERWISE, INCURRED BY FRANCHISEE FOR ANY DELAY, WHETHER OR NOT EXCUSABLE, IN FAILING TO REACH SUBSTANTIAL COMPLETION WITHIN A REASONABLE PERIOD OF TIME OR BY THE ESTIMATED COMPLETION DATE, WHETHER REQUIRED BY THIS CONTRACT OR OTHER AGREEMENT OF THE PARTIES.
- B. <u>PERMITTED DELAYS</u>. The Commencement Date and Estimated Completion Date shall be extended by the same period of time encompassed by any one or more of the following causes: (1) delays caused by conditions beyond the control of Installer; (2) the unavailability of required materials, labor, and services from Subcontractors, (3) interference by, disputes with, or delays caused by Franchisee or other subcontractors employed by Franchisee, (4) Change Orders, (5) Force Majeure, fire, or casualty, (6) delays due to missing parts, shipping, customs, or incomplete delivery of the Attractions, (7) failure of Franchisee to promptly fund payments due hereunder, or (8) unforeseen conditions outside the control of Installer.
- C. "Force Majeure" means acts of God (such as tornadoes, earthquakes, hurricanes, floods, fire or other natural catastrophe); strikes, war, terrorist acts, or riot; epidemics; or other similar forces that Installer could not by the exercise of reasonable diligence have avoided, including, but not limited to, an act by any governmental or quasi-governmental authority.
- 4. Construction Hazards. When Franchisee or Franchisee's contractors, subcontractors, suppliers, invitees, representatives, or agents (Franchisee Parties) enter the Project, FRANCHISEE SHALL INDEMNIFY, RELEASE, DEFEND, AND HOLD HARMLESS INSTALLER, ITS DIRECTORS, OFFICERS, SHAREHOLDERS, MEMBERS, MANAGERS, PARTNERS, SUBCONTRACTORS, SUPPLIERS, INVITEES, EMPLOYEES, REPRESENTATIVES, PARENTS, AFFILIATES, SUBSIDIARIES, AND AGENTS (INSTALLER PARTIES) FROM ANY CLAIMS, ATTORNEYS' FEES, OR CAUSES OF ACTION BELONGING TO THE FRANCHISEE PARTIES OR THEIR HEIRS DUE TO PROPERTY DAMAGE (REAL OR PERSONAL) OR BODILY INJURY (INCLUDING DEATH) RELATED IN ANY WAY, DIRECTLY OR INDIRECTLY, TO THE PERFORMANCE OF THE WORK, CONDITION OF THE PROJECT, OR THE FRANCHISEE PARTIES' ENTRY ONTO THE PROJECT, REGARDLESS OF WHETHER THE INSTALLER PARTIES ARE NEGLIGENT FOR ANY REASON, IN WHOLE OR IN PART, AND EVEN WHEN THE INJURY, DEATH OR DAMAGE TO THE FRANCHISEE PARTIES IS CAUSED BY THE SOLE NEGLIGENCE OF THE INSTALLER PARTIES.
- 5. <u>INSURANCE</u>. Prior to the Commencement Date, (a) Franchisee, at its sole cost and expense, shall obtain builder's risk insurance and (b) Installer shall obtain general liability insurance. The builder's risk insurance shall remain in place until Substantial Completion. The general liability insurance shall maintain limits of one million dollars per occurrence and two million in the aggregate and shall name Franchisee as an additional insured. Franchisee further agrees that if Installer or Franchisee file a claim under any insurance policy required by this Agreement, Franchisee shall be solely responsible for the cost of any deductible (save and except if the cause for filing such claim is due solely to Installer's gross negligence). Franchisee agrees to consult with Franchisee's insurance professionals and obtain such insurance that Franchisee deems prudent and necessary to insure Franchisee against all claims that may arise out of the performance of the Work.

6. WARRANTY. Franchisee acknowledges, understands, and agrees that the only warranty given by Installer to Franchisee regarding the Work is the warranty set forth in this section. Franchisee acknowledges that the terms of this warranty provide for the manner, performance, or quality of the desired construction and are clear, specific, and sufficiently detailed to establish the only standards of construction. TO THE EXTENT PERMITTED BY LAW, FRANCHISEE WAIVES ANY CAUSE OF ACTION UNDER ALL IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF GOOD AND WORKMANLIKE CONSTRUCTION, IMPLIED WARRANTY OF HABITABILITY, MERCHANTABILITY, AND FITNESS FOR A PARTICULAR PURPOSE AND STIPULATES THAT SUCH IMPLIED WARRANTIES ARE EXPRESSLY REPLACED BY THIS SECTION. Installer warrants to Franchisee that (a) all materials and equipment furnished shall be new and free from defects and faults, (b) all workmanship shall be performed free from defects and faults, and (c) the Work shall be substantially performed in accordance with applicable law and the Contract Documents. The foregoing warranties shall commence on the grand opening date of the Franchisee's park and shall run for one (1) year thereafter. If Franchisee would like to tender a warranty claim, it shall provide written notice to Installer at the address provided for herein identifying in reasonable detail the claim and when such condition was discovered. Upon receipt of such notice, Installer will repair any warrantable conditions within a reasonable period of time but shall in all event commence repair of such warrantable condition within two weeks of receipt of such notice. Installer shall not be obligated to warrant conditions that have been altered by Franchisee or other third parties. This warranty shall not cover ordinary wear and tear to the Attractions. All manufacturer's warranties on the Attractions are assigned to Franchisee without recourse to Installer. Franchisee acknowledges that it will look directly to the manufacturer of all manufactured products (e.g., trampolines, padding, auto belay system, trolleys, soft play, etc.) for any product liability or warranty claims.

### 7. MANDATORY DISPUTE RESOLUTION.

- A. <u>MEDIATION</u>. If a dispute arises out of or relates to this Agreement and it cannot be settled through negotiation, the parties agree to mediate their dispute prior to trial or the arbitration hearing.
- B. ARBITRATION. Any dispute or claim arising out of or relating to this Agreement, the breach thereof, performance of the Work, property damage (real or personal), personal injury (including death) resulting therefrom, representations made by the Installer Parties, or the scope, arbitrability, or validity of this arbitration agreement (Dispute), shall be brought by the parties in their individual capacity and not as a plaintiff or class member in any purported class or representative capacity, and settled by binding arbitration before a single arbitrator administered by the American Arbitration Association (AAA) per its Construction Industry Arbitration Rules in effect at the time the demand for arbitration is filed. On application of either party, the arbitrator may issue a temporary restraining order, temporary injunction, or protective order per the applicable procedural rules, statutes, and common law of Texas, which the parties agree shall be as enforceable as if it had been issued by a court of this state. Judgment on the arbitration award may be entered in any federal or state court having jurisdiction thereof. No award shall exceed the amount of the claim by either party and the arbitrator shall have no authority to award punitive or exemplary damages. If the Dispute cannot be heard by the AAA for any reason, the Dispute shall be heard by an arbitrator mutually selected by the parties. If the parties cannot agree upon an arbitrator, then either party may petition an appropriate court to appoint an arbitrator. Arbitration shall be subject to 9 U.S.C. § 1 et seq. Any arbitrator appointed hereunder shall be an attorney who specializes in construction law.
- C. WAIVER OF JURY TRIAL. TO THE EXTENT PERMITTED BY LAW, FRANCHISEE AND INSTALLER KNOWINGLY, WILLINGLY, AND VOLUNTARILY, WITH FULL AWARENESS OF THE LEGAL CONSEQUENCES, AFTER CONSULTING WITH COUNSEL (OR AFTER HAVING WAIVED THE OPPORTUNITY TO CONSULT WITH COUNSEL) AGREE TO WAIVE THEIR RIGHT TO A JURY TRIAL OF ANY DISPUTE AND TO RESOLVE ANY AND ALL DISPUTES THROUGH ARBITRATION. THE RIGHT TO A TRIAL BY JURY IS A RIGHT PARTIES WOULD OR MIGHT OTHERWISE HAVE HAD UNDER THE CONSTITUTIONS OF THE UNITED STATES OF AMERICA AND THE STATE IN WHICH THE PREMISES IS LOCATED.

# 8. Default & Remedies.

- A. <u>Franchisee Default</u>. Each of the following constitutes an Franchisee Act of Default and a material breach of this Agreement by Franchisee: (1) Franchisee unreasonably delays Installer in the commencement, prosecution, or performance of the Work; (2) Franchisee interferes with Installer's ability to perform its obligations hereunder; (3) Franchisee fails to execute a Change Order required herein or to change or correct any deficiencies in the Contract Documents; (4) Franchisee shall file a voluntary or involuntary petition for bankruptcy; (5) Franchisee fails to pay all or any part of a request for payment, Change Order, or the Total Contract Price when due; or (6) Franchisee fails to perform any other material obligation contained herein.
- B. <u>INSTALLER DEFAULT</u>. Each of the following constitutes an Installer Act of Default and a material breach of this Agreement by Installer: (1) Installer shall file a voluntary or involuntary petition in bankruptcy or (2) Installer breaches any material provision of this Agreement.
- C. <u>NOTICE OF DEFAULT</u>. Except where excluded herein, if a party hereto commits an Act of Default, the non-defaulting party shall provide notice of default to the defaulting party and ten days to cure prior to exercising any remedy provided herein or at law. If such Act of Default is not cured following notice, the non-defaulting party may terminate this Agreement for cause upon notice to the defaulting party.
- D. <u>Franchisee's Remedies</u>. Franchisee's exclusive remedies due to an Installer Act of Default are limited to termination of this Agreement, take possession of the Project, the return of any sums Franchisee paid Installer that were not used towards the performance of the Work, if any, and the reasonable cost to repair Installer's defective or substandard work. Notwithstanding the foregoing, Franchisee's exclusive remedy with respect to any defect to the Attractions that are found not in conformity with this Agreement shall be limited to, at Installer's option, either (1) replacement of such defective or non-conforming goods or (2) a credit to Franchisee's account for so much of the Total Contract Price as relates to such defective or non-conforming goods. If Installer fails to reach Substantial Completion within a reasonable period of time after the Estimated Completion Date, following written notice and ninety days to cure, Franchisee, as its sole and exclusive remedy, may terminate the Agreement. In such event, Franchisee shall remain liable to pay Installer for all unreimbursed materials purchased or ordered, all work performed through the date of termination.
- E. <u>INSTALLER'S REMEDIES</u>. Installer's remedies due to an Franchisee Act of Default shall be limited to termination of this Agreement and (1) recovery of all damages suffered by Installer, including, but not limited to, payment for all materials, labor, profit, overhead and fees with respect to this Agreement, (2) retention of all unused sums previously paid by Franchisee to Installer as liquidated damages, (3) filing or foreclosure of any mechanic's and materialmen's lien as authorized by law, and (4) expert fees and costs associated with the enforcement of the Agreement or any remedy herein. Installer may retain and offset any amounts on deposit with Installer from Franchisee for damages accruing under this Agreement.
- F. LIMITATION OF CLAIMS & REMEDIES. NOTWITHSTANDING ANYTHING HEREIN TO THE CONTRARY, IN NO EVENT SHALL ANY DAMAGES, INCLUSIVE OF ATTORNEYS' FEES, ARBITRATION FEES, AND COURT COSTS, AWARDED TO FRANCHISEE PURSUANT TO ANY CAUSE OF ACTION EXCEED THE TOTAL CONTRACT PRICE. FURTHER, FRANCHISEE AND INSTALLER RELEASE EACH OTHER FROM ANY SPECIAL, INDIRECT, CONSEQUENTIAL, OR INCIDENTAL DAMAGES, INCLUDING, BUT NOT LIMITED TO, DELAY DAMAGES, MENTAL ANGUISH, DIMINUTION OF VALUE, STIGMA, LOSS OF USE, OR ADDITIONAL INTEREST, FORESEEABLE OR NOT, ARISING OUT OF OR IN CONNECTION WITH ANY CAUSE OF ACTION THAT RELIES IN WHOLE OR IN PART ON THIS AGREEMENT OR THE WORK PERFORMED BY INSTALLER HEREUNDER. FRANCHISEE AND INSTALLER FURTHER WAIVE THE REMEDIES OF SPECIFIC PERFORMANCE AND RESCISSION.
- G. <u>LIMITATION OF ACTION</u>. Any lawsuit in any way arising out of the performance of the Work must be brought within two (2) years and one day of the date the cause of action accrues. <u>THE PARTIES WAIVE ALL CAUSES OF ACTION AGAINST EACH OTHER NOT COMMENCED IN ACCORDANCE WITH THIS SECTION. ANY APPLICABLE STATUTE OF LIMITATIONS SHALL COMMENCE TO RUN AND ANY ALLEGED CAUSE OF ACTION ARISING HEREUNDER SHALL BE DEEMED TO HAVE ACCRUED IN ALL EVENTS NO LATER THAN THE DATE OF SUBSTANTIAL COMPLETION.</u>

H. WAIVER OF SUBROGATION. TO THE EXTENT PERMITTED BY LAW, FRANCHISEE AND INSTALLER WAIVE AND RELEASE EACH OTHER FROM ANY LIABILITY OR RESPONSIBILITY TO EACH OTHER, THEIR RESPECTIVE INSURANCE CARRIERS, OR ANYONE CLAIMING BY, THROUGH, OR UNDER THEM BY WAY OF SUBROGATION OR OTHERWISE, FOR ANY LOSS OR DAMAGE TO PROJECT (REAL OR PERSONAL) OR THE WORK CAUSED BY FIRE OR ANY OTHER CASUALTY, EVEN IF SUCH CASUALTY SHALL HAVE BEEN CAUSED BY THE FAULT OR NEGLIGENCE OF THE INSTALLER PARTIES.

### 9. MISCELLANEOUS.

- A. <u>INDEPENDENT CONTRACTOR</u>. It is the intention of the parties that Installer occupies the status of an independent contractor and that (1) Installer shall not occupy the status of an agent, servant, or employee of Franchisee; (2) the relationship between Installer and Franchisee shall not be that of a partnership, joint venture, or other similar association, and (3) all Subcontractors are independent contractors and not Installer's employee.
- B. <u>NOTICES</u>. Any notice, request, demand, instruction or other communication to be given to either party hereunder or otherwise shall be in writing, and shall be deemed to be received (1), if hand delivered or delivered by express delivery service, upon receipt, or (2) if mailed by registered or certified mail, return receipt requested, when postmarked by the postal service. All notices should be delivered as follows:

If to Installer:
UA Attractions, LLC
Attn: General Counsel
2350 Airport Freeway, Suite 505
Bedford, TX 76022

- C. <u>ASSIGNMENT & INVALIDITY OF PROVISION</u>. Installer may assign its rights hereunder without obtaining Franchisee's consent. Franchisee may not assign its rights, duties, obligations, or liabilities hereunder without the written consent of Installer. If any term, provision, covenant, or condition of this Agreement is held to be invalid, void, or unenforceable, the remainder of the Agreement shall remain in effect and shall not be affected, impaired or invalidated and any discrepancies herein shall be resolved in Installer's favor.
- D. MERGER. This Agreement, its attachments, and any other writings signed by the parties expressly stated to be supplemental hereto and together with any instruments to be executed and delivered pursuant to this Agreement, constitute the entire agreement of the parties concerning the subject matter hereof, supersede any prior agreement or representations made between Franchisee and Installer, either written or oral, and may only be modified in writing. This Agreement shall inure to the benefit of and be binding upon the parties hereto and their heirs, executors, administrators, successors and assigns. The parties shall execute such further documents and do any and all further things necessary to implement and carry out the intent of this Agreement.
- E. GOVERNING LAW, VENUE, & ATTORNEYS' FEES. This Agreement and the performance of all the obligations set forth in this Agreement shall be governed, construed, and enforced by the laws of the State of Texas and this Agreement shall be performable and venue shall lie in Tarrant County, Texas. If either party employs an attorney to enforce the terms of or defend a claim brought under this Agreement, either by arbitration or litigation, the Prevailing Party shall be entitled to reasonable attorneys' fees, arbitration fees, court costs and expenses incurred. Prevailing Party shall mean the party who substantially prevails on the claims or defenses asserted without regard to whether such party recovered any relief, direct benefit, or monetary damages.
- F. <u>WAIVER</u>. The terms, and conditions contained herein and in any attachments hereto may be waived only by written instrument executed by the party waiving compliance, save and except as related to change orders. Any such waiver shall only be effective in the specific instance and for the specific purpose for which it is given and shall not be deemed a waiver of any other provision.
- G. <u>INTELLECTUAL PROPERTY</u>. All documentation, including but not limited to the Contract Documents and all exhibits hereto, which may have been provided to Franchisee concerning this Agreement are proprietary to Installer and shall not be reproduced or disseminated by Franchisee. Franchisee agrees that Franchisee has no ownership rights in the Contract Documents. Installer may take and utilize pictures (film or digital), videos,

audio recordings, or the like of the Project, Attractions, and Work before, during, and after Substantial Completion for Installer's use, marketing, promotion, advertising, and general distribution to the public in the furtherance of Installer's business, including, but not limited to publication in literature, websites and social media sites, blogs, books, publications, magazines, advertisements, and other similar uses. Such materials shall remain the sole and exclusive property of Installer and be used by Installer without compensation to Franchisee. Franchisee agrees that Installer's use of such materials in furtherance of Installer's business shall not be limited.

- H. <u>CASUALTY LOSS</u>. If any part of the Project, Attractions, or Work is damaged or destroyed by fire or other casualty after the Effective Date and prior to Substantial Completion and payment of the Total Contract Price, Franchisee shall remain obligated to pay Installer for all Attractions, work performed, and materials supplied hereunder.
- I. <u>SURVIVAL</u>. The terms and agreements set forth herein, including, but not limited to, the disclaimers, indemnities and releases, shall survive the termination or default of this Agreement, Substantial Completion, and payment in full of the Total Contract Price.
- J. <u>RULE OF CONSTRUCTION</u>. This Agreement has been jointly drafted, negotiated, and agreed upon by Franchisee and Installer. Any rule and contract interpretation that provides that an ambiguity will be construed against the drafting party is inapplicable to this Agreement and shall not be used in connection with the interpretation of this Agreement.
- K. <u>COUNTERPARTS</u>. The Agreement may be executed in one or more counterparts, each of which shall be deemed an original. Said counterparts shall constitute but one and the same instrument and shall be binding upon each of the undersigned as full and completely as if all had signed but one instrument and shall be unaffected by the failure of any of the undersigned to execute any of said counterparts. In addition, if the Agreement or any other document executed in connection with the Agreement is transmitted by facsimile machine, email or other electronic medium (or format,), such document (and the signature of any party on same) shall be treated for all purposes as an original document. Any such faxed, emailed, or electronically transmitted document shall be considered to have the same binding legal effect as an original document.
- L. <u>DISCLAIMER OF REPRESENTATIONS</u>. Except as otherwise expressly provided for herein, Franchisee warrants that Franchisee is not relying on and Installer has not made, does not make, and specifically negates and disclaims any representations, warranties, promises, covenants, agreements, or guaranties of any kind or character whatsoever, either express or implied, oral or written, past, present, or future, of, as to, or concerning or with respect to the Project, Work, or the transactions contemplated herein.
- 10. <u>ACKNOWLEDGMENTS</u>. In executing this Agreement, Franchisee makes the following acknowledgments (please initial each subsection below to acknowledge you have read and understand such provisions):
  - A. Franchisee acknowledges that it is solely responsible for retaining and managing the architect's scope of work related to the Project and the Installer Parties do not maintain any level of responsibility for managing or overseeing the work performed by Franchisee's architect.
    B. Franchisee acknowledges that it is solely responsible for retaining and managing an engineer's scope of work related to the Project and the Installer Parties do not maintain any level of responsibility for managing or overseeing the work performed by Franchisee's engineer.
    C. Franchisee acknowledges that it, and not the Installer Parties, is solely responsible for obtaining all required site surveys and field measurements for the Project.
    D. Franchisee acknowledges if any requests or construction changes or directives are made from the applicable local, county, state, or federal agencies, implementation of same and all associated costs are the Franchisee's sole responsibility.

E.	Franchisee acknowledges that it, and not the Installer Parties, is responsible for obtaining all permits (and associated costs) required for the Project.
F.	Franchisee acknowledges it, and not the Installer Parties, is responsible for all additional labor, and associated costs, necessitated to reinforce the roof or any structural elements due to any additional loads placed on the structure whether it be due to attractions, HVAC, or otherwise.
G.	Franchisee acknowledges it, and not the Installer Parties, is solely responsible for selection of an architect, engineer, and general contractor and that it is not relying on any statements or representations from the Installer Parties in selecting such architect, engineer, and general contractor.
Н.	Franchisee acknowledges it, and not the Installer Parties, is solely responsible for securing and scheduling labor (and all associated costs) necessary to unload the 2.0 attractions from the containers.
I.	Franchisee acknowledges if it is necessary to store the attractions prior to installation it, and not the Installer Parties, is solely responsible for all costs associated with storing such attractions.
J.	Franchisee acknowledges it, and not the Installer Parties, is solely responsible for retaining a third-party inspection (and all associated costs) of all attractions, not just those purchased pursuant to this Agreement, prior to Franchisee's grand opening.
K.	Franchisee acknowledges all attractions installed at the Park must be commissioned by the manufacturer and third-party inspector before the Park may be opened to the public.
L.	Franchisee acknowledges the Park may not open to the public until released by Installer and UATP Management, LLC.
M.	Franchisee acknowledges it, and not the Installer Parties, is solely responsible for manufacturing and installing all stairs and railings throughout the Park, including those needed for any platforms.
N.	Franchisee acknowledges that any deviations to the attached renderings, concept plan, or construction documents must be approved by UATP Management, LLC.
O.	Franchisee acknowledges that it, and not the Installer Parties, is responsible for purchasing and installing (at its sole cost) all fire rated wood, structural corrugated metal, finished flooring material, and skirting for all platforms and stairs. The picture below demonstrates the manner in which the framing of the platform and stairs will be delivered by the Installer Parties, i.e., without fire rated wood, structural corrugated metal, finished flooring material, and skirting.
	material, and skilting.

This Agreement is executed and effective on the Effective Date.				
FRANCHISEE:	INSTALLER: UA ATTRACTIONS, LLC, a Texas limited liability company			
By:**, its Manager	By: Jeff Palla, its President			

# EXHIBIT A – 3D Renderings

# **EXHIBIT B – FORM OF GUARANTY**

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## **GUARANTY AGREEMENT**

- 1. FOR VALUE RECEIVED, the undersigned (collectively, "Guarantor") hereby unconditionally, absolutely, jointly and severally, and irrevocably guarantee the prompt payment when due to UA Attractions, LLC ("Lender"), its successors and assigns, of any and all indebtedness or other liability, fixed or contingent, which \_\_\_\_\_\_\_\_\_\_("Franchisee"), may now or at any time hereafter owe said Lender, including without limitation that certain indebtedness (including all interest or other charges accruing thereon or incurred thereunder) evidenced by that certain Purchase and Installation Agreement dated of even date herewith ("P&I Agreement"), in the stated principal amount of \$\_\_\_\_\_\_\_\_, payable as therein provided, executed by Franchisee payable to the order of Lender and secured by, among other things, the security agreement set forth within the Note, executed by Franchisee for the benefit of Lender.
- 2. It is expressly understood and acknowledged that the execution and delivery of this Guaranty is a condition precedent to Lender's obligation to make loans under the Note and is an integral part of the transactions contemplated thereby, and Lender would not extend credit under the Note but for Guarantor's execution and delivery of this Guaranty. Guarantor is a beneficial owner or affiliate of Franchisee or otherwise will materially benefit from Lender's extension of the loan evidenced by the Note to Franchisee. The value of the consideration received or to be received by Guarantor is reasonably worth at least as much as the liability and obligation of Guarantor hereunder, and such liability and obligation may reasonably be expected to benefit Guarantor directly and indirectly.
- 3. Guarantor expressly waives diligence on the part of Lender in the collection of any and all of said indebtedness, whether fixed or contingent, and waives presentment, protest, dishonor, notice of acceptance of this Guaranty Agreement ("Guaranty"), notice of non-performance, notice of acceleration, demands for performance and approval of any modifications, renewals or extensions of the indebtedness that may be granted to Franchisee. Lender shall be under no obligation to notify Guarantor of its acceptance of this Guaranty, nor of any advances made or credit extended on the faith hereof, nor of the failure of Franchisee to pay said indebtedness as it matures, nor to use diligence in preserving the liability of any entity or person on said indebtedness whether fixed or contingent, nor in bringing suit to enforce collection of said indebtedness, nor of notice of any instrument now or hereafter executed in favor of Lender evidencing or securing said indebtedness. Guarantor individually and severally further agrees to pay reasonable attorneys' fees and litigation costs should this Guaranty be placed in the hands of an attorney for collection, or should it be collected through any court.
- 4. Guarantor agrees that this is a continuing Guaranty and that it may be enforced by Lender without first resorting to or exhausting any security or collateral, or without first having recourse to the Note or its remedies as to any security or as to any of the property covered by the Note through foreclosure proceedings or otherwise. Further, Lender shall not be required to exhaust its remedies against accommodation makers, sureties and endorsers or any other guarantors. Pursuit by Lender of any of its remedies shall not impair this Guaranty and shall not be deemed an election of remedies. To the extent permitted by law, Guarantor waives the benefit of any statute of limitation affecting Guarantor's liability hereunder or the manner or mode of enforcement thereof.
- 5. Guarantor consents, without affecting Guarantor's liability to Lender hereunder, that Lender may, without notice to or consent of Guarantor, upon such terms as it may deem advisable, (a) extend, in whole or in part, by renewal, modification or otherwise, the time of payment of the indebtedness owing by Franchisee to Lender, or held by Lender as security for the indebtedness, (b) settle or compromise any claim of Lender against Franchisee, or against any other person, firm or corporation, whose obligation is held by Lender as collateral security for the indebtedness, or (c) offset the full amount of the indebtedness guaranteed hereby without notice, against any accounts or sums of Guarantor held by Lender, as security or otherwise. Guarantor hereby ratifies and affirms any such extension, renewal, modification, settlement, compromise, or offset; and waives all defenses, counterclaims, or offsets which Guarantor might have by reason thereof.

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- 6. If all or any part of the indebtedness hereby guaranteed shall be secured, Guarantor agrees that Lender may from time to time, at its discretion, with or without valuable consideration, allow release, surrender, substitution, exchange, subordination, loss or withdrawal of security or collateral, and should Franchisee execute in favor of said Lender any collateral agreement, the exercise by Lender of any right conferred upon it in said agreement shall be wholly discretionary with Lender, and such exercise of, or failure to exercise such right shall not in any manner impair or diminish the obligations of Guarantor hereunder. Lender may, without in any manner impairing or diminishing the obligations of Guarantor hereunder, elect to pursue any available remedy against Franchisee or against any security held by Lender, whether or not the exercise by Lender of any such remedy shall result in loss to Guarantor of any right of subrogation or right to proceed against Franchisee for reimbursement.
- 7. In the event Franchisee is a corporation, joint stock association, company or partnership, or is hereafter incorporated, if the indebtedness at any time hereafter exceeds the amount permitted by law, if the indebtedness is at any time hereafter deemed to be usurious, or Franchisee is not liable because the act of creating the obligation is *ultra vires*, or the officers or persons creating same acted in excess of their authority, and for any of these reasons the indebtedness to Lender which Guarantor agreed to pay cannot be enforced against the corporation, joint stock association or partnership, such facts shall in no manner affect Guarantor's liability hereunder, but Guarantor shall be liable hereunder, notwithstanding that such corporation, joint stock association or partnership is not liable for such indebtedness, and to the same extent as Guarantor would have been if the indebtedness of Franchisee had been enforceable against it.
- 8. Guarantor further agrees that this Guaranty shall not be discharged, impaired or affected by (a) the transfer by Franchisee of all or any portion of the Warrior Course, trampolines, or softplay, or of any other Collateral or described in the Note or in any other security document, or (b) any defense (other than the full payment of the indebtedness hereby guaranteed in accordance with the terms hereof) that Guarantor may or might have as to Guarantor's respective undertakings, liabilities and obligations hereunder, each and every such defense being hereby waived by the undersigned Guarantor.
- 9. Should the status of Franchisee change, this Guaranty shall continue and also cover the indebtedness of Franchisee under the new status, according to the terms hereof guaranteeing the indebtedness of the original Franchisee.
- 10. Guarantor waives any defense arising by reason of any disability or other defense of Franchisee or by reason of the cessation from any cause whatsoever of the liability of Franchisee. Until all indebtedness of Franchisee to Lender shall have been paid in full, Guarantor shall have no right of subrogation, and waives any right to enforce any remedy which Lender now has or may hereafter have against Franchisee; and Guarantor waives any benefit of, and any right to participate in, any security now or hereafter held by Lender.
- 11. This Guaranty shall remain and continue in full force and effect notwithstanding the institution by or against Franchisee of bankruptcy, reorganization, readjustment, receivership or insolvency proceedings of any nature, or the disaffirmance of the said indebtedness in any such proceedings, or otherwise.
- 12. In the event any payment made by Franchisee to Lender is held to constitute a preference under the U.S. Bankruptcy Code, or if for any other reason Lender is required to refund such payment or pay the amount thereof to any other party, such a payment shall not constitute a release of Guarantor from any liability hereunder, but Guarantor agrees to pay such amount to Lender upon demand.
- 13. In the event Guarantor is a corporation, Guarantor warrants and represents that it has authority to execute and deliver this Guaranty and agrees that it will do all things necessary to preserve and keep in full force and effect its existence, franchises, rights and privileges as a business or stock corporation under the laws of the state of its incorporation.

- 14. To the extent permitted by law, Guarantor expressly waives and relinquishes all rights and remedies of surety, including but not limited to, all rights and remedies provided under Chapter 34 of the Texas Business and Commerce Code, as amended.
- 15. To the extent permitted by law, Guarantor expressly waives and relinquishes any and all rights and remedies under Sections 51.003, 51.004 and 51.005 of the Texas Property Code, as amended, including without limitation, the right to seek an offset of any deficiency judgment based on the fair market value of the property covered by the Note.
- 16. This Guaranty is for the benefit of Lender, its successors and assigns, and in the event of an assignment by Lender, its successors or assigns, of the said indebtedness, or any part thereof, the rights and benefits hereunder shall be transferred with such indebtedness without further act on the part of Lender and without notice to Guarantor.
- 17. Suit may be brought against Guarantor or against any other guarantor without impairing the rights of Lender, its successors or assigns, against any guarantor, and Lender may compromise or settle with any guarantor for such sum or sums as it may see fit and release such guarantor from all further liability to Lender for such indebtedness without impairing the right of Lender to demand and collect the balance of such indebtedness from other guarantors not so released; but it is agreed, however, that such compromise, settlement and release shall not in any manner impair the rights of the guarantors as among themselves.
- 18. In the event of the death of any Guarantor hereunder, the obligation of the deceased shall continue in full force and effect against his or her estate or beneficiaries as to all indebtedness which shall have been created or incurred by Franchisee prior to the time when Lender shall have received notice, in writing, of such death; and this Guaranty shall from the date of such death as to all indebtedness created, incurred or arising after such death remain and continue in full force as a Guaranty by any surviving Guarantors.
- 19. Guarantor, individually and severally, expressly agrees that this contract is performable in Tarrant County, Texas.
- 20. The invalidity or unenforceability in any particular circumstances of any provision of this Guaranty shall not extend beyond such provision or such circumstances, and no other provision of this instrument shall be affected thereby.
- 21. Guarantor acknowledges and agrees that Guarantor has received and reviewed a copy of the Note, by and between Franchisee and Lender, and all other documents executed in connection with the Note.
- 22. Guarantor agrees to furnish to Lender financial statements and tax returns for Guarantor upon the reasonable request of Lender, in such form and detail reasonably acceptable to Lender. Guarantor shall provide notice, disclose and certify to Lender any material changes in Guarantor's debt or net worth, and upon the reasonable request of Lender, certify that there has been no material change in Guarantor's personal debt or net worth since the previous financial statement delivered to Lender. Guarantor covenants and agrees that Guarantor shall not, without the prior consent of Lender, transfer assets to any third-party except in the ordinary course of Guarantor's business affairs and in exchange for reasonably equivalent value.
- 23. Any notice or demand required hereunder shall be deemed to be delivered when deposited in the United States mail, postage prepaid, certified mail, return receipt requested, addressed to Guarantor or Lender, as the case may be, at the address set out herein below, or at such other address as such party may hereafter deliver in accordance herewith:

### LENDER:

UA Attractions, LLC 2350 Airport Freeway, Suite 505 Bedford, Texas 76022 ATTN: Chief Legal Officer

With a copy to:

UATP Management, LLC 2350 Airport Freeway, Suite 505 Bedford, Texas 76022 ATTN: Chief Legal Officer

<u>GUARANTOR</u> :								

Any other method of delivery or demand shall be effective only when actually received by the recipient thereof. If and when included within the term "Guarantor" or "Lender" there are more than one person, all shall jointly arrange among themselves for their joint execution and delivery of a notice to the other specifying some person at some specific address for the receipt of all notices, demands, payments or other documents. All persons included within the terms "Guarantor" or "Lender," respectively, shall be bound by notices, demands, payments and documents given in accordance with the provisions of this <u>Article 23</u> to the same extent as if each had received such notice, demand, payment or document.

- 24. GOVERNING LAW AND VENUE. THIS GUARANTY IS EXECUTED AND DELIVERED IN CONNECTION WITH A LENDING TRANSACTION NEGOTIATED AND CONSUMMATED IN TARRANT COUNTY, TEXAS, AND SHALL BE GOVERNED BY, CONSTRUED, AND PERFORMED IN ACCORDANCE WITH THE LAWS OF THE STATE OF TEXAS. ANY LITIGATION ARISING OUT OF OR RELATED TO THIS GUARANTY OR ANY OTHER DISPUTE BETWEEN THE PARTIES SHALL BE BROUGHT AND MAINTAINED EXCLUSIVELY IN A FEDERAL OR STATE COURT SERVING THE JUDICIAL DISTRICT IN WHICH LENDER'S PRINCIPAL HEADQUARTERS ARE LOCATED AT THE TIME LITIGATION IS COMMENCED. GUARANTOR HEREBY IRREVOCABLY SUBMITS TO THE EXCLUSIVE JURISDICTION OF SUCH COURTS AND SPECIFICALLY WAIVES ANY OBJECTION GUARANTOR MAY HAVE TO EITHER THE JURISDICTION OR EXCLUSIVE VENUE OF SUCH COURTS.
- 25. WAIVER OF JURY TRIAL. GUARANTOR, TO THE FULLEST EXTENT PERMITTED BY APPLICABLE LAW, HEREBY KNOWINGLY, INTENTIONALLY, IRREVOCABLY, UNCONDITIONALLY AND VOLUNTARILY, WITH AND UPON THE ADVICE OF COMPETENT COUNSEL, WAIVES, RELINQUISHES AND FOREVER FORGOES THE RIGHT TO A TRIAL BY JURY IN ANY ACTION OR PROCEEDING BASED UPON, ARISING OUT OF, OR IN ANY WAY RELATING TO THIS NOTE OR ANY OF THE LOAN DOCUMENTS, OR ANY CONDUCT, ACT OR OMISSION OF GUARANTOR, OR ANY OF THEIR DIRECTORS, OFFICERS, PARTNERS, MEMBERS, EMPLOYEES, AGENTS OR ATTORNEYS, OR ANY OTHER PERSONS AFFILIATED WITH PAYEE OR GUARANTOR, OR ANY OF THEIR DIRECTORS, OFFICERS, PARTNERS, MEMBERS, EMPLOYEES, AGENTS OR ATTORNEYS, OR ANY OTHER PERSONS AFFILIATED WITH PAYEE OR GUARANTOR, IN EACH OF THE FOREGOING CASES, WHETHER SOUNDING IN CONTRACT, TORT OR OTHERWISE.

26. <b>JOINT AND SEVERAL LIABILITY.</b> Should this Guaranty be signed or endorsed by more than one person or entity, all of the obligations herein contained shall be considered the joint and several obligations of each guarantor hereof.
EXECUTED effective as of the date written herein above.
GUARANTOR:
Signature
Signature
Name
Date

# EXHIBIT H TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

# FINANCIAL STATEMENTS

# Unleashed Brands, LLC and Subsidiaries

Consolidated Financial Statements as of and for the Year Ended December 31, 2023, and Independent Auditor's Report

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Deloitte & Touche LLP 2200 Ross Ave. Suite 1600 Dallas, TX 75201

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#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Unleashed Brands, LLC

### Opinion

We have audited the consolidated financial statements of Unleashed Brands, LLC and subsidiaries (the "Company"), which comprise the consolidated balance sheet as of December 31, 2023, and the related consolidated statements of operations and comprehensive income, changes in members' equity, and cash flows for the year then ended, and the related notes to the consolidated financial statements (collectively referred to as 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 for one year after the date that the financial statements are 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.

Delatte i Touche UP April 18, 2024

# CONSOLIDATED BALANCE SHEET AS OF DECEMBER 31, 2023

(In thousands)

CURRENT ASSETS:	
•	\$ 15,975
Investments—at fair value Accounts receivable—net	6,877 16,341
Inventory	1,366
Deferred attraction costs	15,535
Deferred initial franchise fee costs—current	1,069
Deferred income taxes	191
Prepaids and other current assets	7,325
Total current assets	64,679
DEFERRED INITIAL FRANCHISE FEE COSTS—Net of current maturities	19,418
RECEIVABLE FROM RELATED PARTY—Net	97,342
OPERATING LEASE RIGHT-OF-USE ASSET—Net	38,191
PROPERTY AND EQUIPMENT—Net	8,184
GOODWILL—Net	4,030
INTANGIBLE ASSETS—Net	502
OTHER ASSETS—Net	112
TOTAL ASSETS	\$ 232,458
LIABILITIES AND MEMBERS' EQUITY	
CURRENT LIABILITIES:	
	\$ 3,937
Accrued liabilities	14,200
Operating lease liability—current  Marketing funds	5,190 3,396
Deferred attractions revenues	14,677
Deferred franchise fee revenues—current	2,893
Unpaid insurance losses and loss adjustment expenses	10,034
Unearned insurance premium	149
Total current liabilities	54,476
OPERATING LEASE LIABILITY—Net of current portion	42,068
CONTRACT LIABILITIES—Net of current portion	53,087
Total liabilities	149,631
MEMBERS' EQUITY: Cumulative earnings	82,827
Total members' equity	82,827
IOTAL LIADILITIES AND IVICIVIDERS EQUITY	\$ 232,458

# CONSOLIDATED STATEMENT OF OPERATIONS FOR THE YEAR ENDED DECEMBER 31, 2023 (In thousands)

REVENUES: Royalty revenues Attraction revenues Merchandise revenues Company-owned unit revenues Franchise fee revenues Marketing fund revenues Net earned insurance premiums Other revenues	\$ 56,147 23,757 7,617 19,370 4,526 23,995 3,154 12,921
Total revenues	151,487
OPERATING EXPENSES: Attraction costs Company-owned unit costs Marketing fund costs Salaries and wages Incurred insurance losses and loss adjustment expenses Selling, general, and administrative Amortization of goodwill and intangibles Depreciation and amortization expense  Total operating expenses	17,348 17,066 23,995 25,809 7,060 23,276 513 1,868
Income from operations	34,552
OTHER (EXPENSES) INCOME: Loss on disposal of property and equipment Other income—net	(216) 893
Total other income	677
Income before federal and state tax benefits	35,229
Federal tax State tax	863 18
Net income	\$ 36,110

# CONSOLIDATED STATEMENT OF CHANGES IN MEMBERS' EQUITY FOR THE YEAR ENDED DECEMBER 31, 2023 (In thousands)

	Total Members' Equity
BALANCE—January 1, 2023	\$ 46,717
Net Income	36,110
BALANCE—December 31, 2023	\$ 82,827

# CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2023 (In thousands)

CASH FLOWS FROM OPERATING ACTIVITIES:	
Net income	\$ 36,110
Adjustments to reconcile net income to net cash provided by operating activities:	Ψ 30,110
Allowance for credit losses	660
Depreciation and amortization expense	1,868
Amortization of goodwill and intangibles	513
Operating lease right-of-use asset amortization	7,255
Gain on transfer of operating lease right-of-use asset	(1,117)
Impairment of assets	159
Loss on disposal of property and equipment	216
Change in operating assets and liabilities—net:	
Accounts receivable	(2,250)
Inventory	(607)
Deferred attractions costs	3,106
Deferred initial franchise fee costs	(284)
Deferred income taxes	92
Prepaids and other current assets	1,414
Accounts payable	116
Accrued liabilities	2,643
Marketing funds	(2,605)
Deferred attractions revenues	635
Contract liabilities	9,773
Operating lease liability	(3,681)
Unpaid insurance losses and loss adjustments	3,663
Unearned insurance premium	(2,719)
Insurance premium refunds and losses payable	(20)
Net cash provided by operating activities	54,940
CASH FLOWS FROM INVESTING ACTIVITIES:	
Purchases of property and equipment	(1,925)
Proceeds from sale of investments (Note 2)	1,281
Receivable from related party	(51,107)
Payments received on notes receivable	441
Net cash used in investing activities	(51,310)
Net change in cash and cash equivalents	3,630
CASH AND CASH EQUIVALENTS—Beginning of year	12,345
CASH AND CASH EQUIVALENTS—Ending of year	<u>\$ 15,975</u>
SUPPLEMENTAL DISCLOSURES—Cash paid for interest expense	\$ 9
NONCASH TRANSACTIONS:	
Operating lease right-of-use asset obtained in exchange for operating lease liability	\$ 12,886
Acquired accrued liabilities	\$ (11)
. aga aa aaa. aaa maamaa	7 (±±)

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS AS OF AND FOR THE YEAR ENDED DECEMBER 31, 2023 (In Thousands)

### 1. NATURE OF OPERATIONS

Unleashed Brands, LLC (the "Company") commenced operations on September 1, 2021, as a Delaware limited liability company. The consolidated financial statements as of December 31, 2023, include the accounts of the Company and its subsidiaries.

As of December 31, 2023, the Company's portfolio of six franchised brands includes "Urban Air Adventure Parks," a family entertainment facility developer and franchisor; "Snapology," a franchisor of STEM/STEAM curriculum for children; "The Little Gym," a franchisor of enrichment and physical development centers for children; "Premier Martial Arts," a franchisor of martial arts studios focused on children; "Class 101," a franchisor of college guidance services; and "XP League," a franchisor of youth eSports leagues. In addition to franchised owned locations, the Company owns and operates 26 company-owned locations of its brands and Adventis Insurance, Inc. ("Adventis") (Note 8) an insurance company providing general liability and workers compensation coverages to franchise owners of Urban Air Adventure Parks as of December 31, 2023. The Company is wholly owned by UA Holdings, LLC. The Company has a perpetual duration, unless dissolved earlier in accordance with the Company operating agreement.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Basis of Presentation**—The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (GAAP). All significant intercompany balances and transactions have been eliminated in consolidation.

**Use of Estimates**—The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates. The most significant estimates relate to measurement of unpaid insurance losses and loss adjustment expenses and impairment testing of intangible assets and goodwill.

Cash and Cash Equivalents—The Company considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. At December 31, 2023, the Company had \$775 in such investments. The Company maintains deposits primarily in three financial institutions, which may at times exceed amounts covered by insurance provided by the US Federal Deposit Insurance Corporation (FDIC). The Company has not experienced any losses related to amounts in excess of FDIC limits.

**Investments in Debt and Equity Securities**— Investments in equity securities, with readily determinable fair values, are measured at fair value at the time of purchase, with subsequent changes in fair value included in other income or expense in the consolidated statement of operations. All of the Company's debt securities as of December 31, 2023, were classified as available for sale. Available-for-

sale securities may be sold prior to maturity and are carried at fair value. The Company accounts for its investments in debt securities in accordance with FASB ASC 320, *Investments—Debt Securities*. Management determines the appropriate classification of its investments at the time of purchase and reevaluates such determination at each balance sheet date.

The amortized cost of debt securities is adjusted using the effective interest rate method for amortization of premiums and accretion of discounts. Such amortization and accretion are included in other income in the consolidated statement of operations. Net unrealized gains on available-for-sale debt securities were \$190 for the year ended December 31, 2023.

Other-Than-Temporary Impairments on Investments—The Company determines other-than-temporary impairments on debt securities in accordance with certain provisions of FASB ASC 320. This guidance requires the Company to evaluate whether it intends to sell an impaired debt security or whether it is more likely than not that it will be required to sell an impaired debt security before recovery of the amortized cost basis. If either of these criteria are met, an impairment equal to the difference between the debt security's amortized cost and its fair value is recognized in earnings. For impaired debt securities that do not meet these criteria, the Company determines if a credit loss exists with respect to the impaired security. If a credit loss exists, the credit loss component of the impairment, which is equal to the difference between the security's amortized cost and its projected net present value of future cash flows from the security, is recognized in other income. For the year ended December 31, 2023, no impairments related to debt securities were recorded. At December 31, 2023, the Company held \$4,626 in debt securities.

Accounts Receivable—Accounts receivable consists of franchise royalties and other costs billed to franchisees. Accounts receivables are stated at amounts management expects to collect from outstanding balances. Credit is extended to customers based upon evaluation of the customer's financial condition, and collateral is not required. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable. As of December 31, 2023, the Company had an allowance for credit losses of \$1,644.

**Inventory**—Inventory is stated at the lower of cost or net realizable value using the first-in, first-out method. The Company records a provision for obsolete and slow-moving inventory, when necessary, based on current inventory levels as well as historical and expected future production levels. Based on the Company's assessment, there was no provision for obsolete inventory and no lower of cost or net realizable value adjustments at December 31, 2023.

**Deferred Initial Franchise Fee Costs**—The Company has capitalized costs in relation to commission costs incurred for the sale of franchise agreements. Capitalized costs directly related to these activities are \$20,487 as of December 31, 2023, and are reported as deferred initial franchise fee costs in the accompanying consolidated balance sheet.

**Leases**— Effective January 1, 2022, the Company adopted FASB ASU No. 2016-02, Leases (Topic 842), and all related amendments using the modified retrospective approach.

The Company recognizes the assets and liabilities that arise from leases in the consolidated balance sheet. At lease inception, leases are classified as either finance leases or operating leases with the associated right-of-use assets and lease liabilities measured at the net present value of future lease

payments. Operating lease right-of-use assets are expensed on a straight-line basis as lease expense over the noncancelable lease term. Lease expense for the Company's finance leases is comprised of the amortization of the right-of-use asset and interest expense recognized based on the effective interest method. As of December 31, 2023, the Company recorded operating lease right-of-use assets and lease liabilities at their fair value.

The Company has elected not to separate lease and non-lease components for all asset classes.

When the rate implicit in the lease is not determinable, rather than use the Company's incremental borrowing rate, the Company elected to use a risk-free discount rate, based on similar term US Treasury note or bond rates, for the initial and subsequent measurement of lease liabilities for all asset classes.

The Company elected not to apply the recognition requirements to all leases with an original term of 12 months or less, for which the Company is not likely to exercise a renewal option or purchase the asset at the end of the lease; rather, short-term leases will continue to be recorded on a straight-line basis over the lease term.

**Contract Assets and Liabilities**—The Company has contract liabilities, which represent deferred revenues from certain preopening activities and area development fees. The Company has determined that preopening activities and area development fees do not represent distinct goods or services transferred to the franchisee. Accordingly, these costs are deferred over the related franchise agreement, which is typically 10 years.

The Company's contract assets relating to attraction costs include the costs to acquire and transport the attraction equipment, labor for its installation, and other indirect costs related to contract performance. All costs incurred are recorded in the consolidated balance sheet as deferred attraction costs and are incurred on uncompleted attractions until the associated revenues are realizable, which is typically at the grand opening. As of December 31, 2023, incurred costs related to unopened franchise parks totaled \$15,535.

**Fair Value of Financial Instruments**—The Company's financial instruments include cash, investments, accounts receivable, and accounts payable. On December 31, 2023, the carrying value of these financial instruments approximate their fair values because of the short-term maturities or variable borrowing rate nature of these instruments.

**Property and Equipment**—Property and equipment are stated at cost, less accumulated depreciation. Expenditures which substantially improve or extend the useful life of property are capitalized. Routine maintenance and repair costs are expensed as incurred. Property and equipment are capitalized if they have individual costs of at least \$5 and useful lives of greater than one year. Leasehold improvements are amortized over the lesser of the lease term or useful life if applicable. Upon retirement or disposition of property and equipment, the cost and related accumulated depreciation are removed from the accounts, and the gains or losses are reflected in the consolidated statement of operations.

Depreciation and amortization are calculated using the straight-line method over the established useful lives of the individual assets as follows:

#### **Useful Lives**

Transportation assets	3–5 years
Leasehold improvements	7–15 years
Computer and software	3 years
Furniture, fixtures, and equipment	5 years
Vehicles	5 years

Impairment of Long-Lived Assets—In accordance with ASC 360-10, Accounting for the Impairment or Disposal of Long-Lived Assets, the Company reviews long-lived assets for impairment whenever events or changes in circumstances indicate the carrying amount of an asset may no longer be recoverable. The Company assesses recoverability of the carrying amount by estimating the undiscounted future net cash flows expected to result from the asset over its expected useful life, including eventual disposition. If the future undiscounted net cash flows are less than the carrying amount of the asset, an impairment loss is recorded equal to the difference between the assets carrying amount and its fair value. No impairment of long-lived assets was recognized for the year ended December 31, 2023.

**Goodwill and Intangible Assets** — The Company amortizes goodwill over 10 years. Intangible assets acquired in a business combination are recorded at fair value. Intangible assets with finite lives are amortized based on the pattern in which the economic benefits of the assets are estimated to be consumed, or using the straight-line method if that pattern cannot be reliably determined, over the useful lives as disclosed in Note 5.

We test goodwill and other definite-lived intangible assets for impairment if an event occurs or changes in circumstance indicate that the fair value of the entity may be below its carrying value. A goodwill impairment loss, if any, is measured as the amount by which the carrying value of the entity including goodwill exceeds its fair value.

Indefinite-lived assets are not amortized but are evaluated for impairment on an annual basis or more frequently if indicators of impairment are present. Impairment charges related to indefinite-lived assets are recognized when the fair value is less than the carrying value of the asset. Costs incurred to renew or extend the term of a recognizable asset are expensed as incurred.

**Insurance Related Activities**—The Company uses Adventis, a wholly owned subsidiary of the Company and captive insurance company to issue policies for general liability coverage and workers' compensation coverage to franchise owners.

**Unpaid Insurance Losses and Loss Adjustment Expenses**—Reserves for unpaid losses and loss adjustment expenses includes case basis estimates of reported losses, plus amounts for incurred but not reported (IBNR) losses calculated based upon loss projections utilizing industry data. In establishing this reserve, the Company utilizes the findings of an independent consulting actuary. Management believes that its aggregate reserve for unpaid losses and loss adjustment expenses at year-end represents its best estimate, based on the available data, of the amount necessary to cover the ultimate cost of losses. As adjustments to these estimates become necessary, such adjustments are reflected in current operations.

*Insurance Premiums*—Premiums are earned over the period that coverage is provided. Unearned premiums are calculated on a daily pro rata basis for the unexpired terms of individual policies in force.

**Premium Deficiency**—The Company recognizes premium deficiencies when there is a probable loss on an insurance contract. Premium deficiencies are recognized if the sum of expected losses and loss adjustment expenses, expected dividends to the policy holder, unamortized deferred acquisition costs, and maintenance costs exceed unearned premiums and anticipated investment income. There was no premium deficiency for the year ended December 31, 2023.

**Revenue Recognition**—The Company's revenues are substantially comprised of service revenues. Revenue is recognized when the Company satisfies its performance obligation under each contract after it has provided the service to each customer. A performance obligation is a promise in a contract to transfer a distinct product or service to a customer.

Revenue is measured as the amount of consideration the Company expects to receive in exchange for transferring products or providing services. The nature of the Company's contracts do not give rise to any notable amounts of variable consideration with its customers. The Company's contracts do not give rise to any significant financing components (including contracts where the timing of the transfer of goods or services is at the discretion of the customer). Neither the type or location of services performed do not significantly impact the nature, amount, timing, or uncertainty of revenues and cash flows.

The Company performs the following obligations within each franchise agreement contract - approval of real estate and facility layout for non-mobile units, training of the franchisee and the franchisee's employees, and provides access to the respective brand's intellectual property, which are not distinct within the context of the contract. The Company has concluded that there is a single performance obligation related to each contract recognized at the time of the unit opening.

Substantially, all of the Company's revenues are from services provided to customers at a point in time, with the exception of franchise fee revenue and insurance premiums, which are deferred and recognized over the term of the related agreements.

The Company's costs which are not incremental to obtaining a contract are expensed as incurred.

Sales, value added, and other taxes collected from customers and remitted to governmental authorities are accounted for on a net (excluded from revenues) basis.

The primary sources of revenue for the Company are recognized as follows:

**Royalty Revenues**—Royalty revenue is recognized in the period earned and is equal to approximately 7–8% of gross franchisee revenue. Royalty revenues are allocated to the outcome from the performance obligation of having access to the license, i.e., franchise location's monthly sales. The Company records the royalty revenue as the franchisee's monthly sales occur.

**Attraction Revenues**—Attraction revenue is recognized as revenue when earned, which is at the grand opening of the associated franchised park.

**Merchandise Revenues**—Merchandise revenue relates to commissions received from third-party companies that purchase inventory and sell merchandise to franchisee locations. The third-party vendors provide this merchandise at a cost to the franchisees that is lower than they could

otherwise purchase individual items in like quantities, quality, etc. The third parties, under license from the Company of its trademarks, procures licensed products from manufacturers and sells them to the Company's franchisees. The Company recognizes revenue as the underlying purchases are made by the franchisees, net of estimated returns, based on agreed-upon commission rates.

Franchise Fee Revenues—Franchise fee revenue is recognized as revenue when earned. The Company receives an initial franchise fee as franchise agreements are signed. Franchise fee revenue is deferred until opening of the location, and then recognized over the term of the franchise agreement, which is typically 10 years (over time revenue). At December 31, 2023, deferred franchise fee revenues totaled \$55,980, and are classified as contract liabilities in the consolidated balance sheet (Note 6).

**Other Revenues**—Other revenues include various ancillary revenue streams all recognized when earned, which is generally as services are performed.

Marketing Fund Revenues—The Company administers various marketing funds for its brands, for which franchisees and Company-owned parks both contribute. The contributions range from 1–4% of gross sales based on the franchise brand. These contributions are used for various forms of brand advertising in accordance with its various brand franchise agreements. The Company has a contractual obligation to use marketing fund contributions for advertising, public relations, merchandising, and similar activities. Marketing fund liabilities are included in the consolidated balance sheet as marketing funds and totaled \$3,396 as of December 31, 2023. Marketing fund revenues and expenditures are recorded on a gross basis within the consolidated statement of operations as contributions are billed, increasing both the gross amount of reported revenues and expenses and generally has no impact on income (loss) from operations and net income (loss).

The Company disaggregates revenue from contracts with customers by project type, as the Company believes it best depicts how the nature, amount, timing, and uncertainty of revenue and cash flows are affected by economic factors. All the Company's revenues are recognized at a point-in-time with the exception of initial franchise fees and insurance premiums, which are recognized over the term of the related agreements. The following table presents the Company revenues disaggregated by timing:

Over time revenue	\$ 7,680
Point in time revenue	143,807
Total	\$151,487
10tai	7 131,407

**Advertising Costs**—Advertising costs are expensed as incurred and totaled \$4,149 for the year ended December 31, 2023. These costs are included in selling, general, and administrative expenses in the consolidated statement of operations.

**Income Taxes**—The Company is organized as a Delaware limited liability company and, therefore, federal tax obligations are passed through to its members. The Company is subject to various state taxes.

The Company accounts for uncertain tax positions in accordance with the asset and liability method. The Company has evaluated its tax positions and has not identified any material uncertain tax positions that would not be sustained in federal or state income tax examination or that require disclosure. Accordingly, no provision for uncertainties in income taxes has been made in the accompanying

consolidated financial statements. The Company recognizes interest and penalties on income taxes as a component of income tax expense.

Recently Issued Accounting Pronouncements—During June 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2016-13, Measurement of Credit Losses on Financial Instruments. ASU No. 2016-13 requires financial assets measured at amortized cost to be presented at the net amount expected to be collected, through an allowance for credit losses that is deducted from the amortized cost basis. The measurement of expected credit losses is based on relevant information about past events, including historical experience, current conditions, and reasonable and supportable forecasts that affect the collectability of the reported amount. During November 2018, April 2019, May 2019, November 2019, and March 2020, the FASB also issued ASU No. 2018-19, Codification Improvements to Topic 326, Financial Instruments—Credit Losses; ASU No. 2019-04, Codification Improvements to Topic 326, Financial Instruments—Credit Losses; ASU No. 2019-05, Targeted Transition Relief; ASU No. 2019-11, Codification Improvements to Topic 326, Financial Instruments—Credit Losses; and ASU No. 2020-03, Codification Improvements to Financial Instruments, respectively. ASU No. 2018-19 clarifies the effective date for nonpublic entities and that receivables arising from operating leases are not within the scope of Subtopic 326-20, ASU Nos. 2019-04, and ASU No. 2019-05 amend the transition guidance provided in ASU No. 2016-13, and ASU Nos. 2019-11 and 2020-03 amend ASU No. 2016-13 to clarify, correct errors in, or improve the guidance. ASU No. 2016-13 (as amended) is effective for annual periods and interim periods within those annual periods beginning after December 15, 2022. The Company adopted the standard effective January 1, 2023. The impact of the adoption was not considered material to the financial statements and primarily resulted in new/enhanced disclosures only.

### 3. FAIR VALUE MEASUREMENTS

FASB Accounting Standards Codification (ASC) 820, Fair Value Measurements and Disclosures, defines fair value as the price that would be received to sell an asset, or paid to transfer a liability, in the principal or most advantageous market in an orderly transaction between market participants on the measurement date. The fair value standard also establishes a three-level hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of observable inputs when measuring fair value.

The valuation hierarchy is based upon the transparency of inputs to the valuation of an asset or liability on the measurement date. The three levels are defined as follows:

**Level 1**—Quoted prices are available in active markets for identical instruments as of the reporting date. The type of instruments included in Level 1 include listed equities and listed derivatives.

**Level 2**—Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the reporting date, and fair value is determined through the use of models or other valuation methodologies. Instruments which are generally included in this category include corporate bonds and loans, less liquid and restricted equity securities and certain over-the-counter derivatives.

**Level 3**—Pricing inputs are unobservable for the instrument and includes situations where there is little, if any, market activity for the instrument. The inputs into the determination of fair value require significant management judgment or estimation. Instruments that are included in this category generally include general and limited partnership interests in corporate private equity and real estate

funds, mezzanine funds, funds of hedge funds, distressed debt, and noninvestment grade residual interests in securitizations and collateralized debt obligations.

The Company classified its investments in exchange-traded funds as Level 1 in accordance with the criteria described above.

The following table presents the Level 1, Level 2, and Level 3 financial instruments measured, reported, and carried at fair value, as of December 31, 2023, in accordance with the valuation hierarchy:

	Level 1	Level 2	Level 3	Total
Debt securities:				
Corporate bonds	\$ -	\$ 7	\$ -	\$ 7
Other fixed income	-	2,591	-	2,591
Treasury securities		2,028		2,028
Subtotal		4,626		4,626
Equity:				
Common stocks	700	-	-	700
Preferred stocks	338	-	-	338
Exchange traded funds	352			352
Subtotal	1,390			1,390
Private equity funds			861	861
Total	<u>\$ 1,390</u>	<u>\$ 4,626</u>	<u>\$ 861</u>	\$ 6,877

Investments in equity securities were measured using Level 1 fair values based upon observable quoted market prices from national security exchanges.

Investments in debt securities were measured using Level 2 fair values based upon inputs, such as benchmark yields, reported trades, broker/dealer quotes, issuer spreads, benchmark securities, offers, bids, and reference data.

Investments in alternative investments funds held by the Company as of December 31, 2023, using significant unobservable inputs (Level 3) to measure fair value did not change from December 31, 2022, to December 31, 2023. Accordingly, no change to net unrealized and realized gains or losses were recorded in the consolidated statement of operations.

The Company may withdraw funds monthly or quarterly, depending on the fund. There are no unfunded capital commitments as of December 31, 2023.

The Company's non-financial assets, which primarily consist of property and equipment, right-of-use assets, goodwill and other intangible assets, are not required to be carried at fair value on a recurring basis and are reported at carrying value. The fair values of these assets are determined, as required, based on Level 3 measurements, including estimates of the amount and timing of future cash flows based upon historical experience, expected market conditions, and management's plans.

## 4. PROPERTY AND EQUIPMENT—NET

Property and equipment consisted of the following at December 31, 2023:

Company-owned units Leasehold improvements Computer and software	\$ 5,000 5,182 4,638
Furniture and fixtures Vehicles Construction in progress	928 70 <u>816</u>
Subotal	16,634
Less accumulated depreciation and amortization	(8,450)
Property and equipment—net	\$ 8,184

Depreciation and amortization expense for the year ended December 31, 2023, was \$1,868.

#### 5. GOODWILL AND INTANGIBLE ASSETS—NET

Goodwill and intangible assets consist of the following at December 31, 2023:

	Economic Life	Total Intangible Assets and Goodwill	Accumulated Amortization	Net Intangible Assets and Goodwill
Royalty agreements Trade names Goodwill	14 years Indefinite 10 years	\$ 487 75 4,784	\$ (60) - <u>(754</u> )	\$ 427 75 4,030
Total		\$ 5,346	<u>\$ (814)</u>	\$ 4,532

Amortization expense for the year ended December 31, 2023, was \$513. There was no impairment for Goodwill or Intangible assets for the year ended December 31, 2023.

The amortization of royalty agreements and goodwill are as follows for the years ending December 31:

Royalty Agreemen	ts	Goodwill	
2024	\$ 35	2024	\$ 478
2025	35	2025	478
2026	35	2026	478
2027	35	2027	478
2028	35	2028	478
Thereafter	<u>252</u>	Thereafter	1,640
Royalty agreements—net	<u>\$ 427</u>	Goodwill—net	\$ 4,030

#### 6. CONTRACT LIABILITIES

Contract liabilities consisted of the following at December 31, 2023:

Franchise fees—net Attraction revenues	\$ 55,980 
Subtotal	70,657
Less current portion	(17,570)
Contract liabilities—net of current portion	\$ 53,087

#### 7. COMMITMENTS AND CONTINGENCIES

**Operating Leases**—Right-of-use assets represent the Company's right to use an underlying asset for the lease term, while lease liabilities represent the Company's obligation to make lease payments arising from the lease. Right-of-use assets and lease liabilities are recognized at the commencement date of a lease based on the net present value of lease payments over the lease term.

Certain of the Company's leases include options to renew or terminate the lease. The exercise of lease renewal or early termination options is at the Company's sole discretion. The Company regularly evaluates the renewal and early termination options and when they are reasonably certain of exercise, the Company includes such options in the lease term.

Right-of-use assets are assessed for impairment in accordance with the Company's long-lived asset policy. The Company reassesses lease classification and remeasures right-of-use assets and lease liabilities when a lease is modified, and that modification is not accounted for as a separate new lease or upon certain other events that require reassessment in accordance with Topic 842.

The Company makes significant assumptions and judgments in assessing its right-of-use assets and lease liabilities:

- Evaluates whether a contract contains a lease, by considering factors, such as whether the Company obtained substantially all rights to control an identifiable underlying asset and whether the lessor has substantive substitution rights.
- Determines whether contracts contain embedded leases.
- Evaluates leases with similar commencement dates, lengths of term, renewal options, or other contract terms, which, therefore, meet the definition of a portfolio of leases, whether to apply the portfolio approach to such leases.
- Determines for leases that contain a residual value guarantee, whether a payment at the end of the lease term was probable and, accordingly, whether to consider the amount of a residual value guarantee in future lease payments.

The Company does not have material leasing transactions with related parties.

The Company's lease agreements contain lease incentives related to tenant improvement allowances. During the year ended December 31, 2023, tenant improvement allowances reimbursed by the landlords totaled \$1,606. Included in the Company's prepaids and other current assets in the

consolidated balance sheet are tenant improvement allowance receivables of \$5,051 as of December 31, 2023.

The following table summarizes the lease right-of-use assets and lease liabilities as of December 31, 2023:

Right-of-use assets—operating leases	\$ 38,191
Lease liabilities: Current operating lease liabilities Long-term operating lease liabilities	\$ 5,190 <u>42,068</u>
Total lease liabilities	<u>\$ 47,258</u>
Below is a summary of expenses incurred pertaining to leases for the year ended December	ber 31, 2023:
Operating lease expense Sublease income	\$7,323 <u>(68</u> )
Total lease expense	\$7,255
Weighted-average remaining lease term (in years)—operating leases	8.55
Weighted-average discount rate—operating leases	2.80 %

Total rent expense, including variable lease costs such as common area maintenance and property taxes, totaled \$8,487 for the year ended December 31, 2023. These costs are included in companyowned unit costs and selling, general, and administrative expenses in the consolidated statement of operations.

The table below summarizes the Company's scheduled future minimum lease payments for years ending after December 31, 2023:

December 31	
2024 2025 2026 2027 2028 Thereafter	\$ 6,441 6,713 6,633 5,487 5,319 23,068
Total lease payments	53,661
Less present value discount	(6,403)
Total lease liabilities	47,258
Less current portion	(5,190)
Long-term lease liabilities	\$42,068

**Lease Guarantees**—On occasion, the Company has acted as co-guarantor with certain of its franchisees in connection with leases necessary in establishing their businesses. As of December 31, 2023, the Company had limited guarantees for leases on nine franchised locations totaling a maximum of \$12,129 in potential lease payments.

**Litigation**—The Company may be a party to routine claims brought against it in the ordinary course of business. The Company estimates whether such liabilities are probable to occur and whether reasonable estimates can be made and accrues liabilities when both conditions are met. Although the ultimate outcome of these matters, if and when they arise, cannot be accurately predicted due to the inherent uncertainty of litigation, in the opinion of management, based upon current information, no currently pending or overtly threatened claim is expected to have a material adverse effect on the Company's business, financial condition, or results of operations. However, it is possible that an unfavorable resolution of one or more such future proceedings could materially and adversely affect the Company's consolidated financial position, results of operations, or cash flows.

#### 8. INSURANCE ACTIVITIES

**Years Ending** 

General liability limits provided are \$250 per occurrence with no aggregate limit. Worker's compensation limits provided are \$500 per occurrence with an aggregate limit of 150% of the gross net written premium. All policies issued during 2023 expire on May 27, 2024, and all policies issued during 2022 expired on May 27, 2023, to concur with primary policy terms. Premiums written for the year ended December 31, 2023, were \$389. Premiums earned for the year ended December 31, 2023, were \$3,154.

*Incurred and Paid Claims Development by Accident Year*—IBNR reserve estimates are generally calculated by first projecting the ultimate cost of all claims that have occurred and then subtracting reported losses and loss expenses. Loss projections based upon industry data to develop loss

development factors that multiplicatively accumulated to arrive at age-to-ultimate loss development factors.

Reported losses include cumulative paid losses and loss expenses, plus case reserve estimates. The IBNR reserve includes a provision for the claims that have occurred but have not yet been reported, some of which are not yet known to the Company, as well as a provision for the future development on reported claims. The following paragraph details the IBNR liabilities and claims frequency, which is measured by claim event, for each accident year presented for the general liability coverage. Claim counts for the general liability coverage are presented based upon the number of claim occurrences reported.

For the year ended December 31, 2023, the Company incurred cumulative claims and claim adjustment expenses of \$14,478 and had cumulative paid claims and allocated claim adjustment expenses of \$4,786, resulting in liabilities for claims and claim adjustment expenses of \$9,692. For the year ended December 31, 2023, expected development on reported claims and IBNR totaled \$7,538, with cumulative reported claims of 753.

The unpaid insurance losses and loss adjustment expenses presented as liabilities in the consolidated balance sheet at December 31, 2023, include the liabilities for claims and claim adjustment expenses of \$9,692, and unallocated loss and loss adjustment expenses of \$342.

#### 9. MEMBERS' EQUITY

The Company is wholly owned by its sole member, UA Holdings, LLC, and has only one class of equity where all profits and losses are allocated.

#### 10. FEDERAL INCOME TAXES

Federal income taxes are related to Adventis (Note 2); accordingly, the federal income tax expense and components of the provision are only included for the year ended December 31, 2023. Income taxes were computed at the 21% statutory federal income tax rate and a reconciliation to the provision for income taxes is as follows for the year ended December 31, 2023:

Federal income tax, statutory rate Other	\$ (873) 
Total	\$ (863)

The components of the provision for income taxes for the year ended December 31, 2023, are as follows:

Current	\$	(955)
Deferred	—	92
	\$	(863)

The tax effects of temporary differences that give rise to significant portions of deferred taxes consisted of the following at December 31, 2023:

Deferred tax assets and liabilities:	
Insurance loss reserve discounting	\$ 184
Unearned insurance premiums	6
Adventis start-up costs	8
Unrealized loss on investments	2
Deferred acquisition costs	<u>(9</u> )
	\$191

The Company is required to periodically assess whether it is more likely than not that it will generate sufficient taxable income to realize its deferred tax assets. In making this determination, the Company considers all available positive and negative evidence and makes certain assumptions. The Company considers, among other things, its deferred tax liabilities, the overall business environment, and its outlook for future years. At December 31, 2023, management determined a valuation allowance for its net deferred tax assets is not required as realization of the deferred tax assets is more likely than not.

#### 11. RELATED-PARTY TRANSACTIONS

The Company regularly advances cash or is advanced cash from its sole member. As of December 31, 2023, the Company had net receivables from its sole member totaling \$97,342.

For the year ended December 31, 2023, the Company had one franchisee partially owned by members of the Company that accounted for approximately \$314 of revenues and accounts receivable of approximately \$34 as of December 31, 2023.

The Company has a management agreement with an entity for which an employee of the management company is also a board member of Adventis. The management company performed, under the direction of the Company, certain management and administrative services and accounting services. For the year ended December 31, 2023, total management fees amounted to \$92.

The Company also reimbursed approximately \$8 of out-of-pocket costs and other expenditures for the year ended December 31, 2023, to a member of its parent company. All of these costs are included in selling, general, and administrative expenses in the consolidated statement of operations.

#### 12. EMPLOYEE BENEFIT PLAN

The Company sponsors a defined 401(k) contribution plan (the "Plan") covering substantially all employees. Plan participants may make certain voluntary contributions in which they are 100% vested. The Company has agreed to make certain matching contributions to the Plan not to exceed the amount deductible for federal income tax purposes. The Company made matching contributions of \$552 that are included in salaries and wages expenses in the consolidated statement of operations for the year ended December 31, 2023.

## 13. FRANCHISE ACTIVITIES

During the year ended December 31, 2023, the Company sold 207 franchise licenses. As of December 31, 2023, the Company had 800 franchised locations in operations.

#### 14. SUBSEQUENT EVENTS

The Company evaluated all material events or transactions that occurred after December 31, 2023, the consolidated balance sheet date, through April 18, 2024, the date these consolidated financial statements were available to be issued. There were no other significant or material subsequent events which would impact the consolidated financial statements for the year ended December 31, 2023, other than those disclosed below:

The Company completed an acquisition on February 16, 2024. The Company's portfolio welcomed the addition of its seventh brand as a result of entering into a purchase agreement to acquire 100% of the operating assets and liabilities of the "Sylvan Learning" franchise business.

\* \* \* \* \* \*



Consolidated Financial Statements

December 31, 2022

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## **Independent Auditors' Report**

To the Members and Management of Unleashed Brands, LLC and Subsidiaries

#### **Opinion**

We have audited the consolidated financial statements of Unleashed Brands, LLC and Subsidiaries (the Company), which comprise the consolidated balance sheet as of December 31, 2022, and the related consolidated statements of operations and comprehensive income, changes in members' equity and cash flows for the year ended December 31, 2022, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of the Company as of December 31, 2022, and the results of its operations and its cash flows for the year ended December 31, 2022 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 Auditors' Responsibilities for the Audit of the Consolidated 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.

#### **Emphasis of Matter, Change in Accounting Principle**

As described in Note 3 to the consolidated financial statements, on January 1, 2022, the Company adopted Accounting Standards Codification Topic 842 as required by Accounting Standards Update No. 2016-02, *Leases (Topic 842)* and its related amendments. Our opinion is not modified with respect to this matter.

#### Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated 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 consolidated financial statements are available to be issued.

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

Our objectives are to obtain reasonable assurance about whether the consolidated 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 consolidated 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 consolidated 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 consolidated 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 consolidated 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.

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Frisco, Texas April 3, 2024

Baker Tilly US, LLP

Consolidated Balance Sheet December 31, 2022 (In Thousands)

#### **Assets**

Current Assets	
Cash and cash equivalents	\$ 12,345
Investments at fair value	8,158
Accounts receivable, net	14,610
Inventory	759
Notes receivable, current, net of allowances  Deferred attractions costs	332 18,641
Deferred initial franchise fee costs, current	850
Deferred income taxes	283
Prepaids and other current assets	 11,852
Total current assets	67,830
Notes Receivable, Net of Current Maturities and Allowances	362
Receivable From Related Party, Net	46,235
Deferred Initial Franchise Fee Costs, Net of Current Maturities	19,353
Property and Equipment, Net	8,343
Operating Lease Right-of-Use Asset, Net	49,194
Intangible Assets, Net	537
Goodwill, Net	 4,497
Total assets	\$ 196,351
Liabilities and Members' Equity	
Liabilities and Members' Equity  Current Liabilities	
	\$ 3,821
Current Liabilities Accounts payable Accrued liabilities	\$ 11,546
Current Liabilities Accounts payable Accrued liabilities Marketing funds	\$ 11,546 6,001
Current Liabilities Accounts payable Accrued liabilities Marketing funds Deferred attractions revenues	\$ 11,546 6,001 14,042
Current Liabilities Accounts payable Accrued liabilities Marketing funds Deferred attractions revenues Contract liabilities, current portion	\$ 11,546 6,001 14,042 2,409
Current Liabilities  Accounts payable Accrued liabilities Marketing funds Deferred attractions revenues Contract liabilities, current portion Operating lease liability, current portion	\$ 11,546 6,001 14,042
Current Liabilities  Accounts payable  Accrued liabilities  Marketing funds  Deferred attractions revenues  Contract liabilities, current portion  Operating lease liability, current portion  Unpaid insurance losses and loss adjustment expenses  Unearned insurance premium	\$ 11,546 6,001 14,042 2,409 4,339
Current Liabilities Accounts payable Accrued liabilities Marketing funds Deferred attractions revenues Contract liabilities, current portion Operating lease liability, current portion Unpaid insurance losses and loss adjustment expenses	\$ 11,546 6,001 14,042 2,409 4,339 6,371
Current Liabilities  Accounts payable  Accrued liabilities  Marketing funds  Deferred attractions revenues  Contract liabilities, current portion  Operating lease liability, current portion  Unpaid insurance losses and loss adjustment expenses  Unearned insurance premium	\$ 11,546 6,001 14,042 2,409 4,339 6,371 2,868
Current Liabilities  Accounts payable Accrued liabilities Marketing funds Deferred attractions revenues Contract liabilities, current portion Operating lease liability, current portion Unpaid insurance losses and loss adjustment expenses Unearned insurance premium Insurance premium refunds and losses payable	\$ 11,546 6,001 14,042 2,409 4,339 6,371 2,868 20
Current Liabilities  Accounts payable Accrued liabilities Marketing funds Deferred attractions revenues Contract liabilities, current portion Operating lease liability, current portion Unpaid insurance losses and loss adjustment expenses Unearned insurance premium Insurance premium refunds and losses payable  Total current liabilities	\$ 11,546 6,001 14,042 2,409 4,339 6,371 2,868 20 51,417
Current Liabilities  Accounts payable Accrued liabilities Marketing funds Deferred attractions revenues Contract liabilities, current portion Operating lease liability, current portion Unpaid insurance losses and loss adjustment expenses Unearned insurance premium Insurance premium refunds and losses payable  Total current liabilities  Operating Lease Liability, Net of Current Portion	\$ 11,546 6,001 14,042 2,409 4,339 6,371 2,868 20 51,417 54,419
Current Liabilities    Accounts payable    Accrued liabilities    Marketing funds    Deferred attractions revenues    Contract liabilities, current portion    Operating lease liability, current portion    Unpaid insurance losses and loss adjustment expenses    Unearned insurance premium    Insurance premium refunds and losses payable    Total current liabilities  Operating Lease Liability, Net of Current Portion  Contract Liabilities, Net of Current Portion  Total liabilities  Members' Equity	\$ 11,546 6,001 14,042 2,409 4,339 6,371 2,868 20 51,417 54,419 43,798
Current Liabilities     Accounts payable     Accrued liabilities     Marketing funds     Deferred attractions revenues     Contract liabilities, current portion     Operating lease liability, current portion     Unpaid insurance losses and loss adjustment expenses     Unearned insurance premium     Insurance premium refunds and losses payable     Total current liabilities  Operating Lease Liability, Net of Current Portion  Contract Liabilities, Net of Current Portion  Total liabilities  Members' Equity     Accumulated earnings	\$ 11,546 6,001 14,042 2,409 4,339 6,371 2,868 20 51,417 54,419 43,798 149,634
Current Liabilities    Accounts payable    Accrued liabilities    Marketing funds    Deferred attractions revenues    Contract liabilities, current portion    Operating lease liability, current portion    Unpaid insurance losses and loss adjustment expenses    Unearned insurance premium    Insurance premium refunds and losses payable    Total current liabilities  Operating Lease Liability, Net of Current Portion  Contract Liabilities, Net of Current Portion  Total liabilities  Members' Equity	\$ 11,546 6,001 14,042 2,409 4,339 6,371 2,868 20 51,417 54,419 43,798
Current Liabilities     Accounts payable     Accrued liabilities     Marketing funds     Deferred attractions revenues     Contract liabilities, current portion     Operating lease liability, current portion     Unpaid insurance losses and loss adjustment expenses     Unearned insurance premium     Insurance premium refunds and losses payable     Total current liabilities  Operating Lease Liability, Net of Current Portion  Contract Liabilities, Net of Current Portion  Total liabilities  Members' Equity     Accumulated earnings	\$ 11,546 6,001 14,042 2,409 4,339 6,371 2,868 20 51,417 54,419 43,798 149,634

Consolidated Statement of Operations and Comprehensive Income Year Ended December 31, 2022 (In Thousands)

Revenues		
Royalty revenues	\$	49,525
Attraction revenues	•	16,067
Merchandise revenues		7,043
Company owned unit revenues		15,742
Franchise fee revenues		4,058
Marketing fund revenues		21,050
Net earned insurance premiums		6,103
Other revenues		12,429
Total revenues		132,017
Operating Expenses		
Attraction costs		13,540
Company owned unit costs		13,461
Marketing fund costs		21,050
Salaries and wages		21,639
Incurred insurance losses and loss adjustment expenses		4,337
Selling, general and administrative		27,332
Amortization of goodwill and intangibles		301
Depreciation and amortization expense		1,787
Total operating expenses		103,447
Income from operations		28,570
Other Income (Expenses)		
Interest expense		(92)
Forgiveness of Paycheck Protection Program loan		1,252
Other expense, net		(194)
Total other income		966
Income before federal tax expenses		29,536
Federal tax expense		191
Net income	\$	29,345
Comprehensive Income		
Unrealized holding losses on available for sale debt securities, net of tax	\$	(209)
Comprehensive income	\$	29,136

Consolidated Statement of Changes in Members' Equity Year Ended December 31, 2022 (In Thousands)

	E	umulated arnings Deficit)	Accumu Oth Compreh Income	er nensive	 Total embers' Equity
Balance, January 1, 2022	\$	10,108		1	\$ 10,109
Contributed capital		7,472		-	7,472
Net income		29,345		-	29,345
Accumulated other comprehensive (loss), net of tax				(209)	(209)
Balance, December 31, 2022	\$	46,925	\$	(208)	\$ 46,717

Consolidated Statement of Cash Flows Year Ended December 31, 2022 (In Thousands)

Cash Flows From Operating Activities		
Net income	\$	29,345
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for note receivable losses		(88)
Depreciation and amortization expense		1,787
Amortization of goodwill and intangibles		301
Operating lease ROU asset amortization		3,744
Forgiveness on Paycheck Protection Program loan		(1,252)
Change in operating assets and liabilities, net:		
Accounts receivable		(3,870)
Inventory		(361)
Deferred attractions costs		(13,551)
Deferred initial franchise fee costs  Deferred income taxes		(1,992)
		(135)
Prepaids and other current assets Accounts payable		(935) 2,118
Accrued liabilities		5,038
Marketing funds		1,103
Deferred attractions revenues		4,623
Contract liabilities		7,863
Operating lease liability		(3,228)
Unpaid insurance losses and loss adjustments		3,163
Unearned insurance premium		968
Insurance premium refunds and losses payable		14
Net cash provided by operating activities		34,655
Cash Flows From Investing Activities		
Cash paid for acquisitions, net of cash acquired (Note 2)		(4,237)
Purchases of property and equipment		(4,594)
Purchases of investments (Note 3)		(2,728)
Issuance of notes receivable		(765)
Receivable from related party		(33,175)
Payments received on notes receivable		678
Net cash used in investing activities		(44,821)
Cash Flows From Financing Activities		
Payments made on notes payable		(300)
Member contributed capital		7,472
Net cash used in financing activities		7,172
Effect of Unrealized Losses on Available for Sale Debt Securities		(209)
Net change in cash and cash equivalents		(3,203)
Cash and Cash Equivalents, Beginning		15,548
Cash and Cash Equivalents, Ending	\$	12,345
Supplemental Disclosures Cash paid for interest expense	\$	92
Cash paid for federal taxes	\$	540
Noncash Transactions Forgiveness on Paycheck Protection Program loan	\$	1,252
Operating lease right-of-use asset obtained in exchange for operating lease liability	\$	61,022
Acquired accrued liabilities	\$	(307)
See notes to consolidated financial statements	· · · · ·	<del></del>

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### 1. Nature of Operations

Unleashed Brands, LLC (the Company) commenced operations on September 1, 2021 as a Delaware limited liability company. The consolidated financial statements at December 31, 2022 include the accounts of Unleashed Brands, LLC and its subsidiaries.

As of December 31, 2022, the Company's portfolio of six franchised brands includes: "Urban Air Adventure Parks" a family entertainment facility developer and franchisor; "Snapology" a franchisor of STEM/STEAM curriculum for children; "The Little Gym" a franchisor of enrichment and physical development centers for children; "Premier Martial Arts" a franchisor of martial arts studios focused on children; "Class 101" a franchisor of college guidance services which was acquired on April 11, 2022, and "XP League" a franchisor of youth eSports leagues which was acquired on April 21, 2022. In addition to franchised owned locations, the Company owns and operates 26 company-owned locations of its brands as of December 31, 2022. Adventis Insurance, Inc. (Note 10) is an insurance company providing general liability and workers compensation coverages to franchise owners of Urban Air Adventure Parks. The Company is wholly-owned by UA Holdings, LLC. The Company has a perpetual duration unless dissolved earlier in accordance with the Company operating agreement.

#### 2. Acquisitions

During the year ended December 31, 2022, the Company completed acquisitions of the following franchised brands:

#### Class 101, Inc.

On April 11, 2022, Unleashed Brands, LLC (Buyer) entered into a securities purchase agreement to purchase 100% of the operating assets and assume certain liabilities of Class 101, Inc. (Seller of Class 101). Class 101 assists students and families navigate the college planning process. The purpose of the transaction was to add family-focused franchise brands to the Unleashed Brands family of companies. Goodwill was calculated and recognized consistent with business combination accounting resulting in the recognition of \$443 in goodwill. The factors that make up goodwill include the value of the acquired workforce and opportunities to expand on the relationship with current customers into new territories, neither of which qualify as separate intangible assets. Goodwill is expected to be deductible for tax purposes.

The Class 101 acquisition was accounted for using business combination accounting and, accordingly, the consolidated statement of operations and comprehensive income includes the results of operations beginning April 11, 2022. Transaction costs related to the Class 101 acquisition totaled \$37 and are included in selling, general and administrative expenses in the consolidated statement of operations and comprehensive income for the year ended December 31, 2022.

The total purchase consideration for the Class 101 acquisition was \$1,000 which included \$1,000 in cash paid to the Sellers and assumption of liabilities.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

The total purchase consideration has been allocated to the following assets and liabilities as of the April 11, 2022 acquisition date as follows:

Accounts receivable	\$ 100
Property and equipment	5
Operating ROU asset	25
Franchise agreements	487
Trade name	50
Goodwill	443
Lease liability	(25)
Accrued liabilities	 (85)
Total purchase price	\$ 1,000

The Class 101 acquisition was recorded by allocating the total purchase consideration to the fair value of net assets acquired. The fair value of intangible assets at the Class 101 acquisition date included \$50 for trademarks and \$487 for franchise agreements. Management determined the estimated fair values of intangible assets as of the Class 101 acquisition date using the relief from royalty method for trademarks and income approach for franchise agreements. The relief from royalty method used to estimate the fair values of trademarks estimate projected future cost savings achieved by avoiding the use of third-party trademarks or licensing third-party software. Projected cash flows or cash savings are discounted at a required rate of return that reflects the relative risk of achieving the cash flows and the time value of money. Franchise agreements were valued using the income approach method used to estimate the fair values of franchise agreements. A derivation of discounted cash flow analysis, specifically the Multi period Excess Earnings Method (MPEEM), was performed on the future projected cash flow of the existing franchise agreements. The fair value was then determined by adding the present value of the franchisee cash flows with the present value of the income tax benefit resulting from the amortization of the asset.

#### XP League, LLC

On April 21, 2022, Unleashed Brands, LLC (Buyer) entered into a contribution agreement to acquire the operating assets and certain liabilities of XP League, LLC (Seller or XP League). XP League is a franchisor of youth esports leagues. The purpose of the transaction was to add family-focused franchise brands to the Unleashed Brands family of companies. Goodwill was calculated and recognized consistent with business combination accounting resulting in the recognition of \$113 in goodwill. The factors that make up goodwill include the value of the assembled workforce and opportunities to expand on the relationship with current customers into new territories, neither of which qualify as separate intangible assets. Goodwill is expected to be deductible for tax purposes.

The XP League acquisition was accounted for using business combination accounting and, accordingly, the consolidated statement of operations and comprehensive income includes the results of operations beginning April 21, 2022. Transaction costs related to the XP League acquisition totaled \$39 and are included in selling, general and administrative expenses in the consolidated statement of operations and comprehensive income for the year ended December 31, 2022.

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Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

The total purchase consideration for the XP League acquisition was \$237, which was funded through the Company's operations. The total purchase consideration has been allocated to the following assets and liabilities as of the April 21, 2022 acquisition date as follows:

Accounts receivable	\$	99
Trade name		25
Goodwill		113
Operating ROU asset		60
Lease liability		(60)
	_	
Total purchase price		237

The XP League acquisition was recorded by allocating the total purchase consideration to the fair value of net assets acquired. The fair value of intangible assets at the XP League acquisition date included \$25 for trademarks. Management determined the estimated fair values of intangible assets as of the XP acquisition date using the relief from royalty method for trademarks and income approach for franchise agreements. The relief from royalty method used to estimate the fair values of trademarks estimate projected future cost savings achieved by avoiding the use of third-party trademarks or licensing third-party software. Projected cash flows or cash savings are discounted at a required rate of return that reflects the relative risk of achieving the cash flows and the time value of money. Franchise agreements were valued using the income approach method used to estimate the fair values of franchise agreements. A derivation of discounted cash flow analysis, specifically the Multi period Excess Earnings Method (MPEEM), was performed on the future projected cash flow of the existing franchise agreements. The fair value was then determined by adding the present value of the franchisee cash flows with the present value of the income tax benefit resulting from the amortization of the asset.

#### **PMAC Studios, LLC**

On June 15, 2022, PMAC Studios, LLC, a wholly owned subsidiary of Unleashed Brands, LLC (Buyer) entered into an asset purchase agreement to acquire 6 premier martial arts studios from franchise owners. Goodwill was calculated and recognized consistent with business combination accounting resulting in the recognition of \$3,911 in goodwill. The factors that make up goodwill include the value of the assembled workforce and opportunities to expand on the relationship with current customers into new territories, neither of which qualify as separate intangible assets. Goodwill is expected to be deductible for tax purposes.

The total purchase consideration for the premier martial arts studios acquired was \$3,000, which was funded through the Company's operations. The total purchase consideration has been allocated to the following assets and liabilities as of the June 15, 2022 acquisition date as follows:

Goodwill	\$ 3,911
Operating ROU asset	879
Accrued liabilities	(911)
Lease liability	 (879)
Total purchase price	\$ 3,000

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Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### 3. Summary of Significant Accounting Policies

#### **Basis of Presentation**

The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (GAAP). All significant intercompany balances and transactions have been eliminated in consolidation.

#### **Use of Estimates**

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

## **Fair Value of Financial Instruments**

The Company's nonderivative financial instruments include cash, accounts receivable and accounts payable. At December 31, 2022, the carrying value of these financial instruments approximate their fair values because of the short-term maturities or variable borrowing rate nature of these instruments.

## **Recently Accounting Pronouncements**

During June 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2016-13, Measurement of Credit Losses on Financial Instruments. ASU No. 2016-13 requires financial assets measured at amortized cost to be presented at the net amount expected to be collected, through an allowance for credit losses that is deducted from the amortized cost basis. The measurement of expected credit losses is based on relevant information about past events, including historical experience, current conditions, and reasonable and supportable forecasts that affect the collectability of the reported amount. During November 2018, April 2019, May 2019, November 2019 and March 2020, the FASB also issued ASU No. 2018-19, Codification Improvements to Topic 326, Financial Instruments—Credit Losses; ASU No. 2019-04, Codification Improvements to Topic 326, Financial Instruments—Credit Losses; ASU No. 2019-05, Targeted Transition Relief, ASU No. 2019-11, Codification Improvements to Topic 326, Financial Instruments— Credit Losses; and ASU No. 2020-03, Codification Improvements to Financial Instruments, respectively. ASU No. 2018-19 clarifies the effective date for nonpublic entities and that receivables arising from operating leases are not within the scope of Subtopic 326-20, ASU Nos. 2019-04 and 2019-05 amend the transition guidance provided in ASU No. 2016-13, and ASU Nos. 2019-11 and 2020-03 amend ASU No. 2016-13 to clarify, correct errors in, or improve the guidance. ASU No. 2016-13 (as amended) is effective for annual periods and interim periods within those annual periods beginning after December 15, 2022. Early adoption is permitted for annual and interim periods beginning after December 15, 2018. The Company is currently assessing the effect that ASU No. 2016-13 (as amended) will have on its results of operations, financial position and cash flows.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### Leases

Effective January 1, 2022, the Company adopted FASB ASU No. 2016-02, *Leases (Topic 842)*, and all related amendments using the modified retrospective approach.

The Company recognizes the assets and liabilities that arise from leases on the balance sheet. At lease inception, leases are classified as either finance leases or operating leases with the associated right-of-use assets and lease liabilities measured at the net present value of future lease payments. Operating lease right-of-use assets are expensed on a straight-line basis as lease expense over the noncancelable lease term. Lease expense for the Company's finance leases is comprised of the amortization of the right-of-use asset and interest expense recognized based on the effective interest method. At the date of adoption on January 1, 2022, the Company recorded operating lease right-of-use assets and lease liabilities of \$16,217 and \$17,521. As of December 31, 2022, the Company recorded operating lease right-of-use assets and lease liabilities at their fair value which was \$49,194 and \$58,758.

The new standard provides for several optional practical expedients. Upon transition to Topic 842, the Company elected:

- The package of practical expedients permitted under the transition guidance which does not require the Company to reassess prior conclusions regarding whether contracts are or contain a lease, lease classification and initial direct lease costs;
- The practical expedient to use hindsight in determining the lease term (that is, when considering options to extend or terminate the lease or to purchase the underlying asset) and in assessing impairment of the Company's right-of-use assets.

The new standard also provides for several accounting policy elections, as follows:

- The Company has elected the policy not to separate lease and nonlease components for all asset classes.
- When the rate implicit in the lease is not determinable, rather than use the Company's
  incremental borrowing rate, the Company elected to use a risk-free discount rate for the initial
  and subsequent measurement of lease liabilities for all asset classes.
- The Company elected not to apply the recognition requirements to all leases with an original term of 12 months or less, for which the Company is not likely to exercise a renewal option or purchase the asset at the end of the lease; rather, short-term leases will continue to be recorded on a straight-line basis over the lease term.

Additional required disclosures for Topic 842 are contained in Note 9.

#### **Investments**

Investments in equity securities, with readily determinable fair values, are measured at fair value at the time of purchase, with subsequent changes in fair value included in other income or expense on the consolidated statement of operations and comprehensive income.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### **Fair Value Measurements**

FASB Accounting Standards Codification (ASC) 820, Fair Value Measurements and Disclosures, defines fair value as the price that would be received to sell an asset, or paid to transfer a liability, in the principal or most advantageous market in an orderly transaction between market participants on the measurement date. The fair value standard also establishes a three-level hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of observable inputs when measuring fair value.

The valuation hierarchy is based upon the transparency of inputs to the valuation of an asset or liability on the measurement date. The three levels are defined as follows:

Level 1 - Quoted prices are available in active markets for identical instruments as of the reporting date. The type of instruments included in Level 1 include listed equities and listed derivatives.

Level 2 - Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the reporting date, and fair value is determined through the use of models or other valuation methodologies. Instruments which are generally included in this category include corporate bonds and loans, less liquid and restricted equity securities and certain over-the-counter derivatives.

Level 3 - Pricing inputs are unobservable for the instrument and includes situations where there is little, if any, market activity for the instrument. The inputs into the determination of fair value require significant management judgment or estimation. Instruments that are included in this category generally include general and limited partnership interests in corporate private equity and real estate funds, mezzanine funds, funds of hedge funds, distressed debt and noninvestment grade residual interests in securitizations and collateralized debt obligations.

The Company classified its investments in mutual funds as Level 1 in accordance with the criteria described above.

The following table presents the Level 1, Level 2 and Level 3 financial instruments measured, reported and carried at fair value, as of December 31, 2022, in accordance with the valuation hierarchy:

	L	evel 1	L	evel 2	Lev	el 3	 Total
Debt securities: Corporate bonds Other fixed income Treasury securities	\$	- - -	\$	3,172 599 1,931	\$	- - -	\$ 3,172 599 1,931
Total				5,702			5,702
Equity: Common stocks Preferred stocks Exchange traded funds		794 363 466		- - -		- - -	794 363 466
Total		1,623					 1,623
Private equity funds						833	 833
Total	\$	1,623	\$	5,702	\$	833	\$ 8,158

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

Investments in equity securities were measured using Level 1 fair values based upon observable quoted market prices from national security exchanges.

Investments in debt securities were measured using Level 2 fair values based upon inputs such as benchmark yields, reported trades, broker/dealer quotes, issuer spreads, benchmark securities, offers, bids and reference data.

The FASB ASC 820 permits as a practical expedient, an entity holding investments that calculate net asset value (NAV) per share or its equivalent for which fair value is not readily determinable, to measure fair value of such investments on the basis of NAV. The Company has applied this practical expedient to measure the fair value of the alternative investment funds.

Investments in alternative investments funds held by the Company as of December 31, 2022 using significant unobservable inputs (Level 3) to measure fair value did not change from December 31, 2021 to December 31, 2022. Accordingly, no change to net unrealized and realized gains or losses were recorded in the consolidated statement of operations and comprehensive income.

In order to substantiate the Company's NAV, management obtained audited financial statements for each fund. Alternative investment funds are not traded on an exchange and do not provide the Company with the ability to redeem shares daily. Instead, NAV serves as the basis for investors periodic (i.e.: monthly or quarterly) subscription and redemption activity pursuant to the terms of each funds governing documents. The Company may withdraw investment interest with certain restrictions, dependent upon governing documents. The Company may withdraw funds monthly or quarterly, depending on the fund. There are no unfunded capital commitments as of December 31, 2022.

#### **Cash and Cash Equivalents**

The Company considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. At December 31, 2022, the Company had \$2,616 in such investments. The Company maintains deposits primarily in three financial institutions, which may at times exceed amounts covered by insurance provided by the U.S. Federal Deposit Insurance Corporation (FDIC). The Company has not experienced any losses related to amounts in excess of FDIC limits.

## **Investments in Debt and Equity Securities**

All of the Company's debt securities as of December 31, 2022, were classified as available for sale. Available for sale securities may be sold prior to maturity and are carried at fair value. The Company accounts for its investments in debt securities in accordance with FASB ASC 320, *Investments - Debt Securities* (ASC 320). Management determines the appropriate classification of its investments at the time of purchase and reevaluates such determination at each balance sheet date.

The amortized cost of debt securities is adjusted using the effective interest rate method for amortization of premiums and accretion of discounts. Such amortization and accretion is included in net investment income on the consolidated statement of operations and comprehensive income. Net unrealized losses on available for sale debt securities were \$209 for the year ended December 31, 2022.

Unrealized holding gains and losses related to debt securities are reported as a separate component of total shareholders' equity as accumulated other comprehensive income, net of tax. The amortized cost of debt securities is adjusted using the interest method for amortization of premiums and accretion of discounts. Such amortization and accretion amounts are included in net investment income. Realized investment gains and losses on investments sold and/or matured are determined on a specific identification basis and are included in comprehensive income.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### Other Than Temporary Impairments on Investments

The Company determines other than temporary impairments on debt securities in accordance with certain provisions of FASB ASC 320. This guidance requires the Company to evaluate whether it intends to sell an impaired debt security or whether it is more likely than not that it will be required to sell an impaired debt security before recovery of the amortized cost basis. If either of these criteria are met, an impairment equal to the difference between the debt security's amortized cost and its fair value is recognized in earnings. For impaired debt securities that do not meet these criteria, the Company determines if a credit loss exists with respect to the impaired security. If a credit loss exists, the credit loss component of the impairment, which is equal to the difference between the security's amortized cost and its projected net present value of future cash flows from the security, is recognized in earnings and the remaining portion of the impairment is recognized as a component of other comprehensive income. No impairments related to debt securities were recorded for the year ended December 31, 2022. At December 31, 2022, the Company held \$5,702 in debt securities.

#### Accounts Receivable

Accounts receivable consists of franchise royalties and other costs billed to franchisees. Accounts receivable are stated at amounts management expects to collect from outstanding balances. Credit is extended to customers based upon evaluation of the customer's financial condition, and collateral is not required. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable. As of December 31, 2022, the Company had an allowance for doubtful accounts of \$1,282.

#### Inventory

Inventory is stated at the lower of cost or net realizable value using the first-in, first-out method. The Company records a provision for obsolete and slow-moving inventory, when necessary, based on current inventory levels as well as historical and expected future production levels. Based on the Company's assessment, there was no provision for obsolete inventory at December 31, 2022.

#### Notes Receivable

From time to time, as part of generating attraction revenues, the Company provided financing to franchisees during initial construction of their location. Notes are typically issued between \$130 and \$265 and call for monthly payments to begin upon opening the franchise locations with most notes maturing from two to seven years thereafter. Notes receivable are secured by the property and equipment at the franchise location and are personally guaranteed by the individual franchisees'. The notes receivable have contractual interest rates ranging from 2.7% to 7%. The Company also charges an additional royalty fee until paid in full at 1% to 1.50% of the franchisees' gross monthly sales.

The Company continually monitors notes receivable for potential losses or impairment when it is probable the Company will be unable to collect all amounts all principal and interest due. Due to the relationship as the franchisor and ability to dictate the timing of payments if deemed necessary, the Company believes collectability is reasonably assured through franchise operations and does not place notes receivable on nonaccrual status unless specifically identifies for allowance provisions. The allowance for potential losses on notes receivable was \$51 as of December 31, 2022.

#### **Deferred Initial Franchise Fee Costs**

The Company has capitalized costs in relation to variable costs incurred for the sale of franchise agreements. Capitalized costs directly related to these activities were \$20,203 as of December 31, 2022 and were reported as deferred initial franchise fee costs on the accompanying consolidated balance sheet.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

## **Property and Equipment**

Property and equipment are stated at cost, less accumulated depreciation. Expenditures which substantially improve or extend the useful life of property are capitalized. Routine maintenance and repair costs are expensed as incurred. Property and equipment are capitalized if they have individual costs of at least \$5 and useful lives of greater than one year. Leasehold improvements are amortized over the lesser of the lease term or useful life if applicable. Upon retirement or disposition of property and equipment, the cost and related accumulated depreciation are removed from the accounts, and the gains or losses are reflected in the consolidated statement of operations and comprehensive income.

Depreciation is calculated using the straight-line method over the established useful lives of the individual assets as follows:

	Useful Lives
	·
Transportation assets	3-5 years
Leasehold improvements	7-15 years
Computer and software	3 years
Furniture, fixtures and equipment	5 years

## **Impairment of Long-Lived Assets**

In accordance with ASC 360-10, *Accounting for the Impairment or Disposal of Long-Lived Assets*, the Company reviews long-lived assets for impairment whenever events or changes in circumstances indicate the carrying amount of an asset may no longer be recoverable. The Company assesses recoverability of the carrying amount by estimating the undiscounted future net cash flows expected to result from the asset over its expected useful life, including eventual disposition. If the future undiscounted net cash flows are less than the carrying amount of the asset, an impairment loss is recorded equal to the difference between the assets carrying amount and its fair value. No impairment of long-lived assets was recognized for the year ended December 31, 2022.

#### **Insurance Related Activities**

The Company uses Adventis Insurance, Inc. (Adventis), a wholly owned subsidiary of the Company and captive insurance company to issue policies for general liability coverage and workers' compensation coverage to franchise owners.

Unpaid Insurance Losses and Loss Adjustment Expenses - Reserves for unpaid losses and loss adjustment expenses includes case basis estimates of reported losses, plus amounts for incurred but not reported losses calculated based upon loss projections utilizing industry data. In establishing this reserve, the Company utilizes the findings of an independent consulting actuary. Management believes that its aggregate reserve for unpaid losses and loss adjustment expenses at year end represents its best estimate, based on the available data, of the amount necessary to cover the ultimate cost of losses. As adjustments to these estimates become necessary, such adjustments are reflected in current operations.

*Insurance Premiums* - Premiums are earned over the period that coverage is provided. Unearned premiums are calculated on a daily pro-rata basis for the unexpired terms of individual policies in force.

*Premium Deficiency* - The Company recognizes premium deficiencies when there is a probable loss on an insurance contract. Premium deficiencies are recognized if the sum of expected losses and loss adjustment expenses, expected dividends to the policy holder, unamortized deferred acquisition costs, and maintenance costs exceed unearned premiums and anticipated investment income. There was no premium deficiency for the year ended December 31, 2022.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### **Comprehensive Income**

The Company reports comprehensive income in accordance with FASB ASC 220, *Comprehensive Income*. Comprehensive income is a measurement of certain changes in stockholder's equity that result from transactions and other economic events other than transactions with the stockholder. For the Company, these consist of changes in unrealized gains and losses on available for sale debt securities, which are used to adjust net income to arrive at comprehensive income. The cumulative amount of these changes is reported in the consolidated balance sheet within accumulated other comprehensive income, net of tax.

#### **Revenue Recognition**

At inception September 1, 2021, the Company adopted the FASB ASU No. 2014-09, *Revenue From Contracts With Customers* (*Topic 606*), and all related amendments using the modified retrospective transition method.

ASU No. 2014-09 created ASC 340-40, *Contracts With Customers*, which requires that costs to obtain a contract that would have been incurred regardless of whether the contract was obtained are to be expensed when incurred.

The Company's revenues are substantially comprised of service revenues. Revenue is recognized when the Company satisfies its performance obligation under each contract after it has provided the service to each customer. A performance obligation is a promise in a contract to transfer a distinct product or service to a customer.

Revenue is measured as the amount of consideration the Company expects to receive in exchange for transferring products or providing services. The nature of the Company's contracts do not give rise to any notable amounts of variable consideration with its customers. The Company's contracts do not give rise to any significant financing components (including contracts where the timing of the transfer of goods or services is at the discretion of the customer). Neither the type or location of services performed do not significantly impact the nature, amount, timing or uncertainty of revenues and cash flows.

A contract's transaction price is allocated to each distinct performance obligation within the contract. Substantially all of the Company's contracts have a single performance obligation. In instances where multiple performance obligations may exist, due to the short duration of the arrangements or the insignificance of certain performance obligations, in substantially all cases it is not necessary to allocate the transaction price to the distinct performance obligations as any potential allocations would result in a nominally different accounting outcome.

Substantially all of the Company's revenues are from services provided to customers at a point in time, with the exception of franchise fee revenue and insurance premiums, which are deferred and recognized over the term of the related agreements.

Sales, value added, and other taxes collected from customers and remitted to governmental authorities are accounted for on a net (excluded from revenues) basis.

The primary sources of revenue for the Company are recognized as follows:

Royalty Revenues - Royalty revenue is recognized in the period earned and is equal to approximately 7 to 8% of gross franchisee revenue. Royalty revenues are allocated to the outcome from the performance obligation of having access to the license i.e. franchise location's monthly sales. The Company records the royalty revenue as the franchisee's monthly sales occur.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

Attraction Revenues - Attraction revenue is recognized as revenue when earned, which is at the grand opening of the associated franchised park.

Merchandise Revenues - Merchandise revenue relates to commissions received from third-party companies that purchase inventory and sell merchandise to franchisee locations. The third-party vendors provide this merchandise at a cost to the franchisees that is lower than they could otherwise purchase individual items in like quantities, quality, etc. The third parties, under license from the Company of its trademarks, procures licensed products from manufacturers and sells them to the Company's franchisees. The Company recognizes revenue as the underlying purchases are made by the franchisees, net of estimated returns, based on agreed upon commission rates.

Franchise Fee Revenues - Franchise fee revenue is recognized as revenue when earned. The Company receives an initial franchise fee as franchise agreements are signed. Franchise fee revenue is deferred until opening of the location, and then recognized over the term of the franchise agreement, which is typically 10 years (over time revenue). At December 31, 2022, deferred franchise fee revenues totaled \$46,207 and are classified as contract liabilities on the consolidated balance sheet (Note 7).

Other Revenues - Other revenues include various ancillary revenue streams all recognized when earned, which is generally as services are performed.

Marketing Fund Revenues - The Company administers various Marketing Funds for its brands, for which franchisees and Company-owned parks both contribute. The contributions range from 1 to 4% of gross sales based on the franchise brand. These contributions are used for various forms of brand advertising in accordance with its various brand franchise agreements. The Company has a contractual obligation to use Marketing Fund contributions for advertising, public relations, merchandising and similar activities. Marketing Fund liabilities are included in the consolidated balance sheet as marketing funds and totaled \$6,001 as of December 31, 2022. Marketing Fund revenues and expenditures are recorded on a gross basis within the consolidated statement of operations and comprehensive income as contributions are billed, increasing both the gross amount of reported revenues and expenses and generally has no impact on income (loss) from operations and net income (loss).

The Company disaggregates revenue from contracts with customers by project type, as the Company believes it best depicts how the nature, amount, timing and uncertainty of revenue and cash flows are affected by economic factors. All of the Company's revenues are recognized at a point in time with the exception of initial franchise fees and insurance premiums, which are recognized over the term of the related agreements. The following table presents the Company revenues disaggregated by timing:

Over time revenue  Point in time revenue	\$ 10,161 122,195
Total revenues	\$ 132,356

## **Contract Assets and Liabilities**

The Company has contract liabilities, which represent deferred revenues from certain pre-opening activities and area development fees. The Company has determined that pre-opening activities and area development fees do not represent distinct goods or services transferred to the franchisee. Accordingly, these costs are deferred over the related franchise agreement, which is typically 10 years.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

The Company's contract assets relating to attraction costs include the costs to acquire and transport the attraction equipment, direct labor for its installation and other indirect costs related to contract performance. All costs incurred are recorded in the consolidated balance sheet as deferred attraction costs and are incurred on uncompleted attractions until the associated revenues are realizable, which is typically at the grand opening. As of December 31, 2022, incurred costs related to unopened franchise parks totaling \$18,641.

## **Advertising Costs**

Advertising costs are expensed as incurred and totaled \$1,808 for the year ended December 31, 2022. These costs are included in selling, general and administrative expenses on the consolidated statement of operations and comprehensive income.

#### Income Taxes

The Company is organized as a Delaware limited liability company and therefore, federal taxes are paid at the member level. The Company is subject to various state taxes.

The Company accounts for uncertain tax positions in accordance with the asset and liability method. The Company has evaluated its tax positions and has not identified any material uncertain tax positions that would not be sustained in federal or state income tax examination or that require disclosure. Accordingly, no provision for uncertainties in income taxes has been made in the accompanying consolidated financial statements. The Company recognizes interest and penalties on income taxes as a component of income tax expense.

#### 4. Property and Equipment, Net

Property and equipment consisted of the following at December 31, 2022:

Company owned units Leasehold improvements Computer and software Furniture and fixtures Vehicles Construction in progress	\$ 4,442 5,237 4,094 967 70 187
Total	14,997
Less accumulated depreciation	 (6,654)
Property and equipment, net	 8,343

Depreciation and amortization expense for the year ended December 31, 2022, was \$1,787.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### 5. Notes Receivable, Net

As of December 31, 2022, the principal balance outstanding on the notes receivable and the expected principal collections for the next five years, exclusive of any allowances, are as follows for the years ending December 31:

Years ending December 31:		
2023	\$	383
2024		225
2025		64
2026		53
2027		20
Total		745
Less allowance for doubtful accounts		(51)
	_	
Notes receivable, net		694

#### 6. Goodwill and Intangible Assets, Net

Goodwill and intangible assets consist of the following at December 31, 2022:

	Economic Life	Ass	Intangible sets and podwill	Accumulated Amortization		Net Intangible Assets and Goodwill	
Royalty agreements Trade names Goodwill	14 years Indefinite 10 years	\$	487 75 4,773	\$	(25) - (276)	\$	462 75 4,497
		\$	5,335	\$	(301)	\$	5,034

Amortization expense for the year ended December 31, 2022, was \$301.

The amortization of goodwill is as follows for the years ending December 31:

2023	\$ 477
2024	477
2025	477
2026	477
2027	477
Thereafter	 2,112
Goodwill, net	 4,497

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### 7. Contract Liabilities

Contract liabilities consisted of the following at December 31, 2022:

Franchise fees, net Attractions revenues	\$ 46,207 14,042
	60,249
	•
Less current portion	(16,451)
Contract liabilities, net of current portion	\$ 43,798

#### 8. Notes Payable

#### **Paycheck Protection Program Loans**

In February, 2021, the Company received a second draw Paycheck Protection Program (PPP) loan in the amount of \$1,252. The PPP provides loans to qualifying businesses in amounts up to 2.5 times their average monthly payroll expenses and was designed to provide a direct financial incentive for qualifying businesses to keep their workforce employed during the Coronavirus crisis. PPP loans are uncollateralized and guaranteed by the U.S. Small Business Association (SBA) and are forgivable after a "covered period" (of eight to 24 weeks) as long as the borrower maintains its payroll levels and uses the loan proceeds for eligible expenses, including payroll, benefits, mortgage interest, rent and utilities. The forgiveness amount will be reduced if the borrower terminates employees or reduces salaries and wages more than 25% during the covered period. Any unforgiven portion is payable over five years at an interest rate of 1% with payments deferred until the SBA remits the borrower's loan forgiveness amount to the lender, or, if the borrower does not apply for forgiveness, 10 months after the end of the covered period. PPP loan terms provide for customary events of default, including payment defaults, breaches of representations and warranties, and insolvency events and may be accelerated upon the occurrence of one or more of these events of default. Additionally, PPP loan terms do not include prepayment penalties.

The Company met the PPP's loan forgiveness requirements, and therefore, applied for forgiveness during 2022. Legal release was received during December of 2022 for the PPP loan of \$1,252, therefore, the Company recorded forgiveness income of \$1,252, within its consolidated statement of operations and comprehensive income for the year ended December 31, 2022.

The SBA reserves the right to audit any PPP loan, regardless of size. These audits may occur after forgiveness has been granted. In accordance with the Coronavirus Aid, Relief, and Economic Security (CARES) Act, all borrowers are required to maintain their PPP loan documentation for six years after the PPP loan was forgiven or repaid in full and to provide that documentation to the SBA upon request.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### 9. Commitments and Contingencies

#### **Operating Leases**

#### Leases, January 1, 2022 and After

Right-of-use assets represent the Company's right to use an underlying asset for the lease term, while lease liabilities represent the Company's obligation to make lease payments arising from the lease. Right-of-use assets and lease liabilities are recognized at the commencement date of a lease based on the net present value of lease payments over the lease term.

Certain of the Company's leases include options to renew or terminate the lease. The exercise of lease renewal or early termination options is at the Company's sole discretion. The Company regularly evaluates the renewal and early termination options and when they are reasonably certain of exercise, the Company includes such options in the lease term.

In determining the discount rate used to measure the right-of-use assets and lease liabilities, the Company uses the rate implicit in the lease, or if not readily available, the Company uses a risk-free rate based on U.S. Treasury note or bond rates for a similar term.

Right-of-use assets are assessed for impairment in accordance with the Company's long-lived asset policy. The Company reassesses lease classification and remeasures right-of-use assets and lease liabilities when a lease is modified and that modification is not accounted for as a separate new lease or upon certain other events that require reassessment in accordance with Topic 842.

The Company made significant assumptions and judgments in applying the requirements of Topic 842. In particular, the Company:

- Evaluated whether a contract contains a lease, by considering factors such as whether
  the Company obtained substantially all rights to control an identifiable underlying asset
  and whether the lessor has substantive substitution rights;
- Determined whether contracts contain embedded leases;
- Evaluated leases with similar commencement dates, lengths of term, renewal options or other contract terms, which therefore meet the definition of a portfolio of leases, whether to apply the portfolio approach to such leases;
- Determined for leases that contain a residual value guarantee, whether a payment at the
  end of the lease term was probable and, accordingly, whether to consider the amount of
  a residual value guarantee in future lease payments.

The Company does not have material leasing transactions with related parties.

The Company's lease agreements contain lease incentives related to tenant improvement allowances. For the year ended December 31, 2022, the Company recorded tenant improvement allowances of \$6,656. These amounts have not yet been reimbursed by the landlord, accordingly the Company has recorded a receivable in the amount of \$6,656 as of December 31, 2022 which is included in prepaids and other current assets in the consolidated balance sheet.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

The following table summarizes the lease right-of-use assets and lease liabilities as of December 31, 2022:

Right-of-use assets: Operating leases	\$	49,194
Total right-of-use assets, net		49,194
Lease liabilities: Current operating lease liabilities Long-term operating lease liabilities	\$	4,339 54,419
Total lease liabilities	_ \$	58,758

Below is a summary of expenses incurred pertaining to leases for the year ended December 31, 2022:

Operating lease expense	\$ 3,744
Total lease expense	 3,744
Weighted average remaining lease term (in years): Operating leases	9.39
Weighted average discount rate: Operating leases	2.88 %

The table below summarizes the Company's scheduled future minimum lease payments for years ending after December 31, 2022:

	Operating Leases	
Years ending December 31:	Φ.	5 000
2023 2024	\$	5,862 7,625
2025 2026		7,457 7,456
2027		6,382
Thereafter		32,925
Total lease payments		67,707
Less present value discount		(8,949)
Total lease liabilities		58,758
Less current portion		(4,339)
Long-term lease liabilities		54,419

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### Lease Guarantees

On occasion, the Company has acted as co-guarantor with certain of its franchisees in connection with leases necessary in establishing their businesses. As of December 31, 2022, the Company had limited guarantees for leases on five franchised locations totaling a maximum of \$6,708 in potential lease payments.

## Litigation

The Company may be a party to routine claims brought against it in the ordinary course of business. The Company estimates whether such liabilities are probable to occur and whether reasonable estimates can be made and accrues liabilities when both conditions are met. Although the ultimate outcome of these matters, if and when they arise, cannot be accurately predicted due to the inherent uncertainty of litigation, in the opinion of management, based upon current information, no currently pending or overtly threatened claim is expected to have a material adverse effect on the Company's business, financial condition or results of operations. However, it is possible that an unfavorable resolution of one or more such future proceedings could materially and adversely affect the Company's financial position, results of operations or cash flows.

#### 10. Insurance Activities

General liability limits provided are \$250 per occurrence with no aggregate limit. Worker's compensation limits provided are \$500 per occurrence with an aggregate limit of 150% of the Gross Net Written Premium. All policies issued during 2022 expire on May 27, 2023 to concur with primary policy terms. Premiums written for the year ended December 31, 2022 were \$7,079. Premiums earned for the year ended December 31, 2022 were \$6,103.

Incurred and Paid Claims Development by Accident Year - Incurred but not report (IBNR) reserve estimates are generally calculated by first projecting the ultimate cost of all claims that have occurred and then subtracting reported losses and loss expenses. Loss projections based upon industry data to develop loss development factors that multiplicatively accumulated to arrive at age-to-ultimate loss development factors.

Reported losses include cumulative paid losses and loss expenses plus case reserve estimates. The IBNR reserve includes a provision for the claims that have occurred but have not yet been reported, some of which are not yet known to the Company, as well as a provision for the future development on reported claims. The following paragraph details the IBNR liabilities and claims frequency, which is measured by claim event, for each accident year presented for the general liability coverage. Claim counts for the general liability coverage are presented based upon the number of claim occurrences reported.

For the year ended December 31, 2022, the Company incurred cumulative claims and claim adjustment expenses of \$7,798 and had cumulative paid claims and allocated claim adjustment expenses of \$1,643 resulting in liabilities for claims and claim adjustment expenses of \$6,155. For the year ended December 31, 2022, expected development on reported claims and IBNR totaled \$4,050 with cumulative reported claims of 404.

The unpaid insurance losses and loss adjustment expenses presented as liabilities on the consolidated balance sheet at December 31, 2022 include the liabilities for claims and claim adjustment expenses of \$6,155 and unallocated loss and loss adjustment expenses of \$216.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

#### 11. Members' Equity

The Company is wholly owned by its sole member, UA Holdings, LLC, and has only one class of equity where all profits and losses are allocated.

#### 12. Federal Income Taxes

Federal income taxes are related to Adventis (Note 3); accordingly, the federal income tax expense and components of the provision are only included for the year ended December 31, 2022. Income taxes were computed at the 21% statutory federal income tax rate and a reconciliation to the provision for income taxes is as follows for the year ended December 31, 2022:

Federal income tax, statutory rate Other	\$ 181 9
Total	\$ 190

The components of the provision for income taxes for the year ended December 31, 2022 are as follows:

Current Deferred	\$	325 (135)
Total	\$	190

The tax effects of temporary differences that give rise to significant portions of the deferred taxes consisted of the following at December 31, 2022:

Deferred tax assets and liabilities:	
Insurance loss reserve discounting	\$ 126
Unearned insurance premiums	121
Adventis start-up costs	8
Unrealized loss on investments	54
Deferred acquisition costs	(26)
Total deferred tax assets	\$ 283

The Company is required to periodically assess whether it is more likely than not that it will generate sufficient taxable income to realize its deferred tax assets. In making this determination, the Company considers all available positive and negative evidence and makes certain assumptions. The Company considers, among other things, its deferred tax liabilities, the overall business environment and its outlook for future years. At December 31, 2022, management determined a valuation allowance for its net deferred tax assets is not required as realization of the deferred tax assets is more-likely-than-not.

Notes to Consolidated Financial Statements December 31, 2022 (In Thousands)

## 13. Related-Party Transactions

The Company regularly advances cash or is advanced cash from its sole member. As of December 31, 2022, the Company had net receivables from its sole member totaling \$46,235.

As of December 31, 2022, the Company had one franchisee partially owned by members of its parent company that accounted for approximately \$322 of revenues for the year ended December 31, 2022, and accounts receivable of approximately \$49 as of December 31, 2022.

The Company has a management agreement with an entity for which an employee of the management company is also a board member of Adventis. The management company performed, under the direction of the Company, certain management and administrative services and accounting services. The annual management fee is \$78. For the year ended December 31, 2022, total management fees amounted to \$78. These costs are included in selling, general and administrative expenses on the consolidated statement of operations and comprehensive income.

## 14. Employee Benefit Plan

The Company sponsors a defined 401(k) contribution plan (the Plan) covering substantially all employees. Plan participants may make certain voluntary contributions in which they are 100% vested. The Company has agreed to make certain matching contributions to the Plan not to exceed the amount deductible for federal income tax purposes. The Company made matching contributions of \$416 for the year ended December 31, 2022.

#### 15. Franchise Activities

During the year ended December 31, 2022, the Company sold 209 franchise licenses. As of December 31, 2022, the Company had 750 franchised locations in operations.

#### 16. Subsequent Events

The Company evaluated all material events or transactions that occurred after December 31, 2022, the consolidated balance sheet date, through April 3, 2024, the date these consolidated financial statements were available to be issued. There were no other significant or material subsequent events which would impact the consolidated financial statements for the year ended December 31, 2022 other than those disclosed below:

The Company completed an acquisition on February 16, 2024. The Company's portfolio welcomed the addition of its seventh brand as a result of entering into an asset purchase agreement to acquire 100% of the operating assets and liabilities of the "Sylvan Learning" franchise business.

# **UATP MANAGEMENT, LLC AND SUBSIDIARIES**

CONSOLIDATED FINANCIAL STATEMENTS
(WITH INDEPENDENT AUDITORS' REPORT THEREON)
DECEMBER 31, 2021, 2020 AND 2019



# UATP MANAGEMENT, LLC AND SUBSIDIARIES

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### INDEPENDENT AUDITORS' REPORT

To the Members and Management of UATP Management, LLC and subsidiaries:

## Report on the Audit of the Consolidated Financial Statements

#### **Opinion**

We have audited the accompanying consolidated financial statements of UATP Management, LLC and subsidiaries, (the "Company"), which comprise the consolidated balance sheets as of December 31, 2021, 2020 and 2019, and the related consolidated statements of operations, changes in member's equity and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of UATP Management, LLC and subsidiaries as of December 31, 2021, 2020 and 2019, 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 UATP Management, LLC and subsidiaries 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.

#### Emphasis of Matter for Adoption of New Accounting Standard

As discussed in Note 2 of the consolidated financial statements, on January 1, 2019, the Company adopted Accounting Standards Codification Topic 606 as required by Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606, and its related amendments. Our opinion is not modified with respect to this matter.

## Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated 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 consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about UATP Management, LLC and subsidiaries ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

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

Our objectives are to obtain reasonable assurance about whether the consolidated 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 consolidated financial statements.

In performing an audit in accordance with GAAS, we:

Baker Tilly US, LLP

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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.

Plano, Texas March 31, 2022

## CONSOLIDATED BALANCE SHEETS DECEMBER 31, 2021, 2020 AND 2019

ASSETS	 2021	2020	2019
CURRENT ASSETS			
Cash and cash equivalents	\$ 10,454,236	\$ 6,486,815	\$ 2,113,272
Accounts receivable, net	7,064,750	5,950,602	4,184,978
Notes receivable, current	315,420	824,531	1,302,765
Deferred initial franchise fee costs, current	113,810	99,363	96,906
Prepaids and other current assets	2,256,987	 151,769	 252,357
Total current assets	20,205,203	13,513,080	7,950,278
PROPERTY AND EQUIPMENT, net	986,193	2,212,428	3,450,548
NOTES RECEIVABLE, net of current maturities	203,906	400,455	791,276
DEFERRED INITIAL FRANCHISE FEE COSTS, net of current maturities	1,420,423	1,118,181	1,016,444
RECEIVABLE FROM AFFILIATED ENTITIES (Note 9)	4,940,635	-	-
TOTAL ASSETS	\$ 27,756,360	\$ 17,244,144	\$ 13,208,546
LIABILITIES AND MEMBERS' EQUITY			
CURRENT LIABILITIES			
Accounts payable	\$ 442,764	\$ 944,756	\$ 521,469
Accrued liabilities	1,934,398	3,256,529	1,941,353
Marketing funds	4,694,663	1,349,349	-
Notes payable, current portion	100,202	287,919	-
Contract liabilities, current portion	 549,413	 657,273	 275,160
Total current liabilities	7,721,440	6,495,826	2,737,982
NOTES PAYABLE, net of current maturities	1,301,583	1,236,796	-
DEFERRED RENT	138,064	130,532	122,956
CONTRACT LIABILITIES, net of current portion (Note 5)	9,837,078	6,456,073	6,719,450
PAYABLE TO AFFILIATED ENTITIES (Note 9)	-	391,088	657,993
Total liabilities	 18,998,165	14,710,315	10,238,381
MEMBER'S EQUITY	8,758,195	2,533,829	2,970,165
TOTAL LIABILITIES AND MEMBER'S EQUITY	\$ 27,756,360	\$ 17,244,144	\$ 13,208,546

## CONSOLIDATED STATEMENTS OF OPERATIONS AND CHANGES IN MEMBERS' EQUITY

## FOR THE YEARS ENDED DECEMBER 31, 2021, 2020 AND 2019

	 2021	 2020	2019
REVENUES			
Royalty revenues	\$ 30,326,510	\$ 10,340,936	\$ 14,375,854
Merchandise revenues	6,019,683	2,290,197	3,473,702
Attraction revenues	-	261,974	1,616,025
Franchise fee revenues	982,079	475,782	293,363
Marketing funds	16,872,644	2,358,894	2 101 547
Other revenues Total revenues	 5,059,101 59,260,017	 1,905,316 17,633,099	 2,191,547 21,950,491
OPERATING EXPENSES			
Merchandise costs			229,659
Attraction costs	-	-	,
Marketing funds	16,872,644	2,358,894	1,346,978
Salaries and wages	8,597,978	7,137,265	8,334,693
Depreciation	1,258,405	1,233,726	
Selling, general and administrative	6,649,772	8,078,385	822,181 7,924,503
Total operating expenses	 		 
Total operating expenses	33,378,799	18,808,270	18,658,014
INCOME (LOSS) FROM OPERATIONS	25,881,218	(1,175,171)	3,292,477
OTHER INCOME (EXPENSES)			
Interest expense	(74,027)	(11,748)	(67,085)
Other income	29,972	8,229	30,428
Forgiveness of Paycheck Protection Program loan	 1,374,715	 =	 
Total other income (expenses)	1,330,660	(3,519)	(36,657)
INCOME (LOSS) BEFORE STATE TAX (EXPENSE) REFUND	 27,211,878	(1,178,690)	3,255,820
State tax (expense) benefit	(2,505)	31,616	(107,441)
NET INCOME (LOSS)	\$ 27,209,373	\$ (1,147,074)	\$ 3,148,379
			2 222 :
MEMBER'S EQUITY, BEGINNING OF YEAR	\$ 2,533,829	\$ 2,970,165	\$ 3,228,734
Member Distributions (Note 8)	(20,985,007)	-	(2,985,302)
Member Contributions (Note 8)	-	710,738	-
Cumulative adjustment for ASC 606 (Note 2)	-	-	(421,646)
Net income (loss)	27,209,373	(1,147,074)	3,148,379
MEMBER'S EQUITY, END OF YEAR	\$ 8,758,195	\$ 2,533,829	\$ 2,970,165
·	 -,,	 / ,	 <i>/ ,</i>

## CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2021, 2020 AND 2019

	2021	2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income (loss)	\$ 27,209,373	\$ (1,147,074)	\$ 3,148,379
Adjustments to reconcile net income (loss) to net			
cash provided by operating activities:			
Bad debt expense	186,453	424,495	166,018
Provision for note receivable losses	(134,738)	215,666	=
Depreciation expense	1,258,405	1,233,726	822,181
Forgiveness on Paycheck Protection Program loan	(1,374,715)	-	-
Loss on disposal of property and equipment	-	261,066	181,556
Change in operating assets and liabilities, net:			
Accounts receivable	(1,300,601)	(2,190,119)	(3,105,346)
Inventory	-	-	1,229,914
Deferred initial franchise fee costs	(316,689)	(104,194)	(147,005)
Prepaids and other current assets	(2,105,218)	100,589	450,935
Accounts payable	(501,992)	423,287	112,980
Accrued liabilities	(1,322,131)	1,315,176	1,363,579
Marketing funds	3,345,314	1,349,349	· -
Contract liabilities	3,273,145	118,736	227,013
Deferred rent	7,532	7,576	58,860
Receivables from affiliated entities	(5,331,723)	(266,905)	2,587,243
Net cash provided by operating activities	22,892,415	1,741,374	7,096,307
CASH FLOWS FROM INVESTING ACTIVITIES:			
Purchases of property and equipment	(32,170)	(256,672)	(2,976,527)
Proceeds from the sale of property and equipment	(32,170)	(230,072)	1,056,813
Issuance of notes receivable	_	(176,032)	(816,940)
Notes receivable collections	840.308		
	840,398	829,421	996,355
Net cash provided by (used in) investing activities	808,228	396,717	(1,740,299)
CASH FLOWS FROM FINANCING ACTIVITIES:			
Payments made on notes payable	-	-	(1,132,586)
Proceeds from Paycheck Protection Program loan	1,251,785	1,374,715	-
Proceeds from issuance of notes payable	-	150,000	-
Member distributions	(20,985,007)	-	(2,985,302)
Member contributions		710,737	<u>-</u>
Net cash (used in) provided by financing activities	(19,733,222)	2,235,452	(4,117,888)
NET INCREASE IN CASH AND CASH EQUIVALENTS:	3,967,421	4,373,543	1,238,120
CASH AND CASH EQUIVALENTS, beginning of year	6,486,815	2,113,272	875,152
CASH AND CASH EQUIVALENTS, end of year	\$ 10,454,236	\$ 6,486,815	\$ 2,113,272
SUPPLEMENTAL DISCLOSURES:			
Cash paid for interest expense	\$ 66,899	\$ 11,748	\$ 71,631
Cash paid for state taxes			\$ 39,298
Cash paid for state taxes	\$ 2,505	\$ 134	ψ 39,298
NONCASH FINANCING ACTIVITIES:			
Forgiveness on Paycheck Protection Program loan	\$ 1,374,715	\$ -	\$ -

Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

#### 1. NATURE OF OPERATIONS

The consolidated financial statements at December 31, 2021, 2020 and 2019 include the accounts of UATP Management, LLC and its wholly owned subsidiaries, UATP IP, LLC, UATP Franchising Canada, Ltd. and Fidele, LLC (collectively, the "Company"). UATP Management, LLC (the "Company") was organized on May 31, 2013 as a Texas limited liability company. The Company is wholly-owned by UA Holdings, LLC. The Company franchises Urban Air Adventure Parks branded family entertainment centers. The liability of the Company's sole member is generally limited to the amount of their contributed capital. The Company has a perpetual duration unless dissolved earlier in accordance with the Company Agreement.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## **BASIS OF PRESENTATION**

The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP"). All significant intercompany balances and transactions have been eliminated in consolidation.

### **USE OF ESTIMATES**

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

## RECENT ACCOUNTING PRONOUNCEMENTS

During February 2016, the FASB issued Accounting Standards Update ("ASU") No. 2016-02, "Leases (Topic 842)." ASU No. 2016-02 requires lessees to recognize the assets and liabilities that arise from leases on the balance sheet. A lessee should recognize in the statement of financial position a liability to make lease payments (the lease liability) and a right-of-use asset representing its right to use the underlying asset for the lease term. During 2018, the FASB also issued ASU No. 2018-01, "Land Easement Practical Expedient", which permits an entity to elect an optional transition practical expedient to not evaluate land easements that existed or expired before the entity's adoption of Topic 842 and that were not previously accounted for under ASC 840; ASU 2018-10, "Codification Improvements to Topic 842, Leases", which addresses narrow aspects of the guidance originally issued in ASU No. 2016-02; ASU 2018-11, "Targeted Improvements", which provides entities with an additional (and optional) transition method whereby an entity initially applies the new leases standard at the adoption date and recognizes a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption and also provides lessors with a practical expedient, by class of underlying asset, to not separate nonlease components from the associated lease component and, instead, to account for those components as a single component; and ASU No. 2018-20, "Narrow-Scope Improvements for Lessors", which addresses sales and other similar taxes collected from lessees, certain lessor costs, and the recognition of variable payments for contracts with lease and nonlease components. During 2019, the FASB issued ASU No. 2019-01, "Leases (Topic 842): Codification Improvements", which deferred the effective date for certain entities and, during 2020, issued ASU No. 2020-05, "Effective Dates for Certain Entities", which deferred the effective date of ASU No. 2016-02 for those entities that had not yet issued their financial statements at the time of ASU No. 2020-05's issuance. Topic 842 (as amended) is effective for annual periods beginning after December 15, 2021, and interim periods within fiscal years beginning after December 15, 2022. Early adoption is permitted. The Company is currently assessing the effect that Topic 842 (as amended) will have on its results of operations, financial position and cash flows.

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Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

## **RECLASSIFICATIONS**

At December 31, 2020 and 2019, the Company recorded its related party receivable as a net receivable from affiliated entities in the accompanying consolidated balance sheets. Due to the nature of the related party receivable, the Company reclassified the balances to equity contributions and distributions for the years ended December 31, 2020 and 2019, respectively. Accordingly, the contributions and distributions are classified as financing activities with the other receivables from affiliated entities classified as operating activities in the accompanying consolidated statements of cash flows.

## **CASH AND CASH EQUIVALENTS**

The Company considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. At December 31, 2021, 2020 and 2019 the Company had no such investments. The Company maintains deposits primarily in one financial institution, which may at times exceed amounts covered by insurance provided by the U.S. Federal Deposit Insurance Corporation ("FDIC"). The Company has not experienced any losses related to amounts in excess of FDIC limits.

## **ACCOUNTS RECEIVABLE**

Accounts receivable consists of franchise royalties, marketing funds and other costs billed to franchisees in addition to merchandise commissions. Accounts receivable are stated at amounts management expects to collect from outstanding balances. Credit is extended to customers based upon evaluation of the customer's financial condition, and collateral is not required. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances still outstanding after management has used reasonable collection efforts are written off through a charge to the allowance for doubtful accounts and a credit to accounts receivable. As of December 31, 2021, 2020 and 2019, the Company had an allowance for doubtful of \$2,713,058, \$2,526,605 and \$2,102,110, respectively.

## **NOTES RECEIVABLE**

From time to time, as part of generating attraction revenues, the Company will provide financing to franchisees during initial construction of their adventure park attractions. Notes are typically issued between \$200,000 and \$250,000 and call for monthly payments to begin upon opening the franchise locations with most notes maturing 2 years thereafter but could be up to 5 years. Notes receivable are secured by the property and equipment at the franchise location and are personally guaranteed by the individual franchisees'. The notes receivable have contractual interest rates ranging from 1.15% to 3%. The Company also charges an additional royalty fee until paid in full at 1% to 1.50% of the franchisees' gross monthly sales.

The Company continually monitors notes receivable for potential losses or impairment when it is probable the Company will be unable to collect all amounts all principal and interest due. Due to the relationship as the franchisor and ability to dictate the timing of payments if deemed necessary, the Company believes collectability is reasonably assured through franchise operations and does not place notes receivable on nonaccrual status unless specifically identifies for allowance provisions. The allowance for potential losses on notes receivable was \$80,928, \$215,666 and \$0 as of December 31, 2021, 2020 and 2019, respectively.

Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

## **DEFERRED INITIAL FRANCHISE FEE COSTS**

The Company has capitalized costs in relation to costs incurred for pre-opening activities associated with opening and organizing new locations or conversion of existing locations. Capitalized costs directly related to these activities were \$1,534,233, \$1,217,544 and \$1,113,350, as of December 31, 2021, 2020 and 2019, respectively, and were reported as deferred initial franchise fee costs on the accompanying consolidated balance sheets.

### PROPERTY AND EQUIPMENT

Property and equipment are stated at historical cost less accumulated depreciation. Expenditures which substantially improve or extend the useful life of property are capitalized. Routine maintenance and repair costs are expensed as incurred. Property and equipment are capitalized if they have individual costs of at least \$5,000 and useful lives of greater than one year. Leasehold improvements are amortized on a straight-line basis over the shorter of the estimated useful life of the related asset or the remaining life of the lease plus reasonable extensions included in the lease agreement. Upon retirement or disposition of property and equipment, the cost and related accumulated depreciation are removed from the accounts, and the gains or losses are reflected in the consolidated statement of operations. Depreciation is calculated using the straight-line method over the established useful lives of the individual assets as follows:

	Useful Lives
Computer and software	3 years
Furniture and fixtures	5 years

#### LONG-LIVED ASSETS AND IMPAIRMENT

The Company reviews long-lived assets for impairment whenever events or changes in circumstances indicate the carrying amount of an asset may not be recoverable. Assets are grouped at the lowest levels for which there are identifiable cash flows that are largely independent of cash flows of other groups of assets. In such cases, if the future undiscounted cash flows of the underlying assets are less than the carrying amount, then the carrying amount of the long-lived asset will be adjusted for impairment to a level commensurate with a discounted cash flow analysis of the underlying asset or its determinable fair value. There were no impairment charges taken for the years ended December 31, 2021, 2020 and 2019, respectively.

Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

## **REVENUE RECOGNITION**

On January 1, 2019, the Company adopted the Financial Accounting Standards Board's ("FASB") Accounting Standards Update ("ASU") 2014-09, *Revenue from Contracts with Customers (Topic 606)*, and all related amendments using the modified retrospective transition method.

In May 2014, the FASB issued amended guidance for revenue recognition. The new guidance outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. The core principle of the guidance is that an entity should recognize revenue for the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods and services. Additionally, the guidance requires improved disclosure to help users of financial statements better understand the nature, amount, timing and uncertainty of revenue that is recognized. The Company adopted the new guidance on January 1, 2019, which resulted in a decrease to beginning retained earnings of \$421,646.

The Company's revenues are substantially comprised of service revenues. Revenue is recognized when the Company satisfies its performance obligation under each contract after it has provided the service to each customer. A performance obligation is a promise in a contract to transfer a distinct product or service to a customer.

Revenue is measured as the amount of consideration the Company expects to receive in exchange for transferring products or providing services. The nature of the Company's contracts do not give rise to any notable amounts of variable consideration with its customers. The type or location of services performed do not significantly impact the nature, amount, timing or uncertainty of revenues and cash flows.

A contract's transaction price is allocated to each distinct performance obligation within the contract. Substantially all of the Company's contracts have a single performance obligation. In instances where multiple performance obligations may exist, due to the short duration of the arrangements or the insignificance of certain performance obligations, in substantially all cases it is not necessary to allocate the transaction price to the distinct performance obligations as any potential allocations would result in a nominally different accounting outcome.

Substantially all of the Company's revenues are from services provided to customers at a point in time, with the exception of franchise fee revenue, which is deferred and recognized over the term of the franchise agreement.

Sales, value added, and other taxes collected from customers and remitted to governmental authorities are accounted for on a net (excluded from revenues) basis.

**Royalty Revenues** – Royalty revenue is recognized in the period earned and is equal to approximately 7% of gross franchisee revenue. Royalty revenues are allocated to the outcome from the performance obligation of having access to the license i.e. franchise location's monthly sales. The Company records the royalty revenue as the franchisee's monthly sales occur.

Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

## REVENUE RECOGNITION, CONTINUED

Merchandise Revenues – Merchandise revenue relates to commissions received from a third-party company that purchases, inventories and sell merchandise to the franchise locations. The third-party vendor provides this merchandise at a cost to the franchisees that is lower than they could otherwise purchase individual items in like quantities, quality, etc. The third party, under license from the Company of its trademarks, procures licensed products from manufacturers and sells them to the Company's franchisees. The Company recognizes revenue as the underlying purchases are made by the franchisees, net of estimated returns, based on agreed upon commission rates.

Attraction Revenues – Attraction revenue is recognized as revenue when earned, which is at the grand opening of the associated franchise park.

Franchise Fee Revenues – Franchise fee revenue is recognized as revenue when earned. The Company receives an initial franchise fee as franchise agreements are signed. Franchise fee revenue is deferred until opening of the location, and then recognized over the term of the franchise agreement, which is typically 10 years (over time revenue). At December 31, 2021, 2020 and 2019, deferred franchise fee revenues totaled \$10,108,491, \$6,449,320 and \$5,996,602, respectively (Note 5).

*Other Revenues* – Other revenues include various ancillary revenue streams all recognized when earned, which is generally as services are performed.

Marketing Fund Revenues – The Company administers the Marketing Fund, for which franchisees and Company-owned parks began contributing 4% of gross sales in August 2020. These contributions are used for various forms of Urban Air brand advertising in accordance with its franchise agreements. The Company has a contractual obligation to use Marketing Fund contributions for advertising, public relations, merchandising and similar activities. Marketing Fund liabilities are included in the consolidated balance sheet as marketing funds and totaled \$4,694,663 and \$1,349,349 as of December 31, 2021 and 2020, respectively. Marketing Fund revenues and expenditures are recorded on a gross basis within the consolidated statements of operations as contributions are billed, increasing both the gross amount of reported revenues and expenses and generally has no impact on income (loss) from operations and net income (loss).

As of and for the year ended December 31, 2021, 2020 and 2019, the Company did not have any contract assets. The Company does have contract liabilities, which represent deferred revenues from certain preopening activities and area development fees. The Company has determined that pre-opening activities and area development fees do not represent distinct good or services transferred to the franchisee. Accordingly, these costs are deferred over the related franchise agreement, which is typically 10 years. Contract liabilities at December 31, 2021, 2020 and 2019 were \$9,837,078, \$6,456,073 and \$6,719,450, respectively (Note 5).

Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

## REVENUE RECOGNITION, CONTINUED

The Company disaggregates revenue from contracts with customers by project type, as the Company believes it best depicts how the nature, amount, timing and uncertainty of revenue and cash flows are affected by economic factors. All of the Company's revenues are recognized at a point in time with the exception of initial franchise fees, which are recognized over the term of the franchise agreement. The following table presents the Company revenues disaggregated by timing:

	 2021	 2020	 2019
Over time revenue	\$ 982,079	\$ 475,782	\$ 293,363
Point in time revenue	 58,277,938	 17,157,317	 21,657,128
	\$ 59,260,017	\$ 17,633,099	\$ 21,950,491

### **ADVERTISING COSTS**

Advertising costs included in selling, general and administrative expenses, are expensed as incurred and totaled \$710,235, \$3,469,954 and \$1,043,806 for the years ended December 31, 2021, 2020 and 2019, respectively.

## **INCOME TAXES**

The Company has elected, under the Internal Revenue Code, to be treated as a limited liability company. In lieu of federal income taxes, the members of a limited liability company are taxed on their proportionate share of the Company's taxable income.

GAAP requires the evaluation of tax positions taken or expected to be taken in the course of preparing the Company's tax return to determine whether the tax positions are more likely than not of being sustained by the applicable tax authority. Tax positions not deemed to meet the more likely than not threshold would be recorded as a tax benefit or expense in the current period. Reconciliation is not provided herein, as the beginning and ending amounts of unrecognized benefits are zero, with no interim additions, reductions, or settlements. However, the conclusions regarding accounting for uncertainty in income taxes will be subject to review and may be adjusted at a later date based on factors including, but not limited to, ongoing analysis of tax laws, regulations and interpretations thereof.

Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

## 3. PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at December 31:

	2021	2020	2019
Leasehold improvements	\$ 457,690	\$ 457,690	\$ 450,601
Computer and software	3,283,173	3,502,597	3,215,220
Furniture and fixtures	422,132	170,538	168,448
Construction in progress	 	 	 300,950
	4,162,995	 4,130,825	 4,135,219
Less: accumulated depreciation	(3,176,802)	 (1,918,397)	 (684,671)
	\$ 986,193	\$ 2,212,428	\$ 3,450,548

Depreciation expense for the years ended December 31, 2021, 2020 and 2019 was \$1,258,405, \$1,233,726 and \$822,181, respectively.

## 4. NOTES RECEIVABLE

The principal balance outstanding on the notes receivable and the expected principal collections for the next five years, exclusive of any allowances, are as follows for the years ending December 31:

2022	\$ 315,420
2023	81,916
2024	45,149
2025	46,371
2026	 30,470
	\$ 519,326

## 5. CONTRACT LIABILITIES

Contract liabilities consisted of the following at December 31:

	2021	 2020	2019
Franchise fees	\$ 10,108,491	\$ 6,449,320	\$ 5,996,602
Area development agreements	278,000	488,077	736,035
Other revenues	-	175,949	261,973
	10,386,491	7,113,346	6,994,610
Less current portion	(549,413)	(657,273)	 (275,160)
Contract liabilities, net of current portion	\$ 9,837,078	\$ 6,456,073	\$ 6,719,450

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Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

## 6. NOTES PAYABLE

## PAYCHECK PROTECTION PROGRAM LOAN

In May, 2020, the Company received loan proceeds in the amount of \$1,374,715 under the Paycheck Protection Program ("PPP") which was established as part of the Coronavirus Aid, Relief and Economic Security ("CARES") Act (as amended by the Economic Aid Act (EAA) on December 27, 2020 and is administered through the Small Business Administration ("SBA"). In February, 2021, the Company also received a second draw PPP loan in the amount of \$1,251,785. The PPP provides loans to qualifying businesses in amounts up to 2.5 times their average monthly payroll expenses and was designed to provide a direct financial incentive for qualifying businesses to keep their workforce employed during the Coronavirus crisis. PPP loans are uncollateralized and guaranteed by the SBA and are forgivable after a "covered period" (of eight to twenty-four weeks) as long as the borrower maintains its payroll levels and uses the loan proceeds for eligible expenses, including payroll, benefits, mortgage interest, rent, and utilities. The forgiveness amount will be reduced if the borrower terminates employees or reduces salaries and wages more than 25% during the covered period. Any unforgiven portion is payable over 5 years at an interest rate of 1% with payments deferred until the SBA remits the borrower's loan forgiveness amount to the lender, or, if the borrower does not apply for forgiveness, ten months after the end of the covered period. PPP loan terms provide for customary events of default, including payment defaults, breaches of representations and warranties, and insolvency events and may be accelerated upon the occurrence of one or more of these events of default. Additionally, PPP loan terms do not include prepayment penalties.

The Company met the PPP's loan forgiveness requirements, and therefore, applied for forgiveness during 2021. Legal release was received during August of 2021 for the PPP loan of \$1,374,715, therefore, the Company recorded forgiveness income of \$1,374,715 within its consolidated statement of operations for the year ended December 31, 2021.

The Company believes that it will meet the PPP's 2nd draw loan forgiveness requirements, and therefore, is in the process of applying for forgiveness as of the date these consolidated financial statements were available to be issued. When legal release is received, the Company will record the amount forgiven as forgiveness income within the other income section of its statement of operations. If any portion of the Company's PPP loan is not forgiven, the Company will be required to repay that portion, plus interest, over 5 years in monthly installments with the repayment term beginning at the time that the SBA remits the amount forgiven to the Company's lender.

The SBA reserves the right to audit any PPP loan, regardless of size. These audits may occur after forgiveness has been granted. In accordance with the CARES Act (as amended by the EAA), the Company is required to maintain its PPP loan documentation for six years after the PPP loan was forgiven or repaid in full and to provide that documentation to the SBA upon request.

Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

## 6. NOTES PAYABLE, CONTINUED

## **ECONOMIC INJURY DISASTER LOAN**

In July 2020, the Company applied for and was approved for a loan pursuant to the Economic Injury Disaster Loan program ("EIDL") under Section 1110 of the CARES Act, administered by the SBA. This program allows participation by eligible entities that have suffered economic injury as a result of COVID-19, to be used as working capital. The Company received the loan proceeds on July 31, 2020. The principal amount of the loan was \$150,000 and is collateralized by all tangible and intangible personal property of the Company and guaranteed by the owners. The EIDL loan bears interest at 3.75% per annum and requires monthly payments of \$731, including interest, beginning after a 30 month deferral period in January 2023, The EIDL loan will mature in June 2050. As of December 31, 2021, the outstanding balance on the EIDL loan was \$150,000.

Principal payments on the PPP loan and EIDL loan are due as follows for the years ending December 31:

2022	\$ 100,202
2023	359,728
2024	363,341
2025	366,991
2026	63,715
Thereafter	147,808
	\$ 1,401,785

#### 7. COMMITMENTS AND CONTINGENCIES

## **Operating Leases**

The Company leases office space under a non-cancelable operating lease expiring January 2027.

As of December 31, 2021, minimum future rental payments due under non-cancelable operating leases with terms in excess of one year were as follows for the years ending December 31:

2022	\$ 346,057
2023	355,706
2024	365,328
2025	374,962
2026	384,597
Thereafter	 32,117
	\$ 1,858,767

Rental expenses associated with non-cancelable operating leases totaled \$345,832, \$333,430, and \$305,867 for the years ended December 31, 2021, 2020 and 2019, respectively.

Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

#### 7. COMMITMENTS AND CONTINGENCIES, CONTINUED

#### Lease Guarantees

On occasion, the Company has acted as co-guarantor with certain of its franchisees in connection with leases necessary in establishing their businesses. As of December 31, 2021, the Company has limited guarantees for leases on two franchised locations totaling a maximum of \$1,216,183 in potential lease payments.

## Litigation

The Company may be a party to routine claims brought against it in the ordinary course of business. The Company estimates whether such liabilities are probable to occur and whether reasonable estimates can be made and accrues liabilities when both conditions are met. Although the ultimate outcome of these matters, if and when they arise, cannot be accurately predicted due to the inherent uncertainty of litigation, in the opinion of management, based upon current information, no currently pending or overtly threatened claim is expected to have a material adverse effect on our business, financial condition, or results of operations. However, it is possible that an unfavorable resolution of one or more such future proceedings could materially and adversely affect our financial position, results of operations or cash flows.

## 8. MEMBER'S EQUITY

The Company is wholly owned by its sole member, UA Holdings, LLC, and has only one class of equity where all profits and losses are allocated. The Company regularly makes payments on behalf of its sole member and recognizes these payments along with any other cash contributed or distributed as net contributions or distributions in these consolidated financial statements.

## 9. RELATED PARTY TRANSACTIONS

The Company is wholly owned by a parent company along with several other subsidiaries. The Company regularly advances cash or is advanced cash as needed from entities affiliated with the sole member of the Company. As of December 31, 2021, the Company had net receivables from these related entities totaling \$4,940,635. As of December 31, 2020 and 2019, the Company had net payables due to these related entities totaling \$391,088 and \$657,993, respectively.

#### 10. EMPLOYEE BENEFIT PLAN

The Company sponsors a defined 401(k) contribution plan (the "Plan") covering substantially all employees. Plan participants may make certain voluntary contributions in which they are 100% vested. The Company has agreed to make certain matching contributions to the Plan not to exceed the amount deductible for federal income tax purposes. The Company made matching contributions of \$173,104, \$125,052 and \$161,599 for the years ended December 31, 2021, 2020 and 2019, respectively.

Notes to the Consolidated Financial Statements December 31, 2021, 2020 and 2019

## 11. FRANCHISE ACTIVITIES

During the years ending December 31, 2021, 2020 and 2019, the Company sold 63, 19 and 37 franchise licenses, respectively. As of December 31, 2021, 2020 and 2019, the Company had 152, 151 and 118 locations in operations, respectively.

## 12. SUBSEQUENT EVENTS

The Company evaluated all material events or transactions that occurred after December 31, 2021, the consolidated balance sheet date, through March 31, 2022, the date these consolidated financial statements were available to be issued, and determined that no events or transactions have occurred that would require disclosure as a subsequent event.

#### Form E – Guarantee of Performance

#### **GUARANTEE OF PERFORMANCE**

For value received, Unleashed Brands, LLC, a Delaware limited liability company (the "Guarantor"), located at 2350 Airport Freeway, Suite 505, Bedford, TX 76022, absolutely and unconditionally guarantees to assume the duties and obligations of UATP Management, LLC, located at 2350 Airport Freeway, Suite 505, Bedford, TX 76022 (the "Franchisor"), under its franchise registration in each state where the franchise is registered, and under its Franchise Agreement identified in its 2024 Franchise Disclosure Document, as it may be amended, and as that Franchise Agreement may be entered into with franchisees and amended, modified or extended from time to time. This guarantee continues until all such obligations of the Franchisor under its franchise registrations and the Franchise Agreement are satisfied or until the liability of Franchisor to its franchisees under the Franchise Agreement has been completely discharged, whichever first occurs. The Guarantor is not discharged from liability if a claim by a franchisee against the Franchisor remains outstanding. Notice of acceptance is waived. The Guarantor does not waive receipt of notice of default on the part of the Franchisor. This guarantee is binding on the Guarantor and its successors and assigns.

The Guarantor signs this guarantee at Bedford, TX on the 30th day of April.

Guarantor.
Unleashed Brands, LLC
By: Stephen Pulsale
Name: Stephen Polozola
Title: Chief Legal Officer

## Unaudited Balance Sheet of Unleashed Brands, LLC as of March 31, 2024 and Unaudited Profit and Loss Statement for the period from January 1, 2024 to March 31, 2024

THESE FINANCIAL STATEMENTS ARE PREPARED WITHOUT AN AUDIT. PROSPECTIVE FRANCHISES OR SELLERS OF FRANCHISES SHOULD BE ADVISED THAT NO CERTIFIED PUBLIC ACCOUNTANT HAS AUDITED THESE FIGURES OR EXPRESSED HIS/HER OPINION TO THE CONTENT OR FORM.

## UNLEASHED BRANDS, LLC AND SUBSIDIARIES BALANCE SHEET (Unaudited) AS OF MARCH 31, 2024 (In thousands)

## ASSETS

Cash and cash equivalents         \$ 19.495           Investments—At fair value         6.645           Accounts receivable—Net         21,713           Inventory         1.307           Deferred attraction costs         15,637           Deferred initial franchise fee costs—Current         1.122           Deferred income taxes         181           Prepaids and other current assets         8.344           Total current assets         74,444           DEFERRED INITIAL FRANCHISE FEE COSTS—Net of current maturities         19,399           OPERATING LEASE RIGHT-OF-USE ASSET—Net         38,283           PROPERTY AND EQUIPMENT—Net         4,030           INTANGIBLE ASSETS—Net         2,737           OTHER ASSETS—Net         2,737           OTHER ASSETS—Net         845           RECEIVABLE FROM AFFILIATED ENTITIES—Net         100,599           TOTAL ASSETS         \$ 248,582           LIABILITIES AND MEMBERS' EQUITY         \$ 4,071           Accourd inabilities         15,722           Operating lease liability—Current         5,473           Marketing funds         484           Deferred franchise fee revenues—Current         7,132           Unpaid insurance losses and loss adjustment expenses         9,275	CURRENT ASSETS		
Investments-At fair value	Cash and cash equivalents	\$	19.495
Inventory			
Deferred attraction costs   15.637	Accounts receivable-Net		21,713
Deferred initial franchise fee costs-Current Deferred income taxes   181     Prepaids and other current assets   74,444     Total current assets   74,444     Total current assets   74,444     DEFERRED INITIAL FRANCHISE FEE COSTS-Net of current maturities   19,399     OPERATING LEASE RIGHT-OF-USE ASSET-Net   38,245     GOPERTY AND EQUIPMENT-Net   8,245     GOODWILL-Net   4,030     INTANGIBLE ASSETS-Net   2,737     OTHER ASSETS-Net   845     RECEIVABLE FROM AFFILIATED ENTITIES-Net   100,599     TOTAL ASSETS   \$ 248,582     LIABILITIES AND MEMBERS' EQUITY     CURRENT LIABILITIES   4,071     Accounts payable   \$ 4,071     Accound liabilities   15,722     Operating lease liability-Current   5,473     Marketing funds   484     Deferred attractions revenues   10,458     Deferred franchise fee revenues-Current   7,132     Unpaid insurance losses and loss adjustment expenses   9,275     Unearmed insurance premium   58     Total current liabilities   52,673     OPERATING LEASE LIABILITY-Net of current portion   41,733     CONTRACT LIABILITIES-Net of current portion   54,036     Total Liabilities   100,140     MEMBERS' EQUITY   Current portion   54,036     Total members' equity   100,140     Total members' equity   100,140	Inventory		1,307
Deferred income taxes	Deferred attraction costs		15,637
Prepaids and other current assets         8.344           Total current assets         74.444           DEFERRED INITIAL FRANCHISE FEE COSTS—Net of current maturities         19.399           OPERATING LEASE RIGHT-OF-USE ASSET—Net         38.283           PROPERTY AND EQUIPMENT—Net         8.245           GOODWILL—Net         4.030           INTANGIBLE ASSETS—Net         2.737           OTHER ASSETS—Net         845           RECEIVABLE FROM AFFILIATED ENTITIES—Net         100.599           TOTAL ASSETS         \$ 248.582           LIABILITIES AND MEMBERS' EQUITY         \$ 4.071           Accounts payable         \$ 4.071           Accorued liabilities         15.722           Operating lease liability—Current         5.473           Marketing funds         484           Deferred attractions revenues         10.458           Deferred franchise fee revenues—Current         7.132           Unpaid insurance losses and loss adjustment expenses         9.275           Unearned insurance premium         58           Total current liabilities         52.673           OPERATING LEASE LIABILITY—Net of current portion         41,733           CONTRACT LIABILITIES—Net of current portion         54.036           Total Liabilities         1	Deferred initial franchise fee costs-Current		1,122
Total current assets   74,444	Deferred income taxes		181
DEFERRED INITIAL FRANCHISE FEE COSTS—Net of current maturities         19.399           OPERATING LEASE RIGHT-OF-USE ASSET—Net         38.283           PROPERTY AND EQUIPMENT—Net         4.030           INTANGIBLE ASSETS—Net         2.737           OTHER ASSETS—Net         845           RECEIVABLE FROM AFFILIATED ENTITIES—Net         100.599           TOTAL ASSETS         \$ 248.582           LIABILITIES AND MEMBERS' EQUITY         \$ 4.071           Accounts payable         \$ 4.071           Accounts payable         \$ 4.071           Accound liabilities         15,722           Operating lease liability—Current         5.473           Marketing funds         484           Deferred attractions revenues         10.458           Deferred franchise fee revenues—Current         7,132           Unpaid insurance losses and loss adjustment expenses         9.275           Unearned insurance premium         58           Total current liabilities         52.673           OPERATING LEASE LIABILITY—Net of current portion         41.733           CONTRACT LIABILITIES—Net of current portion         54.036           Total Liabilities         100.140           MEMBERS' EQUITY         100.140           MEMBERS' Equity         100.140	Prepaids and other current assets		
OPERATING LEASE RIGHT-OF-USE ASSET-Net         33.283           PROPERTY AND EQUIPMENT-Net         8.245           GOODWILL-Net         4.030           INTANGIBLE ASSETS-Net         2.737           OTHER ASSETS-Net         845           RECEIVABLE FROM AFFILIATED ENTITIES-Net         100.599           TOTAL ASSETS         \$ 248.582           LIABILITIES AND MEMBERS' EQUITY           CURRENT LIABILITIES         \$ 4.071           Accounts payable         \$ 4.071           Accrued liabilities         15.722           Operating lease liability-Current         5.473           Marketing funds         484           Deferred attractions revenues         10.458           Deferred franchise fee revenues-Current         7.132           Unpaid insurance losses and loss adjustment expenses         9.275           Unearned insurance premium         58           Total current liabilities         52.673           OPERATING LEASE LIABILITY-Net of current portion         41.733           CONTRACT LIABILITIES-Net of current portion         54.036           Total Liabilities         148.442           MEMBERS' EQUITY           Cumulative earnings         100.140           Total members' equity         100.140 <td>Total current assets</td> <td></td> <td>74,444</td>	Total current assets		74,444
OPERATING LEASE RIGHT-OF-USE ASSET-Net         38,283           PROPERTY AND EQUIPMENT—Net         8,245           GOODWILL—Net         4,030           INTANGIBLE ASSETS—Net         2,737           OTHER ASSETS—Net         845           RECEIVABLE FROM AFFILIATED ENTITIES—Net         100,599           TOTAL ASSETS         \$ 248,582           LIABILITIES AND MEMBERS' EQUITY         \$ 4,071           Accounts payable         \$ 4,071           Accrued liabilities         15,722           Operating lease liability—Current         5,473           Marketing funds         484           Deferred attractions revenues         10,458           Deferred franchise fee revenues—Current         7,132           Unpaid insurance losses and loss adjustment expenses         9,275           Unearned insurance premium         58           Total current liabilities         52,673           OPERATING LEASE LIABILITY—Net of current portion         41,733           CONTRACT LIABILITIES—Net of current portion         54,036           Total Liabilities         148,442           MEMBERS' EQUITY           Cumulative earnings         100,140           Total members' equity         100,140	DEFERRED INITIAL FRANCHISE FEE COSTS-Net of current maturities		19.399
GOODWILL-Net	OPERATING LEASE RIGHT-OF-USE ASSET-Net		
INTANGIBLE ASSETS-Net	PROPERTY AND EQUIPMENT-Net		8,245
OTHER ASSETS—Net         845           RECEIVABLE FROM AFFILIATED ENTITIES—Net         100.599           TOTAL ASSETS         \$ 248.582           LIABILITIES AND MEMBERS' EQUITY         \$ 4.071           CURRENT LIABILITIES         \$ 4.071           Accounts payable         \$ 4.071           Accrued liabilities         15.722           Operating lease liability—Current         5.473           Marketing funds         484           Deferred attractions revenues         10.458           Deferred franchise fee revenues—Current         7.132           Unpaid insurance losses and loss adjustment expenses         9.275           Unearned insurance premium         58           Total current liabilities         52.673           OPERATING LEASE LIABILITY—Net of current portion         41.733           CONTRACT LIABILITIES—Net of current portion         54,036           Total Liabilities         148.442           MEMBERS' EQUITY         Cumulative earnings         100.140           Total members' equity         100.140	GOODWILL-Net		4,030
RECEIVABLE FROM AFFILIATED ENTITIES—Net         100.599           TOTAL ASSETS         \$ 248.582           LIABILITIES AND MEMBERS' EQUITY           CURRENT LIABILITIES         4.071           Accounts payable         \$ 4.071           Accrued liabilities         15,722           Operating lease liability—Current         5.473           Marketing funds         484           Deferred attractions revenues         10.458           Deferred franchise fee revenues—Current         7.132           Unpaid insurance losses and loss adjustment expenses         9.275           Unearned insurance premium         58           Total current liabilities         52,673           OPERATING LEASE LIABILITY—Net of current portion         41,733           CONTRACT LIABILITIES—Net of current portion         54,036           Total Liabilities         148,442           MEMBERS' EQUITY         Cumulative earnings         100,140           Total members' equity         100,140	INTANGIBLE ASSETS-Net		2,737
\$ 248.582	OTHER ASSETS-Net		845
LIABILITIES AND MEMBERS' EQUITY  CURRENT LIABILITIES  Accounts payable \$ 4,071 Accrued liabilities 15,722 Operating lease liability—Current 5,473 Marketing funds 484 Deferred attractions revenues 10,458 Deferred franchise fee revenues—Current 7,132 Unpaid insurance losses and loss adjustment expenses 9,275 Unearned insurance premium 58 Total current liabilities 52,673  OPERATING LEASE LIABILITY—Net of current portion 41,733 CONTRACT LIABILITIES—Net of current portion 54,036 Total Liabilities 148,442  MEMBERS' EQUITY Cumulative earnings 100,140 Total members' equity 100,140	RECEIVABLE FROM AFFILIATED ENTITIES-Net		100,599
CURRENT LIABILITIES  Accounts payable \$ 4.071  Accrued liabilities 15,722  Operating lease liability—Current 5,473  Marketing funds 484  Deferred attractions revenues 10,458  Deferred franchise fee revenues—Current 7,132  Unpaid insurance losses and loss adjustment expenses 9,275  Unearned insurance premium 58  Total current liabilities 52,673  OPERATING LEASE LIABILITY—Net of current portion 41,733  CONTRACT LIABILITIES—Net of current portion 54,036  Total Liabilities 148,442  MEMBERS' EQUITY  Cumulative earnings 100,140  Total members' equity 100,140	TOTAL ASSETS	\$	248,582
Accounts payable \$ 4.071 Accrued liabilities 15.722 Operating lease liability—Current 5.473 Marketing funds 484 Deferred attractions revenues 10.458 Deferred franchise fee revenues—Current 7.132 Unpaid insurance losses and loss adjustment expenses 9.275 Unearned insurance premium 58 Total current liabilities 52.673  OPERATING LEASE LIABILITY—Net of current portion 41.733 CONTRACT LIABILITIES—Net of current portion 54.036 Total Liabilities 148.442  MEMBERS' EQUITY Cumulative earnings 100.140 Total members' equity 100.140	LIABILITIES AND MEMBERS' EQUITY		
Accounts payable \$ 4.071 Accrued liabilities 15,722 Operating lease liability—Current 5,473 Marketing funds 484 Deferred attractions revenues 10,458 Deferred franchise fee revenues—Current 7,132 Unpaid insurance losses and loss adjustment expenses 9,275 Unearned insurance premium 58 Total current liabilities 52,673  OPERATING LEASE LIABILITY—Net of current portion 41,733 CONTRACT LIABILITIES—Net of current portion 54,036 Total Liabilities 148,442  MEMBERS' EQUITY Cumulative earnings 100,140 Total members' equity 100,140	CURRENT LIABILITIES		
Accrued liabilities 15,722 Operating lease liability—Current 5,473 Marketing funds 484 Deferred attractions revenues 10,458 Deferred franchise fee revenues—Current 7,132 Unpaid insurance losses and loss adjustment expenses 9,275 Unearned insurance premium 58 Total current liabilities 52,673  OPERATING LEASE LIABILITY—Net of current portion 41,733 CONTRACT LIABILITIES—Net of current portion 54,036 Total Liabilities 148,442  MEMBERS' EQUITY Cumulative earnings 100,140 Total members' equity 100,140		\$	4.071
Marketing funds         484           Deferred attractions revenues         10,458           Deferred franchise fee revenues—Current         7,132           Unpaid insurance losses and loss adjustment expenses         9,275           Unearned insurance premium         58           Total current liabilities         52,673           OPERATING LEASE LIABILITY—Net of current portion         41,733           CONTRACT LIABILITIES—Net of current portion         54,036           Total Liabilities         148,442           MEMBERS' EQUITY         100,140           Total members' equity         100,140		•	
Marketing funds 484 Deferred attractions revenues 10,458 Deferred franchise fee revenues—Current 7,132 Unpaid insurance losses and loss adjustment expenses 9,275 Unearned insurance premium 58 Total current liabilities 52,673  OPERATING LEASE LIABILITY—Net of current portion 41,733 CONTRACT LIABILITIES—Net of current portion 54,036 Total Liabilities 148,442  MEMBERS' EQUITY Cumulative earnings 100,140 Total members' equity 100,140	Operating lease liability-Current		5,473
Deferred franchise fee revenues—Current Unpaid insurance losses and loss adjustment expenses Unearned insurance premium Total current liabilities  OPERATING LEASE LIABILITY—Net of current portion CONTRACT LIABILITIES—Net of current portion Total Liabilities  MEMBERS' EQUITY Cumulative earnings Total members' equity  7,132			484
Unpaid insurance losses and loss adjustment expenses Unearned insurance premium Total current liabilities  OPERATING LEASE LIABILITY—Net of current portion CONTRACT LIABILITIES—Net of current portion Total Liabilities  MEMBERS' EQUITY Cumulative earnings Total members' equity  100,140	Deferred attractions revenues		10,458
Unearned insurance premium Total current liabilities  OPERATING LEASE LIABILITY—Net of current portion CONTRACT LIABILITIES—Net of current portion Total Liabilities  MEMBERS' EQUITY Cumulative earnings Total members' equity  58 52,673  41,733 41,733 148,436  148,442	Deferred franchise fee revenues-Current		7,132
Total current liabilities 52,673  OPERATING LEASE LIABILITY—Net of current portion 41,733  CONTRACT LIABILITIES—Net of current portion 54,036  Total Liabilities 148,442  MEMBERS' EQUITY  Cumulative earnings 100,140  Total members' equity 100,140	Unpaid insurance losses and loss adjustment expenses		9,275
OPERATING LEASE LIABILITY—Net of current portion 41,733 CONTRACT LIABILITIES—Net of current portion 54,036 Total Liabilities 148,442  MEMBERS' EQUITY Cumulative earnings 100,140 Total members' equity 100,140			
CONTRACT LIABILITIES—Net of current portion 54,036 Total Liabilities 148,442  MEMBERS' EQUITY Cumulative earnings 100,140 Total members' equity 100,140	Total current liabilities		52,673
Total Liabilities 148,442  MEMBERS' EQUITY Cumulative earnings 100,140 Total members' equity 100,140	OPERATING LEASE LIABILITY-Net of current portion		41,733
MEMBERS' EQUITY Cumulative earnings 100.140 Total members' equity 100,140	CONTRACT LIABILITIES—Net of current portion		
Cumulative earnings 100,140 Total members' equity 100,140	Total Liabilities		148,442
Total members' equity 100,140	MEMBERS' EQUITY		
TOTAL LIABILITIES AND MEMBERS' EQUITY \$ 248,582	Total members' equity		100,140
	TOTAL LIABILITIES AND MEMBERS' EQUITY	\$	248,582

## UNLEASHED BRANDS, LLC AND SUBSIDIARIES STATEMENTS OF OPERATIONS (Unaudited) For the Three Months Ended March 31, 2024 (In Thousands)

REVENUES	
Royalty revenues	\$ 19,414
Attraction revenues	8,079
Merchandise revenues	2,327
Company-owned unit revenues	4,728
Franchise fee revenues	1,267
Marketing fund revenues	7.047
Net earned insurance premiums	91
Other revenues	 4,869
Total revenues	47,822
OPERATING EXPENSES	
Attraction costs	5,142
Company-owned unit costs	4,243
Marketing fund costs	7.047
Salaries and wages	7.707
Incurred insurance losses and loss adjustment expenses	84
Selling, general, and administrative	6,076
Depreciation and amortization expense	 490
Total operating expenses	30,789
INCOME FROM OPERATIONS	17,033
OTHER INCOME—NET	313
INCOME BEFORE FEDERAL TAX (EXPENSE)	17,346
Federal tax (expense)	(33)
Net income	\$ 17,313

## EXHIBIT I FRANCHISE DISCLOSURE DOCUMENT

## CURRENT FRANCHISEES AND DEVELOPERS, FORMER FRANCHISEES AND DEVELOPERS, AND AFFILIATE OWNED LOCATIONS

## LIST OF CURRENT FRANCHISEES AS OF DECEMBER 31, 2023

Address	City	State	Zip Code	Contact	Phone	Email
800 Green Springs Hwy.	Homewood	AL	35209	Tad Duncan	9032446635	tad@urbanairhomewood.com
*	Huntsville/Gurley	AL		Aubrey Hall	9364467889	aubrey@myuaap.com
5900 University Dr. NW	Huntsville	AL	35806	Aubrey Hall	9364467889	aubrey@myuaap.com
*	Montgomery	AL		Robert Holman	4782131694	robertholman1964@gmail.com
31000 Bass Pro Dr.	Spanish Fort	AL	36527	Phillip Jackson	6014169140	phillip@urbanairarlington.com
3679 Roosevelt Blvd.	Trussville	AL	35235	Steve Horton	2055673533	Steve@urbanairtrussville.com
1206 Highway 35 N	Benton	AR	72019	Jerrod Phillips	5015900580	salinecountysports@gmail.com
215 Skyline Dr., Suite 63	Conway	AR	72032	Joe Toddy	5012789619	Toddyfamily12@hotmail.com
*4201 N. Shiloh Dr.	Fayetteville	AR	72703	Jeff Langston	9192440101	jalangston@gmail.com
801 South Bowman Rd.	Little Rock	AR	72211	Elisa Fox	8173666433	elisa@urbanair081.com
1765 E. Williams Field Rd.	Gilbert	AZ	85295	Aubrey Hall	9364467889	aubrey@myuaap.com
*1727 W Bethany Home Rd	Glendale	AZ	85015	Davis & Sharon Perry	8477705290	sharon@dperryconsulting.com
15305 W. McDowell Rd.	Goodyear	AZ	85395	Christine Spence Reese	8323173808	christinespence@yahoo.com
*	Mesa	AZ		Chandrashekar Laveti	7324238515	claveti@gmail.com
*	Paradise Valley	AZ		Venkata Chintala	5714554376	cvnaveen@gmail.com
8235 W. Bell Rd.	Peoria	AZ	85382	Aubrey Hall	9364467889	aubrey@myuaap.com
4816 E. Ray Rd.	Phoenix (Ahwatukee)	AZ	85004	Christine Spence Reese	8323173809	christinespence@yahoo.com
*	Tucson	AZ		Chidi Anyalechi	9725378244	chidianyalechi@hotmail.com
*	Bakersfield	CA		Parag Laddha	9088875162	parag@nvklearning.com
*1695 Willow Pass Road	Concord	CA	94520	Boris Itin	9725261791	borisitin@gmail.com
*	Elk Grove	CA		Bakhtawar "Bill" Singh	5593016660	billsingh1@yahoo.com
*	Fremont	CA		Anup Bansal	4085135612	anupbansal24@gmail.com
*	Fresno (East)	CA		Parag Laddha	9088875162	parag@nvklearning.com
*	Fresno (West)	CA		Parag Laddha	9088875162	parag@nvklearning.com
1515 S Harbor Blvd.	Fullerton	CA	92832	Terry Ayjian	7146555193	terrya99@aol.com
*	Glendale	CA		Jeffrey Haniff	8183952635	jhaniff@yahoo.com
1675 W. Lacey Blvd.	Hanford	CA	93230	Spencer Freeman	5593019605	spencerjfreeman@gmail.com
*	Los Angeles	CA		Jeff Feldman	3107709654	jostajtf@gmail.com

Miramar	CA		Michael Parks	7025238360	Mike_parks8@hotmail.com
Mission Viejo	CA		Venkata Chintala	5714554376	cvnaveen@gmail.com
Montclair	CA	91763	Parag Laddha	9088875162	urbanair@raocogroup.com
Norco	CA		Michael Roberts	7149047606	mroberts@ostadvantage.com
Northridge	CA	91324	Parag Laddha	9088875162	parag.laddha@raocogroup.com
Pasadena	CA		Euchul Kim	3108674587	euchul@gmail.com
Roseville	CA		Bakhtawar "Bill" Singh	5593016660	billsingh1@yahoo.com
Sacramento	CA	95815	Spencer Freeman	5593019605	spencerjfreeman@gmail.com
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San Marcos	CA		Juan Riley	6193070106	juanc.riley@gmail.com
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Torrance	CA		Meshia Pink	7144069353	Mpink1838@gmail.com
Yuba City	CA		Manmeet Toor	5106730348	heymunny@gmail.com
Aurora	СО	80016	Abby Hussey	7209511882	abby@urbanairfortcollilns.com
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Park Meadows	СО	80112	Abby Hussey	7209511882	abby@urbanairfortcollilns.com
Stapleton	СО	80238	Mike Lapp	3038803900	mike@urbanairdenvereast.com
Westminster	СО	80021	Abby Hussey	7209511882	abby@urbanairfortcollilns.com
Norwalk	CT		Christiana Li	6462705945	meinaluxury@gmail.com
Waterbury	CT	06708	Chidi Anyalechi	9725378244	chidianyalechi@hotmail.com
Christiana	DE	19702	Avni Gada	3029830933	avnichokshi@gmail.com
	Mission Viejo Montclair Norco Northridge Pasadena Roseville Sacramento San Diego San Jose San Marcos Santa Clarita Stockton Sunnyvale Temecula Thousand Oaks Torrance Yuba City Aurora Colorado Springs Fort Collins Littleton Longmont Park Meadows Stapleton Westminster Norwalk Waterbury	Mission Viejo CA  Montclair CA  Norco CA  Northridge CA  Pasadena CA  Roseville CA  Sacramento CA  San Diego CA  San Jose CA  San Marcos CA  Santa Clarita CA  Stockton CA  Sunnyvale CA  Temecula CA  Thousand Oaks CA  Torrance CA  Yuba City CA  Aurora CO  Colorado Springs CO  Littleton CO  Longmont CO  Park Meadows CO  Stapleton CO  Westminster CO  Norwalk CT  Waterbury CT	Mission Viejo CA  Montclair CA 91763  Norco CA  Northridge CA 91324  Pasadena CA  Roseville CA  Sacramento CA 95815  San Diego CA  San Jose CA  San Marcos CA  Santa Clarita CA  Stockton CA  Temecula CA  Thousand Oaks CA  Torrance CA  Yuba City CA  Aurora CO 80016  Colorado Springs CO 80920  Fort Collins CO 80525  Littleton CO  Park Meadows CO 80112  Stapleton CO 80021  Norwalk CT  Waterbury CT 06708	Mission Viejo CA 91763 Parag Laddha Norco CA Michael Roberts Northridge CA 91324 Parag Laddha Pasadena CA Euchul Kim Roseville CA Bakhtawar "Bill" Singh Sacramento CA 95815 Spencer Freeman San Diego CA Brandon Robinson  San Jose CA Bakhtawar "Bill" Singh Randhawa San Marcos CA Juan Riley Santa Clarita CA Jeff Feldman Stockton CA Monette Au Temecula CA Julian Kidd Thousand Oaks CA Jush Kidd Torrance CA Meshia Pink Yuba City CA Monette Au Yuba City CA Monette Au CO 80016 Abby Hussey Littleton CO 80123 Brian Garcia Longmont CO 80021 Abby Hussey Stapleton CO 80021 Abby Hussey Westminster CO 80021 Abby Hussey Norwalk CT Christiana Li Waterbury CT 06708 Chidi Anyalechi	Mission Viejo         CA         Venkata Chintala         5714554376           Montclair         CA         91763         Parag Laddha         9088875162           Norco         CA         Michael Roberts         7149047606           Northridge         CA         91324         Parag Laddha         9088875162           Pasadena         CA         Euchul Kim         3108674587           Roseville         CA         Bakhtawar "Bill" Singh         559301660           Sacramento         CA         95815         Spencer Freeman         559301660           San Diego         CA         Brandon Robinson         3373566465           San Jose         CA         Kanwarjeet Singh         7736207946           San Marcos         CA         Juan Riley         6193070106           Santa Clarita         CA         Jeff Feldman         3107709654           Stockton         CA         Kanwarjeet Singh Randhawa         7736207946           Sunnyvale         CA         Julian Kidd         3038035341           Thousand Oaks         CA         Jeff Feldman         3107709654           Torrance         CA         Meshia Pink         7144069353           Yuba City         CA         Mes

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*	Clearwater	FL		Justin Burnett	4079282929	clearwaterurbanair@gmail.com
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1200 Scenic Highway	Snellville	GA	30045	Gregory White, Jr.	7139248850	gdub1985@gmail.com
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507 N. Dallas Highway 77, Ste. 700	Waxahachie	TX	75165	Cody Herndon	9729039063	cody@urbanair011.com
20251 Gulf Freeway	Webster	TX	77598	Kevin Coffman	7133025044	kevin.coffman7@gmail.com
2505 Kemp Blvd.	Wichita Falls	TX	76309	Kenny Nordeen	5809170573	kenny@urbanairwichitafalls.com
*	American Fork	UT		Greg Dunn	5056030409	greg@citydifferentinvestments.com
*	Provo	UT		Greg Dunn	5056030409	greg@citydifferentinvestments.com
*	St. George	UT		Brig Coupe	3038190066	brig.coupe@gmail.com
*	Taylorsville	UT		Sameer Syed	8325678548	sameeralisyed@gmail.com
*	Arlington	VA		Katie Cool	2679943206	kmcyogathread@gmail.com
4254 Plank Road	Fredericksburg	VA	22407	Thomas Whitaker	9414416508	tomwhitaker67@gmail.com
*7523 Somerset Crossing Dr.	Gainesville	VA	20155	Ajay Malpani	8326516443	ajaymalpani@gmail.com
*	Herndon-Dulles	VA		Katie Cool	2679943206	kmcyogathread@gmail.com
*4931 Commonwealth Centre Pkwy.	Midlothian	VA	23112	Sachin Gupta	8177155850	sachin_gupta77@yahoo.com
*200 Arthur Way	Newport News	VA	23602	Tony Sawyer	8043879853	tonysawyer@sawyerbg.com
*10050 W. Broad Ave.	Short Pump	VA	23060	Shashin Desai	9196569835	shashin.desai@gmail.com
*	Virginia Beach	VA		Tony Sawyer	8043879853	tonysawyer@sawyerbg.com
*14173 Crossing Pl.	Woodbridge	VA	22192	Ritesh Brahmbhatt	7039737216	riteshbb@yahoo.com
*1502 SE Everett Mall Way	Everett	WA	98208	Olivia Desilva	9134249204	uabellevuewa@outlook.com

*400 Strander Blvd	Tukwila	WA	98188	Lee Drasin	3233091016	lee.drasin@gmail.com
*	Shoreline	WA		Indira Soetjipto	2016173090	indi_ra@hotmail.com
*1418 72nd Street East	Tacoma	WA	98404	Lee Drasin	3233091016	lee.drasin@gmail.com
*7809 NE Vancouver Plaza Dr	Vancouver	WA	98662	William Baughn	8593510154	wabaughn@gmail.com
4741 West Lawrence St.	Grand Chute	WI	54914	Travis Wright	3038020422	travis@urbanairappleton.com
7309 West Town Way	Madison	WI	53719	Brad Mastenbrook	6086980073	brad@urbanairmadison.com
*9725 S. 13th St.	Oak Creek	WI	53154	Jasmeet Kang	4144169426	jasmeetkang@icloud.com
2440 East Moreland Rd.	Waukesha	WI	53186	Kent Cisewski	4077650505	kent@urbanairmilwaukeewest.com
*	Martinsburg	WV		Bradley McGuire	7274573802	bradmcg3@gmail.com

<sup>\*</sup> denotes franchisees who have signed a franchise agreement but not yet opened as of December 31, 2023.

## LIST OF CORPORATE OR AFFILIATE-OWNED OUTLETS AS OF DECEMBER 31, 2023

NAME	ADDRESS	CITY	ST	ZIP	PHONE
Ridgmar Urban Air, LLC	260 Bull Hill Lane	Orange	CT	06477	800.960.4778
UASUA, LLC	2201 W. Southlake Blvd.	Southlake	TX	76092	800.960.4778
Fort Worth Urban Air, LLC*	9157 Harmon Road	Fort Worth	TX	76177	800.960.4778
Manchester Urban Air, LLC	220 Hale Road	Manchester	CT	06042	800.960.4778
Waterbury Urban Air, LLC	425 Bank St.	Waterbury	CT	06708	800.960.4778

Note 1: These outlets operate under agreement where they pay the same fees as our franchisees.

## LIST OF CURRENT DEVELOPERS<sup>1</sup> AS OF DECEMBER 31, 2023

Name	ADDRESS	CITY	ST	ZIP	CONTACT	PHONE	EMAIL
Urban Air Indy, LLC	13248 Lamana Place	Carmel	IN	46075	Bryan Sigmon	(512) 626.4192	bryan@urbanair129.com
Urban Air Louisville, LLC	514 Sydenham Dr.	Franklin	TN	37064	Lauren & Ryan Dukes	(573) 380.8319	lauren@urbanaircoolsprin gs.com
Waters Lake Capital, Inc.	700 Louisiana Street, Suite 3950	Houston	TX	77002	Jonathan Spindler	(832) 390.2554	J.Spindler@WatersLakeC apital.com
Elevated Venture Group, Inc.	1290 E. Interstate 30	Rockwall	TX	75087	Keegan Ripp	(972) 839.8196	keegan@topfec.com

V.2024.050124

Note 1: The disclosed Developers are participants of a previous development program, which was discontinued in 2019. No Developers are under the current development program offered in this disclosure document.

# FRANCHISES WHOSE AGREEMENTS WERE TERMINATED, CANCELLED, TRANSFERRED, NOT RENEWED, OR WHO CEASED DOING BUSINESS AS OF DECEMBER 31, 2023, OR WHO HAS NOT COMMUNICATED WITH THE FRANCHISOR WITHIN 10 WEEKS OF THE DISCLOSURE DOCUMENT ISSUANCE DATE

NAME	CITY	ST	PHONE NUMBER		
Soldani Investments, LLC	Spanish Fort	AL	318.359.1106		
TWGT Investment Group, LLC <sup>1</sup>	Mesa	AZ	832.317.3809		
Hutson Rec Group, LLC <sup>1</sup>	Paradise Valley	AZ	214.535.9093		
UA Adventure Park Homestead, LLC <sup>1</sup>	Delray Beach	FL	305.878.9926		
Mike Blech	Destin	FL	850.687.4178		
Urban Air Tallahassee, LLC	Tallahassee	FL	913.226.5000		
Trend Family, Inc. <sup>1</sup>	Atlanta	GA	301.455.5404		
UA NKY, LLC <sup>1</sup>	Northern	KY	513.257.6790		
Kiz-Topia New York, LLC <sup>1</sup>	White Plains	NY	917.399.6545		
UA Dayton, LLC <sup>1</sup>	Dayton	ОН	513.257.6790		
UA East Norriton, LLC	E. Norriton	PA	732.762.5024		
Bryan Harrison	Knoxville	TN	405.205.9574		
NE Nashville Urban Air, LLC	NE Nashville	TN	972.261.8534		
John Domeracki	Amarillo	TX	512.825.1907		
Urban Air Singing Hills, LLC <sup>1</sup>	Bulverde	TX	210.823.4702		
Chiefs Family Entertainment – Lubbock, LLC <sup>1</sup>	Lubbock	TX	806.441.9094		
NW Houston Urban Air, Inc.	Houston	TX	972.261.8534		
Hartman Seven, LLC	Clearfield	UT	385.394.6108		

 $\underline{\text{Note 1}}$ : These franchisees never opened.

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

## EXHIBIT J TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

## **DEVELOPMENT AGREEMENT**

# UATP MANAGEMENT, LLC DEVELOPMENT AGREEMENT SUMMARY PAGE

EFFECTIVE DATE:	
EXPIRATION DATE:	
DEVELOPER:	
ADDRESS FOR NOTICES:	
TELEPHONE NUMBER:	
E-MAIL ADDRESS:	
FRANCHISOR:	UATP Management, LLC
ADDRESS FOR NOTICE:	2350 Airport Freeway, Suite 505, Bedford, Texas, 76022
DEVELOPMENT AREA NAME:	
NUMBER OF UNITS TO BE DEVELOPED:	

i

**DEVELOPMENT FEE:** 

# UATP MANAGEMENT, LLC DEVELOPMENT AGREEMENT

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# UATP MANAGEMENT, LLC DEVELOPMENT AGREEMENT

**THIS DEVELOPMENT AGREEMENT** ("<u>Agreement</u>") is made and entered into as of the Effective Date reflected in the Summary Pages ("<u>Effective Date</u>"), by and between UATP Management, LLC, a Texas limited liability company ("<u>Franchisor</u>"), and the Developer identified on the Summary Page ("<u>you</u>" or "<u>Developer</u>").

- A. Franchisor and its Affiliates have, as the result of the expenditure of time, skill, effort, and money, developed a distinctive business system relating to the development, establishment, and operation of adventure parks that serve as a venue for recreational activities, birthday parties, and other group events, and that include but are not limited to trampolines, foam pits, warrior/ninja courses, soft play, climbing walls, ropes courses, Sky Rider®, indoor skydiving, dodge ball, rock climbing, digital climbing walls, arcades, bowling, bumper cars, slides, mini golf, laser tag, go karts, virtual reality, immersive reality, MyFly, or related activities (each, an "Attraction" and collectively, the "Attractions," as may be modified by Franchisor from time to time) and related activities and offer and sell food and beverage products and merchandise (each an "Urban Air Adventure Park" or "Adventure Park" or sometimes, when referring to the Urban Air Adventure Park governed by a Franchise Agreement, the "Franchised Business") under the name Urban Air Adventure Park ("Brand"), which are based on and include the Proprietary Products, Marks, Indicia, and Standards ("System").
- B. The distinguishing characteristics of the System include, without limitation, certain Attractions, services, products, and merchandise, which incorporate Franchisor's Marks, trade secrets, and proprietary information ("<u>Proprietary Products</u>"); distinctive exterior and interior design, decor, color scheme, graphics, fixtures, and furnishings ("<u>Indicia</u>"); standards and specifications for products and supplies; service standards; uniform standards, specifications, and procedures for operations; procedures for inventory and management control; training and assistance; and advertising and promotional programs ("<u>Standards</u>"); all of which may be changed, improved, and further developed by Franchisor from time-to-time.
- C. The System is identified and recognized by means of certain trade names, service marks, trademarks, logos, emblems, and indicia of origin, including, but not limited, to the word mark "Urban Air Adventure Park" and such other trade names, service marks, trademarks, logos, emblems, and indicia of origin as Franchisor may hereafter designate in writing for use regarding the System ("Marks").
- D. Franchisor and its Affiliates continue to develop, establish, use, and control the use of the Proprietary Products, Marks, Indicia, Standards, and System to identify for the public the source of services and products marketed under this Agreement and under the System, and to represent the System's high standards of quality, appearance, and service.
- E. You desire the right to develop multiple units under the System and Marks ("Units" or "Franchised Locations") and Franchisor desires to grant you such rights, all pursuant to the terms and conditions of this Agreement.

NOW, THEREFORE, in consideration of the mutual premises contained in this Agreement, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

### 1. GRANT

## 1.1. Grant of Unit Development Rights

1.1.1. Franchisor hereby grants to you certain development rights, and you hereby accept the right and obligation to develop no less than the specified number of Units in the Development Area identified in <u>Attachment B</u> within the timeframe set forth in the Development Schedule identified in <u>Attachment B</u>. Each

1

Unit to be developed shall be developed and operated pursuant to a separate franchise agreement in accordance with Section 4.1.

- 1.1.2. This Agreement grants you no right or license to use any of the Marks; your right to operate a Unit and license to use the Marks derives solely from the Franchise Agreements that you will enter into under this Agreement.
- 1.1.3. The development rights granted under this Agreement belong solely to you: you may not share them, divide them, subfranchise, or sublicense them, or transfer them, except in accordance with the transfer provisions of this Agreement.
- 1.2. <u>Development Area Protection</u>. During the term of this Agreement, Franchisor shall not own or operate, or grant anyone else the right to operate, an Urban Air Adventure Park within the Development Area.
- 1.3. <u>Franchisor's Reserved Rights</u>. Notwithstanding anything to the contrary, Franchisor retains the following rights, among others, on any terms and conditions Franchisor deems advisable, and without granting Developer any rights therein:
  - (a) To own, acquire, establish, and/or operate and license others to establish and operate, Urban Air Adventure Park Units under the System at any location outside the Development Area notwithstanding their proximity to the Development Area or their actual or threatened impact on sales or development of any of the Developer's Units;
  - (b) To own, acquire, establish and/or operate, and license others to establish and operate, businesses under proprietary marks other than the Marks, whether such businesses are similar or different from Urban Air Adventure Park, at any location within or outside the Development Area, notwithstanding their proximity to the Development Area or their actual or threatened impact on sales or development of any of the Developer's Units. Nothing in this Agreement prohibits or restricts Franchisor from owning, acquiring, establishing, operating, or granting franchise rights for one or more other businesses under a different trademark or service mark (i.e., a mark other than the Marks), whether or not the business is the same as or competitive with Urban Air Adventure Park;
  - (c) To sell and to distribute, directly or indirectly, or to license others to sell and to distribute, directly or indirectly, any products through wholesalers, distributors, catalogs, mail order, toll free numbers for delivery, or electronic means (e.g., the Internet), including products bearing Franchisor's Marks; and
  - (d) To (i) acquire one or more retail businesses that are the same as, or similar to, Urban Air Adventure Park then operating under the System (each an "Acquired Business"), which may be at any location within or outside the Development Area notwithstanding their proximity to the Development Area or their actual or threatened impact on sales or development of any of Developer's Units, and to (ii) operate and/or license others to operate any Acquired Business under its existing name or as an Urban Air Adventure Park under the System, subject to the following conditions that apply to each Acquired Business located within the Development Area:
  - i. Provided that Developer is in compliance with this Agreement and any other agreement with Franchisor, Franchisor may, in its sole discretion, offer to Developer the option to purchase and operate, as an Urban Air Adventure Park, an Acquired Business that is purchased by Franchisor for operation by Franchisor or its affiliates. If Franchisor in its sole discretion offers to Developer such an option, Franchisor shall provide Developer with written notice of Franchisor's purchase of the Acquired Business(es), the terms and conditions applicable to the Developer's

option to purchase such Acquired Business(es), and such other information that Franchisor deems necessary to include in the notice. The terms and conditions offered to Developer shall include, without limitation, the following: (a) the purchase price which shall be determined by Franchisor in its sole discretion; and (b) the requirement that Developer enter into Franchisor's then-current form of franchise agreement for the Acquired Business, provided that Developer shall not be required to pay an initial franchise fee for an Acquired Business.

- ii. If Developer does not elect to purchase, or fails to complete the purchase of, an Acquired Business, Franchisor shall retain its right to operate itself, or through its affiliates or third-party licensees or franchisees, the Acquired Business under any trade name or trademarks including the Marks. If an Acquired Business is part of a system of retail businesses that Franchisor acquires (an "Acquired System"), franchised or otherwise, Franchisor may also license or franchise to third parties under the Acquired System additional units of the Acquired System so that such third parties have the right to develop and operate within the Development Area.
- 1.4. <u>No Rights to Use the System</u>. This Agreement is not a franchise agreement and does not grant to Developer any right to use the Marks or the System or to sell or distribute any products or services. Developer's rights to use the Marks and System will be granted solely under the terms of the Franchise Agreement.

### 2. TERM OF DEVELOPMENT AGREEMENT

- 2.1. <u>Term.</u> Unless sooner terminated, the term ("**Term**") of this Agreement begins on the Effective Date and, unless otherwise negotiated, terminated, or extended as provided in this Agreement, expires on the date on which you have completed your development obligations under this Agreement pursuant to Attachment B.
- 2.2. <u>Effect of Termination or Expiration</u>. Upon termination or expiration of this Agreement, all territorial protection afforded under this Agreement ends (particularly under Section 1.2. above), and you have no further right to develop any Units for which a Franchise Agreement has not been signed. Termination or expiration of this Agreement does not affect any rights or obligations under any then-existing Franchise Agreements. For purposes of clarity, upon expiration or termination, Developer shall no longer have any rights to the Development Area other than the Protected Areas defined in each Unit's then-existing Franchise Agreement. This Agreement cannot be renewed upon termination or expiration.

#### 3. FEES

3.1. <u>Development Fee.</u> Upon execution of this Agreement, you shall pay to Franchisor a Development Fee in the amount set forth on the Summary Page ("**Development Fee**") pursuant to the Development Fee Schedule below. The Development Fee is fully earned by Franchisor when paid and is not refundable, in whole or in part, under any circumstances.

Number of Parks	<b>Development Fee For Each</b>	Total Development Fee
1	\$100,000	\$100,000
2	\$85,000	\$185,000
3	\$75,000	\$260,000

On a very limited basis and only if Developer meets Franchisor's then-current requirements for Developers who may develop more than three units pursuant to this Agreement, any additional Unit shall be developed for an additional fee of \$75,000.

3.2. <u>Credit Towards Franchise Fee</u>. If the Developer has paid the respective Development Fee, Developer will not pay any additional initial franchise fees ("Franchise Fee") for any of the Units to be developed under this Agreement.

# 4. DEVELOPMENT SCHEDULE AND MANNER FOR EXERCISING DEVELOPMENT RIGHTS

- 4.1. <u>Separate Franchise Agreements</u>. The Franchise Agreements for the first and second Units to be developed under this Agreement is the form attached to the current franchise disclosure document, and shall be executed at the same time as this Agreement. The Franchise Agreement for the third and each additional Unit to be developed is the form of Franchisor's then-current Franchise Agreement, the terms of which may be materially different from the terms of the first franchise agreement. At the time you are ready to develop your third and each subsequent Unit, you will be disclosed with the then-current Urban Air Adventure Park franchise disclosure document with the then-current form of franchise agreement. Each Unit developed hereunder shall be at a specific location, which shall be designated in the respective franchise agreement that is within the Development Area.
- 4.2. <u>Time is of the Essence</u>. Recognizing that time is of the essence, Developer shall comply strictly with the Development Schedule. Developer acknowledges and agrees that the Development Schedule requires that Developer have executed and delivered to Franchisor Franchise Agreements for a cumulative number of Franchised Locations by the end of the time periods specified in Attachment B.

# 4.3. <u>Manner for Exercising Development Rights.</u>

- 4.3.1. Before exercising any development right granted hereunder, you shall apply to Franchisor for a franchise to operate a Unit. If Franchisor, in its sole discretion, determines that you have met each of the following operational, financial, and legal conditions, then Franchisor will grant you a franchise for each respective Unit:
- (a) Operational Conditions: You are in compliance with the Development Schedule and this Agreement, and you or your Affiliates are in compliance with any other agreement between them and Franchisor or its Affiliates, including any other franchise agreement executed with Franchisor. You are conducting the operation of your existing Units, if any, and are capable of conducting the operation of the proposed Unit in accordance with the terms and conditions of this Agreement, the respective Franchise Agreements, and the standards, specifications, and procedures set forth and described in the Manuals (defined in the Franchise Agreement).
- (b) Financial Conditions: You and your Owners satisfy Franchisor's then-current financial criteria for developers and Owners of Urban Air Adventure Park Units. You and your Owners have been and are faithfully performing all terms and conditions under each of the existing Franchise Agreements with Franchisor. You are not in default, and have not been in default during the 12-month period immediately preceding your request for financial approval, of any monetary obligations owed to Franchisor or its Affiliates under any Franchise Agreement or any other agreement between you or your Affiliates and Franchisor or its Affiliates. You acknowledge and agree that it is vital to Franchisor's interest that each of its franchisees must be financially sound to avoid failure of a restaurant and that such failure would adversely affect the reputation and good name of Urban Air Adventure Park and the System.
- (c) Legal Conditions: You have submitted to Franchisor, in a timely manner, all information and documents requested by Franchisor as a basis for the issuance of individual franchises or pursuant to any right granted to you by this Agreement or by any Franchise Agreement. This includes, but is not limited to, certificates of formation or articles of incorporation (or its equivalent), EIN information, company or operation agreement (or its equivalent), contact information for all Owners, and any other information Franchisor may reasonably require from time to time.

- 4.3.2. <u>Identifying and Securing Sites</u>. Developer shall be solely responsible for identifying, submitting for Franchisor's approval, and securing specific sites for each Unit. The following terms and conditions shall apply to each Unit to be developed hereunder:
- (a) Developer shall submit to Franchisor, in a form specified by Franchisor, a completed Site Application, as the term is defined in the corresponding franchise agreement. The parties shall comply with the site selection process in the corresponding franchise agreement or Franchisor's operations manual. No site shall be deemed approved unless it has been expressly approved in writing by Franchisor.
- (b) Following Franchisor's approval of a proposed site, Developer shall use its best efforts to secure access to and use of such site. Developer shall secure a minimum of the remaining term of the respective franchise agreement executed for the Unit to be located at such site. Developer shall immediately notify Franchisor of the execution of a lease or other agreement granting it access to and use of the site (which was pre-approved by Franchisor as required by Section 3.3). The site approved and secured pursuant to this Agreement shall be specified as the "Approved Location" (or equivalent) under the franchise agreement executed pursuant Section 4.3.3. below.
- constitute an assurance, representation, or warranty of any kind, express or implied, as to the suitability of the site for the Unit or for any other purpose. Approval by Franchisor of the site indicates only that Franchisor believes the site complies with acceptable minimum criteria established by Franchisor solely for its purposes as of the time of the evaluation. Both Developer and Franchisor acknowledge that application of criteria that have been effective with respect to other sites and premises may not be predictive of potential for all sites and that, subsequent to approval by Franchisor of a site, demographic and/or economic factors, such as competition from other similar businesses, included in or excluded from criteria used by Franchisor could change, thereby altering the potential of a site. Such factors are unpredictable and are beyond the control of Franchisor. Franchisor shall not be responsible for the failure of a site approved by Franchisor to meet Developer's expectations as to revenue or operational criteria.
- 4.3.3. <u>Lease or Agreement Terms</u>. For each Unit to be developed hereunder, if Developer will sign a lease or other agreement granting it access to and use of a space(s) in which to operate the Unit. Developer shall comply with the respective provisions within the Unit's franchise agreement.
- 4.4. <u>Development Schedule</u>. Acknowledging that time is of the essence, you agree to exercise your development rights according to <u>Section 4.3.</u> and the Development Schedule reflected <u>Attachment B</u>. You may, subject to the terms and conditions of this Agreement and with Franchisor's prior written consent, which may be withheld in its sole discretion, develop Units early, *i.e.*, more than the total minimum number of Units which you are required to develop during any applicable Development Period. Any Unit developed in excess of the minimum number of Units required to be developed during the applicable Development Period shall be applied to satisfy your development obligation during the next succeeding Development Period, if any. You shall not open or operate more than the cumulative total number of Units you are obligated to develop under the Development Schedule.
- 4.4.1. If during the term of this Agreement, you cease to operate any Unit developed under this Agreement for any reason, you must develop a replacement Unit. The replacement Unit shall be developed within a reasonable time (not to exceed 365 days) after you cease to operate the original Unit. If you desire to open the replacement Unit in an area outside of the original Protected Area of original Unit, you must obtain Franchisor's written consent before relocating. If, during the term of this Agreement, you transfer your interest in a Unit in accordance with the terms of the applicable Franchise Agreement for the Unit, the transferred Unit will continue to be counted in determining whether you have complied with the Development Schedule so long as it continues to be operated as a Urban Air Adventure Park Unit. If the transferred Unit ceases to be operated as a Urban Air Adventure Park Unit during the term of this Agreement, you shall develop a replacement Unit within a reasonable time (not to exceed 365 days) thereafter.

- 4.4.2. Your failure to adhere to the Development Schedule (including any extensions thereof, approved by Franchisor in writing) or to any time period for the development of replacement Units is a material default of this Agreement for which Franchisor may terminate this Development Agreement, in its sole discretion, in addition to any other remedies available to it under law. Franchisor, in its discretion, may elect, in lieu of terminating this Agreement, to use other remedial measures for Developer's breach of this Agreement, which include, but are not limited to: (a) loss of the limited exclusivity, or reduction in the scope of protections, granted to Developer under Article 1 herein for the Development Area; (b) reduction in the scope of the Development Area; or (c) reduction in the number of Units to be developed under the Development Schedule. If Franchisor exercises said right, Franchisor shall not have waived its right to, in the case of future defaults, exercise all other rights and invoke all other provisions that are provided in law and/or set out under this Agreement, including immediate termination of this Agreement.
- 4.4.3. You acknowledge and agree that you have conducted an independent investigation of the business contemplated under this Agreement, that you fully understand your obligations under this Agreement, and that you recognize and assume all associated risks. In addition, you acknowledge that Franchisor makes no representation: (a) that your Development Area contains a sufficient number of acceptable locations to meet the number of Units to be developed under the Development Schedule; or (b) that your Development Area is sufficient to economically support the number of Units to be developed under the Development Schedule. You acknowledge that you have performed all related and necessary due diligence before your execution of this Agreement and that, accordingly, you assume the risk of identifying a sufficient number of acceptable locations within the Development Area and the economic risk of developing the number of Units set forth in Attachment B.
- 4.5. <u>Projected Opening Dates</u>. You must open each Unit by the projected opening date in <u>Attachment B</u> (the "<u>Projected Opening Date</u>") You acknowledge that the Projected Opening Date for each Unit to be developed hereunder is reasonable. Subject to your compliance with <u>Section 4.3.</u>, hereof, you shall execute a Franchise Agreement for each Unit at or prior to the applicable lease execution date set forth in <u>Attachment B</u>, which shall be a date no later than six months prior to the Projected Opening Date for the applicable Unit.
- 4.5.1. No sooner than 30 days prior to the respective the "<u>Franchise Agreement Execution Date</u>" identified in <u>Attachment B</u>, you shall request a Franchise Agreement for each Unit to be developed during the Development Period.
- 4.5.2. Upon receiving your request, Franchisor shall deliver to you its then-current form of its Urban Air Adventure Park franchise disclosure document and execution copies of its then-current form of Franchise Agreement.
- 4.5.3. No later than the Franchise Agreement Execution Date identified in the Development Schedule (but in no sooner than as permitted by law), you shall sign and return a signed copy of the Franchise Agreement due thereunder.
  - 4.5.4. Franchisor shall approve and countersign the Franchise Agreement if:
- (a) You are in compliance with this Agreement and all other agreements between you or your Affiliates and Franchisor including, without limitation, all Franchise Agreements signed under this Agreement. If this condition is not met, Franchisor may require you to cure any deficiencies before it approves and countersigns the Franchise Agreement.
- (b) You have demonstrated to Franchisor, in Franchisor's sole discretion, your financial and other capacity to perform the obligations set forth in the proposed new Franchise Agreement.
- (c) You, your Owners, each of your Affiliates, and their Owners who have a thencurrently effective Franchise Agreement or Development Agreement with Franchisor has signed a general release, in a form prescribed by Franchisor, of any and all claims that the party has, had, or claims to have

against Franchisor and/or its Affiliates and their respective officers, directors, agents and employees, whether the claims are known or unknown, arising out of or relating to this Agreement, any Franchise Agreement, the relationship created by this Agreement or any Franchise Agreement, and the offer and sale of the Urban Air Adventure Park franchise opportunity.

#### 5. DUTIES OF THE PARTIES

- 5.1 <u>Franchisor's Assistance</u>. Franchisor shall furnish to Developer the following:
- 5.1.1. Site selection guidelines, including Franchisor's minimum standards for Urban Air Adventure Park sites and sources regarding demographic information, and such site selection counseling and assistance as Franchisor may deem advisable.
- 5.1.2. Such on site evaluation as Franchisor deems advisable in its sole discretion in response to Developer's request for site approval for each proposed site; provided, however, that Franchisor shall not provide on site evaluation for any proposed site prior to the receipt of a site application for such site prepared by Developer.
- Designated Principal. If Developer is other than an individual, Developer shall designate, subject to Franchisor's approval, one Owner, as identified in Attachment C, who is both an individual person and owns at least a ten percent (10%) of Developer, and who shall be responsible for general oversight and management of the development of the Franchised Locations under this Agreement pursuant to the Development Schedule (the "Designated Principal"). Once open, the Developer or Designated Principal may appoint a Designated Manager, pursuant to the respective Franchise Agreement, to operate the Unit. Developer acknowledges and agrees that Franchisor shall have the right to rely upon the Designated Principal to have been given, by Developer, the responsibility and decision-making authority regarding the Developer's business and operation. In the event the person designated as the Designated Principal becomes incapacitated, leaves the employ of Developer, transfers his/her interest in Developer, or otherwise ceases to supervise the development of the Franchised Locations, Developer shall promptly designate a new Designated Principal, subject to Franchisor's approval.
- 5.3 <u>Records and Reports to Franchisor</u>. Developer shall, at its expense, comply with the following requirements to prepare and submit to Franchisor upon request the following reports, financial statements and other data, which shall be prepared in the form and using the standard statements and chart of accounts as Franchisor may prescribe from time to time:
- 5.3.1. No later than the twentieth (20th) day of each calendar month, Developer shall have prepared a profit and loss statement reflecting all of Developer's operations during the last preceding calendar month, for each Franchised Location. Developer shall prepare profit and loss statements on an accrual basis and in accordance with generally accepted accounting principles. Developer shall submit such statements to Franchisor at such times as Franchisor may designate or as Franchisor may otherwise request;
- 5.3.2. On April 15th of the year following the end of Developer's fiscal year, a complete annual financial statement (prepared according to generally accepted accounting principles), on a compilation basis, and if required by Franchisor, such statements shall be prepared by an independent certified public accountant; and
- 5.3.3. Such other forms, reports, records, information, and data as Franchisor may reasonably designate.
- 5.4 <u>Maintaining Records</u>. Developer shall maintain during the term of this Agreement, and shall preserve for at least seven (7) years from the dates of their preparation, and shall make available to

Franchisor at Franchisor's request and at Developer's expense, full, complete, and accurate books, records, and accounts in accordance with generally accepted accounting principles.

5.3. <u>Compliance with Laws</u>. Developer shall fully comply with all federal, state, and local laws, rules, and regulations when exercising its rights and fulfilling your obligations under this Agreement and any franchise agreement.

### 6. COVENANTS

- 6.1. <u>Confidential Information</u>. Developer shall at all times preserve in confidence any and all materials and information furnished or disclosed to Developer by Franchisor, and shall disclose such information or materials only to such of Developer's employees or agents who must have access to it in connection with their employment. Developer shall not at any time, during the term of this Agreement or thereafter, without Franchisor's prior written consent, copy, duplicate, record, or otherwise reproduce such materials or information, in whole or in part, nor otherwise make the same available to any unauthorized person.
- 6.2. <u>During the Term.</u> Developer specifically acknowledges that, pursuant to this Agreement, Developer will receive valuable specialized training and confidential information, which may include, without limitation, information regarding the operational, sales, advertising and promotional methods and techniques of Franchisor and the System. Developer covenants that during the term of this Agreement, except as otherwise approved in writing by Franchisor, Developer shall not, either directly or indirectly, for itself, or through, on behalf of, or in conjunction with any person, persons, partnership, or corporation:
- (a) Divert or attempt to divert any business or guest of any Urban Air Adventure Park Unit or of any unit under the system 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 or the system.
- (b) Own, maintain, operate, engage in, be employed by, provide any assistance to, or have any more than a one percent (1%) interest in (as owner or otherwise) any Competitive Business (as defined in Attachment A). Developer acknowledges and agrees that Developer shall be considered in default under this Agreement and that this agreement will be subject to immediate termination in sole discretion of Franchisor, in the event that a person in the immediate family (including spouse, domestic partner, parent or child) of Developer (or, if Developer is other than an individual, each Owner that is subject to these covenants) engages in a Competitive Business that would violate this section 6.2 if such person was subject to the covenants of this section 6.2.
- 6.3. <u>Post-Termination</u>. Developer covenants that, except as otherwise approved in writing by Franchisor, for a continuous uninterrupted period of two (2) years from the date of (a) a transfer permitted under Section 8 below; (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 8.3; or (e) any or all of the foregoing, Developer shall not either directly or indirectly, for itself, or through, on behalf of, or in conjunction with any person, partnership, corporation, or other entity, own, maintain, operate, engage in, be employed by, or have any interest in any Competitive Business, which is, or is intended to be, located (i) within the Development Area (other than those Units provided for in the Development Schedule), or (ii) within a radius of twenty-five (25) miles of any other Urban Air Adventure Park in operation or under construction on the effective date of termination or expiration located anywhere. Provided, however, that this provision shall not apply to the operation by Developer of any business under the System under a franchise agreement with Franchisor.

- 6.4. Exception for Ownership in Public Entities. Sections 6.2 and 6.3 hereof shall not apply to ownership by Developer of less than a five percent (5%) beneficial interest in the outstanding equity securities of any publicly held corporation. As used in this Agreement, the term "publicly held corporation" refers to a corporation which has outstanding securities that have been registered under the federal Securities Exchange Act of 1934.
- 6.5. Personal Covenants. At the request of Franchisor, Developer shall obtain and furnish to Franchisor executed covenants similar in substance to those set forth in this Article 6 (including covenants applicable upon the termination of a person's relationship with Developer) from all managers and other personnel employed by Developer who have received or will receive training and/or other confidential information, or who are or may be involved in the operation or development of the Franchised Locations. Every covenant required by this Article 6 shall be in a form approved by Franchisor, including specific identification of Franchisor as a third-party beneficiary of such covenants with the independent right to enforce them.
- 6.6. Covenants as Independent Clauses. 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 Article 6 is held unreasonable or unenforceable by a court or agency having valid jurisdiction in an unappealed final decision to which Franchisor is a party, Developer expressly agrees 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 Article 6.
- 6.7. <u>Covenants Survive Claims</u>. Developer expressly agrees that the existence of any claims it may have against Franchisor, whether or not arising from this Agreement, shall not constitute a defense to the enforcement by Franchisor of the covenants in this Article 6. Developer agrees to pay all costs and expenses (including attorneys' fees) incurred by Franchisor in connection with the enforcement of this Article 6.
- 6.8. <u>Compliance with Laws</u>. Developer represents and warrants to Franchisor that neither Developer (including, without limitation, any and all of its Principals, employees, directors, officers and other representatives) nor any of its affiliates or the funding sources for either is a person or entity designated with whom Franchisor, or any of its affiliates, are prohibited by law from transacting business.
- 6.9. <u>Breach of Covenants Causes Irreparable Injury</u>. You acknowledge that your violation of any covenant of this Article 6 would result in irreparable injury to Franchisor for which no adequate remedy at law may be available, and you consent to the issuance of, and agree to pay all court costs and attorneys' fees incurred by Franchisor in obtaining, without the posting of any bond, an *ex parte* or other order for injunctive or other legal or equitable relief with respect to such conduct or action.

# 7. INDEPENDENT CONTRACTOR AND INDEMNIFICATION

7.1. <u>Independent Contractor</u>. The parties acknowledge and agree that you are operating the business contemplated under this Agreement as an independent contractor. Nothing contained in this Agreement shall create or be construed to create a partnership, joint venture, joint employer, or agency relationship between the parties. Neither party has any fiduciary obligations to the other or will be liable for the debts or obligations of the other. Neither party has the right to bind the other, transact business in the other party's name or in any manner make any promises or representations on behalf of the other party, unless otherwise agreed in writing by the parties. or shall conspicuously identify yourself and the business contemplated under this Agreement in all dealings with your customers, contractors, suppliers, public officials, and others, as an independent franchisee of Franchisor, and shall place a conspicuous notice, in the form and at such place as Franchisor prescribes, notifying the public of such independent ownership. During the term of this Agreement, Developer shall hold itself out to the public as an independent contractor operating the business

pursuant to an Development Agreement with Franchisor. Developer agrees to take such action as may be necessary to do so, including, without limitation, exhibiting a notice of the fact in a conspicuous place in Developer's offices, the content of which Franchisor reserves the right to specify.

- INDEMNIFICATION. YOU SHALL INDEMNIFY AND HOLD HARMLESS TO THE FULLEST EXTENT BY LAW, FRANCHISOR, ITS AFFILIATES AND THEIR RESPECTIVE DIRECTORS, OFFICERS, MANAGERS, EMPLOYEES, SHAREHOLDERS, AND AGENTS, (COLLECTIVELY, "INDEMNITEES") FROM ANY AND ALL "LOSSES AND EXPENSES" (AS HEREINAFTER DEFINED) INCURRED IN CONNECTION WITH ANY LITIGATION OR OTHER FORM OF ADJUDICATORY PROCEDURE, CLAIM, DEMAND, INVESTIGATION, OR FORMAL OR INFORMAL INQUIRY (REGARDLESS OF WHETHER SAME IS REDUCED TO JUDGMENT) OR ANY SETTLEMENT THEREOF ARISING OUT OF OR RELATED TO THE BUSINESS CONTEMPLATED UNDER THIS AGREEMENT ("EVENT"), AND REGARDLESS OF WHETHER SAME RESULTED FROM ANY STRICT OR VICARIOUS LIABILITY IMPOSED BY LAW ON THE INDEMNITEES; PROVIDED, HOWEVER, THAT THIS INDEMNITY SHALL NOT APPLY TO ANY LIABILITY ARISING FROM THE GROSS NEGLIGENCE OF INDEMNITEES (EXCEPT TO THE EXTENT THAT JOINT LIABILITY IS INVOLVED, IN WHICH EVENT THE INDEMNIFICATION PROVIDED IN THIS AGREEMENT SHALL EXTEND TO ANY FINDING OF COMPARATIVE NEGLIGENCE OR CONTRIBUTORY NEGLIGENCE ATTRIBUTABLE TO YOU). FOR THE PURPOSE OF THIS SECTION 7.3, THE TERM "LOSSES AND EXPENSES" INCLUDE COMPENSATORY, EXEMPLARY, OR PUNITIVE DAMAGES; FINES AND PENALTIES; ATTORNEYS' FEES; EXPERTS' FEES; COURT COSTS; COSTS ASSOCIATED WITH INVESTIGATING AND **DEFENDING AGAINST CLAIMS**; **SETTLEMENT AMOUNTS**; **JUDGMENTS:** COMPENSATION FOR DAMAGES TO FRANCHISOR'S REPUTATION AND GOODWILL; AND ALL OTHER COSTS ASSOCIATED WITH ANY OF THE FOREGOING LOSSES AND EXPENSES. YOU SHALL GIVE FRANCHISOR PROMPT NOTICE OF ANY EVENT OF WHICH YOU ARE AWARE, FOR WHICH INDEMNIFICATION IS REQUIRED, AND, AT YOUR EXPENSE AND RISK, FRANCHISOR MAY ELECT TO ASSUME (BUT UNDER NO CIRCUMSTANCE IS OBLIGATED TO UNDERTAKE) THE DEFENSE AND/OR SETTLEMENT THEREOF, PROVIDED THAT FRANCHISOR WILL SEEK YOUR ADVICE AND COUNSEL. ANY ASSUMPTION BY FRANCHISOR SHALL NOT MODIFY YOUR INDEMNIFICATION OBLIGATION. FRANCHISOR MAY, IN ITS SOLE AND ABSOLUTE DISCRETION, TAKE SUCH ACTIONS AS IT SEEMS NECESSARY AND APPROPRIATE TO INVESTIGATE, DEFEND, OR SETTLE ANY EVENT OR TAKE OTHER REMEDIAL OR CORRECTIVE ACTIONS WITH RESPECT THEREOF AS MAY BE, IN FRANCHISOR'S SOLE AND ABSOLUTE DISCRETION, NECESSARY FOR THE PROTECTION OF THE INDEMNITIES OR THE SYSTEM.
- 7.3. No Assumption of Liability. Nothing in this Agreement authorizes Developer to make any contract, agreement, warranty, or representation on Franchisor's or any of its Affiliates' behalf, or to incur any debt or other obligation in Franchisor's or its Affiliates' name; and that Franchisor and Affiliates shall in no event assume liability for, or be deemed liable hereunder as a result of, any such action; nor shall Franchisor be liable by reason of any act or omission of Developer in Developer's operations hereunder, or for any claim or judgment arising therefrom against Developer or Franchisor.

## 8. TRANSFER OF INTEREST

8.1. <u>Transfer by Franchisor</u>. Franchisor shall have the uninhibited right to transfer or assign all or any part of its rights or obligations under this Agreement to any person or legal entity without Developer's consent or prior notice. With respect to any assignment which results in the subsequent performance by the assignee of all of Franchisor's obligations under this Agreement, the assignee shall expressly assume and agree to perform such obligations, and shall become solely responsible for all of Franchisor's obligations

under this Agreement from the date of assignment. In addition, and without limitation to the foregoing, you expressly affirm and agree that Franchisor and/or its Affiliates may sell their assets, the Marks, Copyrighted Works or the System; may sell securities in a public offering or in a private placement; may merge, acquire other corporations, or be acquired by another corporation; and may undertake a refinancing, recapitalization, leveraged buy-out, or other economic or financial restructuring. With regard to any of the above sales, assignments and dispositions, you expressly and specifically waive any claims, demands, or damages arising from or relating to the loss of Franchisor's name, the Marks (or any variation thereof), Copyrighted Works, and System and/or the loss of association with or identification of UATP Management, LLC as the franchisor under this Agreement. You specifically waive any and all other claims, demands, or damages arising from or related to the foregoing merger, acquisition, and other business combination activities including, without limitation, any claim of divided loyalty, breach of fiduciary duty, fraud, breach of contract, or breach of the implied covenant of good faith and fair dealing. You agree that Franchisor has the right, now or in the future, to purchase, merge, acquire, or affiliate with an existing competitive or noncompetitive franchise network, chain, or any other business regardless of the location of that chain's or business' facilities, and to operate, franchise or license those businesses and/or facilities as Urban Air Adventure Park Units operating under the Marks or any other marks following Franchisor's purchase, merger, acquisition or affiliation, regardless of the location of these facilities (which you acknowledge may be proximate to any Urban Air Adventure Park Unit developed under this Agreement).

- 8.2. Transfer by Individual Developer to Business Entity for Convenience. If you are an individual, you may transfer your interest in this Agreement to a Business Entity for convenience of operation within the first 12 months of this Agreement by signing Franchisor's standard form of assignment and assumption agreement if: (a) the Business Entity is formed solely for purposes of continuing your development rights and obligations; (b) you provide to Franchisor a copy of the Business Entity's formation and governing documents (including disclosure of all owners of such entity) and a certificate of good standing from the jurisdiction under which the Business Entity was formed; (c) you sign a general release in favor of Franchisor and in the form Franchisor requires; (d) you pay to Franchisor a \$3,500 administrative fee; and (e) you and all other Owners sign an Undertaking and Guaranty in the form of Attachment D.
- 8.3. Transfer Among Owners; Transfer of Non-Controlling Interest. If you are a Business Entity, your Owners may transfer their ownership interests in the Business Entity among each other, and may transfer up to a Non-Controlling Interest in the Business Entity to one or more third parties, if: (a) you have provided to Franchisor advance notice of the transfer and have obtained our prior written consent, which shall not be unreasonably withheld; (b) Attachment C to this Agreement has been amended to reflect the new ownership; (c) each new Owner has signed a Undertaking and Guaranty in the form of Attachment D; (d) each previous and/or new Owner has signed a general release in favor of Franchisor and in the form Franchisor requires, (d) you pay to Franchisor a \$3,500 administrative fee; and (e) you must be in compliance with the Development Agreement. Transfers under this Section 8.3. are limited to once per rolling 12-month period; otherwise, transfers under this Section 8.3. shall be subject to an administrative fee of 25% of the then-current initial franchise fee. For purposes of this Section 8.3 only, "Non-Controlling Interest" shall mean 20% or less of the total outstanding units or assets in the Franchised Business.
- 8.4. <u>Transfer of Agreement; Transfer of Controlling Interest</u>. All other transfers (including any sale or transfer of your interest in this Agreement and the sale of a Controlling Interest in you if you are a Business Entity) require Franchisor's prior written consent. Franchisor will not unreasonably withhold its consent to a transfer, but may condition its consent on satisfaction of any or all of the following:
- 8.4.1. Your written request for consent and delivery of a copy of the proposed transfer agreements, including sale terms, at least 30 days prior to the proposed transfer, and Franchisor has determined, in its sole discretion, that the terms of the sale will not materially and adversely affect the post transfer viability of any Franchised Business in operation at the time of transfer.

- 8.4.2. The transferee has demonstrated to Franchisor's satisfaction that the transferee meets Franchisor's then-current educational, managerial and business standards; possesses a good moral character, business reputation and credit rating; has the aptitude and ability to operate each Franchised Business; and has sufficient equity capital to operate each Franchised Business (which condition shall be presumed if the transferee's net worth is equal to or exceeds your net worth at the time of transfer, excluding the value of each Franchised Business);
- 8.4.3. All of your accrued monetary obligations and all other outstanding obligations to Franchisor, its Affiliates, and third party suppliers shall be up to date, fully paid and satisfied, and you must be in full compliance with this Agreement and any other agreements between you and Franchisor, its Affiliates and your suppliers;
- 8.4.4. You and each Owner has executed a general release, in a form satisfactory to Franchisor, of any and all claims against Franchisor and its Affiliates and their respective officers, directors, managers, shareholders, agents and employees in their corporate and individual capacities, including, without limitation, claims arising under federal, state and local laws, rules and ordinances; provided, however, that any release will not be inconsistent with any state law regulating franchising;
  - 8.4.5. Payment of the transfer fee equal to \$25,000 plus \$1,500 for each Unit yet to be developed;
- 8.4.6. You and the transferee have executed a consent to transfer of this Agreement in the form prescribed by Franchisor;
- 8.4.7. If the transferee is a Business Entity, then the transferee's Owners each shall sign Franchisor's standard form of Undertaking and Guaranty;
- 8.4.8. The transferee has have complied with Franchisor's then-current initial training requirements for the operation of each then-existing Unit;
- 8.4.9. The transferee signs our then-current form of the Development Agreement for the remaining term of your Development Agreement; and
- 8.4.10. If Franchisor introduced the buyer to you, you have paid all fees due Franchisor under its then-current franchise resale policy or program.

## 8.5. Reserved.

- 8.6. Transfers Void. Developer understands and acknowledges that Franchisor has granted the rights hereunder in reliance on the business skill, financial capacity, and personal character of Developer or the Owners of Developer if Developer is not an individual. Accordingly, neither Developer nor any Owner shall sell, assign, transfer, pledge or otherwise encumber any direct or indirect interest in the Developer (including any direct or indirect interest in a corporate or partnership Developer), the rights or obligations of Developer under this Agreement, or any material asset of the Developer's business, without the prior written consent of Franchisor, which shall be subject to this Article 8, and to all of the conditions and requirements for transfers set forth in the franchise agreements executed simultaneously with this Agreement that Franchisor deems applicable to a proposed transfer under this Agreement. In addition, Developer's first Unit under its first Franchise Agreement must be open and operating, and Developer must be in compliance with the Development Schedule (and all other terms of this Agreement and all Franchise Agreements and other agreements between Area Development and its affiliates, and Franchisor). Any purported transfer under this Article 8, by operation of law or otherwise, made without Franchisor's prior written consent will be considered null and void and will be considered a material breach of this Agreement, which shall provide Franchisor the right to terminate the agreement without an opportunity to cure.
- 8.7. <u>Security Interest</u>. You may grant a security interest in this Agreement or the franchise represented by this Agreement only to the limited extent permitted by Section 9-408 of the Uniform Commercial Code. Any such security interest may only attach to an interest in the proceeds of the operation of the Franchised

Business and may not entitle or permit the secured party to take possession of or operate the Franchised Business or to transfer your interest in this Agreement or the franchise without Franchisor's consent.

- 8.8. Private or Public Offerings. If you are a Business Entity and you intend to issue equity interests pursuant to a private or public offering, you shall first obtain Franchisor's written consent, which consent shall not be unreasonably withheld. You must provide to Franchisor for its review a copy of all offering materials (whether or not such materials are required by applicable securities laws) at least 60 days prior to such documents being filed with any government agency or distributed to investors. No offering shall imply (by use of the Marks or otherwise) that Franchisor is participating in an underwriting, issuance or offering of your securities, and Franchisor's review of any offering shall be limited to ensuring compliance with the terms of this Agreement. Franchisor may condition its approval on satisfaction of any or all of the conditions set forth in Section 8.4 and on execution of an indemnity agreement, in a form prescribed by Franchisor, by you and any other participants in the offering. For each proposed offering, you shall pay to Franchisor a retainer in an amount determined by Franchisor, which Franchisor shall use to reimburse itself for the actual costs and expenses it incurs (including, without limitation, attorneys' fees and accountants' fees) in connection with reviewing the proposed offering.
- 8.9. <u>Transfer Upon Death or Incapacitation</u>. Upon the death or permanent incapacity (mental or physical) of the Developer or any Owner, the executor, administrator, or personal representative of such person shall transfer such interest to a third party approved by Franchisor within six months after such death or mental incapacity. Such transfers, including, without limitation, transfers by devise or inheritance, shall be subject to the same conditions as an <u>inter vivos</u> transfer, except that the transfer fee shall be waived. In the case of transfer by devise or inheritance, however, if the heirs or beneficiaries of any such person are unable to meet the conditions of this <u>Section 8</u>, the executor, administrator, or personal representative of the decedent shall transfer the decedent's interest to another party approved by Franchisor within six months, which disposition shall be subject to all the terms and conditions for transfer contained in this Agreement. If the interest is not disposed of within such period, Franchisor may, at its option, terminate this Agreement, pursuant to <u>Section 9.3</u>.
- 8.10. <u>Non-Waiver of Claims</u>. Franchisor's consent to a transfer shall not constitute a waiver of any claims it may have against the transferring party, and it will not be deemed a waiver of Franchisor's right to demand strict compliance with any of the terms of this Agreement, or any other agreement to which Franchisor's and the transferee are parties, by the transferee.

## 9. **DEFAULT AND TERMINATION**

- 9.1. Automatic Termination In the Event of Bankruptcy or Insolvency. You shall be deemed to be in default under this Agreement, and all rights granted to you in this Agreement shall automatically terminate without notice, if you become insolvent or make a general assignment for the benefit of creditors; if a petition in bankruptcy is filed by you or such a petition is filed against you and you do not oppose it; if you are adjudicated as bankrupt or insolvent; if a bill in equity or other proceeding for the appointment of a receiver for you or other custodian for your business or assets is filed and consented to by you; if 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; if proceedings for a composition with creditors under any state or federal law is instituted by or against you; if a final judgment remains unsatisfied or of record for 30 days or longer (unless a supersedeas bond is filed); if you are dissolved; if execution is levied against your business or property; if judicial, non-judicial or administrative proceedings to foreclose any lien or mortgage against any Franchised Location premises or assets or equipment is instituted against you and not dismissed within 30 days; or if the real or personal property of the Franchised Business is sold after levy thereupon by any sheriff, marshal, or constable.
- 9.2. <u>Termination with Notice and Without Opportunity to Cure</u>. Franchisor has the right to terminate this Agreement, which termination will become effective upon delivery of notice without opportunity to cure if: (a) you fail to meet the Development Schedule; (b) you or any Owner is convicted of, or pleads no

contest to, a felony, a crime involving moral turpitude, or any other crime or offense that Franchisor believes is reasonably likely to have an adverse effect on the System; (c) there is any transfer or attempted transfer in violation of <u>Article 8</u> of this Agreement; (d) you or any Owner fails to comply with the confidentiality or non-compete covenants in <u>Article 6</u> and <u>Article 10</u> of this Agreement; (e) you or any Owner has made any material misrepresentations in connection with your developer application; or (f) Franchisor delivers to you three or more written notices of default pursuant to this <u>Article 9</u> within any rolling 12-month period, whether or not the defaults described in such notices ultimately are cured.

- 9.3. Termination with 10-Day Cure Period. Franchisor has the right to terminate this Agreement, which termination will become effective upon delivery of written notice of termination, if you fail to cure the following defaults within 10 days after delivery of written notice: (a) failure to obtain or maintain required insurance coverage at the Units; (b) failure to pay any amounts due to Franchisor; (c) failure to pay any amounts due to your trade creditors (unless such amount is subject to a bona fide dispute); (d) failure to pay any amounts for which Franchisor has advanced funds for or on your behalf, or upon which Franchisor is acting as guarantor of your obligations; (e) misappropriate, misuse, or otherwise utilize the Marks and Confidential Information in a way not authorized by Franchisor; and (f) if an approved transfer as required by Section 8.9 is not effected within the designated time frame following a death or permanent incapacity (mental or physical).
- 9.4. <u>Termination with 30-Day Cure Period</u>. Except as otherwise provided in this <u>Article 9</u>, Franchisor has the right to terminate this Agreement, which termination will become effective upon delivery of written notice of termination, if you fail to cure any curable default within 30 days after delivery of written notice.
- 9.5. <u>Cross-Default</u>. Any default under any agreement (including any franchise agreement) between you and Franchisor or its Affiliates, which your failure to cure within any applicable cure period, shall be considered a default under this Agreement and shall provide an independent basis for termination of this Agreement without an opportunity to cure.
- 9.6. <u>Additional Remedies</u>. If you are in Default of this Agreement, Franchisor may, in its sole discretion, elect to reduce the number of Units which you may establish pursuant to the Development Schedule. If Franchisor elects to exercise this remedy as set forth above, you agree to continue to develop Units in accordance with your rights and obligations under this Agreement, as modified. Franchisor's exercise of its remedy under this <u>Section 9.7</u> shall not constitute a waiver by Franchisor to exercise Franchisor's option to terminate this Agreement at any time with respect to a subsequent event of default of a similar or different nature.
- 9.7. No Further Rights. Developer has no independent or unilateral right to terminate this Agreement. Upon termination or expiration of this Agreement, Developer shall have no right to establish or operate any Urban Air Adventure Park for which a Franchise Agreement has not been executed by Franchisor at the time of termination or expiration. Franchisor's remedies for Developer's breach of this Agreement shall include, without limitation, Developer's loss of its right to develop additional Franchised Locations under this Agreement, and Franchisor's retention of all area development fees paid or owed by Developer. Upon termination or expiration, Franchisor shall be entitled to establish, and to franchise others to establish Urban Air Adventure Park Units in the Development Area, except as may be otherwise provided under any Franchise Agreement which has been executed between Franchisor and Developer or Developer's affiliates.
- 9.8. <u>Expiration</u>; <u>Damages Upon Termination</u>. In addition to the above, upon termination or expiration of this Agreement, Developer shall promptly pay all sums owing to Franchisor and its affiliates.

Developer acknowledges and confirms that Franchisor will suffer substantial damages as a result of the termination of this Agreement before the Term expires. Some of those damages include lost Royalty Fees, and NAF Contributions, as those terms are defined in the first unit's franchise agreement, and other fees, lost market penetration and goodwill, lost opportunity costs, and expenses that Franchisor will incur in developing or finding another Developer to develop another Urban Air Adventure Park franchise in the

Development Area (collectively, "<u>Brand Damages</u>"). Franchisor and Developer acknowledge that Brand Damages are difficult to estimate accurately and proof of Brand Damages would be burdensome and costly, although such damages are real and meaningful to Franchisor.

Therefore, upon termination of this Agreement before the Term expires for any reason (subject to this Article 9), Developer agrees to pay Franchisor, within fifteen (15) days after the date of such termination, the entire liquidated damages amount, which is the lesser of i) \$100,000 and ii) The median Gross Sales of the type of park you intend to develop (either 2.0 Park or 2.5 Park), as disclosed in Item 19 of the franchise disclosure document of the year this Agreement was executed, multiplied by 7%, multiplied by three, multiplied by the number of units undeveloped under the this Agreement.

Developer agrees that the liquidated damages calculated under this Section 9.8 represent the best estimate of Franchisor's Brand Damages arising from any termination of this Agreement before the Term expires. Developer's payment of the liquidated damages to Franchisor will not be considered a penalty but, rather, a reasonable estimate of fair compensation to Franchisor for the Brand Damages Franchisor will incur because this Agreement did not continue for the Term's full length.

Developer acknowledges that Developer's payment of liquidated damages is full compensation to Franchisor only for the Brand Damages resulting from the early termination of this Agreement and is in addition to.

If any valid law or regulation governing this Agreement limits Developer's obligation to pay, and/or Franchisor's right to receive, the liquidated damages for which Developer is obligated under this Section 9.8, then Developer shall be liable to Franchisor for any and all Brand Damages Franchisor incurs, now or in the future, as a result of Developer's breach of this Agreement.

## 10. CORPORATION, LIMITED LIABILITY COMPANY, OR PARTNERSHIP

- 10.1 <u>List of Principals</u>. If Developer is a corporation, limited liability company, or partnership, each Owner of Developer and the interest of each person holding an ownership interest in Developer, shall be identified in <u>Attachment C</u> to the Agreement. Developer shall maintain a list of all owners and immediately furnish Franchisor with an update to the information contained in <u>Attachment C</u> upon any change, which shall be made only in compliance with Section 7 above. Developer shall also appoint a Designated Principal, pursuant to Section 5.2 above.
- 10.2 <u>Guaranty and Undertaking</u>. Each Owner shall execute a guaranty and undertaking, and acknowledgment of Developer's covenants and obligations under this Agreement in the form attached hereto as <u>Attachment D</u>.
- 10.3 <u>Corporations and Limited Liability Companies</u>. If Developer is a corporation or limited liability company, Developer shall comply with the following requirements:
- 10.3.1. Developer shall be newly organized and its governing documents shall at all times provide that its activities are confined exclusively to developing and operating the Franchised Locations.
- 10.3.2. Developer shall promptly furnish to Franchisor copies of Developer's articles of incorporation, bylaws, articles of organization, operating agreement and/or other governing documents, and any amendments thereto, including the resolution of the Board of Directors or members authorizing entry into this Agreement.
- 10.3.3. Developer shall maintain stop transfer instructions against the transfer on its records of any equity securities; and each stock certificate or issued securities of Developer shall conspicuously include upon its face a statement, in a form satisfactory to Franchisor, which references the transfer restrictions imposed by this Agreement; provided, however, that the requirements of this Section 10.3.3 shall not apply to a publicly held corporation.

- 10.4 <u>Partnerships and Limited Liability Partnerships</u>. If Developer or any successor to or assignee of Developer is a partnership or limited liability partnership, Developer shall comply with the following requirements:
- 10.4.1. Developer shall be newly organized and its company or operating agreement (or its equivalent) shall at all times provide that its activities are confined exclusively to developing and operating the Franchised Locations.
- 10.4.2. Developer shall furnish Franchisor with a copy of its company or operating agreement (or its equivalent) as well as such other documents as Franchisor may reasonably request, and any amendments thereto.
- 10.4.3. Developer shall promptly furnish to Franchisor copies of Developer's certificate of formation (or equivalent), and any other documents filed with the respective state secretary of state or other equivalent agency for formation of such limited liability company or partnership.
- 10.4.4. The partners of the partnership shall not, without the prior written consent of Franchisor, admit additional general partners, remove a general partner, or otherwise materially alter the powers of any general partner.

# 11. APPLICABLE LAW; DISPUTE RESOLUTION

11.1. <u>Choice of Law</u>. This Agreement and all claims arising out of or related to this Agreement or the parties' relationship created hereby shall be construed under and governed by the laws of the State of Texas (without giving effect to any conflict of laws).

### 11.2. Mediation.

- 11.2.1. The parties acknowledge that during the term and any extensions of this Agreement certain disputes may arise that the parties are unable to resolve, but that may be resolvable through mediation. To facilitate such resolution, Franchisor, you, and each Owner agree to submit any claim, controversy, or dispute between Franchisor or its Affiliates (and Franchisor's and its Affiliate's respective owners, officers, directors, managers, agents, representatives, and/or employees) and you or your Affiliates (and your Owners, agents, representatives, and/or employees) arising out of or relating to: (a) this Agreement or any other agreement between Franchisor and you, (b) Franchisor's relationship with you, or (c) the validity of this Agreement or any other agreement between Franchisor and you, to mediation before bringing such claim, controversy, or dispute in a court or before any other tribunal.
- 11.2.2. The mediation shall be conducted by a mediator agreed upon by Franchisor and you and, failing such agreement within not more than 15 days after either party has notified the other of its desire to seek mediation, by the American Arbitration Association or any successor organization ("AAA") in accordance with its rules governing mediation. Mediation shall be held at the offices of the AAA in the city in which Franchisor maintains its principal place of business at the time mediation is initiated. The costs and expenses of mediation, including the compensation and expenses of the mediator (but excluding attorneys' fees incurred by either party), shall be borne by the parties equally.
- 11.2.3. If the parties are unable to resolve the claim, controversy, or dispute within 90 days after the mediator has been chosen, then, unless such time period is extended by written agreement of the parties, either party may bring a legal proceeding pursuant to <u>Section 11.3</u>. The parties agree that statements made during such mediation proceeding will not be admissible for any purpose in any subsequent legal proceeding.
- 11.2.4. Notwithstanding the foregoing provisions of this <u>Section 11.2</u>, the parties' agreement to mediate shall not apply to controversies, disputes, or claims related to or based on amounts owed to Franchisor pursuant to this Agreement, the Marks, or Franchisor's Confidential Information. Moreover, regardless of this mediation agreement, Franchisor and you each have the right in a proper case to seek

temporary restraining orders and temporary or preliminary injunctive relief in any court of competent jurisdiction.

- Arbitration. Franchisor and Developer agree that, except for controversies, disputes, or claims 11.3. related to or based on improper use of the Marks or confidential information, all controversies, disputes, or claims between Franchisor and Developer's affiliates, and Franchisor's and their respective shareholders, members, officers, directors, agents, and/or employees, and Developer (and/or Developer's owners, guarantors, affiliates, and/or employees) arising out of or related to (a) this Agreement or any other agreement between Developer and Franchisor; (b) Franchisor's relationship with Developer; (c) the validity, arbitrability, or enforceability of this arbitration provision, Agreement, or any other agreement between Developer and Franchisor; or (d) any System standard must be submitted for binding arbitration, on demand of either party, to the American Arbitration Association (AAA). The arbitration proceedings will be conducted by one arbitrator and, except as this Section otherwise provides, according to the AAA's then current commercial arbitration rules. All proceedings will be conducted at a suitable location chosen by the arbitrator which is within a five (5) mile radius of Franchisor's principal headquarters at the time arbitration is initiated. The arbitrator shall have no authority to select a different hearing locale. All matters relating to arbitration will be governed by the United States Federal Arbitration Act (9 U.S.C. §§ 1 et seq.). Judgment upon the arbitrator's award may be entered in any court of competent jurisdiction.
  - (a) The arbitrator has the right to award or include in his or her award any relief which he or she deems proper, including, without limitation, money damages (with interest on unpaid amounts from the date due), specific performance, injunctive relief, and attorneys' fees and costs (as allowable under this Agreement or applicable law), provided that the arbitrator may not declare any Proprietary Mark generic or otherwise invalid or, as expressly provided in Section 16.9 below, award any punitive, exemplary or multiple damages against either party.
  - (b) Franchisor and Developer agree to be bound by the provisions of any limitation on the period of time in which claims must be brought under applicable law or this Agreement, whichever expires earlier. Franchisor and Developer further agrees that, in any arbitration proceeding, each must submit or file any claim which would constitute a compulsory counterclaim (as defined by Rule 13 of the United States Federal Rules of Civil Procedure) within the same proceeding as the claim to which it relates. Any claim which is not submitted or filed as required is forever barred. The arbitrator may not consider any settlement discussions or offers that might have been made by either Developer or Franchisor.
  - (c) Franchisor and Developer agree that arbitration will be conducted on an individual, not a class-wide, basis and that an arbitration proceeding between Franchisor and Franchisor's affiliates their respective shareholders, officers, directors, agents, and employees, and Developer (including owners, guarantors, affiliates, and employees) may not be consolidated with any other arbitration proceeding between Franchisor and any other person.
  - (d) Despite Franchisor's and Developer's agreement to arbitrate, Franchisor and Developer each have the right in a proper case to seek temporary restraining orders and temporary or preliminary injunctive relief from a court of competent jurisdiction; provided, however, that Franchisor and Developer must contemporaneously submit Franchisor's dispute for arbitration on the merits as provided in this Section.
  - (e) The provisions of this Section are intended to benefit and bind certain third-party non-signatories and will continue in full force and effect subsequent to and notwithstanding this Agreement's expiration or termination.

- 11.4. <u>Venue</u>. With respect to any controversies, disputes, or claims which are not finally resolved through mediation or arbitration, as provided in <u>Sections 11.2</u> and <u>11.3</u>, the parties agree that any action brought by either party against the other in any court, whether federal or state, shall be brought and maintained exclusively and within the state and federal judicial district court serving the district in which we maintain our principal headquarter at the time litigation is initiated or Tarrant County, Texas (if there is a dispute), and the parties hereby waive all questions of personal jurisdiction or venue for the purpose of carrying out this provision. Nothing contained in this Agreement bars Franchisor's right to seek injunctive relief from any court of competent jurisdiction; and you agree to pay all costs and attorneys' fees incurred by Franchisor in obtaining such relief.
- 11.5. <u>Nonexclusivity of Remedy</u>. No right or remedy conferred upon or reserved to Franchisor or you by this Agreement is intended to be, nor shall be deemed, exclusive of any other right or remedy in this Agreement or by law or equity provided or permitted, but each shall be cumulative of every other right or remedy.
- 11.6. WAIVER OF JURY TRIAL. FRANCHISOR AND YOU IRREVOCABLY WAIVE TRIAL BY JURY IN ANY ACTION, PROCEEDING, OR COUNTERCLAIM, WHETHER AT LAW OR IN EQUITY, BROUGHT BY EITHER OF THEM AGAINST THE OTHER, WHETHER OR NOT THERE ARE OTHER PARTIES IN SUCH ACTION OR PROCEEDING.
- 11.7. WAIVER OF PUNITIVE DAMAGES. THE PARTIES HEREBY WAIVE TO THE FULLEST EXTENT PERMITTED BY LAW ANY RIGHT TO OR CLAIM OF ANY PUNITIVE OR EXEMPLARY DAMAGES AGAINST THE OTHER AND AGREE THAT IN THE EVENT OF A DISPUTE BETWEEN THEM EACH SHALL BE LIMITED TO THE RECOVERY OF ANY ACTUAL DAMAGES SUSTAINED BY IT.
- 11.8. <u>Limitation to Bring a Claim</u>. Any and all claims and actions arising out of or relating to this Agreement and/or the relationship of Developer and Franchisor, brought by either party hereto against the other, whether in mediation, in arbitration or in court, shall be commenced within one (1) year from the occurrence of the facts giving rise to such claim or action, or such claim or action shall be forever barred.
- 11.9. <u>Attorneys' Fees</u>. If either party commences a legal action against the other party arising out of or in connection with this Agreement, the prevailing party shall be entitled to have and recover from the other party its reasonable attorneys' fees and costs of suit.
- 11.10. <u>Counterparts</u>. This Agreement may be executed in one or more counterparts, each of which shall be deemed to be an original, but all of which together shall constitute one agreement.

# 12. NOTICES

12.1. Notices. All notices or demands shall be in writing and shall be served in person, by Express Mail, by certified mail; by private overnight delivery; by Docusign or other electronic signature or delivery system; or by or by facsimile or other electronic system. Service shall be deemed conclusively made: (a) at the time of service, if personally served; (b) 24 hours (exclusive of weekends and national holidays) after deposit in the United States mail, properly addressed and postage prepaid, if served by Express Mail; (c) upon the earlier of actual receipt or three calendar days after deposit in the United States mail, properly addressed and postage prepaid, return receipt requested, if served by certified mail; (d) 24 hours after delivery by the party giving the notice, statement or demand if by private overnight delivery; and (e) at the time of transmission by facsimile, if such transmission occurs prior to 5:00 p.m. on a Business Day and a copy of such notice is mailed within 24 hours after the transmission. Notices and demands shall be given to the respective parties at the addresses set forth on the Summary Pages, unless and until a different address has been designated by written notice to the other party. Either party may change its address for the purpose of receiving notices, demands and other communications as in this Agreement by providing a written notice given in the manner aforesaid to the other party.

12.2. <u>Notice of Actions</u>. Developer shall notify Franchisor in writing within five (5) days of the receipt of any demand letter, 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 Developer and/or any Unit established under this Agreement.

### 13. CONSTRUCTION

- Entire Agreement. This Agreement and its attachments represent the entire fully integrated agreement between the parties concerning the subject matter hereof, and supersedes all other negotiations, agreements, representations, and covenants, oral or written. Recognizing the costs on both Franchisor and Developer which are uncertain, Franchisor and Developer, each confirm that neither wishes to enter into a business relationship with the other in which any terms or obligations are the subject of alleged oral statements or in which oral statements or non-contract writings which have been or may in the future be, exchanged between them, serve as the basis for creating rights or obligations different than or supplementary to the rights and obligations set forth herein. Accordingly, Franchisor and Developer agree and promise each other that this Agreement supersedes and cancels any prior and/or contemporaneous discussions or writings (whether described as representations, inducements, promises, agreements or any other term), between Franchisor or anyone acting on its behalf and Developer or anyone acting on its behalf, which might be taken to constitute agreements, representations, inducements, promises or understandings (or any equivalent to such term) with respect to the rights and obligations of Franchisor and Developer or the relationship between them. Franchisor and Developer agree and promise each other that they have placed, and will place, no reliance on any such discussions or writings. In accordance with the foregoing, it is understood and acknowledged that this Agreement, the attachments hereto, and the documents referred to herein constitute the entire Agreement between Franchisor and Developer concerning the subject matter hereof, and supersede any prior agreements, no other representations having induced Developer to execute this Agreement. Except for those permitted to be made unilaterally by Franchisor hereunder, no amendment, change, or variance from this Agreement shall be binding on either party unless mutually agreed to by the parties and executed by their authorized officers or agents in writing. Nothing in this Section 13.1. is intended to disclaim any of the information contained in Franchisor's franchise disclosure document or its attachments or exhibits. Any representations, warranties, inducements, promises, understandings or agreements between the parties, that are not in the franchise disclosure document which you acknowledge receiving at least 14 days before signing this Agreement or paying any money, or in writing and signed by us and you, are void and not enforceable.
- No Waiver. No waiver or modification of this Agreement or of any covenant, condition, or limitation herein contained shall be valid unless the same is made in writing and duly executed by the party to be charged therewith. No evidence of any waiver or modification shall be offered or received in evidence in any proceeding, arbitration, or litigation between the parties arising out of or affecting this Agreement, or the rights or obligations of any party hereunder, unless such waiver or modification is in writing, duly executed as aforesaid. No failure of Franchisor to exercise any power reserved to it hereunder, or to insist upon strict compliance by Developer with any obligation or condition hereunder, and no custom or practice of the parties in variance with the terms hereof, shall constitute a waiver of Franchisor's right to demand exact compliance with the terms hereof. Waiver by Franchisor of any particular default by Developer shall not be binding unless in writing and executed by the party sought to be charged and shall not affect or impair Franchisor's right with respect to any subsequent default of the same or of a different nature; nor shall any delay, waiver, forbearance, or omission of Franchisor to exercise any power or rights arising out of any breach or default by Developer of any of the terms, provisions, or covenants hereof, affect or impair Franchisor's rights nor shall such constitute a waiver by Franchisor of any right hereunder or of the right to declare any subsequent breach or default. Subsequent acceptance by Franchisor of any payment(s) due to it hereunder shall not be deemed to be a waiver by Franchisor of any preceding breach by Developer of any terms, covenants or conditions of this Agreement.

- 13.3. <u>Severability</u>. The invalidity or unenforceability of any provision of this Agreement shall not affect the validity or enforceability of any other provision of this Agreement.
- 13.4. <u>Survival of Terms</u>. Any provision or covenant of this Agreement which expressly or by its nature imposes obligations beyond the expiration or termination of this Agreement shall survive such expiration or termination.
- 13.5. <u>Definitions and Captions</u>. Unless otherwise defined in this body of this Agreement, capitalized terms have the meaning ascribed to them in <u>Attachment A</u> ("Glossary of Additional Terms"). All captions in this Agreement are intended for the convenience of the parties, and none shall be deemed to affect the meaning or construction of any provision of this Agreement.
- 13.6. <u>Persons Bound</u>. This Agreement shall be binding on the parties and their respective successors and assigns. As applicable, each Owner shall execute the Undertaking and Guaranty attached as <u>Attachment D</u>. Failure or refusal to do so shall constitute a breach of this Agreement. You and each Owner shall be joint and severally liable for each person's obligations hereunder and under the applicable Undertaking and Guaranty.
- 13.7. <u>Rules of Construction</u>. Neither this Agreement nor any uncertainty or ambiguity in this Agreement shall be construed or resolved against the drafter of this Agreement, whether under any rule of construction or otherwise. Terms used in this Agreement shall be construed and interpreted according to their ordinary meaning. If any provision of this Agreement is susceptible to two or more meanings, one of which would render the provision enforceable and the other(s) which would render the provision unenforceable, the provision shall be given the meaning that renders it enforceable.
- 13.8. <u>Timing</u>. Time is of the essence with respect to all provisions in this Agreement. Notwithstanding the foregoing, if performance of either party is delayed on account of a Force Majeure, the applicable deadline for performance shall be extended for a period commensurate with the Force Majeure, but not to exceed 12 months.
- 13.9. <u>Full Scope of Terms</u>. Developer expressly agrees 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 or agency having valid jurisdiction may hold to be unreasonable and unenforceable in an unappealed final decision to which Franchisor is 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.
- 13.10. <u>Headings Only for Convenience</u>. All 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.
- 13.11. No Waiver or Disclaimer of Reliance in Certain States. The following provision applies only to developers and franchises that are subject to the state franchise registration/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 our behalf. This provision supersedes any other term of any document executed in connection with the franchise.

# 14. REPRESENTATIONS

14.1. Representations of Franchisor. Franchisor represents and warrants that (a) Franchisor is duly organized and validly existing under the law of the state of its formation; (b) Franchisor is duly qualified

and authorized to do business in each jurisdiction in which its business activities or the nature of the properties it owns requires such qualification; and (c) the execution of this Agreement and the performance of the transactions contemplated by this Agreement are within Franchisor's corporate power and have been duly authorized.

## 14.2. <u>Representations of Developer</u>. (Initial each subsection)

[\_\_\_\_] 14.2.1. You represent and warrant that the information set forth in Attachment C, incorporated by reference hereto, is accurate and complete in all material respects. You shall notify Franchisor in writing within 10 days of any change in the information set forth in Attachment C. You further represent to Franchisor that (a) you are duly organized and validly existing under the law of the state of your formation; (b) you are duly qualified and authorized to do business in each jurisdiction in which your business activities or the nature of the properties you own require such qualification; (c) your corporate charter or written partnership or limited liability company agreement, as applicable, will at all times provide that your activities are confined exclusively to the development and operation of the Franchised Business. You warrant and represent that neither you nor any of your Affiliates or Owners own, operate, or have any financial or beneficial interest in any business that is the same as or similar to a Urban Air Adventure Park Unit; and (d) The execution of this Agreement and the performance of the transactions contemplated by this Agreement are within your corporate power, or if you are a partnership or a limited liability company, are permitted under its written partnership or limited liability company agreement and have been duly authorized.

You represent and warrant that to your actual knowledge: (i) neither [ ] 14.2.2. Developer nor its officers, directors, managers, members, partners, shareholders, or other individual who own or manage the affairs of Developer, nor any Developer affiliate or related party, or any funding source for any Unit, is identified on the lists of Blocked Persons, Specially Designated Nationals, Specially Designated Terrorists, Specially Designated Global Terrorists, Foreign Terrorists Organizations, and Specially Designated Narcotics Traffickers at the United States Department of Treasury's Office of Foreign Assets Control (OFAC), or the Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism Act of 2001, commonly known as the "USA Patriot Act," as such lists may be amended from time to time (collectively, "Blocked Person(s)"); (ii) neither Developer nor any Developer affiliate or related party is directly or indirectly owned or controlled by the government of any country that is subject to an embargo imposed by the United States government; (iii) neither Developer nor any Developer affiliate or related party is acting on behalf of the government of, or is involved in business arrangements or other transactions with, any country that is subject to such an embargo; (iv) neither Developer nor any Developer affiliate or related party are on the United States Department of Commerce Denied Persons, Entity and Unverified Lists, or the United States Departments of State's Debarred List, as such lists may be amended from time to time (collectively, the "Lists"); (v) neither Developer nor any Developer affiliate or related party, during the term of this Agreement, will be on any of the Lists or identified as a Blocked Person; and (vi) during the term of this Agreement, neither Developer nor any Developer affiliate or related party will sell products, goods or services to, or otherwise enter into a business arrangement with, any person or entity on any of the Lists or identified as a Blocked Person. Developer agrees to notify Franchisor in writing immediately upon the occurrence of any act or event that would render any of these representations incorrect.

[\_\_\_\_] 14.2.3. You represent and warrant to Franchisor that there are no other agreements, court orders, or any other legal obligations that would preclude or in any manner restrict you from: (a) negotiating and entering into this Agreement; (b) exercising its rights under this Agreement; and/or (c) fulfilling its responsibilities under this Agreement.

[\_\_\_\_] 14.2.4. You represent to Franchisor, as an inducement to entry into this Agreement, that Developer has made no misrepresentations in obtaining the franchise.

	14.2.8 below apply to all franchisees and franchises
	ises that are subject to the state franchise
	i, Illinois, Indiana, Maryland, Michigan, Minnesota,
New York, North Dakota, Rhode Island, South D	Dakota, Virginia, Washington, and Wisconsin.
representatives have made any representations, as Franchisor or its agents or representatives, concern Urban Air Adventure Park Unit, except for inform	Franchisor that neither Franchisor nor its agents or nd you have not relied on representations made by ning actual or potential sales, expenses, or profit of a ation that may have been contained in Item 19 of the onnection with your purchase of a Urban Air Adventure
	that you have received a complete copy of Franchisor's days before you signed this Agreement or paid any s.
this Agreement and its attachments, and that you ha	that you have read and that you understand the terms of ave had ample time and opportunity to consult with an the potential risks and benefits of entering into this
ACKNOWLEDGES THAT IT HAS CONDUCTE BUSINESS OF DEVELOPING AND OPERAT RECOGNIZES THAT THE BUSINESS VENTURINVOLVES BUSINESS RISKS AND THAT ITS STHE ABILITY OF DEVELOPER (OR, IF DEVELOMITED LIABILITY COMPANY, THE ABILITY BUSINESSPERSON(S). FRANCHISOR EXPRIDEVELOPER ACKNOWLEDGES THAT IT IS GUARANTEE, EXPRESS OR IMPLIED, AS SUCCESS OF THE BUSINESS VENTURE DEVELOPER ACKNOWLEDGES THAT THIS WRITTEN AGREEMENTS, REPRESENTATION PARTIES, AND ANY RIGHTS WHICH THE RESUNDER ANY OTHER PREVIOUS CONTRACT CANCELLED AND TERMINATED, AND NO RECOR IMPLIED, EXCEPT AS SPECIFICALLY SACKNOWLEDGES THAT IT HAS NOT RECEIVED ABOUT THE FRANCHISE BY THE FRANCHISE OR AGENTS, THAT ARE CONTRARY TO THE FRANCHISE DISCLOSURE DOCUMENT OR THEREIN.	THE BUSINESS POSSIBILITIES. DEVELOPER ID AN INDEPENDENT INVESTIGATION OF THE TING URBAN AIR ADVENTURE PARK, AND URE CONTEMPLATED BY THIS AGREEMENT UCCESS WILL BE LARGELY DEPENDENT UPON LOPER IS A CORPORATION, PARTNERSHIP OR Y OF ITS PRINCIPALS) AS (AN) INDEPENDENT ESSLY DISCLAIMS THE MAKING OF, AND HAS NOT RECEIVED, ANY WARRANTY OR TO THE POTENTIAL VOLUME, PROFITS, OR CONTEMPLATED BY THIS AGREEMENT. IS AGREEMENT CONTAINS ALL ORAL AND ONS AND ARRANGEMENTS BETWEEN THE ESPECTIVE PARTIES HERETO MAY HAVE HAD (WHETHER ORAL OR WRITTEN) ARE HEREBY EPRESENTATIONS OR WARRANTIES ARE MADE SET FORTH HEREIN. DEVELOPER FURTHER EVED OR RELIED ON ANY REPRESENTATIONS OR, OR ITS OFFICERS, DIRECTORS, EMPLOYEES E STATEMENTS MADE IN THE FRANCHISOR'S TO THE TERMS AND CONDITIONS CONTAINED
IN WITNESS WHEREOF, the parties have execut set forth above.	ted this Agreement to be effective on the Effective Date
FRANCHISOR:	DEVELOPER:
UATP MANAGEMENT, LLC,	
a Texas limited liability company	a
D.	D
By:	By:
ieu zana us president	118

# STATE SPECIFIC ADDENDA / RIDERS TO DEVELOPMENT AGREEMENT

## NO WAIVER OR DISCLAIMER OF RELIANCE IN CERTAIN STATES

The following provision applies only to franchisees and franchises that are subject to the state franchise registration/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 our behalf. This provision supersedes any other term of any document executed in connection with the franchise.

# ILLINOIS ADDENDUM TO DEVELOPMENT AGREEMENT

THIS ADDENDUM (the "Addendum")	is made and entered into by and between UATP
Management, LLC, a Texas limited a	liability company ("Franchisor"), and ("Developer"), whose
principal business address is a	· · · · · · · · · · · · · · · · · · ·
1. <b>BACKGROUND</b> . Franchisor an Agreement dated, signed concurrently with the signing of this Addender the Development Agreement. This Addendum is activity relating to the Development Agreement of Developer will operate and develop under the Developer (b) Developer is domiciled in Illinois.	d Developer are parties to that certain Development 20 (the "Development Agreement") that has been dum. This Addendum is annexed to and forms part of being signed because (a) any of the offering or sales occurred in Illinois and the Franchised Locations that elopment Agreement will be located in Illinois, and/or The following sentence is added to the end of Section
agreement which designates jurisdiction or	re Act provides that any provision in a franchise venue in a forum outside of Illinois is void.  1 ("Choice of Law") of the Development Agreement is
Illinois law shall govern this Agreement.  4. ILLINOIS FRANCHISE DISCI Section 11.11 of the Development Agreement:	<b>OSURE ACT</b> . The following language is added as
Act states that any condition, stipulation,	Section 41 of the Illinois Franchise Disclosure or provision purporting to bind any person are with any provision of the Act or any other
IN WITNESS WHEREOF, the parties ha noted below, to be effective as of the Effective Date	ve executed and delivered this Addendum on the dates e of the Development Agreement.
FRANCHISOR: UATP MANAGEMENT, LLC, a Texas limited liability company	DEVELOPER:
By:	By:, its

## MARYLAND ADDENDUM TO DEVELOPMENT AGREEMENT

THIS ADDENDUM (the "Addendum") is made and entered into by and between UATI Management, LLC, a Texas limited liability company ("Franchisor"), and a ("Developer"), whose
principal business address is ("Developer"), whose
1. <u>BACKGROUND</u> . Franchisor and Developer are parties to that certain Development Agreement dated
2. <u>Fees.</u> The following language is added to the end of Section 3 of the Development Agreement:
Based upon our financial condition, the Maryland Securities Commissioner has required a financial assurance. Therefore, we have secured a surety bond in the amount of \$1,712,390 from The Ohio Casualty Insurance Company. A copy of the surety bond is on file at the Maryland Office of the Attorney General, Securities Division, 200 St. Paul Place, Baltimore, Maryland 21202.
3. <u>INSOLVENCY</u> . The following sentence is added to the end of Section 9.1 of the Development Agreement:
Section 9.1 may not be enforceable under federal bankruptcy law (11 U.S.C. Sections 101 et seq.).
4. <b>FORUM FOR LITIGATION</b> . The following language is added to the end of Section 11.4 ("Venue") of the Development Agreement:
Developer may bring an action in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.
5. <b>GOVERNING LAW</b> . The following sentence is added to the end of Section 11. ("Choice of Law") of the Development Agreement:

Notwithstanding the foregoing, the Maryland Franchise Registration and Disclosure Law shall govern any claim arising under that law.

6. <u>LIMITATION OF CLAIMS</u>. The following sentence is added to the end of Section 11.8 ("Limitation") of the Development Agreement:

Developer must bring any claims arising under the Maryland Franchise Registration and Disclosure Law within 3 years after Franchisor grant Developer the franchise.

7. **ACKNOWLEDGMENTS.** Sections 14.2.5 through 14.2.8 of the Development Agreement are hereby deleted.

1

**IN WITNESS WHEREOF**, each of the undersigned has executed this Addendum under seal as of the Effective Date of the Development Agreement.

DEVELOPER:			
a			
By:its			

## MINNESOTA ADDENDUM TO DEVELOPMENT AGREEMENT

THIS	ADDENDU	JM (the '	'Addendum")	is made and	entered into	by and between	UATP
Management,	LLC,	a Tex	as limited	liability	company	("Franchisor"),	and
principal busine	ess address	is	a		·	("Developer"),	whose
1.						that certain Devel	
Agreement date	ed		, 2	0 (the "D	evelopment A	greement") that ha	as been
signed concurre	ently with th	ne signing	of this Addendu	ım. This Ad	dendum is ann	exed to and forms	part of
						Franchised Location	
						cated in Minnesota	
•	•	•		•		ccurred in Minnes	
•	C			•	C		
2.	FORUM 1	FOR LIT	IGATION. Th	e following l	anguage is ad	ded to the end of	Section
11.4 of the Dev							
	-						
NOTW	ITHSTANI	DING TH	E FOREGOING	, MINN. ST.	AT. SEC. 80C	.21 AND MINN.	
RULE	2860.4400.	J PROHIE	BIT FRANCHIS	SOR, EXCE	PT IN CERTA	AIN SPECIFIED	
	*	•				O OUTSIDE OF	
						TE OR REDUCE	
						TES CHAPTER	
						OR REMEDIES	
THAT	THE LAWS	S OF THE	JURISDICTIO	N PROVIDE	•		
3.		ING LAV	$\underline{\mathbf{V}}$ . The following	g statement i	s added at the	end of Section 11.	1 of the
Development A	greement.						

NOTHING IN THIS AGREEMENT WILL ABROGATE OR REDUCE ANY OF DEVELOPER'S RIGHTS UNDER MINNESOTA STATUTES CHAPTER 80C OR DEVELOPER'S RIGHT TO ANY PROCEDURE, FORUM OR REMEDIES THAT THE LAWS OF THE JURISDICTION PROVIDE.

- 4. <u>MUTUAL WAIVER OF JURY TRIAL AND PUNITIVE DAMAGES</u>. If and then only to the extent required by the Minnesota Franchises Law, Sections 11.6 and 11.7 of the Development Agreement are deleted.
- 5. **LIMITATION OF CLAIMS**. The following is added to the end of Section 11.8 of the Development Agreement:

; provided, however, that Minnesota law provides that no action may be commenced under Minn. Stat. Sec. 80C.17 more than 3 years after the cause of action accrues.

1

**IN WITNESS WHEREOF**, each of the undersigned has executed this Addendum under seal as of the Effective Date of the Development Agreement.

DEVELOPER:			
a			
By:its			

# NORTH DAKOTA ADDENDUM TO DEVELOPMENT AGREEMENT

THIS A Management,	<b>DDENDUM</b> (LLC, a	•	<b>ndum</b> ") is limited	made and liability	entered into company	by and between ("Franchisor"),	UATP and
principal busines			a			("Developer"),	whose
principal busines	s address is				· ·		
			<b>BACKGR</b>	OUND			
		, 20	the "Dev	elopment A	Agreement")	ment Agreement that has been	signed
Development Ag Dakota <u>and</u> the l	greement. This Franchised Loo be located or o	Addendum cations that perated in	is being s Developer North Dako	igned becau will operate ota; and/or (	se (a) Develope and develop	to and forms part per is a resident of under the Devel- offering or sales	f North opment
1. I a general release			Developmer	nt Agreemen	t, any referenc	e to a requirement	to sign
2. A following langua					reby amended	l by the addition	of the
	nts not to comp ate of North Da		those ment	ioned above	are generally	considered unenfo	rceable
3. Selected.	Section 9.8. of	the Develo	opment Agi	reement refe	erring to liquid	dated damages is	hereby
4. I	In Section 11.1,	the word "	Texas" is re	eplaced with	the words "No	orth Dakota."	
5. Significant following:	Sections 11.2 a	and 11.3 of	the Devel	opment Agi	reement are h	ereby amended w	ith the
	e of the arbitrati ee's (or Develop			•	to all parties ar	nd not be remote fi	rom the
	kota Franchise					oly with Section 51 o jurisdiction of co	
7. I the Development				greement, al	l references to	waiver of trial by	jury in

In Section 11.7 of the Development Agreement, all references to the consent to a waiver

Section 11.8. of the Development Agreement is hereby amended by the addition of the

1

"The statute of limitations under North Dakota Law will apply."

of exemplary and punitive damages are hereby deleted.

following language to the original language that appears there:

**IN WITNESS WHEREOF**, each of the undersigned has executed this Addendum under seal as of the Effective Date of the Development Agreement.

FRANCHISOR: UATP MANAGEMENT, LLC,	DEVELOPER:	
a Texas limited liability company	a	
By:	By:	_
Jeff Palla, its President	, its	

## RHODE ISLAND ADDENDUM TO DEVELOPMENT AGREEMENT

THIS Management,	ADDENI LLC,	`	exas lii	lum") is mited a	made and liability	entered into company	by and between ("Franchisor"), ("Developer"),	
principal busin	ess address	s is				······································	( = : · · · · · ),	
the Developme Island <u>and</u> the	ently with ent Agreem Franchise	the signingent. This ded Location of the contraction of the contractio	g of this A Addendum ns that De le Island; a	, 20_ addendur is being eveloper and/or (b)	(the "I m. This Ad- signed beca will operat	Development Adendum is annuse (a) Develoe and develo	that certain Deve Agreement") that I nexed to and forms oper is domiciled in p under the Deve ales activity relating	nas been s part of n Rhode lopment
_				_				

- 2. **TERMINATION.** The following paragraph is added to the end of Section 9:
- 9.10. Notice. Section 6-50-4 of the Rhode Island Fair Dealership Law includes the requirement that, in certain circumstances, a franchisee receive 90 days' notice of termination, cancellation, non-renewal or substantial change in competitive circumstances. The notice shall state all the reasons for termination, cancellation, non-renewal or substantial change in competitive circumstances and shall provide that the franchisee has 60 days in which to rectify any claimed deficiency and shall supersede the requirements of the Franchise Agreement to the extent they may be inconsistent with the Law's requirements. If the deficiency is rectified within 60 days the notice shall be void. The above-notice provisions shall not apply if the reason for termination, cancellation or nonrenewal is insolvency, the occurrence of an assignment for the benefit of creditors or bankruptcy. If the reason for termination, cancellation, nonrenewal or substantial change in competitive circumstances is nonpayment of sums due under the Franchise Agreement, Franchisee shall be entitled to written notice of such default, and shall have 10 days in which to remedy such default from the date of delivery or posting of such notice.
- 3. **GOVERNING LAW / VENUE FOR LITIGATION**. The following language is added to the end of Sections 11.1 and 11.4 of the Development Agreement:

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." TO THE EXTENT REQUIRED BY APPLICABLE LAW, RHODE ISLAND LAW WILL APPLY TO CLAIMS ARISING UNDER THE RHODE ISLAND FRANCHISE INVESTMENT ACT.

1

**IN WITNESS WHEREOF**, the parties have executed and delivered this Addendum on the dates noted below, to be effective as of the Effective Date of the Development Agreement.

FRANCHISOR: UATP MANAGEMENT, LLC,	DEVELOPER:
a Texas limited liability company	a
By:	By:
Jeff Palla, its President	, its

# UATP MANAGEMENT, LLC DEVELOPMENT AGREEMENT

# ATTACHMENT A GLOSSARY OF ADDITIONAL TERMS

- "Affiliate" means any entity that is wholly or partly owned by another entity, that shares common ownership with another entity, or that has an ownership interest in another entity.
- "Business Entity" means a corporation, limited liability company, limited partnership, or other entity created pursuant to statutory authority.
- "Competitive Business" means any business or enterprise that is the same or similar to Urban Air Adventure Parks, including without limitation any business or enterprise, franchised and non-franchised, that operates or grants franchises or licenses for the operation of an indoor or outdoor entertainment center, that hosts birthday parties, or that offers any of the following Attractions, whether individually, piecemeal, or collectively: feature trampolines, foam pits, warrior/ninja courses, soft play, climbing walls, ropes courses, Sky Rider®, indoor skydiving, dodge ball, rock climbing, digital climbing walls, arcades, bowling, bumper cars, slides, mini golf, laser tag, go karts, virtual reality, immersive reality, MyFly, or related activities.
- "Confidential Information" means all information, knowledge, elements, trade secrets, and know-how utilized or embraced by the System, or which otherwise concerns Franchisor's systems of operation, programs, services, products, customers, practices, materials, books, records, financial information, manuals, computer files, databases, or software; including, but not limited to: the Standards and all elements of the System and all products, services, equipment, technologies, policies, standards, requirements, criteria, and procedures which now or in the future are a part of the System; all information contained in the Manual, including supplements to the Manual; Franchisor's standards and specifications for product preparation, packaging, and service; all specifications, sources of supply, all procedures, systems, techniques and activities employed by Franchisor or by you in the offer and sale of products and/or services at or from the Franchised Business premises; all pricing paradigms established by Franchisor or by you; all of Franchisor's and/or your sources, or prospective sources, of supply and all information pertaining to same, including wholesale pricing structures, the contents of sourcing agreements, and the identity of vendors and suppliers; Franchisor's specifications, and your final plans, for the construction, buildout, design, renovation, décor, equipment, signage, furniture, fixtures and trade dress elements of your Franchised Business premises; the identify of, and all information relating to, the computer and POS hardware and software utilized by Franchisor and you; all information and data pertaining to Franchisor's and/or your advertising, marketing, promotion, and merchandising campaigns, activities, materials, specifications and procedures; all customer lists and records generated and/or otherwise maintained by your Franchised Business; all internet/web protocols, procedures, and content related to the System and your Franchised Business; Franchisor's training and other instructional programs and materials; all elements of Franchisor's recommended staffing, staff training, and staff certification policies and procedures; all communications between you and Franchisor, including the financial and other reports you are required to submit to Franchisor under this Agreement; additions to, deletions from, and modifications and variations of the components of the System and the other systems and methods of operations which Franchisor employs now or in the future; all other knowledge, trade secrets, or know-how concerning the methods of operation of your Franchised Business which may be communicated to you, or of which you may be apprised, by virtue of operation under the terms of the Franchise Agreement; and all other information, knowledge, and know-how which either Franchisor or its Affiliates, now or in the future, designate as "Confidential Information."

"Controlling Interest" means: (a) if you are a corporation or a limited liability company, that the Owners, either individually or cumulatively (i) directly or indirectly own more than 20% of the shares of each class of the developer entity's issued and outstanding capital stock or membership units, as applicable; and (ii) are entitled, under its governing documents and under any agreements among the Owners, to cast a sufficient number of votes to require such entity to take or omit to take any action which such entity is required to take or omit to take under this Agreement; or (b) if you are a partnership, that the Owners (i) own more than 20% interest in the operating profits and operating losses of the partnership as well as more than 20% ownership interest in the partnership (and more than 20% interest in the shares of each class of capital stock of any corporate general partner); and (ii) are entitled under its partnership agreement or applicable law to act on behalf of the partnership without the approval or consent of any other partner or be able to cast a sufficient number of votes to require the partnership to take or omit to take any action which the partnership is required to take or omit to take under this Agreement.

"Copyrighted Works" means works of authorship which are owned by Franchisor and fixed in a tangible medium of expression including, without limitation, the content of the Manual, the design elements of the Marks, Franchisor's product packaging and advertising and promotional materials, and the content and design of Franchisor's Web site and advertising and promotional materials.

"Development Area Name," as defined on the Summary Page, shall mean the general identifying name for the Developer's Development Area, and does not endow any greater area than the Development Area map identified in Attachment B.

"Development Period" means each of the time periods indicated on <u>Attachment B</u> during which you shall have the right and obligation to construct, equip, open and thereafter continue to operate Urban Air Adventure Park Units.

"Force Majeure" means acts of God (such as tornadoes, earthquakes, hurricanes, floods, fire or other natural catastrophe); strikes, lockouts or other industrial disturbances; war, terrorist acts, riot, or other civil disturbance; epidemics; or other similar forces which you could not by the exercise of reasonable diligence have avoided; provided however, that neither an act or failure to act by a Governmental Authority, nor the performance, non-performance or exercise of rights under any agreement with you by any lender, landlord, or other person shall be an event of Force Majeure under this Agreement, except to the extent that such act, failure to act, performance, non-performance or exercise of rights results from an act which is otherwise an event of Force Majeure. Your financial inability to perform or your insolvency shall not be an event of Force Majeure under this Agreement.

"Franchise Agreement" means the form of agreement prescribed by Franchisor and used to grant to you the right to own and operate a single Urban Air Adventure Park, including all attachments, exhibits, riders, guarantees or other related instruments, all as amended from time to time. A current form of Franchise Agreement is attached to the current franchise disclosure document, which shall be used for the first and second Unit. Franchisor reserves the right to modify this form and issue then-current form of franchise agreement under its then-current franchise disclosure document at the time you are ready to develop the third and any subsequent Units.

"Owner" means you if you are an individual, or each individual or entity holding more than a ten percent or greater equity interest in you if you are a Business Entity (regardless of voting rights), and the individual(s) or entity(ies) that enter into the Development Agreement if you are a Business Entity. It includes all officers, directors, and shareholders of a corporation, all managers and members of a limited liability company, all general and limited partners of a limited partnership, and the grantor and the trustee of the trust. If any Owner is a Business Entity, then the term "Owner" also includes the Owners of that Business Entity.

#### UATP MANAGEMENT, LLC DEVELOPMENT AGREEMENT

## ATTACHMENT B DEVELOPMENT SCHEDULE AND DEVELOPMENT AREA

Section 1.1.1.: The " <u>Development Area</u> " includes the following zip codes in the attached map: _ there is a conflict between the zip codes and the map below, the boundaries of the map control:	; if
[MAP]	

Section 1.1.1.: The "<u>Development Schedule</u>" is as follows:

Unit Number	Franchise Agreement Execution Date	Deadline to Execute Lease	Projected Opening Date	Cumulative Number of Units to be Open and Operating by Developer in the Development Area
1	Concurrently with this Development Agreement	Six (6) months from the Effective Date	15 months from the Effective Date	1
2	Concurrently with this Development Agreement	Six (6) months from the Effective Date	15 months from the Effective Date	2
3	18 months from the Effective Date	21 months from the Effective Date	30 months from the Effective Date	3

For the purposes of determining compliance with this Development Schedule, only the Units Developer actually opens and continuously operates in the Development Area for at least the first six (6) months after opening will be counted toward the number of Units required to be open and operated above.

**IN WITNESS WHEREOF**, the parties hereof have executed this <u>Attachment B</u> effective for all purposes as of the Effective Date.

FRANCHISOR:	DEVELOPER:
UATP MANAGEMENT, LLC, a Texas limited liability company	a
By:	By:, its

## UATP MANAGEMENT, LLC DEVELOPMENT AGREEMENT

## ATTACHMENT C DEVELOPER'S OWNERS AND KEY PERSONNEL

A.	The following is a list of all shareholders, partners, members, or other investors owning a direct or
	indirect interest in the Developer, and a description of the nature of their interest, and each Owner
	of whom shall execute the Undertaking and Guaranty substantially in the form set forth in
	Attachment D to the Development Agreement:

NAME, ADDRESS, TELEPHONE NUMBER, AND EMAIL	OWNERSHIP INTEREST IN DEVELOPER	NATURE OF INTEREST

В.	Developer's Designated Principal i Telephone Number: Email Address:	s:		
C.	Developer represents to Franchison and correct listing of the sharehold direct or indirect interest in the Deinterest.	ders, partners, members, or o	ther persons/companies owni	ng a
FRA	NCHISOR:	DEVELOPER:		
UAT	P MANAGEMENT, LLC,			
a Tex	as limited liability company	a		
By: _		By:		_
Je	eff Palla, its President	-	, its	

#### **UATP Management, LLC** DEVELOPMENT AGREEMENT

#### ATTACHMENT D UNDERTAKING AND GUARANTY

By virtue of executing an Urban Air Adventure Park Development Agreement ("Development Agreement") dated ("Developer") has acquired the right and franchise from UATP MANAGEMENT, LLC ("Franchisor") to establish and operate an Urban Air Adventure Park Franchised Business ("Franchised Business") and the right to use in the operation of the Franchised Business the Marks and the System, as they may be changed, improved, and further developed from time-to-time in Franchisor's sole discretion.

Pursuant to the terms and conditions of the Development Agreement, each of the undersigned hereby acknowledges and agrees as follows:

- 1. I have read the terms and conditions of the Development Agreement and acknowledge that the execution of this Undertaking and Guaranty and the undertakings of the Owners in the Development Agreement are in partial consideration for, and a condition to, the granting of the rights under the Development Agreement. I understand and acknowledge that Franchisor would not have granted such rights without the execution of this Undertaking and Guaranty and the other undertakings of the Owners in the Development Agreement.
- 2. I own a beneficial interest in the Developer, and I am included within the term "Owner" as defined in the Development Agreement.
- 3. I, individually and jointly and severally with the other Owners, hereby make all of the covenants, representations, warranties, and agreements of the Owners set forth in the Development Agreement, and agree that I am obligated to and will perform thereunder, including, without limitation, the provisions regarding compliance with the Development Agreement in Section 5.3., the use of confidential information in Section 6.1., the covenants in Article 6, the transfer provisions in Article 8, the choice of law and venue provisions in Article 11, and the indemnification obligations in Article 7.
- 4. I, individually and jointly and severally with the other Owners, unconditionally and irrevocably guarantee to Franchisor and its successors and assigns that all obligations of the Developer under the Development Agreement will be punctually paid and performed. Upon default by the Developer or upon notice from Franchisor, I will immediately make each payment and perform each obligation required of the Developer under the Development Agreement. Without affecting the obligations of any Owner under this or any other Undertaking and Guaranty, Franchisor may, without notice to any Owner, waive, renew, extend, modify, amend, or release any indebtedness or obligation of the Developer or settle, adjust, or compromise any claims that Franchisor may have against the Developer. I waive all demands and notices of every kind with respect to the enforcement of this Undertaking and Guaranty, including notices of presentment, demand for payment or performance by the Developer, any default by the Developer or any guarantor, and any release of any guarantor or other security for this Undertaking and Guaranty or the obligations of the Developer. Franchisor may pursue its rights against me without first exhausting its remedies against the Developer and without joining any other guarantor and no delay on the part of Franchisor in the exercise of any right or remedy will operate as a waiver of the right or remedy, and no single or partial exercise by Franchisor of any right or remedy will preclude the further exercise of that or any other right or remedy. Upon Franchisor's receipt of notice of the death of any Owner, the estate of the deceased will be bound by the foregoing Undertaking and Guaranty, but only for defaults and obligations under the Development Agreement existing at the time of death, and in that event, the obligations of the Owners who survive such death will continue in full force and effect.

- 5. No modification, change, impairment, or suspension of any of Franchisor's rights or remedies shall in any way affect any of my obligations under this Undertaking and Guaranty. If the Developer has pledged other security or if one or more other persons have personally guaranteed performance of the Developer's obligations, I agree that Franchisor's release of such security will not affect my liability under this Undertaking and Guaranty.
- 6. I agree that any notices required to be delivered to me will be deemed delivered at the time delivered by hand; one Business Day after delivery by Express Mail or other recognized, reputable overnight courier; or three Business Days after placement in the United States Mail by Registered or Certified Mail, Return Receipt Requested, postage prepaid and addressed to the address identified on the signature line below. I may change this address only by delivering to Franchisor written notice of the change.
- 7. I understand that Franchisor's rights under this Undertaking and Guaranty shall be in addition to, and not in lieu of, any other rights or remedies available to Franchisor under applicable law.
- 8. I agree to be bound individually to the provisions of the Development Agreement including, without limitation, the litigation and dispute resolution provisions set forth in <u>Article 23</u> and I irrevocably submit to the jurisdiction of the state and federal courts serving the judicial district in which Franchisor's principal headquarters are located at the time litigation is commenced. I hereby irrevocably submit to the exclusive jurisdiction of such courts and specifically waive any objection I may have to either the jurisdiction or exclusive yenue of such courts.
- 9. I WAIVE TRIAL BY JURY IN ANY ACTION, PROCEEDING OR COUNTERCLAIM, WHETHER AT LAW OR IN EQUITY, INVOLVING FRANCHISOR, WHICH ARISES OUT OF OR IS RELATED IN ANY WAY TO THE DEVELOPMENT AGREEMENT, THE PERFORMANCE OF ANY PARTY UNDER THE DEVELOPMENT AGREEMENT, AND/OR THE OFFER OR GRANT OF THE FRANCHISE.
- 10. This Agreement shall be construed under the laws of the State of Texas. The only way this Agreement can be changed is in writing signed by Franchisor. Any capitalized terms contained in but not defined by this Undertaking and Guaranty shall have the same meaning prescribed to that word in the Development Agreement.
- 11. Should this Agreement be signed or endorsed by more than one person or entity, all of the obligations herein contained shall be considered the joint and several obligations of each signatory.

IN WITNESS WHEREOF, the undersigned, intending to be legally bound, has executed this Undertaking and Guaranty to be effective on the day and year first written above.

	[]
	[]
[ ]	[ ]

**OWNER** 

# EXHIBIT K TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

### SAMPLE FORM OF ASSIGNMENT AND ASSUMPTION AGREEMENT

# ASSIGNMENT AND ASSUMPTION OF FRANCHISE AGREEMENT AND AMENDMENT TO FRANCHISE AGREEMENT

This Assignment and Assumption of Franchise Agreement and Amendment to Franchise Agreement (" <u>Agreement</u> ") is entered into on (the " <u>Effective Date</u> ") between UATP Management, LLC, a Texas limited liability company (" <u>Franchisor</u> "),, a each an adult individual(" <u>Assignor</u> "), and, a (" <u>Assignee</u> "). Franchisor, Assignor, and Assignee may be referred to herein as a Party or collectively as the " <u>Parties</u> ."
WHEREAS, Franchisor and Assignor entered into that certain franchise agreement dated where Assignor obtained the right and undertook the obligation to develop an Urban Air Adventure Park in ("Franchise Agreement");
WHEREAS, Assignor desires to assign to Assignee all of its interest, rights, duties, and obligations in the Franchise Agreement (the " <u>Assignment</u> "); and
WHEREAS, pursuant to the Franchise Agreement, the parties acknowledge that the Assignment requires Franchisor's consent, and Franchisor desires to provide its consent pursuant to the terms and conditions of this Agreement.
NOW, THEREFORE, in consideration of the mutual promises contained in this Agreement, and for other good and valuable consideration, the receipt and sufficiency of which are acknowledged, the parties agree as follows:
1. <u>ASSIGNMENT AND ASSUMPTION</u> . Assignor assigns and transfers to Assignee all of its interest, rights, and duties under the Franchise Agreement. Assignee hereby accepts such rights, assumes all of Assignor's obligations, and agrees to be bound by and observe and faithfully perform all duties as if the Franchise Agreement were originally written with Assignee as the "Franchisee."
2. <u>AMENDMENT TO FRANCHISE AGREEMENT</u> . Attachments of the Franchise Agreement are superseded and replaced with attachments included herewith in <u>Exhibit A</u> .
3. WAIVER OF RIGHT OF FIRST REFUSAL AND FORMAL NOTICE REQUIREMENTS. Pursuant to the Franchise Agreement, Franchisor consents to the Assignment conditioned on the Parties' satisfaction of all conditions set forth herein and the full and complete execution of this Agreement. The Parties acknowledge and agree that Franchisor's consent applies only to the Assignment contemplated by this Agreement. Any and all future assignments or transfers are subject to the terms of the Franchise Agreement and remain subject to Franchisor's further consent. Franchisor waives any obligations of the Assignment comply with any formal notice requirements under the Franchise Agreement with respect to the Assignment contemplated by this Agreement.
4. <u>INDEMNITY</u> . Except for granting its consent to the assignment, the Assignor and each of their past and present parents, subsidiaries, affiliates, predecessors, successors, assigns, officers, directors,

shareholders, partners, owners, members, managers, agents, attorneys, employees, representatives, heirs, administrators, executors, and ancestors ("Assignor Parties") and Assignee and each of their past and present parents, subsidiaries, affiliates, predecessors, successors, assigns, officers, directors, shareholders, partners, owners, members, managers, agents, attorneys, employees, representatives, heirs, administrators, executors, and ancestors ("Assignee Parties") acknowledge and agree the UATP Management, LLC, UA Holdings, LLC, Unleashed Brands, LLC, Unleashed Services, LLC, UA Attractions, LLC, and each of their respective past and present parents, subsidiaries, affiliates, predecessors, successors, assigns, officers, directors, shareholders, partners, owners, members, managers, agents, attorneys, employees, and representatives ("Franchisor Parties") have exercised no influence over and have taken no part in the Assignment. Accordingly and to the fullest extent permitted by applicable law, the Assignor Parties and the

Assignee Parties shall unconditionally indemnify, defend, and hold harmless the Franchisor Parties from all claims and losses and expenses incurred in connection with any third-party action, suit, proceeding, claim, demand, investigation, or inquiry (formal or informal), or any settlement thereof entered into with the written approval of Assignor, which approval will not be unreasonably withheld, conditioned or delayed (whether or not a formal proceeding or action has been instituted), arising out of or related to the Assignment other than any claims or losses and expenses arising from any action, suit, proceeding, claim, demand, investigation, or inquiry (formal or informal), or any settlement thereof (whether or not a formal proceeding or action has been instituted), by a governmental authority arising from Franchisor's actual or alleged non-compliance with applicable franchise laws.

5. <u>GENERAL RELEASE</u>. Assignor Parties shall execute the general release in the form attached hereto as Exhibit B.

#### 6. MISCELLANEOUS PROVISIONS.

- A. <u>Entire Agreement</u>. This Agreement constitutes the entire agreement of the Parties concerning the subject matter hereof, supersede any prior agreement or representations made between the parties, either written or oral, and may only be modified in writing. The parties shall execute such further documents and do any and all further things necessary to implement and carry out the intent of this Agreement.
- B. <u>COUNTERPARTS</u>. To facilitate execution, this Agreement may be executed in as many counterparts as may be convenient or required. It shall not be necessary that the signature or acknowledgment of, or on behalf of, each party, or that the signature of all persons required to bind any party, or the acknowledgment of such party, appear on each counterpart. All counterparts shall collectively constitute a single instrument. It shall not be necessary in making proof of this Agreement to produce or account for more than a single counterpart containing the respective signatures of, or on behalf of, and the respective acknowledgments of, each of the parties hereto. Any signature or acknowledgment page to any counterpart may be detached from such counterpart without impairing the legal effect of the signatures or acknowledgments thereon and thereafter attached to another counterpart identical thereto except having attached to it additional signature or acknowledgment pages.
- C. <u>SUCCESSORS AND ASSIGNS</u>. This Agreement shall be binding upon and shall inure to the benefit of the parties hereto and their respective heirs, representatives, administrators, successors, and assigns.
- D. GOVERNING LAW, VENUE, & ATTORNEYS' FEES. This Agreement and the performance of all the obligations set forth in this Agreement shall be governed, construed, and enforced by the laws of the State of Texas and this Agreement shall be performable and venue shall lie exclusively in the county in which the Franchisor is headquartered. If either party employs an attorney to enforce the terms of or defend a claim brought under this Agreement, the prevailing party shall be entitled to reasonable attorneys' fees, court costs and expenses incurred. Prevailing party shall mean the party who substantially prevails on the claims or defenses asserted without regard to whether such party recovered any relief, direct benefit, or monetary damages.
- E. <u>ENFORCEABILITY</u>. If any one or more of the provisions contained in this Agreement are, for any reason, held to be invalid, illegal, or unenforceable in any respect, such invalidity, illegality, or unenforceability will not affect any other provision thereof, and this Agreement will be construed as if such invalid, illegal, or unenforceable provision had never been contained herein.
- F. WAIVER OF JURY TRIAL. EACH OF THE PARTIES HERETO HEREBY IRREVOCABLY WAIVES ANY AND ALL RIGHT TO TRIAL BY JURY IN ANY LEGAL PROCEEDING ARISING OUT OF OR RELATED TO THIS AGREEMENT OR THE TRANSACTIONS CONTEMPLATED HEREBY.

INTENDING TO BE LEGALLY BOUND, the parties have executed this Agreement to be effective on the Effective Date.

## **ASSIGNOR:**

ERROR! REFERENCE SOURCE NOT FOUND., a Error! Reference source not found. each an adult individual

SSIGNEE:	
RROR! REFERENCE SOURCE NOT FOUND., Error! Reference source not found. Error! Reference source not found.	nd.
y:	
, its	
RANCHISOR:	
ATP MANAGEMENT, LLC,	
Texas limited liability company	
y:	
Jeff Palla, its President	

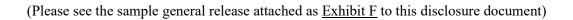
# EXHIBIT A TO ASSIGNMENT AND ASSUMPTION OF FRANCHISE AGREEMENT AND \_\_\_\_\_AMENDMENT TO FRANCHISE AGREEMENT

### REPLACEMENT ATTACHMENTS

(Please see <u>Attachments C</u> to ]	attached to the Urba	n Air Adventure Pa	ırk franchise agreen	nent in <u>Exhibit</u>
D to this disclosure document	)			

# EXHIBIT B TO ASSIGNMENT AND ASSUMPTION OF FRANCHISE AGREEMENT AND \_\_\_\_AMENDMENT TO FRANCHISE AGREEMENT

#### **GENERAL RELEASE**



## EXHIBIT L TO URBAN AIR ADVENTURE PARK FRANCHISE DISCLOSURE DOCUMENT

### STATE EFFECTIVE DATES

#### STATE EFFECTIVE DATES

The following states have franchise laws that require that the franchise disclosure document be registered or filed with the states, 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 document is effective and may be used in the following states, where the document is filed, registered or exempt from registration, as of the Effective Date stated below:

State	Effective Date	
California	May 1, 2024	
Illinois	May 1, 2024	
Indiana	May 1, 2024	
Maryland	Pending	
Michigan	May 1, 2024	
Minnesota	Pending	
New York	May 1, 2024	
North Dakota	Pending	
Rhode Island	Pending	
South Dakota	Pending	
Virginia	Pending	
Washington	May 1, 2024	
Wisconsin	May 1, 2024	

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.

#### **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 UATP Management, LLC offers you a franchise, it must provide this disclosure document to you 14 calendar days before you sign a binding agreement or make a payment with franchisor or an affiliate in connection with the proposed franchise sale, or sooner if required by applicable law.

New York and Rhode Island require that we give 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 we 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 UATP Management, LLC 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 and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and the appropriate state regulatory agency listed in <a href="Exhibit B">Exhibit B</a>. Franchisor authorizes the respective state agencies identified on <a href="Exhibit C">Exhibit C</a> to receive service of process for it in a particular state.

The name, principal business address, and telephone number of franchise sellers offering the franchise is:

Name	Principal Business Address	Telephone Number
Joshua Wall	2350 Airport Freeway, Suite 505, Bedford, TX 76022	877.203.2192

Issuance Date: April 30, 2024.

I received a disclosure document dated April 30, 2024 (or the date reflected on the State Effective Dates Page), that included the following Exhibits:

State-Specific Appendix	Exhibit F - Sample Form of the General Release		
Exhibit A - Operations Manual Table of Contents	Exhibit G - Sample Form of Purchase and		
-	Installation Agreement		
Exhibit B - List of State Administrators	Exhibit H - Financial Statements		
Exhibit C - List of Agents For Service of Process	Exhibit I - List of Current Franchisees and		
Č	Developers, Former Fra	anchisees and	
	Developers, and Affilia		
Exhibit D - Franchise Agreement, Attachments,	Exhibit J - Development Agreement		
and State-Specific Amendments	Exhibit K – Sample Form of Assignment and		
•	Assumption Agreement		
Exhibit E - Franchise Disclosure Questionnaire	Exhibit L - State Effective Dates		
· ·			
Print Name	Signature	Date	
If signing on behalf of a company in addition to indi	vidually please complete the	following:	
if signing on senan of a company in addition to man	vidually, preuse comprete the	ione wing.	
Print Name	Signature	Date	

URBAN AIR ADVENTURE PARK Franchise Disclosure Document | 2024 Keep this copy for 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 UATP Management, LLC offers you a franchise, it must provide this disclosure document to you 14 calendar days before you sign a binding agreement or make a payment with franchisor or an affiliate in connection with the proposed franchise sale, or sooner if required by applicable law.

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If UATP Management, LLC 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 and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and the appropriate state regulatory agency listed in Exhibit B. Franchisor authorizes the respective state agencies identified on Exhibit C to receive service of process for it in a particular state.

The name, principal business address, and telephone number of franchise sellers offering the franchise is:

Name	Principal Business Address	Telephone Number
Joshua Wall	2350 Airport Freeway, Suite 505, Bedford, TX 76022	877.203.2192

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and State-Specific Amendments	Exhibit K – Sample Form of Assignment and			
	Assumption Agreement			
Exhibit E - Franchise Disclosure Questionnaire	Exhibit L - State Effective Dates			
Print Name	Signature	Date		
If signing on behalf of a company in addition to individually, please complete the following:				
Print Name	Signature	Date		

Please sign this copy of the receipt, date your signature, and return it by mail to Joshua Wall, 2350 Airport Freeway, Suite 505, Bedford, Texas, 76022.

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