

Provision	Section in Franchise or Other Agreement	Summary
r. Non-competition covenants after the franchise is terminated or expires	Sections 20.2 and 20.3	No competing business for 24 months within 25 miles from the closest point to the former Territory or the Territory of any other AHS Business (including after assignment).
s. Modification of the agreement	Section 23.1	The Franchise Agreement may be modified by a writing signed by both parties or, at our option, upon approval of 75% of our franchisees affected by the modification. The Operations Manual is subject to change.
t. Integration/merger clause	Section 23.2	Only the terms of the Franchise Agreement are binding (subject to state law). Any representations or promises outside of this Disclosure Document and the Franchise Agreement may not be enforceable. Nothing in the Franchise Agreement is intended to disclaim any representations made by us in this Disclosure Document.
u. Dispute resolution by arbitration or mediation	Section 22	Except for certain claims, all disputes must be arbitrated in Denver, Colorado (subject to state law). If a claim can be brought in court, both you and we agree to waive our rights to a jury trial.
v. Choice of forum	Section 22.5	Colorado (subject to state law).
w. Choice of law	Section 22.5	Federal and Colorado law applies (subject to state law). The Colorado Consumer Protection Act does not apply.

**ITEM 18
PUBLIC FIGURES**

We do not currently use any public figure to promote the Ace Handyman Services System.

**ITEM 19
FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC’s Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the Disclosure Document. Financial performance information that differs from that included in ITEM 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this ITEM 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

In this Item 19, we refer to the AHS Businesses as “Territories” and the franchise owners as “Operators.”

As of December 31, 2025, there were 383 franchised Territories and 18 affiliated Territories in operation, with the franchised outlets operated by a total of 214 different franchise owners. In addition, three Operators representing five Territories have purchased AHS Businesses that are expected to be opened in 2026.

A combined total of 40 Territories had not been open for at least 12 months as of December 31, 2025, and are not reported in the tables below. Out of the remaining Territories, 34 Territories are owned by Operators who did not provide us with complete financial reports during the full year of 2025, and we have therefore also excluded those Territories from these tables. There were 26 total Territories, operated by 22 Operators, that closed at some point during the year 2025. None of these closed Territories or Operators are included in this ITEM 19. (Of these closed outlets none were open less than 12 months as of the date of closing.) The Territories included in the tables include four Mini AHS Businesses.

The remaining 309 Territories which were open for the full year 2025, operated by 154 Operators, are shown in the tables below. These Territories are referred to as the “Reporting Territories” and these Operators are referred to as the “Reporting Operators.” The 18 outlets operated by our affiliate are not included in this ITEM 19.

Of these 309 Reporting Territories, 77 were owned and operated as a single territory (each, a “Single Reporting Territory”), while the remaining 232 were operated in multiple Territory groups by a single Reporting Operator (“Multi-Territory Reporting Groups”), of which there were 77. The 77 Single Reporting Territories and the 232 Reporting Territories operated by the 77 Multi-Territory Reporting Groups are referred to herein collectively as the “Reporting Units,” for a total of 309 Reporting Units in 2025.

Because Multi-Territory Reporting Groups’ results may vary significantly from those of Single Reporting Territories, we include below separate tables for the results of the Single Reporting Territories and Multi-Territory Reporting Groups.

Tables 1 through 4 below show the results of the 77 Single Reporting Territories, grouped into four quartiles based on the Total Revenue achieved. Each of the four tables shows the results of one quartile.

Tables 5 through 8 below show the results of the 77 Multi-Territory Reporting Groups, grouped into four quartiles based on the Total Revenue achieved. Each of the four tables shows the results of one quartile.

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Table 1
 Single Reporting Territories
 Top Quartile
 Average, Median, High, and Low Performance Chart
 Based on Total Revenue
 19 Reporting Territories

	Single Quartile 1 19 Reporting Territories				
Revenue	Average	#/% Above	Median	High	Low
Labor Revenue	\$579,276		\$502,933	\$898,373	\$464,076
Materials Trash Equipment Revenue	\$144,029		\$130,894	\$192,662	\$89,442
Service Charge Revenue	\$52,032		\$59,978	\$39,879	\$69,451
TOTAL REVENUE	\$775,337	7/37%	\$693,806	\$1,130,914	\$622,969
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$237,076		\$227,057	\$468,483	\$195,057
Material Trash Equipment Expenses	\$151,270		\$134,656	\$203,653	\$71,784
Mileage Expense	\$4,845		\$0	\$0	\$0
TOTAL COST OF GOODS SOLD	\$393,191	8/42%	\$361,713	\$672,135	\$266,841
GROSS PROFIT	\$382,146	9/47%	\$332,093	\$458,779	\$356,128
Expenses					
AHS Software	\$8,202		\$7,188	\$12,208	\$7,188
Automobiles	\$25,364		\$22,903	\$30,152	\$10,592
General & Administrative	\$168,965		\$135,564	\$165,607	\$123,742
Local Marketing	\$48,639		\$44,471	\$12,945	\$31,523
National Brand Fund	\$13,413		\$13,404	\$10,187	\$12,356
Rent	\$19,945		\$14,292	\$18,700	\$23,256
Royalties	\$46,934		\$42,997	\$42,997	\$37,068
Tools, C Card Fees, Permits	\$891		\$585	\$781	\$258
TOTAL EXPENSES	\$332,353	8/42%	\$281,404	\$293,578	\$245,982
OWNER DISCRETIONARY INCOME	\$49,793	11/58%	\$50,689	\$165,201	\$110,146
PERCENTAGE OF TOTAL REVENUE	6%		7%	15%	18%

Table 2
 Single Reporting Territories
 Second Quartile
 Average, Median, High, and Low Performance Chart
 Based on Total Revenue
 19 Reporting Territories

Revenue	Single Quartile 2 19 Reporting Territories				
	Average	#/% Above	Median	High	Low
Labor Revenue	\$401,376		\$409,009	\$446,611	\$296,908
Materials Trash Equipment Revenue	\$87,144		\$89,223	\$137,135	\$85,761
Service Charge Revenue	\$45,335		\$44,433	\$38,965	\$41,195
TOTAL REVENUE	\$533,854	9/47%	\$542,665	\$622,710	\$423,864
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$190,677		\$183,609	\$252,355	\$135,441
Material Trash Equipment Expenses	\$85,843		\$81,044	\$110,265	\$49,172
Mileage Expense	\$1,991		\$0	\$328	\$504
TOTAL COST OF GOODS SOLD	\$278,511	7/37%	\$264,653	\$362,948	\$185,116
GROSS PROFIT	\$255,343		\$278,012	\$259,763	\$238,747
Expenses					
AHS Software	\$6,948		\$7,188	\$7,188	\$8,154
Automobiles	\$18,925		\$12,826	\$2,433	\$2,509
General & Administrative	\$96,212		\$97,192	\$99,542	\$51,697
Local Marketing	\$39,299		\$35,897	\$43,445	\$33,240
National Brand Fund	\$9,671		\$9,705	\$10,939	\$7,360
Rent	\$12,446		\$13,220	\$15,600	\$15,334
Royalties	\$30,016		\$31,757	\$33,009	\$22,519
Tools, C Card Fees, Permits	\$1,639		\$768	\$140	\$1,599
TOTAL EXPENSES	\$215,155	8/42%	\$208,553	\$212,297	\$142,411
OWNER DISCRETIONARY INCOME	\$40,188	12/63%	\$69,459	\$47,466	\$96,336
PERCENTAGE OF TOTAL REVENUE	8%		13%	8%	23%

Table 3
 Single Reporting Territories
 Third Quartile
 Average, Median, High, and Low Performance Chart
 Based on Total Revenue
 19 Reporting Territories

Revenue	Single Quartile 3 19 Reporting Territories				
	Average	#/% Above	Median	High	Low
Labor Revenue	\$273,629		\$261,870	\$304,446	\$235,567
Materials Trash Equipment Revenue	\$47,664		\$44,733	\$75,907	\$41,441
Service Charge Revenue	\$26,250		\$27,978	\$36,510	\$20,083
TOTAL REVENUE	\$347,542	10/53%	\$334,581	\$416,863	\$297,091
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$99,286		\$83,599	\$126,763	\$74,509
Material Trash Equipment Expenses	\$57,736		\$56,602	\$57,754	\$42,105
Mileage Expense	\$337		\$0	\$1,589	\$0
TOTAL COST OF GOODS SOLD	\$157,360	10/53%	\$140,201	\$186,106	\$116,614
GROSS PROFIT	\$190,183	10/53%	\$194,380	\$230,757	\$180,477
Expenses					
AHS Software	\$7,154		\$7,372	\$7,188	\$10,543
Automobiles	\$11,019		\$6,975	\$0	\$7,420
General & Administrative	\$71,326		\$60,067	\$49,221	\$21,464
Local Marketing	\$25,950		\$23,570	\$8,185	\$21,396
National Brand Fund	\$4,865		\$6,103	\$0	\$0
Rent	\$6,907		\$6,000	\$6,000	\$3,825
Royalties	\$22,421		\$22,427	\$19,285	\$13,523
Tools, C Card Fees, Permits	\$1,051		\$80	\$0	\$0
TOTAL EXPENSES	\$150,694	8/42%	\$132,595	\$89,879	\$78,171
OWNER DISCRETIONARY INCOME	\$39,489	9/47%	\$61,785	\$140,878	\$102,306
PERCENTAGE OF TOTAL REVENUE	11%		18%	34%	34%

Table 4
 Single Reporting Territories
 Bottom Quartile
 Average, Median, High, and Low Performance Chart
 Based on Total Revenue
 20 Reporting Territories

Revenue	Single Quartile 4 20 Reporting Territories				
	Average	#/% Above	Median	High	Low
Labor Revenue	\$177,122		\$176,079	\$207,198	\$151,461
Materials Trash Equipment Revenue	\$50,146		\$45,998	\$40,730	\$22,863
Service Charge Revenue	\$23,431		\$22,315	\$45,850	\$28,891
TOTAL REVENUE	\$250,699	9/45%	\$244,392	\$293,778	\$203,216
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$81,374		\$81,960	\$160,387	\$45,533
Material Trash Equipment Expenses	\$49,347		\$46,826	\$26,686	\$19,646
Mileage Expense	\$1,534		\$0	\$0	\$976
TOTAL COST OF GOODS SOLD	\$132,254	11/55%	\$128,786	\$187,074	\$66,155
GROSS PROFIT	\$118,445	9/45%	\$115,606	\$106,704	\$137,061
Expenses					
AHS Software	\$6,081		\$7,188	\$5,990	\$3,586
Automobiles	\$7,875		\$5,243	\$400	\$16,407
General & Administrative	\$55,029		\$55,793	\$40,943	\$17,403
Local Marketing	\$17,842		\$15,849	\$13,217	\$7,412
National Brand Fund	\$5,430		\$5,150	\$7,486	\$4,803
Rent	\$6,698		\$5,591	\$0	\$11,501
Royalties	\$14,906		\$15,245	\$17,586	\$11,063
Tools, C Card Fees, Permits	\$590		\$147	\$0	\$107
TOTAL EXPENSES	\$114,451	10/50%	\$110,206	\$85,622	\$72,282
OWNER DISCRETIONARY INCOME	\$3,994	9/45%	\$5,400	\$21,082	\$64,779
PERCENTAGE OF TOTAL REVENUE	2%		2%	7%	32%

Table 5
Multi-Territory Reporting Groups
Top Quartile
Average, Median, High, and Low Performance Chart
Based on Total Revenue
19 Reporting Operators with 68 Reporting Territories

Multi-Territory Quartile 1 19 Reporting Operators with 68 Reporting Territories					
Revenue	Average	#/% Above	Median	High	Low
Labor Revenue	\$1,163,916		\$1,081,094	\$2,056,739	\$760,260
Materials Trash Equipment Revenue	\$232,771		\$202,972	\$558,850	\$121,525
Service Charge Revenue	\$117,369		\$112,688	\$163,767	\$84,803
TOTAL REVENUE	\$1,514,055	8/42%	\$1,396,754	\$2,779,355	\$966,588
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$496,834		\$416,727	\$902,333	\$356,054
Material Trash Equipment Expenses	\$234,842		\$187,617	\$485,577	\$102,580
Mileage Expense	\$6,525		\$66	\$66,126	\$0
TOTAL COST OF GOODS SOLD	\$738,200	7/37%	\$604,410	\$1,454,035	\$458,634
GROSS PROFIT	\$775,855	6/32%	\$792,345	\$1,325,320	\$507,954
Expenses					
AHS Software	\$7,626		\$7,588	\$11,365	\$7,263
Automobiles	\$40,614		\$31,204	\$51,757	\$13,429
General & Administrative	\$251,062		\$208,938	\$473,843	\$174,593
Local Marketing	\$110,643		\$110,268	\$121,826	\$67,177
National Brand Fund	\$26,175		\$27,602	\$51,722	\$18,025
Rent	\$26,115		\$21,749	\$63,681	\$17,517
Royalties	\$86,438		\$90,892	\$155,597	\$53,619
Tools, C Card Fees, Permits	\$3,584		\$1,895	\$4,642	\$2,062
TOTAL EXPENSES	\$552,258	9/47%	\$500,137	\$934,432	\$353,683
OWNER DISCRETIONARY INCOME	\$223,597	7/37%	\$292,208	\$390,888	\$154,270
PERCENTAGE OF TOTAL REVENUE	15%		21%	14%	16%

Table 6
Multi-Territory Reporting Groups
Second Quartile
Average, Median, High, and Low Performance Chart
Based on Total Revenue
19 Reporting Operators with 52 Reporting Territories

Multi-Territory Quartile 2 19 Reporting Operators with 52 Reporting Territories					
Revenue	Average	#/% Above	Median	High	Low
Labor Revenue	\$618,314		\$637,705	\$678,686	\$508,203
Materials Trash Equipment Revenue	\$129,910		\$117,630	\$226,975	\$104,887
Service Charge Revenue	\$62,225		\$58,781	\$24,080	\$57,600
TOTAL REVENUE	\$810,449	10/53%	\$814,116	\$929,740	\$670,690
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$254,843		\$242,207	\$347,904	\$187,200
Material Trash Equipment Expenses	\$118,864		\$103,592	\$254,096	\$83,099
Mileage Expense	\$8,323		\$0	\$35,907	\$0
TOTAL COST OF GOODS SOLD	\$382,029	9/47%	\$345,799	\$637,907	\$270,299
GROSS PROFIT	\$428,420	6/32%	\$468,317	\$291,834	\$400,391
Expenses					
AHS Software	\$7,130		\$7,701	\$9,656	\$9,576
Automobiles	\$26,178		\$24,220	\$53,046	\$18,315
General & Administrative	\$117,003		\$106,040	\$91,872	\$113,209
Local Marketing	\$56,828		\$51,931	\$26,637	\$39,597
National Brand Fund	\$11,803		\$14,136	\$17,267	\$0
Rent	\$14,958		\$15,192	\$15,192	\$22,524
Royalties	\$42,839		\$45,880	\$45,230	\$52,731
Tools, C Card Fees, Permits	\$1,020		\$488	\$55	\$2,234
TOTAL EXPENSES	\$277,758	9/47%	\$265,587	\$258,954	\$258,186
OWNER DISCRETIONARY INCOME	\$150,662	7/37%	\$202,730	\$32,879	\$142,205
PERCENTAGE OF TOTAL REVENUE	19%		25%	4%	21%

Table 7
Multi-Territory Reporting Groups
Third Quartile
Average, Median, High, and Low Performance Chart
Based on Total Revenue
19 Reporting Operators with 52 Reporting Territories

Multi-Territory Quartile 3 19 Reporting Operators with 52 Reporting Territories					
Revenue	Average	#/% Above	Median	High	Low
Labor Revenue	\$436,396		\$449,820	\$509,886	\$364,930
Materials Trash Equipment Revenue	\$107,029		\$92,625	\$69,442	\$92,625
Service Charge Revenue	\$52,010		\$55,535	\$84,925	\$55,535
TOTAL REVENUE	\$595,435	9/47%	\$597,980	\$664,253	\$513,090
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$176,240		\$179,779	\$231,497	\$156,654
Material Trash Equipment Expenses	\$100,385		\$90,116	\$55,340	\$79,728
Mileage Expense	\$6,294		\$0	\$0	\$0
TOTAL COST OF GOODS SOLD	\$282,919	10/53%	\$269,895	\$286,838	\$236,382
GROSS PROFIT	\$312,516	9/47%	\$328,085	\$377,415	\$276,708
Expenses					
AHS Software	\$9,591		\$7,256	\$7,188	\$7,188
Automobiles	\$20,157		\$23,180	\$15,137	\$23,477
General & Administrative	\$104,705		\$95,624	\$118,792	\$89,586
Local Marketing	\$45,574		\$44,382	\$47,007	\$55,596
National Brand Fund	\$10,445		\$11,557	\$12,758	\$9,973
Rent	\$16,984		\$16,500	\$18,297	\$8,600
Royalties	\$31,900		\$34,774	\$20,305	\$29,392
Tools, C Card Fees, Permits	\$1,600		\$735	\$749	\$765
TOTAL EXPENSES	\$240,955	6/32%	\$234,007	\$240,233	\$224,577
OWNER DISCRETIONARY INCOME	\$71,561	10/53%	\$94,078	\$137,182	\$52,131
PERCENTAGE OF TOTAL REVENUE	12%		16%	21%	10%

Table 8
Multi-Territory Reporting Groups
Bottom Quartile
Average, Median, High, and Low Performance Chart
Based on Total Revenue
20 Reporting Operators with 60 Reporting Territories

Multi-Territory Quartile 4 20 Reporting Operators with 60 Reporting Territories					
Revenue	Average	#/% Above	Median	High	Low
Labor Revenue	\$250,150		\$244,547	\$374,326	\$123,479
Materials Trash Equipment Revenue	\$55,842		\$47,517	\$49,058	\$16,774
Service Charge Revenue	\$26,224		\$24,315	\$75,807	\$15,110
TOTAL REVENUE	\$332,217	9/45%	\$316,379	\$499,190	\$155,362
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$114,967		\$100,815	\$165,735	\$66,041
Material Trash Equipment Expenses	\$54,065		\$44,161	\$40,388	\$9,869
Mileage Expense	\$1,617		\$0	\$0	\$0
TOTAL COST OF GOODS SOLD	\$170,649	9/45%	\$144,977	\$206,122	\$75,910
GROSS PROFIT	\$161,568	8/40%	\$171,402	\$293,068	\$79,452
Expenses					
AHS Software	\$5,433		\$6,654	\$7,188	\$6,682
Automobiles	\$10,267		\$7,270	\$8,246	\$1,417
General & Administrative	\$55,154		\$50,510	\$87,580	\$32,887
Local Marketing	\$31,720		\$31,820	\$55,971	\$23,372
National Brand Fund	\$6,210		\$5,642	\$10,031	\$3,072
Rent	\$8,399		\$7,330	\$15,848	\$5,162
Royalties	\$18,777		\$16,025	\$30,089	\$9,830
Tools, C Card Fees, Permits	\$122		\$0	\$0	\$0
TOTAL EXPENSES	\$136,082	10/50%	\$125,250	\$214,953	\$82,423
OWNER DISCRETIONARY INCOME	\$25,486	9/45%	\$46,152	\$78,115	(\$2,971)
PERCENTAGE OF TOTAL REVENUE	8%		15%	16%	-2%