

Provision	Section in franchise agreement	Summary
v. Choice of forum	§§ 17.1; 17.5;	Arbitration or mediation will take place where our headquarters is located (currently, Charlotte, NC) (subject to applicable state law). Any legal proceedings not subject to arbitration or mediation will take place in the District Court of the United States, in the district where our headquarters is then located, or if this court lacks jurisdiction, the state courts of the state and county where our headquarters is then located (subject to applicable state law).
w. Choice of law	§ 18.8;	North Carolina law will govern (subject to applicable state law)

**Item 18
PUBLIC FIGURES**

We do not use any public figure to promote our 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 particular location or under particular circumstances.

Background

Our affiliate, Scoop Brothers K-9 Waste Removal Service, LLC, has operated a Scoop Brothers business similar to the business offered under this disclosure document in Rock Hill, South Carolina, since November 2018. It is owned and operated by our officer Daniel Sturgis. The chart below is a historical financial performance representation of the actual income and costs our affiliate experienced from January 1 through December 31, 2025, January 1 through December 31, 2024, and January 1 through December 31, 2023. During this time, our affiliate operated two Service Trucks within an area comprised of approximately 126,000 households, which is equal to approximately one Territory. Our affiliate did not pay us Royalty Fees, Brand Fund contributions,

or Technology Fees, which have been imputed at the end of the chart below at the rate of 9% of Income for Royalty Fees, 2% of Income for Brand Fund contributions, and \$500 per month for Technology Fees. This affiliate did not pay us an initial franchise fee or any training fees. Otherwise, there were no material operational or financial differences between this affiliate-owned business and the franchise offered under this disclosure document. This data was collected by our affiliate.

Affiliate Profit & Loss Statement			
January 1 to December 31, 2025, 2024 and 2023			
	2025	2024	2023
Total Income¹	\$553,638	\$421,846	\$352,738
Direct Labor Wages	131,268	95,565	72,621
Job Supplies	17,917	22,290	16,959
Fuel	18,064	16,209	9,035
Cost of Goods Sold²	\$167,249	\$134,064	\$98,615
Gross Profit³	\$386,389	\$287,782	\$254,123

Notes:

1. “Total Income” means all revenue from the sale of products and services and all other income of every kind related to the affiliate’s Scoop Brothers business, whether for cash, credit, trade, barter or other value, less any bona fide discounts and refunds given to customers in the ordinary course of business.
2. “Cost of Goods Sold” means costs and expenses directly tied to generating Total Income, including fuel, direct labor, job supplies, materials, and other direct job costs, but excludes payroll taxes and other payroll-related expenses. Direct labor includes all payments to employees and contractors directly related to the services provided to the end customer and does not include owner salary. Scoop Brothers franchisees may operate as owner-operators or may hire one or more employees to operate the Service Trucks. If you hire employees, payroll expenses will increase accordingly. Our affiliate’s employees were paid between \$15 and \$19 per hour and typically worked 40 hours per week.
3. “Gross Profit” means Total Income less the Cost of Goods Sold.
4. As this financial performance representation only discloses Total Income and Gross Profit, and not net income after expenses, it does not include information concerning royalty fees, technology fees, brand fund contributions, and other fees or payments made by franchisees to us. You will be expected to pay the royalty fees, technology fees, brand fund contributions, and other fees as outlined in your Franchise Agreement.

Some outlets have sold this amount. Your individual results may differ. There is no assurance that you will sell as much.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, we do not make any representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing 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 Alex Blair at Scoop Brothers Franchising, LLC, (704) 604-0370 14301 South Lakes Drive, Charlotte, NC 28273.and the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20
OUTLETS AND FRANCHISEE INFORMATION

Table 1
Systemwide Outlet Summary
For years 2023 to 2025

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2023	0	0	0
	2024	0	0	0
	2025	0	1	+1
Company-Owned*	2023	1	1	0
	2024	1	1	0
	2025	1	1	0
Total Outlets	2023	1	1	0
	2024	1	1	0
	2025	1	2	+1

*Company-owned locations are owned and operated by affiliated entities.

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For years 2023 to 2025

Column 1 State	Column 2 Year	Column 3 Number of Transfers
All States	2023	0
	2024	0
	2025	0
Total	2023	0
	2024	0
	2025	0