

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.

FPR #1-Affiliate Earnings

As of December 31, 2025, we had one affiliate outlet that operated for the entire calendar year. Here, we set forth the Gross Revenues, Dump Fees, Royalties that would have been paid if a franchised outlet and the number of trucks and dumpsters at year end for our sole affiliate outlet, Dumpster Dudez, LLC, located in Berks, PA, for the 2021 - 2025 calendar years:

Dumpster Dudez of Berks County, PA					
Affiliate					
First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$943,298	\$1,037,003	\$1,286,383	\$1,569,114	\$1,742,242
Dump Fees	\$308,921	\$319,994	\$371,154	\$420,022	\$452,642
7% Royalty	\$66,031	\$72,590	\$90,047	\$109,838	\$121,957
Local Advertising (\$3,000/month)	\$36,000	\$36,000	\$36,000	\$36,000	\$36,000
Number of Trucks @ Year End	4	4	4	4	6
Number of Dumpsters @ Year End	105	126	126	178	200

There are material operational differences between the company outlet whose results are reported in the table above and a franchise outlet that a franchisee would operate. The company outlet has operated since 2017. Further, the company outlet serves a territory containing approximately 208,000 single family dwelling units.

In addition, there are financial differences. A franchised outlet would incur Royalties. So we impute those costs in the tables above under the category, “7% Royalty Adjustment.” And a franchised outlet would likely incur a monthly Local Advertising spend of \$1,000 - \$3,000.

FPR #2-Franchisee Earnings

Here, we set for the Gross Revenues, Dump Fees and Royalties paid, and the number of trucks and dumpsters as of the end of each year from 2021 – 2025 for our franchised outlets.

As of December 31, 2025, we had 54 franchised outlets. Presented below are the Gross Revenues for 30 franchised locations that operated an entire year in either 2021, 2022, 2023, 2024, or 2025 or more than one of those years.

One outlet was not included because it transferred from one state to another mid-year. One outlet began operating two territories in Columbus, Ohio during calendar year 2025 and is presented as one outlet. The remaining 22 outlets did not operate for the full 2025 calendar year and are not included.

As of December 31, 2021, we had 2 franchised outlets, 1 of which had operated the entire 2021 calendar year, and therefore met the criteria for inclusion below.

As of December 31, 2022, we had 8 franchised outlets, 2 of which operated the entire 2022 calendar year, and therefore met the criteria for inclusion below.

As of December 31, 2023, we had 18 franchised outlets, 7 of which operated the entire 2023 calendar year, and therefore met the criteria for inclusion below.

As of December 31, 2024, we had 31 franchised outlets, 17 of which operated the entire 2024 calendar year, and therefore met the criteria for inclusion below.

Dumpster Dudez of Lancaster

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$78,477	\$123,003	\$190,621	\$262,910	\$323,981
Dump Fees	\$31,476	\$47,560	\$64,403	\$82,029	\$97,005
7% Royalty	\$5,493	\$8,610	\$13,343	\$18,404	\$22,679
Number of Trucks @ Year End	1	1	1	1	2
Number of Dumpsters @ Year End	12	12	20	20	28

Dumpster Dudez of Main Line

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$457,768	\$531,277	\$765,790	\$856,635
Dump Fees	\$0	\$156,624	\$175,446	\$257,039	\$270,329
7% Royalty	\$0	\$32,044	\$37,189	\$53,605	\$59,964
Number of Trucks @ Year End	0	2	3	3	3
Number of Dumpsters @ Year End	0	36	48	60	72

Dumpster Dudez of Arkansas

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$181,086	\$309,187	\$364,150
Dump Fees	\$0	\$0	\$38,302	\$62,040	\$78,823
7% Royalty	\$0	\$0	\$12,676	\$21,643	\$25,491
Number of Trucks @ Year End	0	0	1	1	2
Number of Dumpsters @ Year End	0	0	24	43	51

Dumpster Dudez of Lehigh Valley

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$223,423	\$413,311	\$613,388
Dump Fees	\$0	\$0	\$78,262	\$144,002	\$215,000
7% Royalty	\$0	\$0	\$15,640	\$28,932	\$42,937
Number of Trucks @ Year End	0	0	1	1	2
Number of Dumpsters @ Year End	0	0	24	36	48

Dumpster Dudez of Knoxville West

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$111,273	\$150,552	\$173,249
Dump Fees	\$0	\$0	\$20,029	\$26,915	\$31,185
7% Royalty	\$0	\$0	\$7,789	\$10,539	\$12,127
Number of Trucks @ Year End	0	0	1	1	1
Number of Dumpsters @ Year End	0	0	24	24	24

Dumpster Dudez of NorthEast Cincinnati

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$279,880	\$379,434	\$597,008
Dump Fees	\$0	\$0	\$60,307	\$97,597	\$152,811
7% Royalty	\$0	\$0	\$19,592	\$26,560	\$41,791
Number of Trucks @ Year End	0	0	1	1	2
Number of Dumpsters @ Year End	0	0	24	29	41

Dumpster Dudez of Columbus, OH

First Full Year in Business	2021	2022	2023	2024	2025*
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$229,601	\$282,564	\$492,033
Dump Fees	\$0	\$0	\$34,795	\$57,239	\$71,156
7% Royalty	\$0	\$0	\$16,072	\$19,779	\$34,442
Number of Trucks @ Year End	0	0	1	2	2
Number of Dumpsters @ Year End	0	0	24	36	51

*Two Territories starting in 2025

Dumpster Dudez of Treasure Coast

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$557,312	\$758,011
Dump Fees	\$0	\$0	\$0	\$162,317	\$212,162
7% Royalty	\$0	\$0	\$0	\$39,012	\$53,061
Number of Trucks @ Year End	0	0	0	2	2
Number of Dumpsters @ Year End	0	0	0	42	62

Dumpster Dudez of Jacksonville

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$293,091	\$345,685
Dump Fees	\$0	\$0	\$0	\$63,382	\$63,118
7% Royalty	\$0	\$0	\$0	\$20,516	\$24,198
Number of Trucks @ Year End	0	0	0	1	1
Number of Dumpsters @ Year End	0	0	0	24	32

Dumpster Dudez of RVA North, VA

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$178,530	\$295,217
Dump Fees	\$0	\$0	\$0	\$47,092	\$70,105
7% Royalty	\$0	\$0	\$0	\$12,497	\$20,665
Number of Trucks @ Year End	0	0	0	1	1
Number of Dumpsters @ Year End	0	0	0	24	37

Dumpster Dudez of Hampton Roads, VA

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$271,030	\$344,455
Dump Fees	\$0	\$0	\$0	\$65,080	\$81,937
7% Royalty	\$0	\$0	\$0	\$18,972	\$24,112
Number of Trucks @ Year End	0	0	0	1	1
Number of Dumpsters @ Year End	0	0	0	24	30

Dumpster Dudez of Northern, VA

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$201,308	\$337,037
Dump Fees	\$0	\$0	\$0	\$32,141	\$59,699
7% Royalty	\$0	\$0	\$0	\$14,092	\$23,593
Number of Trucks @ Year End	0	0	0	1	1
Number of Dumpsters @ Year End	0	0	0	24	30

Dumpster Dudez of Milwaukee

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$463,603	\$939,003
Dump Fees	\$0	\$0	\$0	\$124,270	\$243,269
7% Royalty	\$0	\$0	\$0	\$32,452	\$65,730
Number of Trucks @ Year End	0	0	0	2	3
Number of Dumpsters @ Year End	0	0	0	42	66

Dumpster Dudez of Orange County, CA

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$371,829	\$687,933
Dump Fees	\$0	\$0	\$0	\$84,574	\$150,764
7% Royalty	\$0	\$0	\$0	\$26,028	\$48,155
Number of Trucks @ Year End	0	0	0	1	2
Number of Dumpsters @ Year End	0	0	0	24	50

Dumpster Dudez of Raleigh, NC

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$191,269	\$303,258
Dump Fees	\$0	\$0	\$0	\$42,953	\$58,612
7% Royalty	\$0	\$0	\$0	\$13,389	\$21,228
Number of Trucks @ Year End	0	0	0	1	2
Number of Dumpsters @ Year End	0	0	0	24	41

Dumpster Dudez of Rochester, NY

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$169,562	\$414,141
Dump Fees	\$0	\$0	\$0	\$50,868	\$128,031
7% Royalty	\$0	\$0	\$0	\$11,869	\$28,990
Number of Trucks @ Year End	0	0	0	1	2
Number of Dumpsters @ Year End	0	0	0	30	42

Dumpster Dudez of Shreveport, LA

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$165,060	\$194,321
Dump Fees	\$0	\$0	\$0	\$35,501	\$44,817
7% Royalty	\$0	\$0	\$0	\$11,554	\$13,602
Number of Trucks @ Year End	0	0	0	1	1
Number of Dumpsters @ Year End	0	0	0	24	24

Dumpster Dudez of RVA South, VA

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$312,689
Dump Fees	\$0	\$0	\$0	\$0	\$67,249
7% Royalty	\$0	\$0	\$0	\$0	\$21,888
Number of Trucks @ Year End	0	0	0	0	2
Number of Dumpsters @ Year End	0	0	0	0	32

Dumpster Dudez of Columbus North, OH

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$373,103
Dump Fees	\$0	\$0	\$0	\$0	\$92,427
7% Royalty	\$0	\$0	\$0	\$0	\$26,117
Number of Trucks @ Year End	0	0	0	0	1
Number of Dumpsters @ Year End	0	0	0	0	36

Dumpster Dudez of Springfield, MO

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$342,910
Dump Fees	\$0	\$0	\$0	\$0	\$63,789
7% Royalty	\$0	\$0	\$0	\$0	\$24,004
Number of Trucks @ Year End	0	0	0	0	1
Number of Dumpsters @ Year End	0	0	0	0	35

Dumpster Dudez of Des Moines, IA

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$272,201
Dump Fees	\$0	\$0	\$0	\$0	\$49,274
7% Royalty	\$0	\$0	\$0	\$0	\$19,054
Number of Trucks @ Year End	0	0	0	0	2
Number of Dumpsters @ Year End	0	0	0	0	46

Dumpster Dudez of Acadiana, LA

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$355,207
Dump Fees	\$0	\$0	\$0	\$0	\$80,608
7% Royalty	\$0	\$0	\$0	\$0	\$24,864
Number of Trucks @ Year End	0	0	0	0	2
Number of Dumpsters @ Year End	0	0	0	0	49

Dumpster Dudez of South Texas, TX

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$956,527
Dump Fees	\$0	\$0	\$0	\$0	\$72,456
7% Royalty	\$0	\$0	\$0	\$0	\$66,957
Number of Trucks @ Year End	0	0	0	0	3
Number of Dumpsters @ Year End	0	0	0	0	72

Dumpster Dudez of Fort Worth, TX

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$93,626
Dump Fees	\$0	\$0	\$0	\$0	\$36,391
7% Royalty	\$0	\$0	\$0	\$0	\$6,554
Number of Trucks @ Year End	0	0	0	0	1
Number of Dumpsters @ Year End	0	0	0	0	24

Dumpster Dudez of Dallas, TX

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$279,072
Dump Fees	\$0	\$0	\$0	\$0	\$58,888
7% Royalty	\$0	\$0	\$0	\$0	\$19,535
Number of Trucks @ Year End	0	0	0	0	1
Number of Dumpsters @ Year End	0	0	0	0	30

Dumpster Dudez of South Denver, CO

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$247,015
Dump Fees	\$0	\$0	\$0	\$0	\$35,000
7% Royalty	\$0	\$0	\$0	\$0	\$17,291
Number of Trucks @ Year End	0	0	0	0	1
Number of Dumpsters @ Year End	0	0	0	0	28

Dumpster Dudez of Delco, PA

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$259,084
Dump Fees	\$0	\$0	\$0	\$0	\$82,606
7% Royalty	\$0	\$0	\$0	\$0	\$18,136
Number of Trucks @ Year End	0	0	0	0	1
Number of Dumpsters @ Year End	0	0	0	0	36

Dumpster Dudez of Polk County, FL

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$232,185
Dump Fees	\$0	\$0	\$0	\$0	\$17,428
7% Royalty	\$0	\$0	\$0	\$0	\$16,253
Number of Trucks @ Year End	0	0	0	0	1
Number of Dumpsters @ Year End	0	0	0	0	30

Dumpster Dudez of North Georgia, GA

First Full Year in Business	2021	2022	2023	2024	2025
Gross Revenue (Sales Tax Removed)	\$0	\$0	\$0	\$0	\$175,677
Dump Fees	\$0	\$0	\$0	\$0	\$31,149
7% Royalty	\$0	\$0	\$0	\$0	\$12,297
Number of Trucks @ Year End	0	0	0	0	1
Number of Dumpsters @ Year End	0	0	0	0	24

Notes Applicable to all tables above:

Gross Revenue represents all revenues generated. Gross Revenue does not include good faith refunds, adjustments, credits and allowances actually made. Gross Revenue also excludes any sales taxes or other taxes collected from customers and paid directly to the appropriate taxing authority.

Dump Fees includes all fees paid by outlets to third parties for waste and dump disposal.

7% Royalty Adjustment represents the royalty amounts paid by franchised outlets and is used to show the amount of royalties the affiliate would pay if it was a franchised outlet.

Number of Trucks at Year End shows the number of trucks each outlet had available and operating within the territory at the end of the year. We require that you purchase 1 truck before you begin operations.

Number of Dumpsters at Year End shows the number of dumpsters each outlet had available and operating within the territory at the end of the year. We require that you purchase at least 24 dumpsters before you begin operations.

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

Written substantiation of the financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, we do not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with 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 Brian Johnson, 32 Stonehill Drive, Mohnton, PA 19540; 484-310-3100, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**ITEM 20
OUTLETS AND FRANCHISEE INFORMATION**

Table No. 1

**System Wide Outlet Summary
For Years 2023 to 2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	8	18	+10
	2024	18	31	+13
	2025	31	54	+23
Company-Owned	2023	1	1	0
	2024	1	1	0
	2025	1	1	0
Total Outlets	2023	9	19	+10
	2024	19	32	+13
	2025	32	55	+23

Table No. 2

**Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)
For Years 2023 to 2025**

State	Year	Number of Transfers
Nevada	2023	0
	2024	2
	2025	0
New York	2023	0
	2024	0
	2025	1
Ohio	2023	0
	2024	0
	2025	2
Total	2023	0
	2024	2
	2025	3