

Provision	Section in the Franchise Agreement	Summary
w. Choice of law.	FA – Section XXV.G.	FA – State of Tennessee laws apply (unless prohibited by laws of state where Franchise is located) (subject to applicable state law).
x. Liquidated Damages	FA – Section XXIV.H	FA – If the Franchise Agreement is terminated prior to its expiration date, you shall be obligated to pay within thirty (30) days of termination or expiration of the Franchise Agreement, a sum determined by adding together the average Royalty Fee payments and average System Advertising Fund Fee payments that was paid to us during the previous twelve (12) months for either the remaining term (or renewal term) of the Franchise Agreement or two (2) years (whichever comes first). If you have not made twelve (12) months of payments to us, then the number of payments you have made will be used to calculate the average of such Royalty and System Advertising Fund Fee payments (subject to applicable state law).

ITEM 18 **PUBLIC FIGURES**

We currently 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.

As defined in the Agreement, “Gross Revenue” shall include all revenue accrued from the sale of all Products and performance of Services in, at, upon, about, through or from the Business, whether for cash, credit or for barter and regardless of collection in the case of credit, and income of every kind and nature related to the Business. Gross Revenue also includes fair market value for any service or product Franchisee receives in barter or exchange for its Products and/or Services, the retail value of any discounted and/or complementary (free) Product and/or Service given or provided to customers in addition to all insurance proceeds and/or condemnation awards for loss of sales, profits or business. However, Gross Revenue shall not include: (i) service fees for credit card transactions; (ii) revenues from any sales taxes or other add on taxes collected from customers by Franchisee for transmittal to the appropriate taxing authority, (iii) gratuities paid to Franchisee’s employees; (iv) and the amount of cash refunds the Franchisee in good faith provides to its customers. The sale of all Products on any alternative channel of distribution (such as on the Internet, mobile devices, etc. if we authorize you to sell Products on an alternative channel of distribution in the future) or Services performed outside its Territory (all of which need our approval) is included in computing Gross Revenue.

There were thirteen franchisees operating in the Access Garage Doors® system in 2024 which still remain in the system as of January 1, 2025. Two franchisees operated in 2024 but left the system and have been omitted from this Item 19 for 2024 reporting. One unit was omitted from the 2022 and 2023 numbers reported herein because it was inactive for periods and is no longer open.

Any unit with less than one year of operating history has been omitted. Only seven of those thirteen franchisees were operating for one year or more as of January 1, 2025. Franchisor’s affiliate operates one Access Garage Doors® territory consisting of Chattanooga, Tennessee and surrounding areas. The area served by the affiliate may be larger than areas serviced by some franchisees.

The average gross sales of the seven franchised units reported in 2024 was \$718,473.74. Three franchisees (or 43%) met or exceeded the average gross sales. The average gross sales of the five franchised units reported in 2023 was \$889,093.36. Two franchisees (or 40%) met or exceeded the average gross sales. The average gross sales of the four franchised units reported in 2022 was \$800,316.08. Two franchisees (or 50%) met or exceeded the average gross sales. The average gross sales of the five franchised units reported for 2021 was \$223,570.14. Two franchisees (or 40%) met or exceeded the average gross sales. The average monthly gross sales of the seven franchised units for 2024 was \$80,056.59. The average monthly gross sales of the four franchised units for 2023 was \$74,091.11. The average monthly gross sales of the four franchised units for 2022 was \$66,693.00. The average monthly gross sales of the five franchised units for 2021 was \$19,733.25. This monthly average is based on the actual number of months operating Two franchisees (or 29%) met or exceeded this average in 2024. Two franchisees (or 40%) met or exceeded this average in 2023. Two franchisees (or 50%) met or exceeded this average in 2022. Two franchisees (or 40%) met or exceeded this average in 2021. The median gross revenues for franchised units in 2024 was \$389,855.87, 2023 was \$464,450.67, 2022 was \$740,643.21, and 2021 was \$158,719.95; and the median monthly was \$32,487.99 in 2024, \$38,704.22 in 2023, \$61,720.27 in 2022, and \$13,225.67 in 2021. Three franchisees (or 43%) in 2024 met or exceeded the median annual gross sales and median monthly average gross sales. Two franchisees (or 40% in 2023, 50% in 2022, and 40% in 2021) met or exceeded the median annual gross sales and median monthly average gross sales. The highest annual gross sales among

franchisees were \$1,772,264.57 in 2024, \$1,621,401.32 in 2023, \$1,555,676.09 in 2022, and \$537,409.20 in 2021; and the lowest were \$154,130.68 in 2024, \$352,363.61 in 2023, \$164,301.83 in 2022, and \$14,639 in 2021. The highest monthly gross sales were \$147,688.71 in 2024, \$135,116.78 in 2023, \$129,639.67 in 2022, and \$44,784.10 in 2021, and the lowest were \$12,844.22 in 2024, \$29,363.63 in 2023, \$13,691.82 in 2022, and \$2,091.29 in 2021.

The average annual gross sales for the affiliate were \$6,287,701.93 in 2024, \$5,288,656.99 in 2023, \$4,619,986.80 in 2022, \$3,631,091.11 in 2021 and \$3,250,156.74 in 2020. The average monthly gross sales for the affiliate were \$523,975.16 in 2024, \$440,721.42 in 2023, \$384,998.91 in 2022, \$302,590.93 in 2021, and \$270,846.39 in 2020. Given that only one territory is reported, the one territory median matched the average in 2024, 2023, 2022, 2021 and 2020. The median gross sales were \$6,287,701.93 in 2024, \$5,288,656.99 in 2023, \$4,619,986.80 in 2022, \$3,631,091.11 in 2021, and \$3,250,156.74 in 2020; and the one territory reported matched the median gross sales in 2024, 2023, 2022, 2021, and 2020. Company owned outlets do not pay a royalty. Franchisees are subject to a royalty fee of 4-5% per month. In the case of both the average and median gross sales above, both would be subject to the royalty fees if operated by a franchisee. The company owned outlet does pay a system advertising fee of 1/2% like franchisees. These adjustments to the above company owned operations at a 5% royalty fee would make the average annual gross sales and median gross sales from a franchisee's perspective \$5,973,316.83 in 2024, \$5,024,224.14 in 2023, \$4,388,987.46 in 2022, \$3,449,536.55 in 2021, and \$3,087,648.90 in 2020; and it would make the average monthly gross sales \$497,776.40 in 2024, \$440,721.42 in 2023, \$365,748.96 in 2022, \$287,461.38 in 2021, and \$257,304.07 in 2020.

Some outlets have sold this amount. There is no assurance you'll do as well. If you rely upon our figures, you must accept the risk of not doing as well.

We have complied product costs, advertising spend and average unit volume using data provided by franchisees which has not been audited by us. We excluded any units not currently in operation for one year or more as of close of our fiscal year end.

Table 1

COMPANY OUTLETS (1)			
	Gross Sales	Monthly Average	Median Monthly Gross Revenues
2024	\$6,287,701.93	\$523,975.16	\$523,975.16
2023	\$5,288,656.99	\$440,721.42	\$440,721.42
2022	\$4,619,986.80	\$384,998.91	\$384,998.91

2021	\$3,631,091.11	\$302,590.93	\$302,590.93
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Table 2

FRANCHISED OUTLETS (2024)		
Unit #	Gross Sales	Monthly Average
3	\$1,772,264.57	\$147,688.71
4	\$389,855.87	\$32,487.99
5	\$1,503,658.90	\$125,304.91
10	\$251,965.55	\$20,997.13
11	\$779,620.94	\$64,968.41
12	\$177,819.66	\$14,818.31
13	\$154,130.68	\$12,844.22
All Units Average	\$718,473.74	\$80,056.59
All Units Median	\$389,855.87	\$64,968.41
FRANCHISED OUTLETS (2023)		
Unit #	Gross Sales	Monthly Average
1	\$1,621,401.32	\$135,116.78
2	\$432,158.63	\$36,013.22
3	\$1,575,092.59	\$131,257.72
4	-	-
5	\$352,363.61	\$29,363.63
6	\$464,450.67	\$38,704.22
All Units Average	\$889,093.36	\$74,091.11
All Units Median	\$464,450.67	\$38,704.22
FRANCHISED OUTLETS (2022)		
Unit #	Gross Sales	Monthly Average
1	\$1,555,676.09	\$129,639.67
2	\$339,192.29	\$28,266.02

3	\$1,142,094.12	\$95,174.51
4	-	-
5	\$164,301.83	\$13,691.82
All Units Average	\$800,316.08	\$66,693.00
All Units Median	\$740,643.21	\$61,720.27
	FRANCHISED OUTLETS (2021)	
Unit #	Gross Sales	Monthly Average
1	\$537,409.20	\$44,784.10
2	\$158,719.95	\$13,226.67
3	\$351,394.98	\$29,282.92
4	\$14,639.00	\$2,091.29
5	\$55,687.55	\$9,281.26
All Units Average	\$223,570.14	\$19,733.25
All Units Median	\$158,719.95	\$13,225.67

Table 3

COST OF GOODS SOLD 2023	
Unit Average COGS Expenses*	\$409,225.66
Unit Average COGS* (Percentage)	47%
COST OF GOODS SOLD 2024	
Unit Average COGS Expenses*	\$362,676.72
Unit Average COGS* (Percentage)	46.26%

***Only includes units open one (1) year or more as of December 31 of year reported.**

Table 4

UNIT AVERAGE/MEDIAN SALES - 2023	
All Units Open 1 year+ Average	\$889,093.36
All Units Open 1 year+ Median	\$464,450.67
UNIT AVERAGE/MEDIAN SALES - 2024	
All Units Open 1 year+ Average	\$718,473.74
All Units Open 1 year+ Median	\$389,855.87

Table 5

AVERAGE/MEDIAN UNIT VOLUME – FRANCHISED UNITS ONLY		
	Average	Median
FIRST YEAR OF OPERATION	\$226,173.71	\$156,969.97
SECOND YEAR OF OPERATION	\$730,801.15	\$604,737.75
THIRD YEAR OF OPERATION	\$1,016,559.62	\$999,877.96
FOURTH YEAR OF OPERATION	\$1,197,470.01	\$1,503,358.90

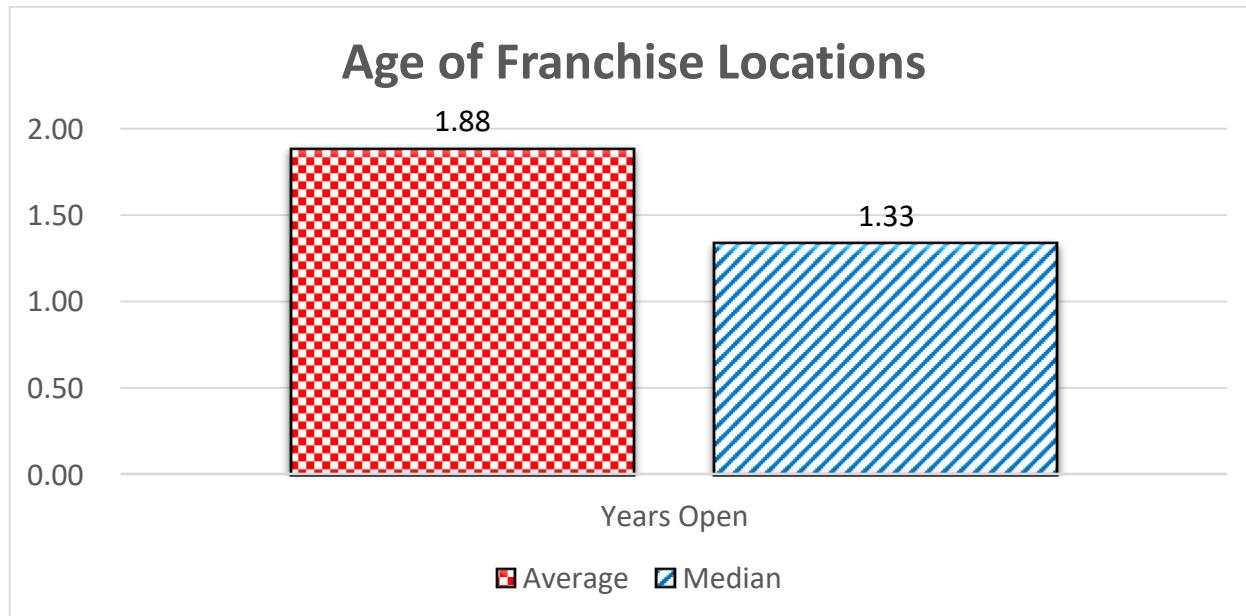
Table 6

Table 7

2023-2024 Growth of Franchise System by Franchise Units

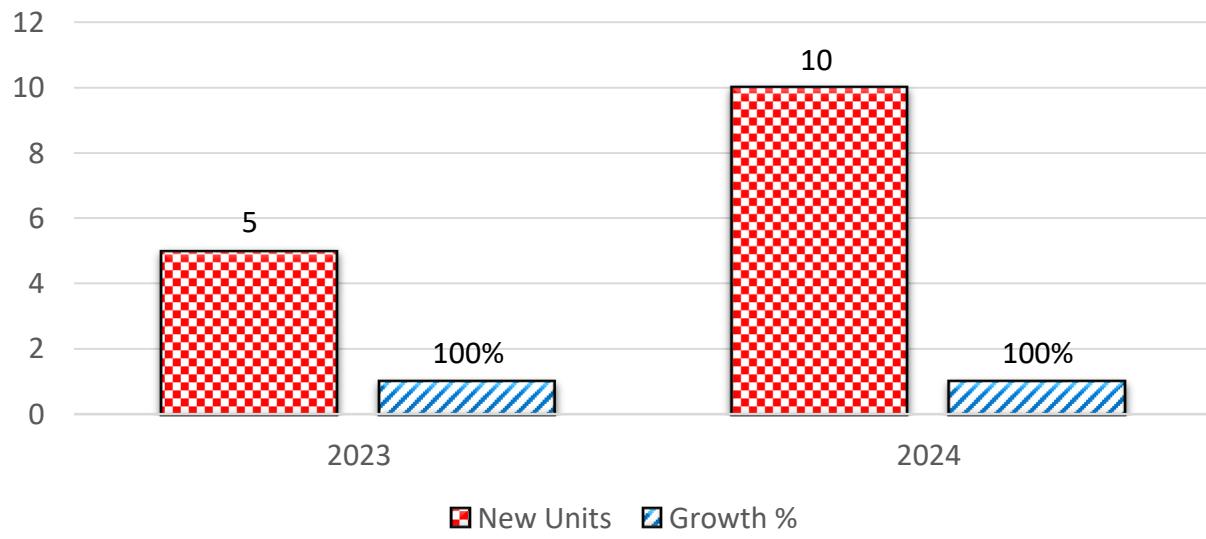


Table 8

2023 vs 2024 Franchise Unit Stats

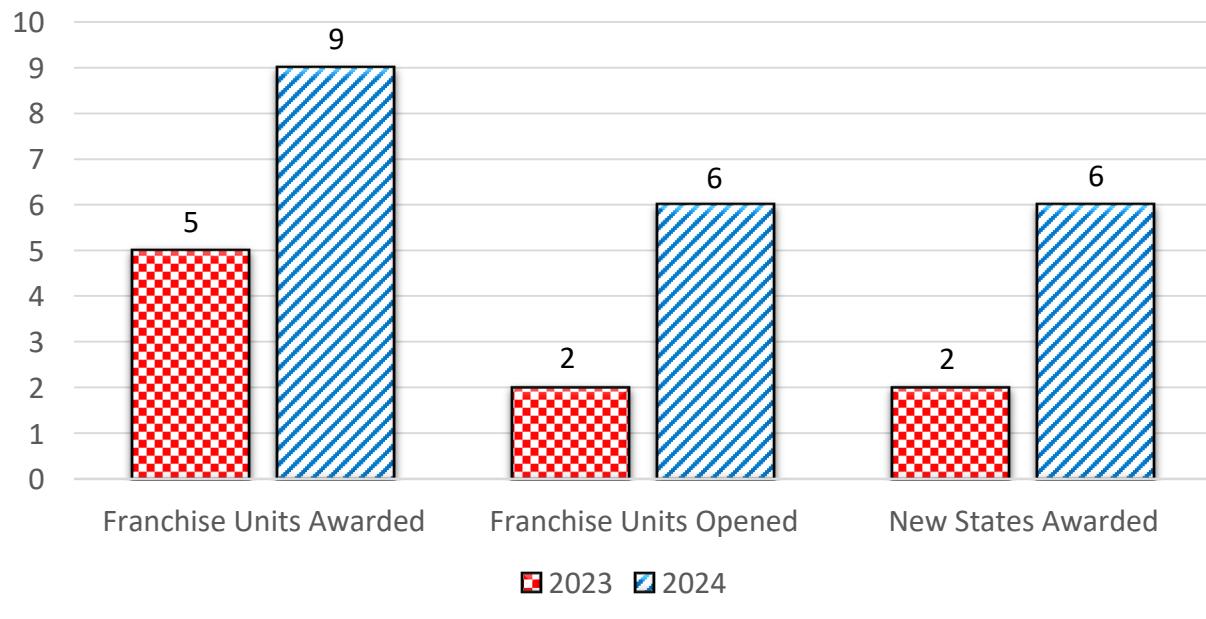


Table 9

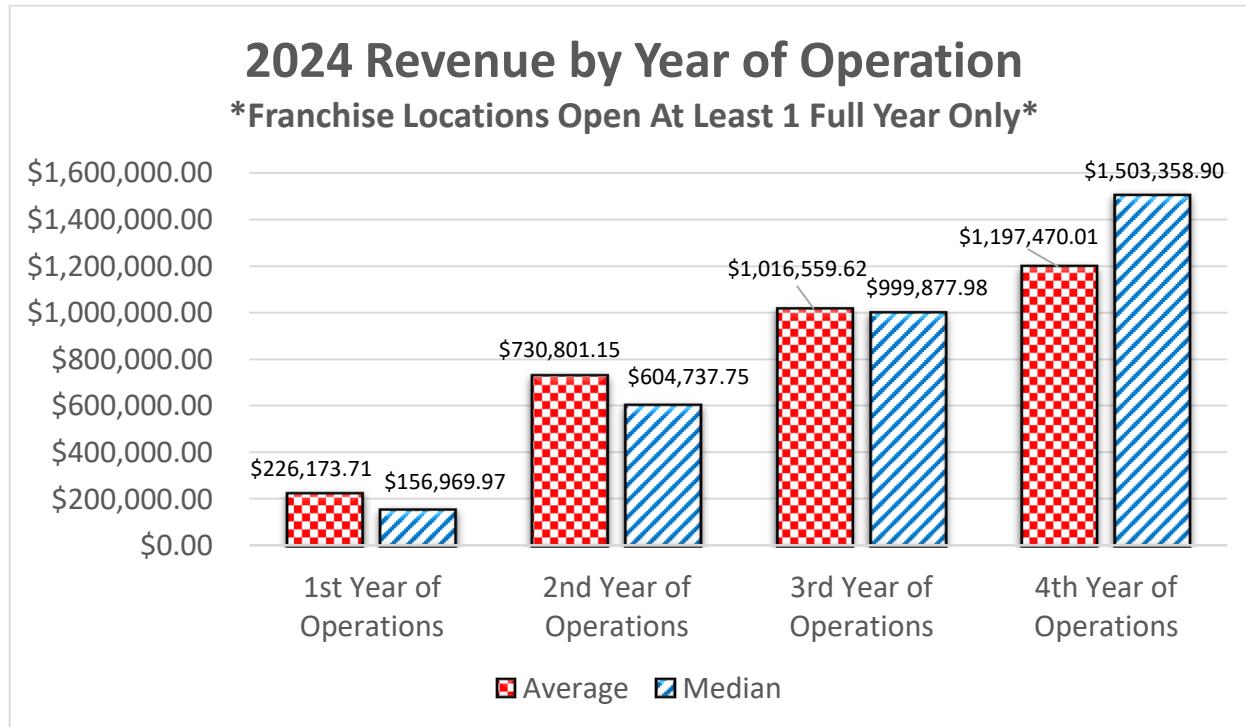


Table 10

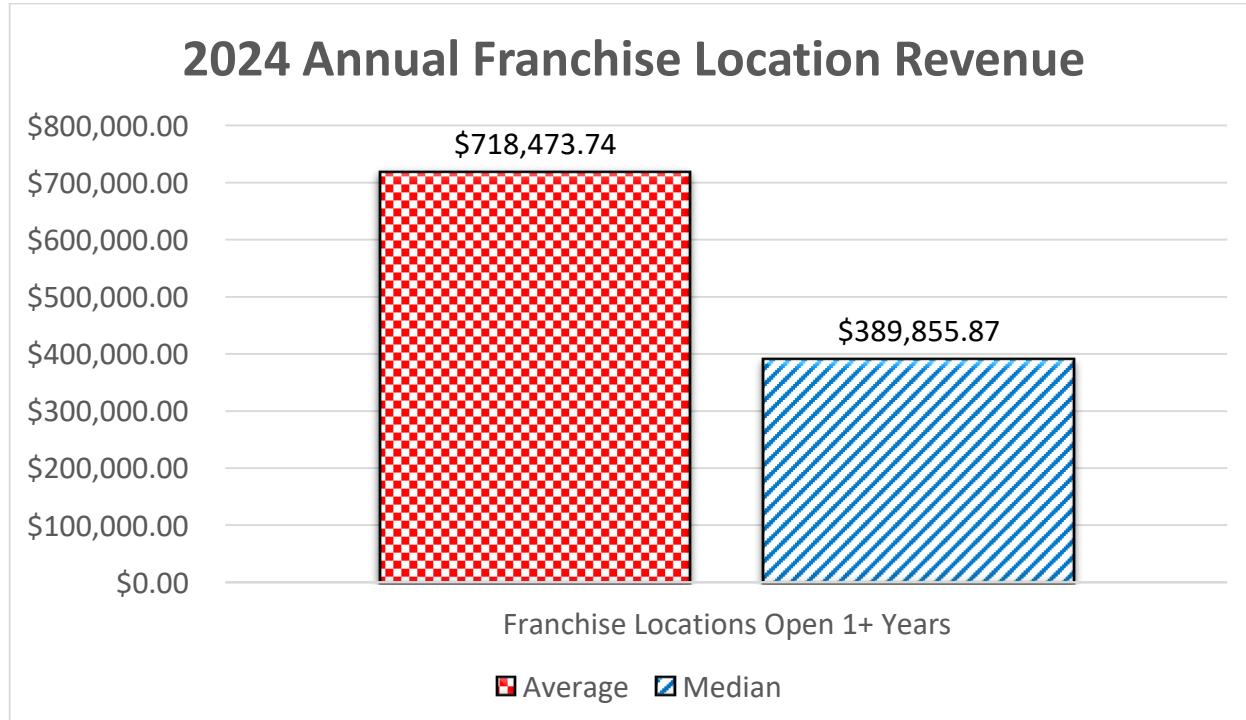


Table 11

2024 Franchise Location Monthly Revenue

NEW Franchise Locations Under 1 Year of Operations

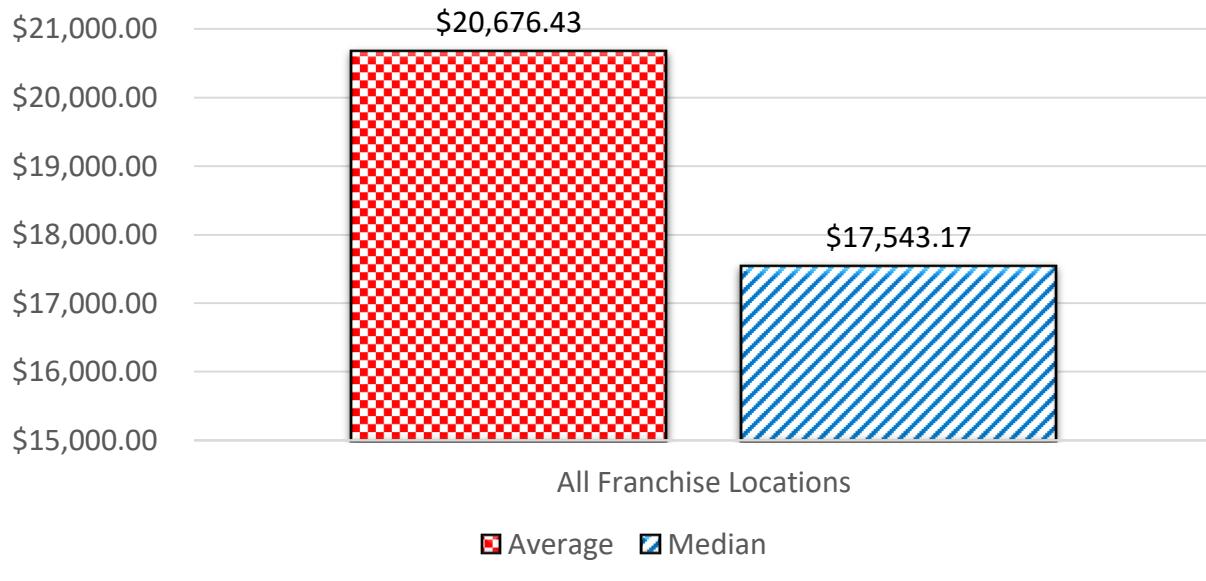


Table 12

1st Year: Year Over Year Revenue Growth

