

	Provision	Section in Franchise Agreement	Summary
			Arbitration Association’s Commercial Mediation Rules then in effect (subject to state law).
v.	Choice of forum	18.4	All claims not subject to mediation must be brought before a court of general jurisdiction in Monroe County, New York, or the United States District Court for the Western District of New York. You consent to the personal jurisdiction and venue of any court of general jurisdiction in Monroe County, New York, and the United States District Court for the Western District of New York (subject to state law).
w.	Choice of law	18.1	The Franchise Agreement is governed by the laws of the State of New York (subject to state law).

ITEM 18
PUBLIC FIGURES

We do not currently use any public figure to promote our franchise, but we reserve the right to do so in the future.

ITEM 19
FINANCIAL PERFORMANCE REPRESENTATION

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 of December 31, 2025, we had (i) one affiliate-owned 1-800-STRIPER Business in the Rochester, New York area (the “Affiliate-Owned Location”) that operates in two contiguous Territories, and (ii) 73 franchisees operating in a total of 193 Territories (each, a “Franchised Location”).

This Item sets forth certain historical data submitted by (i) our Affiliate-Owned Location, and (ii) 43 Franchised Locations that started the year operating in 125 total Territories and added one additional Territory during the 2025 calendar year. This Item excludes data in connection with 31 Franchised Locations operating in a total of 71 Territories that opened during the 2025 calendar year and otherwise did not operate for an entire year as well as any Franchised Location that was terminated or ceased operations during the 2025 calendar year.

Part I of this Item discloses the historical Gross Revenue generated, as well as certain COGS, Rent, Estimated Royalty Fees, Estimated Local Advertising and Marketing expenditures, Estimated Brand Fund

contributions, Estimated Software Fees, and Labor incurred by the Affiliate-Owned Location over the 2020, 2021, 2022, 2023, 2024, and 2025 calendar years (each, a “Measurement Period”).

Part II of this Item discloses the historical Gross Revenue, Average Gross Revenue, High Gross Revenue, Low Gross Revenue, and Median Gross Revenue per customer type (contractors, end users, property management, and competition) for the Affiliate-Owned Location during the 2025 Measurement Period.

Part III of this Item discloses the historical average and median job ticket based on the type of job (existing pavement, new pavement, new sealer, indoor, and sports court) split into four quartiles during the 2025 Measurement Period.

Part IV of this Item discloses the percentage of customers that were recurring customers during the 2021, 2022, 2023, 2024, and 2025 Measurement Periods.

Part V of this Item discloses the total Gross Sales, number of months open, largest invoice, smallest invoice, and number of jobs for the Franchised Locations during the 2025 calendar year.

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

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PART I: TOTAL GROSS REVENUE AS WELL AS CERTAIN COSTS, OPERATING EXPENSES, AND ESTIMATED FEES OCCURRED BY THE AFFILIATE-OWNED LOCATION OVER THE 2020, 2021, 2022, 2023, 2024, AND 2025 MEASUREMENT PERIODS

2020

Expense/Category	Total	% of Gross Revenue
Gross Revenue ¹	\$402,332.92	100.00%
Cost of Goods Sold ²	\$46,341.89	11.52%
Rent ³	\$18,000.00	4.47%
Estimated Royalty Fees ⁴	\$28,163.30	7.00%
Estimated Local Advertising and Marketing Requirement ⁵	\$12,069.99	3.00%
Estimated Brand Fund Contribution ⁶	\$8,046.66	2.00%
Estimated Software Fee ⁷	\$6,600.00	1.64%
Labor ⁸	\$94,878.38	23.58%
Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$214,100.22	53.21%
Gross Revenue less Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$188,232.70	46.79%

2021

Expense/Category	Total	% of Gross Revenue
Gross Revenue ¹	\$889,859.63	100%
Cost of Goods Sold ²	\$81,805.41	9.19%
Rent ³	\$18,000.00	2.02%
Estimated Royalty Fees ⁴	\$62,290.17	7.00%
Estimated Local Advertising and Marketing Requirement ⁵	\$26,695.79	3.00%
Estimated Brand Fund Contribution ⁶	\$17,797.19	2.00%
Estimated Software Fee ⁷	\$6,600.00	0.74%
Labor ⁸	\$190,556.95	21.41%
Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$403,745.51	45.37%
Gross Revenue less Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$486,114.12	54.63%

2022

Expense/Category	Total	% of Gross Revenue
Gross Revenue ¹	\$1,031,513.55	100.00%
Cost of Goods Sold ²	\$111,601.36	10.82%
Rent ³	\$18,000.00	1.75%
Estimated Royalty Fees ⁴	\$72,205.95	7.00%
Estimated Local Advertising and Marketing Requirement ⁵	\$30,945.41	3.00%
Estimated Brand Fund Contribution ⁶	\$20,630.27	2.00%
Estimated Software Fee ⁷	\$6,600.00	0.64%
Labor ⁸	\$258,506.90	25.06%
Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$518,489.85	50.26%
Gross Revenue less Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$513,023.66	49.74%

2023

Expense/Category	Total	% of Gross Revenue
Gross Revenue ¹	\$1,189,221.29	100.00%
Cost of Goods Sold ²	\$146,263.88	12.30%
Rent ³	\$18,000.00	1.51%
Estimated Royalty Fees ⁴	\$83,245.49	7.00%
Estimated Local Advertising and Marketing Requirement ⁵	\$35,676.64	3.00%
Estimated Brand Fund Contribution ⁶	\$23,874.43	2.00%
Estimated Software Fee ⁷	\$6,600.00	0.55%
Labor ⁸	\$400,667.03	33.69%
Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$714,327.47	60.07%
Gross Revenue less Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$474,893.82	39.93%

2024

Expense/Category	Total	% of Gross Revenue
Gross Revenue ¹	\$1,400,808.97	100.00%
Cost of Goods Sold ²	\$145,688.67	10.40%
Rent ³	\$18,000.00	1.28%
Estimated Royalty Fees ⁴	\$98,056.63	7.00%
Estimated Local Advertising and Marketing Requirement ⁵	\$42,024.27	3.00%
Estimated Brand Fund Contribution ⁶	\$28,016.18	2.00%
Estimated Software Fee ⁷	\$6,600.00	0.47%
Labor ⁸	\$409,918.36	29.26%
Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$748,304.11	53.42%
Gross Revenue less Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$652,504.86	46.58%

2025

Expense/Category	Total	% of Gross Revenue
Gross Revenue ¹	\$1,270,643.23	100.00%
Cost of Goods Sold ²	\$141,232.18	11.12%
Rent ³	\$18,000.00	1.41%
Estimated Royalty Fees ⁴	\$88,945.03	7.00%
Estimated Local Advertising and Marketing Requirement ⁵	\$38,119.30	3.00%
Estimated Brand Fund Contribution ⁶	\$25,412.86	2.00%
Estimated Software Fee ⁷	\$6,600.00	0.52%
Labor ⁸	\$426,929.53	33.60%
Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$745,238.90	58.65%
Gross Revenue less Total COGS, Rent, Royalty, LAMR, Brand Fund and Software Expenses	\$525,404.33	41.35%

Explanatory Notes to Part I:

1. **Gross Revenue.** “Gross Revenue” includes all income of any type or nature and from any source that was derived from the operation of the Affiliate-Owned Location. Gross Revenue does not include sales tax that is collected from customers and actually transmitted to the appropriate taxing authorities.
2. **Cost of Goods Sold.** “Cost of Goods Sold” means the total amount that the Affiliate-Owned Location paid for paint.
3. **Rent.** “Rent” means the total amount that the Affiliate-Owned Location incurred in connection with rent over each Measurement Period.
4. **Estimated Royalty Fees.** “Estimated Royalty Fees” means the Royalty Fee that the Affiliate-Owned Location would have had to pay us over the Measurement Period if that Business were owned by a System franchisee and governed by our current form of Franchise Agreement. We calculated Royalty Fees by multiplying the Gross Revenues generated by the Affiliate-Owned Location by .07 to account for the Royalty Fee of 7% set forth and required under our current form of Franchise Agreement.
5. **Estimated Local Marketing and Advertising Requirement.** The term “Estimated Local Marketing and Advertising Requirement” means the total Local Marketing and Advertising expenditures that the Affiliate-Owned Location would have had to expend over each Measurement Period if the Affiliate-Owned Location were owned by a System franchisee and governed by our current form of Franchise Agreement. We calculated the Estimated Local Marketing and Advertising Requirement by multiplying the Gross Revenues generated by the Affiliate-Owned Location by .03 to account for the Local Marketing and Advertising Requirement of 3% set forth and required under our current form of Franchise Agreement.
6. **Estimated Brand Fund Contribution.** “Estimated Brand Fund Contribution” means the Brand Fund Contribution that the Affiliate-Owned Location would have had to contribute over each Measurement Period if that Affiliate-Owned Location were owned by a System franchisee and governed by our current form of Franchise Agreement. We calculated the Estimated Brand Fund Contribution by multiplying the Gross Revenues generated by the Affiliate-Owned Location by .02 to account for the Brand Fund Contribution of 2% set forth and required under our current form of Franchise Agreement.
7. **Estimated Software Fee.** “Estimated Software Fee” means the Software Fee that the Affiliate-Owned Location would have had to pay over each Measurement Period if that Affiliate-Owned Location were owned by a System franchisee and governed by our current form of Franchise Agreement. We calculated the Estimated Software Fee by multiplying the current monthly Software Fee of \$550 by 12 to account for the Software Fee required under our current form of Franchise Agreement.
8. **Labor.** “Labor” means the total cost and compensation paid in connection with the engagement of labor, payroll taxes, payroll accounting and subcontractors.

PART II:

GROSS REVENUE, AVERAGE GROSS REVENUE, HIGH, LOW AND MEDIAN GROSS REVENUE PER CUSTOMER TYPE GENERATED BY THE AFFILIATE-OWNED LOCATION DURING THE 2025 MEASUREMENT PERIOD

2025 MEASUREMENT PERIOD								
Customer Type ¹	Gross Revenue ²	Average Revenue per Customer ³	Median Revenue per Customer ⁴	Highest Amount Paid	Lowest Amount Paid	# and Percent Exceeding Average	Number of Customers	Percent of Total Revenue
Contractors	\$419,330.20	\$8,557.76	\$2,500.00	\$114,727.07	\$425.00	11 (22%)	49	33.00%
End Users	\$596,579.60	\$10,846.90	\$1,570.00	\$279,536.54	\$383.00	8 (15%)	55	46.95%
Property Management	\$254,733.43	\$7960.42	\$2,254.36	\$50,947.10	\$425.00	8 (25%)	32	20.05%

Explanatory Notes to Part II:

1. **Customer Type.** “Customer Type” means the type of customer that the services were provided to.
2. **Gross Revenue.** “Gross Revenue” includes all income of any type or nature and from any source that was derived from the operation of the Affiliate-Owned Location. Gross Revenue does not include sales tax that is collected from customers and actually transmitted to the appropriate taxing authorities.
3. **Average Revenue Per Customer.** “Average Revenue Per Customer” is calculated by taking the total Gross Revenue for a Customer Type and dividing it by the Number of Customers.
4. **Median Revenue per Customer.** “Median Revenue Per Customer” is calculated by examining all of the data points for a customer type and taking the data point that is in the center.

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PART III:

**AVERAGE, MEDIAN, HIGH, AND LOW JOB TICKET BY QUARTILE
BASED ON JOB TYPE FOR THE AFFILIATE-OWNED LOCATION
DURING THE 2025 MEASUREMENT PERIOD**

Affiliate-Owned Location						
Job Type	Data Point	Bottom Quartile	Lower Middle Quartile	Upper Middle Quartile	Upper Quartile	Total
<u>Restripe</u>						
	Average Job Ticket ¹	\$414.32	\$740.51	\$2151.57	\$10,297.65	\$3,431.37
	Median Job Ticket ²	\$425.00	\$715.00	\$1,967.48	\$8,978.98	\$1,212.95
	High Job Ticket	\$438.70	\$1,179.15	\$3,841.79	\$33,672.81	\$33,672.81
	Low Job Ticket	\$117.72	\$458.69	\$1,200.00	\$4,031.17	\$117.72
	Number That Met or Exceeded Average	40 (86.9%)	19 (41.3%)	23 (48.9%)	24 (44.7%)	52 (27.9%)
	Number of Tickets	46	46	47	47	186
	Total Revenue	\$19,058.65	\$34,063.40	\$101,123.73	\$483,989.67	\$638,235.45
Job Type	Data Point	Bottom Quartile	Lower Middle Quartile	Upper Middle Quartile	Upper Quartile	Total
<u>Relayout</u>						
	Average Job Ticket	\$425.00	\$657.18	\$1,360.71	\$5,370.23	\$1,978.97
	Median Job Ticket	\$425.00	\$616.08	\$1,339.99	\$2,708.76	\$977.08
	High Job Ticket	\$425.00	\$955.00	\$1,821.44	\$41,165.17	\$41,165.17
	Low Job Ticket	\$425.00	\$425.00	\$977.08	\$1,899.81	\$425.00
	Number That Met or Exceeded Average	33 (100%)	15 (45.4%)	15 (45.4%)	8 (23.5%)	30 (22.6%)
	Number of Tickets	33	33	33	34	133
	Total Revenue	\$11,070.00	\$14,723.64	\$30,845.06	\$118,663.14	\$175,301.84
Job Type	Data Point	Bottom Quartile	Lower Middle Quartile	Upper Middle Quartile	Upper Quartile	Total
<u>New Layout</u>						
	Average Job Ticket	\$438.31	\$708.72	\$1,412.52	\$3,679.68	\$1,569.76

	Median Job Ticket	\$425.00	\$681.75	\$1,382.38	\$2,981.56	\$997.27
	High Job Ticket	\$525.00	\$955.00	\$1,843.80	\$14,353.09	\$14,353.09
	Low Job Ticket	\$387.00	\$529.65	\$997.27	\$1,900.00	\$387.00
	Number that Met or Exceeded Average	12 22.6%	21 39.6%	26 49%	20 37%	73 (34.2%)
	Number of Tickets	53	53	53	54	213
	Total Revenue	\$23,230.62	\$37,562.39	\$74,863.72	\$198,702.85	\$334,359.58
Job Type	Data Point	Bottom Quartile	Lower Middle Quartile	Upper Middle Quartile	Upper Quartile	Total
<u>Indoor</u>						
	Average Job Ticket	\$1,570.00	\$1,646.25	\$3,199.80	\$33,845.00	\$7,517.85
	Median Job Ticket	\$1,570.00	\$1,646.25	\$3,199.80	\$33,845.00	\$2,377.93
	High Job Ticket	\$1,570.00	\$1,646.25	\$3,290.00	\$33,845.00	\$33,845.00
	Low Job Ticket	\$1,570.00	\$1,646.25	\$3,109.60	\$33,845.00	\$1,570.00
	Number that Met or Exceeded Average	1 (100%)	2 (100%)	1 (50%)	1 (100%)	1 (17%)
	Number of Tickets	1	2	2	1	6
	Total Revenue	\$1,570.00	\$3,292.50	\$6,399.60	\$33,845.00	\$45,107.10
Job Type	Data Point	Bottom Quartile	Lower Middle Quartile	Upper Middle Quartile	Upper Quartile	Total
<u>Sports Court</u>						
	Average Job Ticket	\$750.00	n/a	n/a	\$900.00	\$825.00
	Median Job Ticket	\$750.00	n/a	n/a	\$900.00	\$825.00
	High Job Ticket	\$750.00	n/a	n/a	\$900.00	\$900.00
	Low Job Ticket	\$750.00	n/a	n/a	\$900.00	\$750.00
	Number that Met or Exceeded Average	1 100%	n/a	n/a	1 100%	1 (50%)

	Number of Tickets	1	0	0	1	2
	Total Revenue	\$750.00	\$0	\$0	\$900.00	\$1,650.00

Explanatory Notes to Part III:

1. **Average Job Ticket.** “Average Job Ticket” is calculated by taking the amount of Gross Revenue that the Disclosed Location generated for each job and dividing it by the total number of jobs.
2. **Median Job Ticket.** “Median Job Ticket” is calculated by examining all of the job tickets for a job type and taking the data point that is in the center.

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