

	Provision	Section in Franchise Agreement	Summary
			the Franchise Disclosure Document. Subject to state law.
u.	Dispute resolution by arbitration or mediation	Section 20	You must first attempt to resolve disputes through our internal dispute resolution program. Arbitration or mediation takes place in the state of Washington. Subject to state law.
v.	Choice of forum	Section 20	Litigation takes place in the state of Washington subject to applicable state law.
w.	Choice of law	Section 20	Delaware law applies, subject to applicable state law.

See the state addenda to this Franchise Disclosure Document and the Franchise Agreement for special state disclosures.

ITEM 18: PUBLIC FIGURES

We do not currently use any public figures 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.

Reporting Locations operational for the full year:

The following is a historical financial performance representation of our existing franchised outlets that had been in operation for more than 12 months as of December 31, 2025 and have been operational for a full year during 2025.

As of December 31, 2025, there were 28 franchised locations operating for more than one year and have been operational for a full year during 2025. The results of 2 franchised outlets during this period have been excluded, because they did not provide the financial reporting necessary to prepare an accurate financial performance representation.

All data presented is as of December 31, 2025, and was obtained on or before January 15, 2026. The financial information presented is unaudited.

Table 1 - Gross Revenue Reporting Locations, operational for full year

Reporting period January 1 - December 31, 2025

	Number of locations	Average	Median	Range (Min)	Range (Max)	Number / Percentage of Locations that met or exceed the average
Top third	5	\$1,993,394	\$2,252,273	\$1,267,577	\$2,540,862	3 / 60%
Middle third	7	\$811,616	\$767,865	\$579,651	\$1,199,562	2 / 29%
Lower third	5	\$518,846	\$537,476	\$429,160	\$608,666	3 / 60%
Total	17	\$1,073,090	\$767,865	\$429,160	\$2,540,862	6 / 35%

Table 2 - 2025 Summary Income Statement (Averages) for Reporting Locations, operational for full year *

Reporting period January 1 - December 31, 2025

	Average (\$)	% of Average Total Sales
Income		
Sales	1,073,090	
Sales Returns		
Total Sales	\$1,073,090	
Cost of Goods Sold		
Contractors	351,231	32.73%
Garbage Removal	16,577	1.54%
Merchant Fees	2,380	0.22%
Materials	301,197	28.07%
Rent – Equipment	4,193	0.39%
Other COGS	-	0.00%
Total Cost of Goods Sold	\$675,578	
Gross Profit	\$397,511	
Gross Profit %	37%	
Operating Expenses		
Bank Service Fees	257	0.02%
Business Fees & Licenses	4,259	0.40%
Insurance	4,243	0.40%
Office Supplies	1,646	0.15%
Professional Services	4,516	0.42%
Royalty Fees	79,592	7.42%
Administrative Fees	7,294	0.68%

Marketing Expenses	40,291	3.75%
Branding Fund Fee	10,731	1.00%
Software & IT	9,299	0.87%
Utilities / Phone	1,022	0.10%
Total Operating Expenses	\$163,150	
Owner Discretionary Profit	\$234,361	
Owner Discretionary Profit as a % of Total Sales	22%	
Average Project Size	21,491	
Average Project Completed	52	

**Owner discretionary profit is defined as revenue of the business minus the cost of goods sold and overhead necessary to run the business. Overhead includes royalties and fees paid to the franchisor, excludes franchisee and management team salaries.*

**Gross revenue represents the total revenues received by each outlet during the 2025 calendar year. Gross Revenue does not include (a) any sales tax or similar taxes collected from customers and turned over to the governmental authority imposing the tax, (b) properly documented refunds to customers, and (c) properly documented promotional discounts (i.e. coupons).*

Table 3 - 2025 Summary Income Statement for a Median Location, operational for full year *

Reporting period January 1 - December 31, 2025

	Median Location (\$)	% of Total Sales
Income		
Sales	767,865	
Sales Returns		
Total Sales	\$767,865	
Cost of Goods Sold		
Contractors	251,658	32.77%
Garbage Removal	-	0.00%
Merchant Fees	5,140	0.67%
Materials	212,226	27.64%
Rent – Equipment	3,617	0.47%
Other COGS	-	0.00%
Total Cost of Goods Sold	\$472,641	
Gross Profit	\$295,224	
Gross Profit %	38%	
Operating Expenses		
Bank Service Fees	-	0.00%
Business Fees & Licenses	396	0.05%
Insurance	2,777	0.36%
Office Supplies	-	0.00%
Professional Services	3,563	0.46%
Royalty Fees	61,429	8.00%
Administrative Fees	12,000	1.56%

Marketing Expenses	38,843	5.06%
Branding Fund Fee	7,679	1.00%
Software & IT	4,976	0.65%
Utilities / Phone	-	0.00%
Total Operating Expenses	\$131,662	
Owner Discretionary Profit	\$163,562	
Owner Discretionary Profit as a % of Total Sales	21%	
Average Project Size	10,970	
Average Project Completed	70	

** The median location is defined as the unit whose revenue equals the median revenue across all reporting locations.*

Table 4 - 2025 Summary Income Statement (Averages) for Reporting Locations, operational for full year *

Reporting period January 1 - December 31, 2025

	Top third Average \$	% of Total Sales	Middle third Average \$	% of Total Sales	Lower third Average \$	% of Total Sales
Income						
Sales	\$1,993,394		\$811,616		\$518,846	
Sales Returns	—		—		—	
Total Sales	\$1,993,394		\$811,616		\$518,846	
Cost of Goods Sold						
Contractors	609,997	30.6%	280,395	34.5%	191,634	36.9%
Garbage Removal	37,059	1.9%	12,400	1.5%	1,945	0.4%
Merchant Fees	2,054	0.1%	2,863	0.4%	2,030	0.4%
Materials	582,026	29.2%	220,329	27.1%	133,583	25.7%
Rent – Equipment	10,031	0.5%	1,663	0.2%	1,897	0.4%
Other COGS	-	0.0%		0.0%	-	0.0%
Total Cost of Goods Sold	\$1,241,167	62%	\$517,650	64%	\$331,089	64%
Gross Profit	\$752,228		\$293,966		\$187,757	
Gross Profit %	38%		36%		36%	

Operating Expenses						
Bank Service Fees	381	0.0%	295	0.0%	81	0.0%

Business Fees & Licenses	10,630	0.5%	2,635	0.3%	162	0.0%
Insurance	5,887	0.3%	3,065	0.4%	4,247	0.8%
Office Supplies	2,826	0.1%	499	0.1%	2,073	0.4%
Professional Services	7,069	0.4%	3,148	0.4%	3,877	0.7%
Royalty Fees	149,538	7.5%	64,929	8.0%	41,508	8.0%
Administrative Fees	10,100	0.5%	6,214	0.8%	6,000	1.2%
Marketing Expenses	51,049	2.6%	34,140	4.2%	38,143	7.4%
Branding Fund Fee	19,934	1%	8,116	1%	5,188	1%
Software & IT	14,235	0.7%	5,961	0.7%	9,036	1.7%
Utilities / Phone	2,090	0.1%	941	0.1%	65	0.0%
Total Operating Expenses	\$273,739	14%	\$129,944	16 %	\$110,381	21 %
Owner Discretionary Profit	\$478,488		\$164,022		\$77,376	
Owner Discretionary Profit as a % of Total Sales	24%		20%		15%	
Average Project Size	26,985		21,818		15,540	

Table 5 - 2025 Summary Income Statement for a Median Locations, operational for full year *

Reporting period January 1 - December 31, 2025

	Top third Median location \$	% of Total Sales	Middle third Median location \$	% of Total Sales	Lower third Median location \$	% of Total Sales
Income						
Sales	\$2,252,273		\$767,865		\$537,476	
Sales Returns	—		—		—	
Total Sales	\$2,252,273		\$767,865		\$537,476	
Cost of Goods Sold						
Contractors	608,907	27.0%	251,658	32.8%	255,345	47.5%
Garbage Removal	-	0.0%	0	0.0%	-	0.0%
Merchant Fees	3,187	0.1%	5,140	0.7%	1,256	0.2%
Materials	597,542	26.5%	212,226	27.6%	105,706	19.7%
Rent – Equipment	34,020	1.5%	3,617	0.5%	-	0.0%
Other COGS	-	0.0%	0	0.0%	-	0.0%
Total Cost of Goods Sold	\$1,243,656	55 %	\$472,641	62 %	\$362,307	67 %
Gross Profit	\$1,008,617		\$295,224		\$175,169	
Gross Profit %	45%		38 %		33 %	

Operating Expenses						
Bank Service Fees	44	0.0%	0	0.0%	81	0.0%

Business Fees & Licenses	2,184	0.1%	396	0.1%	-	0.0%
Insurance	10,324	0.5%	2,777	0.4%	4,985	0.9%
Office Supplies	-	0.0%	0	0.0%	1,002	0.2%
Professional Services	-	0.0%	3,563	0.5%	4,140	0.8%
Royalty Fees	144,265	6.4%	61,429	8.0%	42,998	8.0%
Administrative Fees	12,000	0.5%	12,000	1.6%	6,000	1.1%
Marketing Expenses	67,173	3.0%	38,843	5.1%	25,489	4.7%
Branding Fund Fee	15,625	0.7%	7,679	1.0%	5,375	1.0%
Software & IT	27,527	1.2%	4,976	0.6%	6,453	1.2%
Utilities / Phone	-	0.0%	0	0.0%	-	0.0%
Total Operating Expenses	\$279,142	12 %	\$131,663	17 %	\$96,523	18 %
Owner Discretionary Profit	\$729,475		\$163,561		\$78,646	
Owner Discretionary Profit as a % of Total Sales	32 %		21 %		15 %	
Average Project Size	25,025		10,970		22,395	