

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.

Historic Financial Performance Representation

This Item 19 presents certain historical financial performance information about our affiliate-owned business during the 2024 and 2025 calendar years (the “Measurement Period”).

As of the Issuance Date of this disclosure document, we have one (1) affiliate-owned business (the “Affiliate-Owned Business”) that first opened and commenced operating in January 2023 in the San Antonio, Texas area. The Affiliate-Owned Business (a) operates under our Proprietary Marks, (b) offers the same services as our franchisees are and will be authorized to provide, (c) utilized between three (3) and four (4) branded service vehicles to perform services during the Measurement Period, and (d) operated in 20 Subterritories during the Measurement Period.

In October 2024, the Affiliate-Owned Business moved from “volume” pricing (i.e., pricing for services based upon the amount of material to be hauled/removed) to “weight-based” pricing (i.e., pricing for services based upon the weight of the material to be hauled/removed). Our standard franchise offering requires System franchisees to utilize “weight-based” pricing in the operation of Franchised Businesses moving forward.

Part I of this Item 19 discloses a comparison of the total gross revenue, commercial (B2B) revenue, and other disclosed statistics of the Affiliate-Owned Business over (i) calendar years 2024 and 2025 (Table 1(A)); (ii) the first fiscal quarter of each of calendar years 2024 and 2025 (Table 1(B)); (iii) the second fiscal quarter of each of calendar years 2024 and 2025 (Table 1(C)); (iv) the third fiscal quarter of each of calendar years 2024 and 2025 (Table 1(D)); and (v) the fourth fiscal quarter of each of calendar years 2024 and 2025 (Table 1(E)).

Part II of this Item 19 discloses the total Gross Revenue and certain disclosed cost of goods sold (COGS) for the Affiliate-Owned Business during the Measurement Period.

Part III of this Item 19 discloses the total revenue derived by the Affiliate-Owned Business from commercial (B2B) and residential (B2C) accounts during the Measurement Period.

We have not excluded from this Item 19 the financial performance of any additional franchised or corporate- or affiliate-owned businesses.

The financial performance information included in this Item 19 was reported to us by the owners of the Affiliate-Owned Business, and we have not audited this information. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

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PART I

Table 1(A)
Year-Over-Year Comparison of Gross Revenue, Commercial (B2B) Revenue, and Disclosed
Statistics Between Calendar Years 2024 and 2025

	2024 (1/1/2024 – 12/31/2024)	2025 (1/1/2025 – 12/31/2025)	% Change
Gross Revenue	\$618,730	\$1,212,492	96.0%
Total # of Jobs	1,383	1,995	44.3%
Average Job Size	\$447	\$608	35.8%
Median Job Size	\$307	\$411	--
Highest Job Size	\$6,878	\$30,438	--
Lowest Job Size	\$80	\$20	--
Gross Margin	\$286,524	\$799,822	179.1%
Gross Margin %	46.3%	66.0%	--
Total Commercial (B2B) Revenue	\$87,796	\$614,670	600.1%
Commercial (B2B) Revenue as % of Gross Revenue	14.19%	50.69%	36.5%
Total # of B2B Jobs	92	752	717.4%
B2B – Average Job Size	\$954	\$817	-14.3%
B2B – Median Job Size	\$633	\$561	--
B2B -Highest Job Size	\$6,878	\$30,438	--
B2B – Lowest Job Size	\$122	\$57	--
# of Commercial Clients	17	214	1,158.8%
Total Residential Revenue	\$530,934	\$597,824	12.6%
Total # of B2C Jobs	1,291	1,243	-3.7%
B2C – Average Job Size	\$411	\$481	16.9%
B2C – Median Job Size	\$302	\$332	--
B2C – Highest Job Size	\$6,370	\$6,798	--
B2C – Lowest Job Size	\$80	\$20	--

Table 1(B)
Year-Over-Year Comparison of Gross Revenue, Commercial (B2B) Revenue, and Disclosed
Statistics Between Q1 2024 and Q1 2025

	Q1 2024 (1/1/2024 – 3/31/2024)	Q1 2025 (1/1/2025 – 3/31/2025)	% Change
Gross Revenue	\$123,982	\$225,021	81.5%
Total # of Jobs	262	460	75.6%
Average Job Size	\$473	\$489	4.4%
Median Job Size	\$318	\$331	--
Highest Job Size	\$4,940	\$7,487	--
Lowest Job Size	\$128	\$24	--
Gross Margin	\$53,043	\$143,955	171.4%
Gross Margin %	42.8%	64.0%	--
Total Commercial (B2B) Revenue	\$11,522	\$75,945	559.1%
Commercial (B2B) Revenue as % of Gross Revenue	9.29%	33.75%	24.5%
Total # of B2B Jobs	15	110	633.3%
B2B – Average Job Size	\$768	\$690	(10.1%)
B2B – Median Job Size	\$698	\$499	--
B2B -Highest Job Size	\$1,694	\$7,487	--
B2B – Lowest Job Size	\$198	\$78	--
# of Commercial Clients	1	62	6,100%
Total Residential Revenue	\$112,460	\$149,078	32.6%
Total # of B2C Jobs	247	350	41.7%
B2C – Average Job Size	\$455	\$426	(6.4%)
B2C – Median Job Size	\$318	\$309	--
B2C – Highest Job Size	\$4,940	\$6,618	--
B2C – Lowest Job Size	\$128	\$24	--

Table 1(C)
Year-Over-Year Comparison of Gross Revenue, Commercial (B2B) Revenue, and Disclosed
Statistics Between Q2 2024 and Q2 2025

	Q2 2024 (4/1/2024 – 6/30/2024)	Q2 2025 (4/1/2025 – 6/30/2025)	% Change
Gross Revenue	\$152,269	\$313,427	105.8%
Total # of Jobs	378	538	42.3%
Average Job Size	\$403	\$583	45.2%
Median Job Size	\$318	\$408	--
Highest Job Size	\$3,740	\$10,706	--
Lowest Job Size	\$80	\$85	--
Gross Margin	\$71,707	\$214,278	198.8%
Gross Margin %	47.1%	68.4%	--
Total Commercial (B2B) Revenue	\$25,558	\$128,185	401.5%
Commercial (B2B) Revenue as % of Gross Revenue	16.78%	40.90%	24.1%
Total # of B2B Jobs	18	145	705.6%
B2B – Average Job Size	\$1,420	\$884	(37.7%)
B2B – Median Job Size	\$613	\$619	--
B2B -Highest Job Size	\$3,292	\$10,706	--
B2B – Lowest Job Size	\$198	\$89	--
# of Commercial Clients	6	68	1,033.3%
Total Residential Revenue	\$126,711	\$185,242	46.2%
Total # of B2C Jobs	360	393	9.2%
B2C – Average Job Size	\$352	\$471	33.9%
B2C – Median Job Size	\$318	\$353	--
B2C – Highest Job Size	\$3,740	\$4,509	--
B2C – Lowest Job Size	\$80	\$85	--

Table 1(D)
Year-Over-Year Comparison of Gross Revenue, Commercial (B2B) Revenue, and Disclosed
Statistics Between Q3 2024 and Q3 2025

	Q3 2024 (7/1/2024 – 9/30/2024)	Q3 2025 (7/1/2025 – 9/30/2025)	% Change
Gross Revenue	\$174,074	\$359,594	106.6%
Total # of Jobs	384	528	37.5%
Average Job Size	\$453	\$681	50.2%
Median Job Size	\$325	\$486	--
Highest Job Size	\$5,611	\$6,798	--
Lowest Job Size	\$100	\$78	--
Gross Margin	\$83,225	\$238,004	186.0%
Gross Margin %	47.8%	66.2%	
Total Commercial (B2B) Revenue	\$26,661	\$202,424	659.3%
Commercial (B2B) Revenue as % of Gross Revenue	15.32%	56.29%	41.0%
Total # of B2B Jobs	34	254	647.1%
B2B – Average Job Size	\$784	\$797	1.6%
B2B – Median Job Size	\$588	\$627	--
B2B -Highest Job Size	\$2,224	\$5,653	--
B2B – Lowest Job Size	\$122	\$78	--
# of Commercial Clients	8	111	--
Total Residential Revenue	\$147,413	\$157,170	6.6%
Total # of B2C Jobs	350	274	-21.7%
B2C – Average Job Size	\$421	\$574	36.2%
B2C – Median Job Size	\$318	\$350	--
B2C – Highest Job Size	\$5,611	\$6,798	--
B2C – Lowest Job Size	\$116	\$78	--

Table 1(E)
Year-Over-Year Comparison of Gross Revenue, Commercial (B2B) Revenue, and Disclosed
Statistics Between Q4 2024 and Q4 2025

	Q4 2024 (10/1/2024 – 12/31/2024)	Q4 2025 (10/1/2025 – 12/31/2025)	% Change
Gross Revenue	\$168,405	\$314,450	86.7%
Total # of Jobs	359	469	30.6%
Average Job Size	\$469	\$670	42.9%
Median Job Size	\$266	\$427	--
Highest Job Size	\$6,878	\$30,438	--
Lowest Job Size	\$122	\$20	--
Gross Margin	\$78,549	\$203,585	159.2%
Gross Margin %	46.6%	64.7%	--
Total Commercial (B2B) Revenue	\$24,055	\$208,117	765.2%
Commercial (B2B) Revenue as % of Gross Revenue	14.28%	66.18%	51.9%
Total # of B2B Jobs	25	243	872.0%
B2B – Average Job Size	\$962	\$856	-11.0%
B2B – Median Job Size	\$631	\$484	--
B2B -Highest Job Size	\$6,878	\$30,438	--
B2B – Lowest Job Size	\$122	\$57	--
# of Commercial Clients	10	87	--
Total Residential Revenue	\$144,350	\$106,334	-26.3%
Total # of B2C Jobs	334	226	-32.3%
B2C – Average Job Size	\$432	\$471	8.9%
B2C – Median Job Size	\$254	\$328	--
B2C – Highest Job Size	\$6,370	\$2,978	--
B2C – Lowest Job Size	\$112	\$20	--

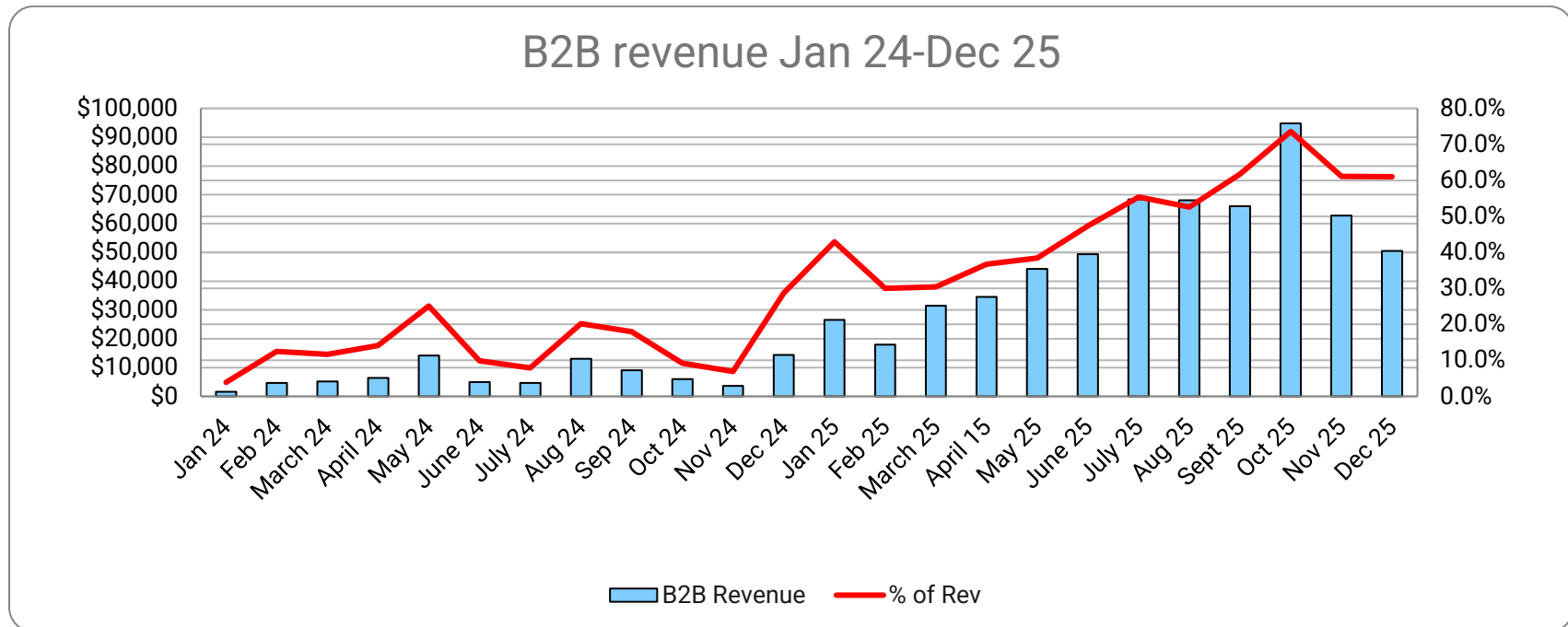
PART II

Gross Revenue and Certain Disclosed and Imputed Expenses of Affiliate-Owned Business During the Measurement Period

	2024 (1/1/2024 – 12/31/2024)		2025 (1/1/2025 – 12/31/2025)	
Gross Revenue	\$618,730.19		\$1,212,492	
<u>Disclosed Cost of Goods Sold (COGS)</u>				
	Total	% of Gross Sales	Total	% of Gross Sales
Wages	\$217,588.17	35.2%	\$246,099.94	20.3%
Payroll Taxes	\$23,088.32	3.7%	\$28,811.51	2.4%
Insurance (Workers’ Comp)	\$7,572.48	1.2%	\$5,588.85	0.5%
Truck Fuel	\$32,731.84	5.3%	\$38,370.79	3.2%
Waste Disposal	\$51,225.07	8.3%	\$93,798.80	7.7%
Total COGS	\$332,205.88	53.7%	\$412,669.89	34.0%
Gross Revenue Less COGS	\$286,524.31	46.3%	\$799,822.11	66.0%
<u>Imputed Fees</u>				
Royalty (Imputed)	\$49,498.42	8.0%	\$96,999.36	8.0%
Brand Fund Contribution (Imputed)	\$15,468.25	2.5%	\$30,312.30	2.5%
Revenue Center (Imputed)	\$34,030.16	5.5%	\$66,687.06	5.5%
Technology Fee (Imputed)	\$7,800.00	1.3%	\$7,800.00	0.6%
Minimum Advertising Spend (Imputed)	\$49,498.42	8.0%	\$96,999.36	8.0%
Total Imputed Fees	\$156,295.25	25.26%	\$298,798.08	24.64%
Gross Revenue Less COGS and Imputed Fees	\$130,229.06	21.05%	\$501,024.03	41.32%

PART III

Commercial (B2B) Revenue of Affiliate-Owned Business During the Measurement Period



2024	Month	Jan. 2024	Feb. 2024	March 2024	April 2024	May 2024	June 2024	July 2024	August 2024	Sept. 2024	Oct. 2024	Nov. 2024	Dec. 2024
	Total B2B Revenue	\$1,644	\$4,694	\$5,184	\$6,355	\$14,220	\$4,983	\$4,694	\$13,055	\$9,012	\$5,974	\$3,688	\$14,393
	B2B Revenue as % of Gross Revenue	3.9%	12.5%	11.7%	14.1%	25.1%	9.9%	7.9%	20.2%	18%	9.2%	6.9%	28.7%
2025	Month	Jan. 2025	Feb. 2025	March 2025	April 2025	May 2025	June 2025	July 2025	August 2025	Sept. 2025	Oct. 2025	Nov. 2025	Dec. 2025
	Total B2B Revenue	\$26,571	\$17,919	\$31,455	\$34,533	\$44,304	\$49,349	\$68,360	\$68,058	\$66,006	\$94,856	\$62,741	\$50,520
	B2B Revenue as % of Gross Revenue	42.9%	30.0%	30.4%	36.7%	38.4%	47.4%	55.4%	52.6%	61.8%	73.6%	61.1%	61.0%

Residential (B2C) Revenue of Affiliate-Owned Business During the Measurement Period

2024	Month	Jan. 2024	Feb. 2024	March 2024	April 2024	May 2024	June 2024	July 2024	August 2024	Sept. 2024	Oct. 2024	Nov. 2024	Dec. 2024
	Total B2C Revenue	\$40,510	\$32,858	\$39,124	\$38,716	\$42,433	\$45,350	\$54,724	\$51,574	\$41,055	\$58,961	\$49,761	\$35,757
	B2C Revenue as % of Gross Revenue	96.1%	87.5%	88.3%	85.9%	74.9%	90.1%	92.1%	79.8%	82.0%	90.8%	93.1%	71.3%
2025	Month	Jan. 2025	Feb. 2025	March 2025	April 2025	May 2025	June 2025	July 2025	August 2025	Sept. 2025	Oct. 2025	Nov. 2025	Dec. 2025
	Total B2C Revenue	\$35,366	\$41,811	\$72,015	\$59,562	\$71,071	\$54,763	\$55,034	\$61,330	\$40,800	\$34,024	\$39,945	\$32,300
	B2C Revenue as % of Gross Revenue	57.1%	70.0%	69.6%	63.3%	61.6%	52.6%	44.6%	47.4%	38.2%	26.4%	38.9%	39.0%