

## **ITEM 18 PUBLIC FIGURES**

We do not 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.

There are 3 types of financial performances representations in this Item 19:

- Chart 1: Overview of Franchise and Company-Owned mobile unit performance by Model that were in operation for the entire calendar year ending December 31, 2025;
- Chart 2: Annual revenue in 2025, which includes revenue comparisons for 2024 vs 2025, for each of the 67 franchised locations by franchise owner (some franchise owners own multiple territories and share mobile units amongst all territories) and 2 company stores, including data for each mobile unit (referenced by Multi Mobile unit Model and Single Mobile unit Model) that were in operation for the entire calendar year ending December 31, 2025; and
- Chart 3: Spreadsheet showing annual revenue history by calendar year in business, for each Multi Territory Franchise Owner and for each Single Territory Franchise Owner, from the beginning of the franchised business.

The sales experience included in Charts 1, 2 and 3 of this Item 19 represents the annual revenue, subject to the assumptions outlined below, of 67 franchised locations by franchise owner and 2 company stores in operation for the entire year from January 1 through December 31, 2025. There are 67 franchised locations in operation as of April 15, 2025. As of December 31, 2025, there were 117 franchised mobile units and 4 Company-Owned mobile units operating throughout the United States and 1 franchised mobile unit operating in Canada.

During 2025, 2 franchise locations did not renew and were excluded from the tables in this Item 19.

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## Chart 1

### Overview of Franchise and Company Store referenced by model for calendar year ending December 31, 2025.

Multi-Mobile unit Model: 2 or more Mobile units

Single Mobile unit Model: 1 Mobile unit

Overview of Franchise Van Performance								
Model	FA Owner	2025 Revenue	Vans	Van Revenue	Low Van Revenue	High Van Revenue	# of owners who attained Van Revenue	% of owners who attained Van Revenue
Multi Van Model	26	\$ 16,585,674	95	\$ 174,586	\$ 44,886	\$ 397,515	6	23%
Average		\$ 637,911	4	\$ 147,258			11	42%
Median		\$ 354,242	2	\$ 142,191			13	50%
Single Van Model	23	\$ 2,928,530	23	\$ 127,327	\$ 37,405	\$ 275,940	10	43%
Average		\$ 127,327	1	\$ 127,327			10	43%
Median		\$ 115,443	1	\$ 115,443			12	52%
Systemwide Total	49	\$ 19,514,204	118					

  

CCI Company Store	Stores	2025 Revenue	Vans	Van Revenue	# attained avg van revenue	% attained avg van revenue
Multi Van Model	1	\$ 468,223	3	\$ 156,074	1	100%
Single Van Model	1	\$ 62,740	1	\$ 62,740	1	100%
Company Store Total	2	\$ 530,963	4			

Overview of Franchise Vans								
Model	FA Owner	% of System Owners	Total Vans	Owner Vans	Low Vans	High Vans	# of owners who attained vans	% of owners who attained vans
Multi Van Model	26	53.1%	95	3.65	2	20	10	38%
Average				4			10	38%
Median				2			26	100%
Single Van Model	23	46.9%	23	1.00	1	1	23	100%
Average				1			23	100%
Median				1			23	100%
Systemwide Total	49	100.0%	118					

  

Overview of Company Stores Vans				# of stores who attained vans	% of stores who attained vans
Stores	% of Stores	Total Vans			
Multi Van Model	1	50.0%	3	1	100%
Single Van Model	1	50.0%	1	1	100%
Systemwide Total	2	100.0%	4		

**Chart 2**

**Annual revenue in 2025 compared with 2024 annual revenue for each of the 67 franchised locations by franchise owner and 2 company stores, including data for each Mobile unit (Referenced by Model and Franchisee)**

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**FRANCHISEE and COMPANY OWNED BUSINESSES  
FOR THE PERIOD OF JANUARY 1 THROUGH DECEMBER 31, 2025 COMPARED WITH  
2024 ANNUAL REVENUE**

MULTI VAN MODEL										
FA	FA Owner	Major Market	Year Started	2025 Revenue	Mobile Unit	AVG Van	2024 Revenue	Mobile Unit	AVG Van	Revenue vs 2024 Revenue
	2 Neff, Zebruaskas, Kaiser	South Bend, Elkhart, Indianapolis, IN	1991	\$5,697,459	20	\$284,873	\$4,120,055	21	* \$196,193	38.29%
	4 Waitekus, Doug & Jill	Chicago, IL;	1991	\$1,738,732	7	\$248,390	\$1,572,846	6	\$262,141	10.55%
	2 Kettelhack, Werner & Alicia	Jacksonville, FL; Brunswick-Savannah, GA	2002	\$641,104	4	\$160,276	\$684,638	4	\$171,160	-6.36%
	1 Hunt, Dave	Sandusky, Cleveland, OH	1994	\$284,154	2	\$142,077	\$289,776	2	\$144,888	-1.94%
	2 McCoy, Andy	Phoenix, Mesa, Scottsdale, AZ	1995	\$336,398	4	\$84,099	\$373,120	4	\$93,280	-9.84%
	1 Shreve, Jesse	Peoria, IL	1995	\$644,641	4	\$161,160	\$666,645	5	\$133,329	-3.30%
	1 Aridjian, Arthur	Los Angeles, CA	1999	\$381,847	2	\$190,923	\$380,590	2	\$190,295	0.33%
	1 Seo, Ben	Orlando, FL	2002	\$291,186	2	\$145,593	\$303,134	2	\$151,567	-3.94%
	1 Koselke/Mendez	Tucson, AZ	2005	\$232,080	2	\$116,040	\$176,555	2	\$88,278	31.45%
	1 Malcolm, Steve	Charlotte, NC	2009	\$150,596	2	\$75,298	\$216,585	2	\$108,293	-30.47%
	1 Strosinski, Jeff	Omaha-Council Bluffs, NE	2009	\$795,029	2	\$397,515	\$706,641	2	\$353,321	12.51%
	1 Crowe, Jim	Fort Payne, AL	2012	\$179,542	4	\$44,886	\$247,046	5	\$49,409	-27.32%
	4 Boyer, Jeff	Arlington, Grapevine, Lewisville, Frisco, TX	2014	\$578,298	5	\$115,660	\$653,377	5	\$130,675	-11.49%
	1 Earnest, Frank & Lena	Northern Oklahoma City, OK	2015	\$373,170	2	\$186,585	\$382,828	3	\$127,609	-2.52%
	1 Fishman, Robert	Westchester, NY	2015	\$654,207	4	\$163,552	\$477,737	3	\$159,246	36.94%
	3 Bennett, Jeff	St. Louis, MO	2015	\$224,962	2	\$112,481	\$272,364	2	\$136,182	-17.40%
	3 Bargemann, Matt	Minneapolis, MN	2015	\$329,891	3	\$109,964	\$291,191	3	\$97,064	13.29%
	2 Perry, Warren	Brandywine, PA & Wilmington, DE	2015	\$227,968	2	\$113,984	\$161,917	2	\$80,959	40.79%
	1 Martin, Curtis	Hershey, PA	2016	\$130,066	2	\$65,033	\$128,047	2	\$64,024	1.58%
	1 McNairy, Lynette	Douglas County, CO	2016	\$372,087	2	\$186,043	\$303,869	3	\$101,290	22.45%
	1 Meunier, Kelley & Bob	Lansing, MI	2016	\$597,518	4	\$149,380	\$726,652	5	\$145,330	-17.77%
	1 Weber, Jeremy	Grand Rapids, MI	2016	\$284,610	2	\$142,305	\$354,011	2	\$177,006	-19.60%
	3 German, Patrick	Clearwater, Tampa, Ft Myers, FL	2016	\$743,069	5	\$148,614	\$420,835	3	\$140,278	76.57%
	1 Chu, Florence - Scott, Joe	San Jose, CA	2017	\$118,639	2	\$59,320	\$193,325	2	\$96,662	-38.63%
	1 Rozsypal, John & Mary-Shea	Ann Arbor, MI	2017	\$387,279	3	\$129,093	\$386,230	3	\$128,743	0.27%
	1 Weil, Eric and Karen	Portland, OR	2017	\$191,142	2	\$95,571	\$201,392	2	\$100,696	-5.09%
42	26 - FA Owners			\$16,585,674	95	\$174,586	\$14,691,404	97	\$151,458	12.89%
FA			Average	\$637,911	4	\$147,258	\$565,054	4	\$139,535	3.44%
			Median	\$354,242	2	\$142,191	\$363,566	3	\$132,002	-2.23%

\* Upholstery is generally done via mobile unit. However, the Neff, Zebruaskas, Kaiser location has a separate physical location providing upholstery services only. Those services are not included in 2025, or 2024, revenue. The upholstery revenue not included in 2025 revenue was \$800,012.03. This upholstery revenue of \$800,012.03 plus 2025 mobile unit revenue of \$5,697,459 totals \$6,497,471. The upholstery revenue not included in 2024 revenue was \$1,904,180. This upholstery revenue of \$1,904,180 plus 2024 mobile unit revenue of \$4,120,055, totals \$6,024,235.

Multi Van Model		Year Started	2025 Mobile			2024			2025 Revenue vs 2024 Revenue
Major Market			Revenue	Unit	AVG Van	Revenue	Vans	AVG Van	
1 CCI company store	Milw, WI	1999	\$468,223	3	\$156,074	\$465,767	3	\$155,256	0.53%
1 Totals									
		Average	\$468,223	3	\$156,074	\$465,767	4	\$155,256	0.53%
		Median	\$468,223	3	\$156,074	\$465,767	4	\$155,256	0.53%

SINGLE VAN MODEL										
FA	FA Owner	Major Market	Year Started	2025			2024			2025 Revenue vs 2024 Revenue
				Revenue	Vans	AVG Van	Revenue	Vans	AVG Van	
1	Parce, Logan	Ashville, NC; Greenfield, SC	1995	\$115,443	1	\$115,443	\$105,611	1	\$105,611	9.31%
1	Selkirk, Graeme	Ontario, Canada	1995	\$68,250	1	\$68,250	\$74,255	1	\$74,255	-8.09%
1	Hoehne, Bernice	Gulfport-Hattiesburg, MS	1996	\$134,895	1	\$134,895	\$132,338	1	\$132,338	1.93%
1	Walker, Steve	Pensacola, Destin, FL	1997	\$195,440	1	\$195,440	\$238,110	2	\$119,055	-17.92%
1	Leavene, Jeremy	Columbia, Jefferson, MO	2002	\$89,975	1	\$89,975	\$89,500	1	\$89,500	0.53%
1	Green, Kevin	Raleigh, NC	2006	\$61,476	1	\$61,476	\$77,378	1	\$77,378	-20.55%
1	Olin, Earnie	Atlanta, GA	2013	\$104,613	1	\$104,613	\$94,300	1	\$94,300	10.94%
2	East, Chris	Columbus, OH	2015	\$188,967	1	\$188,967	\$213,115	1	\$213,115	-11.33%
1	Lawrence, Tim	New Orleans, LA	2015	\$43,892	1	\$43,892	\$79,347	1	\$79,347	-44.68%
1	Leimone, Susan	Houston, TX	2016	\$162,870	1	\$162,870	\$155,353	1	\$155,353	4.84%
1	Budel, Franz	Miami, FL	2016	\$72,020	1	\$72,020	\$74,024	1	\$74,024	-2.71%
1	Bensimon, Andrew	Leesburg, VA	2017	\$141,785	1	\$141,785	\$128,003	1	\$128,003	10.77%
1	Francis, Tom	Thomaston, CT	2017	\$46,281	1	\$46,281	\$47,576	1	\$47,576	-2.72%
2	Wein, Jeremy & Heather	Atlanta, GA	2017	\$231,872	1	\$231,872	\$166,070	1	\$166,070	39.62%
1	Batchelder, Paul	Mobile, AL	2018	\$242,631	1	\$242,631	\$237,287	1	\$237,287	2.25%
1	Cruz, Anthony & Renaldo	Bethlehem, PA	2018	\$275,940	1	\$275,940	\$225,507	1	\$225,507	22.36%
1	Lui, Heather	NE Minneapolis	2018	\$196,311	1	\$196,311	\$144,276	1	\$144,276	36.07%
1	Smith, Anthony	Colorado Springs, CO	2018	\$121,809	1	\$121,809	\$127,729	2	\$63,865	-4.64%
1	Smith, Paul	Eric, PA	2018	\$143,994	1	\$143,994	\$112,972	1	\$112,972	27.46%
1	Hughes, Jeff	Provo, UT	2022	\$113,755	1	\$113,755	\$122,893	1	\$122,893	-7.44%
1	Yamamoto, Greg	Pearl City, HI	2022	\$73,170	1	\$73,170	\$131,249	1	\$131,249	-44.25%
1	Florendo, Schubert	Roseville, CA	2024	\$65,737	1	\$65,737				
1	Hunt, Farrell & Morgan	SE Idaho	2024	\$37,405	1	\$37,405				
25	23 - FA Owners			\$2,928,530	23	\$127,327	\$2,776,893	23	\$120,734.48	5.46%
FA			Average	\$127,327	1	\$127,327	\$132,233	1	\$123,523	0.08%
			Median	\$115,443	1	\$115,443	\$127,729	1	\$119,055	0.53%

Single Van Model	Major Market	Year Started	2025			2024			2025 Revenue vs 2024 Revenue	
			Revenue	Vans	AVG Van	Revenue	Vans	AVG Van		
1	CCI company store	Cleves, OH	2019	\$62,740	1	\$62,740	\$74,157	1	\$74,157	-15.40%
1	Totals									
			Average	\$62,740	1	\$62,740	\$74,157	1	\$74,157	-15.40%
			Median	\$62,740	1	\$62,740	\$74,157	1	\$74,157	-15.40%

Chart 2: Basis of Compilation

The sales experience included above in Chart 1 and 2 of this Item 19 represents the annual revenue, subject to the assumptions outlined below, of 69 locations (67 franchised and 2 company owned) in operation for the entire year from January 1 through December 31, 2025. There are 67 franchised locations in operation as of April 15, 2026. As of December 31, 2025, there were 117 franchised mobile units and 4 Company-Owned mobile units operating throughout the United States and 1 franchised mobile unit operating in Canada.

Of the 67 franchised locations operating for the full 12 month period from January 1 through December 31, 2025, there were 26 franchise owners that operated with two and more mobile units referenced as the Multi Mobile Unit Model, and 23 franchise owners that operated with one mobile unit referenced to as the Single Mobile Unit Model.

Some franchise owners own multiple territories and share franchised mobile units amongst all territories. There are 49 independent franchise owners and 26 of those independent franchise owners operate two or more franchise locations, as described in the first column of Chart 2.

**Chart 3**

**Spreadsheet showing annual revenue history for Multi Territory Franchise Owners and Single Territory Franchise Owners, with Company Store operations listed separately**

STATEMENT OF ACTUAL HISTORICAL REVENUE  
FOR EACH FULL CALENDAR YEAR

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## MULTI TERRITORY FRANCHISE OWNERS

Start Date	FA	Last Name	Market	Model	First Full Calendar Year as described (or disclosed) in this Item 19				
					1 Year	2 Years	3 Years	4 Years	5 Years
Jul-91	4	Waitekus	Chicago, IL	Multi Territory	<sup>2</sup> \$125,005	\$196,578	\$281,208	\$402,221	\$467,353
Jul-02	2	Waitekus - Kettelhack	Jacksonville, FL; Savannah, GA	Multi Territory					
Jul-91	2	Neff, Kaiser, Zebrauskas	South Bend, Elkhart, Goshen, Ft. Wayne, Indianapolis, IN	Multi Territory	\$80,285	\$208,536	\$268,475	\$330,237	\$331,428
Aug-95	2	McCoy	Phoenix, Mesa, Scottsdale, AZ	Multi Territory	\$212,872	\$275,988	\$372,141	\$527,155	\$677,385
Feb-15	4	Boyer	Arlington, Grapevine, Lewisville, Frisco, TX	Area Developer	\$70,469	\$255,139	\$425,631	<sup>2,3</sup> \$630,016	<sup>4</sup> \$580,702
Mar-15	3	Bargemann	Minneapolis, MN	Multi Territory	\$101,002	\$197,493	<sup>2,3</sup> \$235,592	\$223,880	\$228,386
Mar-15	3	Bennett	St Louis, MO	Area Developer	\$104,343	<sup>2</sup> \$145,966	\$200,857	<sup>3</sup> \$190,611	\$203,970
Jun-15	2	Perry	Brandywine, PA & Wilmington, DE	Multi Territory	\$114,762	<sup>2</sup> \$125,411	\$106,714	\$102,650	\$100,852
Jun-15	2	East	Columbus, OH	Multi Territory	<sup>2</sup> \$170,639	\$240,395	\$225,058	\$205,135	\$148,445
Aug-16	3	German	Clearwater, Tampa, Ft. Meyers FL	Multi Territory	\$126,228	\$131,796	<sup>2</sup> \$207,665	\$198,557	\$173,703
Aug-17	2	Wein	Atlanta, GA	Multi Territory	<sup>2</sup> \$75,839	\$148,659	\$131,011	\$164,436	\$155,791
	29			<b>Average Sales</b>	\$118,144	\$192,596	\$245,435	\$297,490	\$306,802
			# Owners who Attained Average Sales		4	6	4	4	4
			% Owners who Attained Average Sales		40%	60%	40%	40%	40%
			Median Sales		\$109,553	\$197,036	\$230,325	\$214,508	\$216,178
Dec-99		Company	Milwaukee, WI;	Multi Territory	\$221,098	\$319,287	\$359,941	\$424,479	\$483,742
			# Stores who Attained Average Sales		1	1	1	1	1
			% Stores who Attained Average Sales		100%	100%	100%	100%	100%

Last Name	6 Years	7 Years	8 Years	9 Years	10 Years	11 Years	12 Years	13 Years
Waitekus	\$486,595	\$694,763	\$941,191	\$924,913	\$1,090,500	\$1,013,993	<sup>3</sup> \$883,139	\$886,813
Waitekus - Kettelhack							\$443,837	\$566,804
Neff, Kaiser, Zebrauskas	\$330,875	\$353,570	\$356,400	\$355,665	\$365,950	\$453,953	\$568,108	\$762,686
McCoy	\$730,042	\$712,988	\$769,415	\$743,592	\$825,710	\$1,033,568	\$1,058,864	\$883,834
Boyer	\$744,997	\$761,679	\$617,339	\$653,377	\$578,298			
Bargemann	\$280,391	\$308,382	\$328,525	\$291,191	\$329,891			
Bennett	\$231,697	\$233,200	\$283,184	\$272,364	\$224,962			
Perry	\$159,603	\$161,952	\$282,656	\$161,917	\$227,968			
East	\$165,201	\$194,260	\$218,589	\$213,115	\$188,967			
German	\$163,187	<sup>3</sup> \$257,216	\$420,835	\$743,069				
Wein	\$174,339	\$166,070	\$231,872					
	\$346,693	\$384,408	\$445,001	\$484,356	\$479,031	\$833,838	\$738,487	\$775,034
	<sup>3</sup>	<sup>3</sup>	<sup>3</sup>	<sup>4</sup>	<sup>3</sup>	<sup>2</sup>	<sup>2</sup>	<sup>2</sup>
	30%	30%	30%	44%	38%	67%	50%	50%
	\$256,044	\$282,799	\$342,463	\$355,665	\$347,920	\$1,013,993	\$725,623	\$823,260
Company	\$475,244	\$515,750	\$676,768	\$738,056	\$693,157	\$651,524	\$624,036	\$727,680
	1	1	1	1	1	1	1	1
	100%	100%	100%	100%	100%	100%	100%	100%

Last Name	14 Years	15 Years	16 Years	17 Years	18 Years	19 Years	20 Years	21 Years
Waitekus	\$759,511	\$775,787	\$870,064	\$871,400	\$823,401	\$830,787	\$887,691	\$1,040,410
Waitekus - Kettelhack	\$698,505	\$784,235	\$1,011,779	\$758,935	\$638,244	\$679,105	\$844,972	\$927,314
Neff, Kaiser, Zebrauskas	\$961,383	\$953,511	\$814,458	\$537,215	\$375,906	\$545,285	\$488,056	\$854,513
McCoy	\$662,528	\$703,409	\$728,999	\$695,244	\$716,905	\$690,139	\$669,830	\$679,215
Boyer								
Bargemann								
Bennett								
Perry								
East								
German								
Wein								
	\$770,482	\$804,235	\$856,325	\$715,699	\$638,614	\$686,329	\$722,637	\$875,363
	1	1	2	2	2	2	2	2
	25%	25%	50%	50%	50%	50%	50%	50%
	\$729,008	\$780,011	\$842,261	\$727,090	\$677,574	\$684,622	\$757,401	\$890,914
Company	\$805,727	\$819,681	\$746,725	\$700,244	\$671,053	\$716,769	\$645,945	\$574,811
	1	1	1	1	1	1	1	1
	100%	100%	100%	100%	100%	100%	100%	100%

Last Name	23 Years	24 Years	25 Years	26 Years	27 Years	28 Years	29 Years	30 Years
Waitekus	\$1,184,333	\$1,271,726	\$1,315,042	\$1,334,580	\$1,535,778	\$1,558,322	\$1,430,001	\$1,445,276
Waitekus - Kettelhack	\$884,581	\$910,491	\$912,264	\$1,054,177	\$933,629	\$917,083	\$740,230	\$748,801
Neff, Kaiser, Zebrauskas	\$2,339,629	\$2,512,394	\$3,981,855	\$5,146,801	\$5,392,251	\$4,551,291	\$4,180,041	\$6,326,449
McCoy	\$690,378	\$599,380	\$443,049	\$444,840	\$424,404	\$368,505	\$373,120	\$336,398
Boyer								
Bargemann								
Bennett								
Perry								
East								
German								
Wein								
	\$1,274,730	\$1,323,498	\$1,663,053	\$1,995,100	\$2,071,516	\$1,848,800	\$1,680,848	\$2,214,231
	1	1	1	1	1	1	1	1
	25%	25%	25%	25%	25%	25%	25%	25%
	\$1,034,457	\$1,091,109	\$1,113,653	\$1,194,379	\$1,234,704	\$1,237,703	\$1,085,116	\$1,097,039
Company	\$533,720	\$540,889	\$465,767	\$468,223				
	1	1	1	1				
	100%	100%	100%	100%				

Last Name	31 Years	32 Years	33 Years	34 Years
Waitekus	\$1,419,424	\$1,544,885	\$1,572,846	\$1,738,732
Waitekus - Hettelhack	\$750,791	\$654,029	\$684,608	\$641,104
Wheff, Kaiser, Zebrauskas	\$7,716,899	\$6,863,645	\$6,024,235	\$5,697,459
McCoy				
Boyer				
Bargemann				
Bennett				
Perry				
East				
German				
Wein				
	\$3,295,705	\$3,020,853	\$2,760,563	\$2,692,432
	1	1	1	1
	33%	33%	33%	33%
	\$1,419,424	\$1,544,885	\$1,572,846	\$1,738,732

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## SINGLE TERRITORY FRANCHISE OWNERS

Last Name	Start Date	FA	Last Name	Market	First Full Calendar Year as described (or disclosed) in this Item 19					
					Model	1 Year	2 Years	3 Years	4 Years	5 Years
Hunt	Apr-94	1	Hunt	Sandusky, Cleveland, OH	Single Territory	\$29,536	\$61,798	\$56,645	\$75,895	\$74,225
Shreve	May-95	1	Shreve	Peoria, IL	Single Territory	\$156,895	\$242,109	\$336,005	\$382,941	\$494,201
Parce	May-95	1	Parce	Ashville, NC; Greenfield	Single Territory	\$82,404	\$97,981	\$98,925	\$86,235	\$131,700
Selkirk	Jul-95	1	Selkirk	Ontario, Canada	Single Territory	\$89,100	\$92,356	\$141,776	\$197,335	\$197,324
Hoehne	Jul-96	1	Hoehne	Gulfport-Hattiesburg, MS	Single Territory	\$76,190	\$138,946	\$182,620	\$237,178	\$302,276
Walker	Aug-97	1	Walker	Pensacola, Destin, FL	Single Territory	\$64,055	\$86,080	\$109,330	\$139,030	\$143,675
Aridjian	Sep-99	1	Aridjian	Los Angeles, CA	Single Territory	\$82,902	\$164,493	\$275,340	\$239,795	\$250,060
Seo	Feb-02	1	Seo	Orlando, FL	Single Territory	\$225,702	\$283,279	\$317,845	\$256,939	\$192,764
Leavene	Feb-02	1	Leavene	Columbia, Jefferson, MO	Single Territory	\$24,862	\$23,550	\$22,221	\$24,894	\$28,195
Koselke	May-05	1	Koselke	Tucson, AZ	Single Territory	\$158,043	\$196,509	\$221,098	\$209,834	\$270,868
Green	Oct-06	1	Green	Raleigh, NC	Single Territory	\$28,805	\$80,458	\$140,883	\$88,011	\$103,628
Malcolm	May-09	1	Malcolm	Charlotte, NC	Single Territory	\$131,150	\$130,793	\$144,957	\$155,569	\$148,467
Strosinski	Aug-09	1	Strosinski	Omaha-Council Bluffs,	Single Territory	\$332,855	\$351,335	\$390,285	\$390,585	\$478,132
Crowe	Feb-12	1	Crowe	Fort Payne, Alabama	Single Territory	\$153,913	\$157,682	\$127,376	\$134,623	\$182,535
Olin	Dec-13	1	Olin	Alpharetta, Atlanta, GA	Single Territory	\$35,511	\$89,094	\$116,993	\$136,800	\$117,838
Lawrence	May-15	1	Lawrence	New Orleans, LA	Single Territory	\$91,723	\$93,462	\$78,952	\$51,596	\$42,102
Fishman	Jun-15	1	Fishman	Westchester, NY	Single Territory	\$142,022	\$151,110	\$194,930	\$197,093	\$204,145
Earnest	Aug-15	1	Earnest	Oklahoma City, OK	Single Territory	\$47,521	\$122,940	\$227,585	\$304,852	\$233,845
McNairy	Feb-16	1	McNairy	Douglas County, CO	Single Territory	\$88,582	\$94,544	\$182,296	\$168,602	\$229,478
Leimone	Feb-16	1	Leimone	Houston, TX	Single Territory	\$144,259	\$110,229	\$125,922	\$179,139	\$200,494
Meunier	Apr-16	1	Meunier	Grand Blanc, MI	Single Territory	\$435,760	\$594,960	\$615,693	\$512,962	\$630,865
Martin	May-16	1	Martin	Hershey, PA	Single Territory	\$40,188	\$37,461	\$73,715	\$80,729	\$115,491
Weber	May-16	1	Weber	Grand Rapids, MI	Single Territory	\$223,503	\$318,791	\$296,752	\$189,117	\$295,349
Budel	Aug-16	1	Budel	N. Miami, FL	Single Territory	\$103,231	\$133,918	\$130,173	\$115,757	\$94,163
Bensimon	Feb-17	1	Bensimon	Leesburg, VA	Single Territory	\$134,695	\$146,444	\$116,911	\$155,400	\$189,608
Chu	Mar-17	1	Chu	San Jose, CA	Single Territory	\$109,679	\$144,498	\$175,524	\$231,987	\$280,750
Francis	Mar-17	1	Francis	Thomaston, CT	Single Territory	\$61,526	\$61,491	\$60,646	\$70,279	\$65,020
Rozsypal	Apr-17	1	Rozsypal	Ann Arbor, MI	Single Territory	\$205,888	\$252,286	\$201,390	\$274,531	\$278,580
Weil	Sep-17	1	Weil	Portland, OR	Single Territory	\$115,717	\$138,835	\$140,813	\$165,646	\$179,855
Smith, A	Jun-18	1	Smith, A	Colorado Springs, CO	Single Territory	\$122,672	\$123,628	\$148,121	\$140,627	\$151,300
Cruz	Jan-18	1	Cruz	Bethlehem, PA	Single Territory	\$69,565	\$103,376	\$116,382	\$186,579	\$199,941
Batchelder	May-18	1	Batchelder	Mobile, AL	Single Territory	\$122,459	\$131,861	\$187,535	\$205,190	\$241,953
Lui	Jan-18	1	Lui	NE Minneapolis	Single Territory	\$116,714	\$150,779	\$234,305	\$242,416	\$180,099
Smith, P	Oct-18	1	Smith, P	Erie, PA	Single Territory	\$65,186	\$65,146	\$93,337	\$105,669	\$110,333
Hughes	Aug-22	1	Hughes	Provo, UT	Single Territory	\$110,091	\$122,893	\$113,755		
Yamamoto	Oct-22	1	Yamamoto	Pearl City, HI	Single Territory	\$128,789	\$131,249	\$73,170		
Florendo	Dec-23	1	Florendo	Roseville, CA	Single Territory	\$65,737				
Hunt	Jan-24	1	Hunt	SE Idaho	Single Territory	\$37,405				
		38			<b>Average Sales</b>	<b>\$117,232</b>	<b>\$150,732</b>	<b>\$174,172</b>	<b>\$186,289</b>	<b>\$207,037</b>
				# Owners who Attained Average Sales		15	11	15	16	12
				% Owners who Attained Average Sales		39%	31%	42%	47%	35%
				Median Sales		\$106,455	\$131,021	\$141,329	\$173,871	\$191,186
CCI Ohio	Aug-19		CCI Ohio	Cleves, OH	Single Territory	\$40,519	\$53,922	\$62,289	\$64,361	\$74,157
				# Stores that Attained Average Sales		1	1	1	1	1
				% Stores that Attained Average Sales		100%	100%	100%	100%	100%