

ITEM 19: FINANCIAL PERFORMANCE REPRESENTATIONS

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 franchised business or under particular circumstances.

The following representation is an historic financial performance representation about our existing franchised outlets that were in operation for at least six months during calendar years 2021 - 2024. As of December 31, 2024, we had 39 franchised outlets in the Blue Nose System. As of December 31, 2023, we had 18 franchised outlets in the Blue Nose System. As of December 31, 2022, we had 19 franchised outlets in the Blue Nose System. As of December 31, 2021, we had 27 franchised outlets in the Blue Nose System. The data below represents the annual Gross Sales¹ of the 39 franchised outlets, which were open as of December 31, 2024, and operated continuously for at least six months during calendar year 2024. During calendar year 2023, 5 outlets were excluded as they did not operate continuously for at least six months. During calendar year 2022, 20 outlets were excluded as they did not operate continuously for at least six months. During calendar year 2021, 4 outlets were excluded as they did not operate continuously for at least six months

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		2021	2022	2023	2024
Top Third	High	\$13,724.05	\$18,723.38	\$106,581.34	\$72,627.29
	Middle	\$5,561.97	\$9,540.84	\$36,936.56	\$23,643.27
	Low	\$3,000.82	\$7,531.75	\$20,254.36	\$13,059.99
	Average	\$7,982.46	\$11,931.99	\$54,590.75	\$36,443.52
	Median	\$5,682.12	\$9,540.83	\$36,936.55	\$22,210.00
Middle Third	High	\$2,071.41	\$4,188.50	\$9,091.95	\$5,776.39
	Middle	\$1,231.80	\$1,763.33	\$5,221.35	\$3,364.01
	Low	\$585.00	\$690.00	\$3,442.50	\$1,590.50
	Average	\$1,384.96	\$2,149.57	\$5,918.60	\$3,378.32
	Median	\$1,437.70	\$1,895.00	\$5,221.35	\$2,998.50
Bottom Third*	High	\$266.67	\$270.13	\$1,887.41	\$510.20
	Middle	\$0.00*	\$80.00	\$625.00	\$350.00
	Low	\$0.00*	\$0.00*	\$0.00*	\$60.00
	Average	\$100.00	\$100.04	\$717.83	\$306.73
	Median	\$0.00	\$0.00	\$600.00	\$350.00

*Despite being open and in operation for at least six months during calendar year 2024, 2 outlets did not actively engage in the Franchised Business and did not report booking any jobs or generating revenue.

¹ “Gross Sales” means the gross receipts of every kind and nature for sales of all products and services made in, upon, from, or through operation of the Franchised Business, and income of every other kind and nature related to the Franchised Business, whether for products, services, exchange, credit, cash, or check less the amount of refunds, tax collections, or allowances or discounts to customers, including discounts attributable to coupon sales.

² These figures have not been audited.

Written substantiation will be made available to you upon reasonable request.

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.

Other than the above disclosure, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Mr. Tanner Harris at 2548 Akron Street, Denver, Colorado, 80238 or (703) 615-7196, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

TABLE 1
Systemwide Outlet Summary
For years 2022, 2023, 2024

Outlet Type	Year	Outlets at the State of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	33	25	-8
	2023	25	20	-5
	2024	20	39	+19
Company Owned	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
Total Outlets	2022	34	26	-8
	2023	26	21	-5
	2024	21	40	+19

TABLE 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For years 2022, 2023, 2024

State	Year	Number of Transfers
None	2022	0
	2023	0
	2024	0
Total	2022	0
	2023	0
	2024	0