

Provision	Section in Franchise Agreement	Summary
t. Integration/merger clause	25	Only the terms of the Franchise Agreement are binding (subject to applicable state law). Any representations or promises outside of the disclosure document or the Franchise Agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	26.1	Subject to state law, either party may submit a claim arising out of the Agreement to non-binding mediation; however, the parties will not be required to pursue mediation of any claim as a prerequisite to commencing legal proceedings.
v. Choice of forum	26.3	Subject to state law, all claims must be filed in the jurisdiction where we have our principal place of business, which is currently Seattle, Washington.
w. Choice of law	26.2	Subject to state law, Washington law applies.

**ITEM 18
PUBLIC FIGURES**

We do not use any public figures to promote our franchises.

**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.

The following tables present the Average Gross Sales and Certain Expenses for 21 franchised businesses and four Company-Owned Businesses that were in operation during the entire calendar year in 2025 and that have been in operation for at least 12 months. There were 26 franchised businesses and 5 Company-Owned Businesses in operation as of December 31, 2025. This financial performance representation excludes the performance of 5 franchised businesses that opened in 2025, two franchised businesses that closed in 2025, one franchised business that operated for a portion of 2025 but did not report financial statements to us, one Company-Owned Business that opened in 2025 and one Company-Owned Business that was sold to a franchisee in 2025.

TABLE 1
2025 AVERAGE GROSS SALES AND CERTAIN EXPENSES
OF 21 FRANCHISED AND 4 COMPANY-OWNED BUSINESSES

	SYSTEMWIDE	FRANCHISED	COMPANY-OWNED
No. of Businesses	25	21	4
Average Gross Sales²	\$486,745	\$347,803	\$1,216,186
Cost of Services Performed			
Vendors ³	53%	56%	49%
Job Materials	1%	1%	1%
Certain Expenses			
Insurance	2%	2%	3%
Local Advertising ⁴	1%	1%	0%
Royalty	8%	8%	8%
National Brand Fund	2%	2%	2%
Software/Office ⁵	1%	2%	1%
Travel	1%	1%	1%
Range of Gross Sales	\$11,679 - \$1,930,341	\$11,679 - \$1,930,341	\$1,216,186 - \$1,216,186
Median Gross Sales	\$366,475	\$208,259	\$1,216,186
No. and % of Businesses that Exceeded Average Gross Sales	7 (28%)	9 (43%)	0(0%)

TABLE 2
2025 AVERAGE GROSS SALES AND CERTAIN EXPENSES
OF 21 FRANCHISED BUSINESSES BY YEARS IN OPERATION

	Open 12 to 36 Months	Open More Than 36 Months
No. of Businesses In Each Group	6	15
Average Gross Sales²	\$148,824	\$427,395
Cost of Services Performed		
Vendors ³	45%	57%
Job Materials	1%	1%
Certain Expenses		
Insurance	3%	1%
Local Advertising ⁴	0%	1%
Royalty	8%	8%
National Brand Fund	2%	2%
Software/Office ⁵	2%	1%
Travel	1%	1%
Range of Gross Sales	\$11,679 - \$481,553	\$96,535 - \$1,930,341
Median Gross Sales	\$117,295	\$366,475

	Open 12 to 36 Months	Open More Than 36 Months
No. and % of Businesses in each Category that Exceeded Average Gross Sales	2 (33%)	6 (40%)

TABLE 3
2025 AVERAGE GROSS SALES BY YEARS IN OPERATION
OF 21 FRANCHISED AND 4 COMPANY-OWNED BUSINESSES

Years Of Operation	No. of Businesses	Average Gross Sales	Range of Gross Sales	Median Gross Sales	No. and % of Businesses That Exceeded the Average
Franchised Businesses In Operation 12 – 36 Months	6	\$148,824	\$11,679 - \$481,553	\$117,295	2 (33%)
Franchised Business In Operation More Than 36 Months	15	\$427,395	\$96,535 - \$1,930,341	\$366,475	6 (40%)
Company Operated Businesses In Operation More than 36 Months*	4	\$1,216,186	\$1,216,186 - \$1,216,186	\$1,216,186	0 (0%)
Systemwide Business In Operation 12 – 36 Months	6	\$148,824	\$11,679 - \$481,553	\$117,295	2 (33%)
Systemwide Businesses In Operation More than 36 Months	19	\$593,456	\$96,535 - \$1,930,341	\$436,111	6 (32%)

*There were no Company-Owned Businesses in operation less than 36 Months.

TABLE 4
2025 AVERAGE GROSS SALES BY SALES BANDS
OF 21 FRANCHISED AND 4 COMPANY-OWNED BUSINESSES

	Franchised Business – Gross Revenues Less Than \$100,000	Franchised Business – Gross Revenues More Than \$100,000	Company-Owned - Gross Revenues More Than \$100,000	Systemwide - Gross Revenues Less Than \$100,000	Systemwide - Gross Revenues Less Than \$100,000
No. of Businesses	3	18	4	3	22
Average Gross Revenues	\$39,964.60	\$399,109.68	\$1,216,186	\$39,964.60	547,669.07
Range of Gross Revenues	\$11,679.40 - \$96,535.00	\$101,065.39 - \$1,930,341.15	\$1,216,186 - \$1,216,186	\$11,679.40 - \$96,535.00	\$101,065.39 - \$1,930,341.15
Median Gross Revenues	\$11,679.40	303,973.91	\$1,216,186	\$11,679.40	401,292.87
No. and % of Businesses That Met or Exceeded The Average Gross Revenues	1 (33%)	7 (39%)	0 (0%)	1 (33%)	7 (32%)

*There were no Company-Owned Businesses with Gross Revenues less than \$100,000.

NOTES

1. "Gross Sales" means the aggregate amount of all revenues generated from the sale of all services, products, merchandise and all other income of every kind related to each ManageMowed business (including the proceeds from business interruption insurance), whether for cash or credit (and regardless of collection in the case of credit), except Gross Sales does not include: (1) the amount of any credits, allowances and adjustments; (2) the amount of any sales taxes or other taxes collected from customers and paid directly to the appropriate taxing authority; (3) proceeds from insurance with respect to property damage or liability; (4) proceeds from any civil forfeiture, condemnation or seizure by governmental entities; (5) the value of tips and/or gifts paid to staff or Vendors; and (6) uncollectable amounts (up to 0.5% of Gross Sales only).
2. Of the 21 Franchised Businesses represented in this financial performance representation, three franchisees were Multi-Territory Franchisees that reported their revenues and expenses to us on a consolidated basis for both of their Franchised Business territories and we allocated 50% of the reported revenues and expenses to each Franchised Business territory that they operated . The four Company Operated Businesses operate on a consolidated basis and we allocated 25% of the reported revenues and expenses to each business territory.
3. "Vendors" includes third party labor and expenses of Vendors of the franchised ManageMowed businesses.
4. "Local Advertising" includes all local advertising expenses of the franchised ManageMowed businesses and excludes National Brand Fund contributions. Canvassing local businesses would qualify as local advertising; however, these expenses are covered in the Employee data.
5. "Software/Office" includes the costs of software licenses and office supplies.

The franchised ManageMowed businesses reflected in this financial performance representation offer services for sale that are substantially similar to the services that you will offer for sale in your ManageMowed business.

The results shown in this financial performance representation for the ManageMowed businesses were prepared from reports provided to us by our franchisees. The results are unaudited.

You should conduct an independent investigation of the costs and expenses you will incur in operating your ManageMowed Business. Franchisees or former franchisees listed in this disclosure document may be one source of this information.

Some ManageMowed Businesses have sold this much. Your individual results may differ. There is no assurance that you'll sell as much.

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

Other than the preceding financial performance representation, we do not make any financial performance representations. 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 ManageMowed business, however, we may provide you with the actual records of that Business. 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 Peter Roberts, Co-Founder, ManageMowed Franchising, LLC, at 144 Railroad Avenue, Suite 101, Edmonds, Washington 98020, or by phone at (866) 623-9749; the Federal Trade Commission; and the appropriate state regulatory agencies.

**ITEM 20
OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1
Systemwide Outlet Summary
For Years 2023 to 2025***

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised Outlets	2023	21	21	0
	2024	21	23	+2
	2025	23	26	+3
Affiliate-Owned**	2023	5	5	0
	2024	5	5	0
	2025	5	5	0
Total Outlets	2023	26	26	0
	2024	26	28	+2
	2025	28	31	+3

* As of December 31 of each year.

**Table No. 2
Transfers of Outlets from Franchisees to New Owners
(Other than the Franchisor)
For Years 2023 to 2025***

State	Year	Number of Transfers
WA	2023	0
	2024	1
	2025	0
Total	2023	0
	2024	1
	2025	0

* As of December 31 of each year. States not listed had no activity to report.

**Table No. 3
Status of Franchised Outlets
For Years 2023 to 2025***

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations Other Reasons	Outlets at End of the Year
CA	2023	2	0	0	0	0	0	2
	2024	2	0	0	0	0	0	2
	2025	2	1	1	0	0	0	2
CO	2023	3	0	0	0	0	0	3
	2024	3	0	0	0	0	0	3
	2025	3	0	0	0	0	0	3