

s. Modification of the agreement	FA: § 18.4	No modification or amendment of the agreement will be effective unless it is in writing and signed by both parties. This provision does not limit our right to modify the Manual or system specifications.
t. Integration/merge r clause	FA: § 18.3	Only the terms of the agreement are binding (subject to state law). Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable. However, no claim made in any franchise agreement is intended to disclaim the express representations made in this Disclosure Document.
u. Dispute resolution by arbitration or mediation	FA: § 17.1	All disputes are resolved by arbitration (except for injunctive relief) (subject to applicable state law).
v. Choice of forum	FA: §§ 17.1; 17.5	Arbitration will take place where our headquarters is located (currently, Jupiter, Florida) (subject to applicable state law). Any legal proceedings not subject to arbitration will take place in the District Court of the United States, in the district where our headquarters is then located, or if this court lacks jurisdiction, the state courts of the state and county where our headquarters is then located (subject to applicable state law).
w. Choice of law	FA: § 18.8	Florida (subject to applicable state law).

For additional disclosures required by certain states, refer to Exhibit H - State Addenda to Disclosure Document

### **Item 18 Public Figures**

We do not use any public figure 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.

## **Section I – Background**

### **Corporate Outlet**

Our affiliate, All Dry Services, LLC, has operated a business of the type offered in this Disclosure Document in Jupiter, Florida since April of 2014 (the “Corporate Outlet”). The Corporate Outlet operated continuously from January 1, 2023 to December 31, 2023 (“2023”) and from January 1, 2024 to December 31, 2024 (“2024”) and provided services within an area consisting of an estimated 370,000 people, which is approximately equal to one and a half territories under this Disclosure Document.

The Corporate Outlet did not pay us an initial franchise fee and has not paid us royalty fees or brand marketing fund fees. The Corporate Outlet also maintains a physical location for its business and incurs applicable expenses for rent and utilities. Our franchisees are not required to obtain a physical location and are expected to operate their franchises from their homes.

### **2023 Disclosed Franchisees**

Section II of this Item 19 discloses certain historical Gross Revenue from certain All Dry businesses that were in operation for all of 2023. As of December 31, 2022, there were one hundred and sixteen (116) All Dry franchised businesses open and operating (the “2022 Franchises”) in addition to the one (1) Corporate Outlet. Fourteen (14) of the 2022 Franchises closed during 2023 and are excluded from Section II of this Item 19 because they did not operate for all of 2023. Eight (8) of the 2022 Franchises underwent transfers during 2023 and have been excluded from Section II of this Item 19 due to the changes in ownership they went through during 2023. Twelve (12) of the 2022 Franchises were non-compliant in that they did not report complete Gross Revenue for 2023 to us through QuickBooks, and we have excluded these twelve (12) businesses from Section II of this Item 19 because the Gross Revenue figures we obtained from their CRM software are not reliable. The remaining eighty-two (82) 2022 Franchises operated continuously during 2023 (the “2023 Disclosed Franchises”). The 2023 Disclosed Franchises ranged in size from one (1) to twenty-six (26) Territories with an average of four (4) Territories. There were twenty-one (21) new All Dry franchised businesses that opened during 2023, but we have excluded them from Section II of this Item 19 because they did not operate for all of 2023.

### **2024 Disclosed Franchisees**

Section III of this Item 19 discloses certain historical Gross Revenue from certain All Dry businesses that were in operation for all of 2024. As of December 31, 2023, there were one hundred and sixteen (116) All Dry franchised businesses open and operating (the “2023 Franchises”) in addition to the one (1) Corporate Outlet. Sixteen (16) of the 2023 Franchises permanently closed during 2024 and are excluded from Section III of this Item 19 because they did not operate for all of 2024. Nine (9) of the 2023 Franchises temporarily closed for different periods of time during 2024 and are excluded from Section III of this Item 19 because they did not operate for all of 2024. Seven (7) of the 2023 Franchises underwent transfers during 2024 and have been excluded from Section III of this Item 19 due to the changes in ownership they went through during 2024. One (1) of the 2023 Franchises was non-compliant in that it did not report complete Gross Revenue for 2024 to us through QuickBooks, and we have excluded this one (1) All Dry business from Section III of this Item 19 because the Gross Revenue figures we obtained from its

CRM software are not reliable. One (1) of the 2023 Franchises was operated in connection with another of the 2023 Franchises; while these two franchises are separate “outlets,” they are owned by the same franchisee and share services, so their Gross Revenues for 2024 have been combined in Section III of this Item 19. The remaining eighty-two (82) 2023 Franchises operated continuously during 2024 (the “2024 Disclosed Franchises”). The 2024 Disclosed Franchises ranged in size from one (1) to twenty-six (26) Territories with an average of 4.2 Territories. There were five (5) new All Dry franchised businesses that opened during 2024, but we have excluded them from Section III of this Item 19 because they did not operate for all of 2024.

“Gross Revenue,” as used in this Item 19, has the same meaning as “Gross Sales,” as used in this Disclosure Document and the Franchise Agreement, which means the total dollar amount of all sales generated through the business for a given period, including, but not limited to, payment for any services or products sold by the business, whether for cash or credit, but excluding (i) bona fide refunds to customers, (ii) sales taxes collected by the business, and (iii) sales of used equipment not in the ordinary course of business.

The Gross Revenue data in this Item 19 was reported to us from our Franchisees’ and Corporate Outlet’s QuickBooks and has not been independently audited.

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## Section II – 2023 System-wide Gross Revenue

The chart below discloses the Gross Revenue from the eighty-two (82) 2023 Disclosed Franchises and the one (1) Corporate Outlet over 2023.

<b>Corporate Outlet and 2023 Disclosed Franchises Gross Revenue</b>				
<b>2023 Calendar Year</b>				
Outlets	All (83 Outlets)	Top Third (27 Outlets)	Middle Third (28 Outlets)	Bottom Third (28 Outlets)
Average Gross Revenue	\$479,066	\$898,560	\$372,637	\$180,983
Median Gross Revenue	\$362,051	\$746,632	\$364,884	\$183,282
High Gross Revenue	\$2,523,775	\$2,523,775	\$472,517	\$283,992
Low Gross Revenue	\$85,184	\$474,541	\$300,364	\$85,184
Number and Percentage of Outlets that Met or Exceeded the Average Gross Revenue	26 Outlets (31.33%)	9 Outlets (33.33%)	12 Outlets (42.86%)	14 Outlets (50%)

## Section III - 2024 System-wide Gross Revenue

The chart below discloses the Gross Revenue from the eighty-two (82) 2024 Disclosed Franchises and the one (1) Corporate Outlet over 2024.

<b>Corporate Outlet and 2024 Disclosed Franchises Gross Revenue</b>				
<b>2024 Calendar Year</b>				
Outlets	All (83 Outlets)	Top Third (28 Outlets)	Middle Third (28 Outlets)	Bottom Third (27 Outlets)
Average Gross Revenue	\$509,806	\$916,159	\$407,462	\$194,537
Median Gross Revenue	\$434,605	\$756,748	\$429,172	\$187,555
High Gross Revenue	\$2,896,992	\$2,896,992	\$493,575	\$297,034
Low Gross Revenue	\$55,264	\$508,537	\$304,031	\$55,264
Number and Percentage of Outlets that Met or Exceeded the Average Gross Revenue	27 Outlets (32.53%)	8 Outlets (28.57%)	15 Outlets (53.57%)	12 Outlets (42.86%)

## Section IV – Comparison of 2023 to 2024 Gross Revenue Data

The chart below compares the data from the charts in Sections II (2023) and III (2024) and shows the difference and percentage change between the entire system and respective top thirds, middle thirds, and bottom thirds of each year.

2023 and 2024 Comparison of Corporate Outlet and Franchised Outlets Gross Revenue				
	All	Top Third	Middle Third	Lower Third
2023 Average Gross Revenue	\$479,066	\$898,560	\$372,637	\$180,983
2024 Average Gross Revenue	\$509,806	\$916,159	\$407,462	\$194,537
Difference	\$30,740	\$17,599	\$34,825	\$13,554
Percentage Change	6.42%	1.96%	9.35%	7.49%

This Item 19 discloses historical Gross Revenue data and does not include any expenses that you will incur in the development and operation of an All Dry Franchised Business.

**Some outlets have sold this amount. Your individual results may differ. There is no assurance you will sell this 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 representations about a franchisee's future financial performance or the past financial performance of affiliate-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 our management by contacting our Managing Partner, Jason Molzer, 582 US Hwy 1 N, Tequesta FL 33469, 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 to 2024**

<b>Column 1 Outlet Type</b>	<b>Column 2 Year</b>	<b>Column 3 Outlets at the Start of the Year</b>	<b>Column 4 Outlets at the End of the Year</b>	<b>Column 5 Net Change</b>
Franchised	2022	46	116	+70
	2023	116	116	0
	2024	116	101	-15
Company-Owned	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
Total Outlets	2022	47	117	+70
	2023	117	117	0
	2024	117	102	-15

**Table 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For years 2022 to 2024**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Number of Transfers</b>
CT	2022	0
	2023	1
	2024	0
GA	2022	1
	2023	0
	2024	0
KY	2022	0
	2023	1
	2024	0
MA	2022	1
	2023	0
	2024	0