

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.

Background

In the calendar year ending on December 31, 2025, we had 124 franchised outlets open and operating, of which 115 operated for the entire calendar year and operated full-time. These 115 franchisees operated a total of 157 outlets – as some franchisees own two or more outlets. For internal and accounting purposes, all contiguous franchise agreements signed by a particular franchisee, they are counted a single franchise. A total of nine franchisees (that own nine outlets) that were part of the franchise system on January 1, 2025 and December 31, 2025 did not operate for the entirety of calendar year. In the below table, we provide the information for each of these grounds of franchisees.

Table 1 – 2025 Performance of All Franchisees that Operated for the Entire Calendar Year

Category	All Locations Open for Calendar Year 2025	All Locations Open Two Years Prior to 2024	Top 10% Locations Open Two Years Prior to 2024	Top 50% Locations Open Two Years Prior to 2024	Bottom 10% Locations Open Two Years Prior to 2024	Bottom 50% Locations Open Two Years Prior to 2024
No. of Locations	115	70	7	35	7	35
2025 Average Revenue	\$456,973	\$558,656	\$1,570,498	\$844,635	\$132,116	\$272,677
2025 Median Revenue	\$353,001	\$498,391	\$1,361,208	\$639,012	\$149,203	\$257,965
2025 Highest Revenue	\$3,110,874	\$3,110,874	\$3,110,874	\$3,110,874	\$167,952	\$496,036
2025 Lowest Revenue	\$49,089	\$49,089	\$975,266	\$975,266	\$49,090	\$49,090

For the purposes of this Item 19, “Gross Revenue” shall mean the total of all income of any type or nature and from any source derived or received directly or indirectly from, through, by or on account of the operation of the Augusta Lawn Care business at any time after the signing of the

Franchise Agreement, in whatever form and from whatever source, including but not limited to cash, services, in kind from barter and/or exchange, on credit or otherwise as well as business interruption insurance proceeds, all without deduction for expenses including marketing expenses and taxes. However, the definition of Gross Revenues does not include sales tax that is collected from customers and actually transmitted to the appropriate taxing authorities.

Notes

1. The above represents the results reported by our franchisees that operated in 2025.
2. These results are unaudited.
3. These results represent sales of products and services similar to those that will be available for a franchisee to sell and/or offer.
4. **Some outlets have earned this amount. Your individual results may differ. There is no assurance you'll earn as much.**

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request.

Beyond the foregoing, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised Businesses. 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 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 Mike Andes at 4152 Meridian Road, #396, Bellingham, Washington 98226, franchise@augustalawncareservices.com, 360-386-5635, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
BUSINESSES AND FRANCHISEE INFORMATION

Table 1
Systemwide Business Summary for Years 2023 to 2025

Business Type	Year	Businesses at Start of Year	Businesses at End of Year	Net Change
Franchised	2023	93	125	+33
	2024	125	148	+23
	2025	148	176	+28
Company-Owned	2023	7	6	-1
	2024	6	1	-5
	2025	1	1	0
Total Businesses	2023	100	131	+31
	2024	131	149	+18
	2025	149	177	+28

Table 2
Transfers of Businesses From Franchisees to New Owners
(Other than Franchisor or an Affiliate) for Years 2023 to 2025

State	Year	Number of Transfers
Georgia	2023	0
	2024	0
	2025	1
Idaho	2023	1
	2024	1
	2025	1
Indiana	2023	0
	2024	0
	2025	1
Tennessee	2023	0
	2024	1
	2025	0
Texas	2023	1
	2024	0
	2025	0
Virginia	2023	0
	2024	0
	2025	1
Washington	2023	0
	2024	0
	2025	2
Total	2023	2
	2024	3
	2025	6