

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) the 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 data disclosed below is a summary of revenue from all of the franchisor's existing outlets in 2022 and 2023. Your individual financial results may differ from these results. Written substantiation of these results will be provided to you on reasonable request.

Except as set forth below, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchise outlets. We do not authorize our employees or representatives to make any other such representations orally or in writing. If you are purchasing an existing outlet, however, you may be given 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 Bob Braudrick, 5120 Gaillardia Corporate Place, Oklahoma City, OK 73142, 866-UBuildIt; the Federal Trade Commission; and the appropriate state regulatory agencies.



TRENARY

CPA Firm, P.L.L.C.

CERTIFIED PUBLIC ACCOUNTANTS

MEMBER:
AMERICAN INSTITUTE OF CERTIFIED
PUBLIC ACCOUNTANTS PEER REVIEW
OKLAHOMA SOCIETY OF CERTIFIED
PUBLIC ACCOUNTANTS

April 2, 2024

I have reviewed the Financial Performance of all Franchise owners for the period of January 1, 2022 through December 31, 2023. The numbers are as they were reported by the Franchisee as follows:

Years 2022 & 2023	Total Contracts Signed	Total Revenue Collected
All Franchises	741	\$20,973,775.98

I do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchise outlets.

Trenary CPA Firm, P.L.L.C.



3222 SW 119TH ST | OKLAHOMA CITY, OK 73170

PHONE: (405) 946-1000 OR (800) 746-1002 FAX: (405) 947-7007 EMAIL: INFO@TRENARYCPA.COM

ITEM 20: OUTLETS AND FRANCHISEE INFORMATION.

Table No. 1
System-wide Outlet Summary for Years 2021 to 2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	38	43	+5
	2022	43	58	+15
	2023	58	63	+5
Company-Owned	2021	15	15	0
	2022	15	15	0
	2023	15	15	0

Table No. 2
Transfers of Outlets from Franchisees to New Owners
(Other than the Franchisor)
for Years 2021 to 2023

State	Year	Number of Transfers
Texas	2021	1
	2022	0
	2023	0
Total	2021	1
	2022	0
	2023	0

Table No. 3
Status of Franchised Outlets
For Years 2021 to 2023

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-renewals	Re-acquired by Franchisor	Ceased Operations – Other Reasons	Outlets at the End of the Year
Arizona	2021	0	2	0	0	0	0	2
	2022	2	0	0	0	0	0	2
	2023	2	1	0	0	0	0	3
Alabama	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	3	0	0	0	0	3