
18. PUBLIC FIGURES

No public figures are involved in our franchise program.

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 this Item 19 may only be given 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.

Financial Performance Representation

Affiliate Locations

The Go Painting locations in Las Vegas, Salt Lake City, and Phoenix were in operation throughout all of 2023. They are owned and managed by our Parent, UCI Holding Co, LLC. They are our affiliates through such common control. These territories are operated in substantially the same manner as our franchised outlets and their historical performances are provided here. None of these locations are not operated in any other manner anticipated to be different from your Franchise Business. No other locations were in operations throughout all of 2023 and none have been excluded.

“Revenue” means the gross revenue of the business, from all sources, with no exclusions.

“Labor/Subcontractor” is a cost-of-goods-sold entry for the labor expenses associated with deriving revenue from a particular customer’s job.

“Materials/Other” is a cost-of-goods-sold entry for the materials, supply, and related expenses associated with deriving revenue from a particular customer’s job.

“COGS” is the total of all cost-of-goods-sold entries, from all customer jobs.

“Franchise Costs” is the total of the Royalty and National Brand Fee expenses imputed to these locations to conform these costs to those you will incur pursuant to the Royalty and National Brand Fees under the Franchise Agreement.

“Royalty” is the royalty fee as described in Item 6 above.

“National Brand Fee” is the national brand fee as described in Item 6 above.

“Gross Profit” is the result of subtracting COGS and Franchise Costs from Revenue.

“Gross Margin” is the percentage resulting from dividing the Gross Profit by the Revenue.

2023*	Las Vegas		Salt Lake City		Phoenix	
Revenue	\$14,205,705		\$5,530,463		\$3,895,903	
Labor/Subcontractor	\$6,402,812	45%	\$3,282,546	59%	\$1,878,612	48%
Materials/Other	\$3,510,006	25%	\$834,589	15%	\$706,960	18%
COGS	\$9,912,818		\$4,417,136		\$2,585,573	
Franchise Costs*						
Royalty*	\$710,285		\$276,523		\$194,795	
National Brand Fee*	\$284,114		\$110,609		\$77,918	
Gross Profit	\$4,292,886		\$1,413,327		\$1,310,329	
Gross Margin	30%		26%		34%	
Gross Profit	\$ 5,193,616.35		\$ 1,812,714.33		\$ 1,537,429.42	
Gross Margin	37%		33%		39%	

*The Labor/Subcontractor expenses reported include \$900,730 in Las Vegas, \$399,387 in Salt Lake City, and \$227,100 in Phoenix for expenses incurred as a result of hiring full-time project management staff as well as other overhead costs which are typically not considered Costs of Goods Sold, do not conform to system standards and would not be anticipated to be incurred by you. Had these costs been removed from the reported numbers, gross profit would have been as follows: Las Vegas \$5,193,616 and 37% of revenue; Salt Lake City \$1,812,714 and 33% of revenue; and Phoenix \$1,537,428 and 39% of revenue.

Written substantiation for this financial performance representation is available to you upon reasonable written request.

*Royalties and Brand Fund fees were not paid by these locations but have been included for demonstration purposes.

Some outlets have sold this amount. Your individual results may differ. There is no assurance that you'll

sell as much.

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 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 Shaun McMurry, the Federal Trade Commission, and the appropriate state regulatory agencies.

20.
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
SYSTEMWIDE OUTLET SUMMARY
As of December 31 for Years 2021, 2022, and 2023

<u>Column 1</u> <u>Outlet Type</u>	<u>Column 2</u> <u>Year</u>	<u>Column 3</u> <u>Outlets at the Start of the Year</u>	<u>Column 4</u> <u>Outlets at the End of the Year</u>	<u>Column 5</u> <u>Net Change</u>
Franchised				
	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
Company Owned				
	2021	3	3	0
	2022	3	3	0
	2023	3	3	0
Total Outlets				
	2021	3	3	0
	2022	3	3	0
	2023	3	3	0

Table No. 2
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS
(other than the Franchisor)
As of December 31 for Years 2021, 2022, and 2023

<u>Column 1</u> <u>State</u>	<u>Column 2</u> <u>Year</u>	<u>Column 3</u> <u>Number of Transfers</u>
Utah		
	2021	0
	2022	0
	2023	0
Total		
	2021	0
	2022	0
	2023	0

Table No. 3
STATUS OF FRANCHISED OUTLETS
As of December 31st for Years 2021, 2022, and 2023

	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets Opened	Column 5 Termina- tions	Column 6 Non-Re- newals	Column 7 Reacquired by Franchi- sor	Column 8 Ceased Opera- tions – Other Reasons	Column 9 Outlets at End of the Year
Arizona								
	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
Idaho								
	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
Nevada								
	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
Utah								
	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
TOTAL								
	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0

Table No. 4
STATUS OF COMPANY-OWNED OUTLETS
As of December 31 for Years 2021, 2022, and 2023

<u>Column 1 State</u>	<u>Column 2 Year</u>	<u>Column 3 Outlets at the Start of the Year</u>	<u>Column 4 Outlets Opened</u>	<u>Column 5 Outlets Reac- quired from Franchisees</u>	<u>Column 6 Outlets Closed</u>	<u>Column 7 Outlets Sold to Franchisees</u>	<u>Column 8 Outlets at End of Year</u>
Arizona							
	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	1
Idaho							
	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	0	0	0	0	0	0
Nevada							
	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	0
Utah							
	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	0
Total							
	2021	3	0	0	0	0	3
	2022	3	0	0	0	0	3
	2023	3	0	0	0	0	3

Table No. 5
PROJECTED OPENINGS AS OF December 31, 2023 through December 31, 2024

<u>Column 1 State</u>	<u>Column 2 Franchise Agreements Signed But Outlet Not Opened</u>	<u>Column 3 Projected New Franchised Outlets in the Next Fiscal Year</u>	<u>Column 4 Projected New Company-Owned Outlets in the Current Fiscal Year</u>
Arizona	0	1	0
Texas	0	2	0
Florida	0	2	0
Georgia	0	1	0
Utah	0	1	0
Nevada	0	1	0

Column 1 State	Column 2 Franchise Agreements Signed But Outlet Not Opened	Column 3 Projected New Franchised Outlets in the Next Fiscal Year	Column 4 Projected New Company-Owned Outlets in the Current Fiscal Year
TOTALS	0	8	0

* NOTE: These are projections of the number of new franchises we expect will open in the next fiscal year. It is, however, only a projection. The chart shows those states which we consider priority states, however, we do not plan to sell franchises in all of those states in the upcoming year. We continue to look for new franchisees throughout the United States and will open locations in any state in which we find qualified purchasers. Therefore, the actual number of new franchisees in any state that open in the next fiscal year could vary from the number described above.

The following is a complete listing of all of our current franchisees and the addresses and telephone numbers of all of their operations as of **December 31, 2023**:

<u>Territory</u>	<u>Prov/State</u>	<u>Name</u>	<u>Business Ad- dress</u>	<u>City</u>	<u>Postal Code</u>	<u>Phone</u>
NONE						

The following is a list of the name, city and state, and the current telephone number or if unknown, the last known home telephone number of every franchisee who had an outlet terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the franchise agreement during our most recently completed fiscal year or who has not communicated with us or our affiliate within **10** weeks of the date of this Disclosure Document.

<u>Territory</u>	<u>Prov/State</u>	<u>Name</u>	<u>Business Ad- dress</u>	<u>City</u>	<u>Postal Code</u>	<u>Phone</u>
NONE						

If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system. Our standard franchise agreement, all renewal and transfer agreements, and all agreements to settle disputes with franchisees, generally contain confidentiality clauses. Thus, all our franchisees have signed a confidentiality clause with us. In some instances, current and former franchisees sign provisions restricting their ability to speak openly about their experience with **GO Painting**. You may wish to speak with current and former franchisees, but be aware that not all such franchisees will be able to communicate with you.

The following is a list, to the extent known to us, of the names, addresses, telephone numbers, email addresses, and web addresses of each trademark-specific franchise organization associated with the franchise system being offered which we have created, sponsored, or endorsed: **NONE**.

The following is a list of any independent franchisee organizations that have asked to be included in this disclosure document: **NONE**.

21.
FINANCIAL STATEMENTS

Attached as Exhibit A to this Disclosure Document is our unaudited inception balance sheet as of December 31, 2023. Our fiscal year-end is December 31. We have not been in business for sufficient time to deliver audited financial statements for the standard three-year period.

22.
CONTRACTS

Attached are copies of the Franchise Agreement, the State Law Addendum, and all other related agreements you may have to sign when you purchase your franchise. The standard form release agreement that you will be required to sign in certain instances, such as for a transfer or renewal, is found in section 9.9 of the Franchise Agreement.

23.
RECEIPTS

Attached to this Disclosure Document are two Receipt pages. They are duplicates that evidence your receipt of this Disclosure Document – the first is to be retained by you, the other by us (Exhibit F).

EXHIBIT A
TO
GO PAINTING, LLC
DISCLOSURE DOCUMENT

FINANCIAL STATEMENTS

Go Painting

Balance Sheet

As of December 31, 2023

	GO PAINTING LLC	TOTAL
ASSETS		
Cash	\$82.00	
TOTAL ASSETS	\$82.00	
LIABILITIES AND EQUITY		
Liabilities		
Total Liabilities		\$0.00
Equity		
LGPM Dividends	-10.00	\$ -10.00
Owner investments	120.00	\$120.00
Retained Earnings		\$0.00
Net Income	-28.00	\$ -28.00
Total Equity	\$82.00	\$82.00
TOTAL LIABILITIES AND EQUITY	\$82.00	\$82.00