

		corporate headquarters at the time such action is filed. This provision is subject to applicable state law.
w. Choice of law	18.F.	New Jersey law will govern. However, this provision is subject to state law and as otherwise disclosed in <u>Exhibit I</u> to this Disclosure Document.

## **ITEM 18**

### **PUBLIC FIGURES**

We do not currently use any public figure to promote our franchise. No public figure is currently involved in our management.

## **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) 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.

We currently require all franchise owners to provide periodic revenue and other financial reports concerning their Franchises (They provide it through direct requests by our corporate team, or through the CRM system that they are required to report their monthly financial reports). In early 2024 we reconciled the revenue and other information provided by the franchisees relating to the operation of their Dryer vent Squad Business during 2023. We have presented 2023 financial information from 21 franchisees (the “Represented Franchise Owners”) who collectively own 32 Dryer Vent Squad Businesses (the “Represented Franchises”), who have owned their businesses at least one (1) year as of December 31, 2023, and operated those franchises throughout all of 2023. We excluded 14 territories from this Item 19 that did not meet the criteria.

The Represented Franchise Owners have been in business for an average of 1.5 years in their markets and operate in a mix of urban, suburban, and rural areas, disbursed geographically throughout the U.S. Some operate on a part-time basis; however, all offer the same products and services that we authorize new Dryer Vent Squad Businesses to sell.

In the below charts, we present the historical financial performance of the Represented Franchise Owners during the one (1) year period from January 1, 2023, to December 31, 2023 (the “Measurement Period”). Each category in the charts is defined in more detail in the notes below the charts.

In the below charts, we present the average and median revenue of the Represented Franchise Owners divided into quartiles, and the top and bottom five percent (5%) of Represented Franchise Owners during the Measurement Period.

<b>Group Ranked by Average revenue</b>	<b>Number of Owners</b>	<b>Number of Active Territories</b>	<b>Average Active Territories per owner</b>	<b>Average Revenue per owner</b>
--	-------------------------	-------------------------------------	---	----------------------------------



<b>TOP 5%</b>	1	2	2	392,571
<b>1st Quartile</b>	5	9	1.8	273,299
<b>2nd Quartile</b>	5	10	2	176,969
<b>3rd Quartile</b>	6	6	1	108,569
<b>4th Quartile</b>	5	7	1.3	64,782
<b>Bottom 5%</b>	2	2	1	41,977
<b>TOTAL</b>	21	32	1.5	153,651

Group Ranked by Average revenue	Max Revenue per owner	Minimum Revenue per owner	Average revenue Per Active Owner
TOP 5%	392,571	392,571	392,571
1st Quartile	392,571	212,671	273,299
2nd Quartile	204,581	153,067	176,969
3rd Quartile	133,061	85,201	108,569
4th Quartile	83,610	26,914	64,782
Bottom 5%	57,041	26,914	41,977
TOTAL	-----	-----	153,651

**Job and Job Size**  
**January-December 2023, 20 Responding Franchisees:**  
**Total Jobs: 12,617**  
**Average Job: \$271.88**

Notes:

1. The figures in these tables reflect the actual results reported by the Represented Franchise Owners. "Revenue" means the total dollar amount of all sales generated through the Dryer Vent Squad Business for a given period, including, but not limited to, payment for any services or products sold, whether for cash or credit, in services in kind, from barter and/or exchange, payment for any services or products sold, or otherwise, less any sales tax or bona fide refunds to customers for non-salvageable item. "Revenue" does not include (i) bona fide refunds to customers,
- (ii) sales tax collected, (iii) sales of used equipment not in the ordinary course of business, or (iv) sales of prepaid cards or similar products (but the redemption of any such card or product will be included as "Revenue"). The figures in these tables reflect the actual results reported by the Represented Franchise Owners through reports and the CRM system.
2. "Number of Owners", reflects the number of individual franchisee owners in each measured category out of the total 21 Represented Franchise Owners.
3. "Number of Active Territories", reflects the number of individual franchise businesses in each measured category out of the total 32 Represented Franchises.
4. "Average Active Territories per Owner" reflects the average number of franchises each individual franchisee owns.
5. "Average Revenue per Owner" reflects the average of the total annual revenue that the Represented Franchise Owners reported.

This financial performance representation does not report other variable costs or fixed operating expenses, or other costs or expenses that must be deducted from the revenue figures to obtain net income or profit.



Some franchised businesses 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 its 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 Curt Swanson, COO, 277 Route 70 STE 227 Toms River, New Jersey 08755, 888-256-9384, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1**  
**SYSTEMWIDE 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	13	31	+18
	2022	31	28	-3
	2023	28	46	+18
Company Owned	2021	0	1	+1
	2022	1	1	0
	2023	0	0	0
Total Outlets	2021	13	31	+18
	2022	31	28	-3
	2023	28	46	+18

**TABLE NO. 2**  
**TRANSFER OF OUTLETS FROM FRANCHISEES TO NEW OWNERS**  
**(OTHER THAN THE FRANCHISOR)**  
**FOR YEARS 2021 to 2023**

State	Year	Number of Transfers
New Jersey	2021	1
	2022	0
	2023	0
Texas	2021	1
	2022	0
	2023	0
Tennessee	2021	1
	2022	0

