

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 – 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 (the “2023 Calendar Year”) 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 (“Facility Rent”) and utilities (“Utilities”). Our franchisees are not required to obtain a physical location and are expected to operate their franchises from their homes. The Corporate Outlet’s Insurance expense in the chart below includes approximately \$15,572.78 related to the owner’s personal insurance policies. Other than these differences, there are no material differences between the Corporate Outlet and the franchise concept offered under this Disclosure Document.

The chart below includes the Corporate Outlet’s actual, historical Gross Revenue earned and certain Disclosed Expenses incurred during the 2022 Calendar Year. The Imputed Royalty Fees and Imputed Brand Fund Fees are not historical data but have been calculated as seven percent (7%) and one percent (1%) of the Corporate Outlet’s Gross Revenue and imputed into the chart.

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<b>Corporate Outlet Profit &amp; Loss Statement</b> <b>2023 Calendar Year</b>		
	<b>Total</b>	<b>Percentage of Gross Revenue</b>
<b>Gross Revenue</b>	\$2,523,775	100%
<b>Disclosed Expenses</b>		
Advertising/Marketing/Referrals	\$48,685	1.93%
Materials/Equipment Rental	\$90,947	3.60%
Payroll & Fees	\$833,612	33.03%
Education: Tuition & Seminars	\$2,500	0.10%
Equipment Repairs and Maintenance	\$3,395	0.13%
Vehicle Repairs and Maintenance	\$4,678	0.19%
Fuel - Vehicles	\$38,113	1.51%
Insurance - Vehicle and G/L	\$49,808	1.97%
Permits and Licenses	\$454	0.02%
Communications	\$7,202	0.29%
Accounting & Audit Fees	\$21,508	0.85%
Bank Fees	\$2,191	0.09%
Imputed Royalty Fees	\$176,664	7.00%
Imputed Brand Fund Fees	\$25,238	1.00%
<b>Total Disclosed Expenses</b>	\$1,304,994	51.71%
<b>Gross Revenue Less Disclosed Expenses</b>	\$1,218,781	48.29%
		0.00%
Utilities	\$16,507	0.65%
Facility Rent	\$13,292	0.53%
<b>Gross Revenue Less Disclosed Expenses &amp; Utilities and Rent</b>	\$1,188,983	47.11%

## Section II – Corporate Outlet and 2023 Disclosed Franchises Gross Revenue

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 the 2023 Calendar Year and are excluded from the chart below because they did not operate for the entire year. Eight (8) of the 2022 Franchises underwent transfers during the 2023 Calendar Year and have been excluded from the chart below due to the changes in ownership they went through. Twelve (12) of the 2022 Franchises were non-compliant in that they did not report Gross Revenue to us through QuickBooks, and we have excluded these twelve (12) businesses from the chart below because the Gross Revenue figures we obtained from their CRM software are not reliable. The remaining eighty-two (82) 2022 Franchises operated continuously for the entire 2023 Calendar Year (the

“2023 Disclosed Franchises”). The 2023 Disclosed Franchises ranged in size from one (1) to twenty-six (26) Territories with an average of 4 Territories. There were twenty-one (21) new All Dry franchised businesses that opened during the 2023 Calendar Year, but we have excluded them from the chart below because they did not operate for the entire year. Of the twenty-one (21) new All Dry franchised businesses that opened during the 2023 Calendar Year, one (1) of them closed during the 2023 Calendar Year.

The chart below discloses the Gross Revenue from the eighty-two (82) 2023 Disclosed Franchises and the one (1) Corporate Outlet over the 2023 Calendar Year. This data was reported to us from the 2023 Disclosed Franchises’ and Corporate Outlet’s QuickBooks and has not been independently audited. “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.

Corporate Outlet and Franchised Outlets Gross Revenue				
2023 Calendar Year				
Outlets	All (83 Outlets)	Top Third (27 Outlets)	Middle Third (28 Outlets)	Bottom Third (28 Outlets)
Average Gross Revenue	\$ 479,065.89	\$ 898,559.60	\$ 372,636.73	\$ 180,983.25
Median Gross Revenue	\$ 362,050.60	\$ 746,631.60	\$ 364,883.75	\$ 183,282.00
High Gross Revenue	\$ 2,523,775.00	\$ 2,523,775.00	\$ 472,517.30	\$ 283,991.50
Low Gross Revenue	\$ 85,184.16	\$ 474,540.50	\$ 300,364.40	\$ 85,184.16
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%)

**Some outlets have sold this amount. Your individual results may differ. There is no assurance you'll sell as 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, 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 2021 to 2023**

<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	2021	2	46	+44
	2022	46	116	+70
	2023	116	116	0
Company-Owned	2021	1	1	0
	2022	1	1	0
	2023	1	1	0
Total Outlets	2021	3	47	+44
	2022	47	117	+70
	2023	117	117	0

**Table 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For years 2021 to 2023**

<b>Column 1 State</b>	<b>Column 2 Year</b>	<b>Column 3 Number of Transfers</b>
CT	2021	0
	2022	0
	2023	1
GA	2021	0
	2022	1
	2023	0
KY	2021	0
	2022	0
	2023	1
MA	2021	2
	2022	1
	2023	0