

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.

***FPR#1- Franchisee Gross Revenue 2023:**

Here, we set forth the Gross Revenue for the time period January – December 2023 as to the franchised outlets we had open on December 31, 2023 who operated the entire 2023 calendar year. As of December 31, 2023, we had 50 franchised outlets, 40 of which met the criteria for inclusion the Financial Performance Representation stated below:

Not all franchise outlets report their Wash Dry Fold revenue, so for the outlets that do, we have included that revenue as a separate column and have then added a column to show the revised total revenue which included Self Service revenue plus the Wash-Dry-Fold revenue.

Outlet	Gross Revenue in 2023 (excluding Wash Dry Fold)	Wash Dry Fold Revenue	Total Gross Revenues
Outlet 1	\$694,180.36	\$134,378.05	\$828,558.41
Outlet 2	\$654,431.48	\$50,842.44	\$705,273.92
Outlet 3	\$599,402.51	\$87,743.12	\$687,145.63
Outlet 4	\$601,177.82	\$11,373.45	\$612,551.27
Outlet 5	\$546,062.01	\$15,314.83	\$561,376.84
Outlet 6	\$531,171.48	\$29,592.75	\$560,764.23
Outlet 7	\$542,321.94	\$11,225.02	\$553,546.96
Outlet 8	\$517,429.97	\$35,295.47	\$552,725.44
Outlet 9	\$500,852.15	\$28,719.53	\$529,571.68
Outlet 10	\$489,073.34	\$27,547.90	\$516,621.24
Outlet 11	\$452,875.23	\$58,208.40	\$511,083.63
Outlet 12	\$393,177.29	\$91,453.17	\$484,630.46
Outlet 13	\$441,219.51	Note 5	\$441,219.51
Outlet 14	\$387,456.60	\$45,963.31	\$433,419.91
Outlet 15	\$430,130.65	Note 5	\$430,130.65
Outlet 16	\$421,800.00	Note 5	\$421,800.00

Outlet 17	\$336,798.59	\$62,020.10	\$398,818.69
Outlet 18	\$312,244.25	\$84,470.63	\$396,714.88
Outlet 19	\$392,301.50	Note 5	\$392,301.50
Outlet 20	\$385,149.64	Note 5	\$385,149.64
Outlet 21	\$365,577.55	\$12,630.00	\$378,207.55
Outlet 22	\$355,559.25	\$22,456.05	\$378,015.30
Outlet 23	\$342,088.34	\$20,739.09	\$362,827.43
Outlet 24	\$340,438.01	\$16,958.50	\$357,396.51
Outlet 25	\$341,524.00	\$11,719.95	\$353,243.95
Outlet 26	\$332,964.73	\$18,260.73	\$351,225.46
Outlet 27	\$229,465.00	\$85,744.10	\$315,209.10
Outlet 28	\$276,442.47	\$29,650.55	\$306,093.02
Outlet 29	\$267,999.09	\$38,006.39	\$306,005.48
Outlet 30	\$282,872.42	\$19,801.10	\$302,673.52
Outlet 31	\$281,970.40	\$6,003.05	\$287,973.45
Outlet 32	\$285,654.78	Note 5	\$285,654.78
Outlet 33	\$258,807.18	\$16,363.68	\$275,170.86
Outlet 34	\$160,361.30	\$114,293.85	\$274,655.15
Outlet 35	\$242,955.59	\$31,415.75	\$274,371.34
Outlet 36	\$268,556.70	Note 5	\$268,556.70
Outlet 37	\$234,759.94	\$22,193.84	\$256,953.78
Outlet 38	\$252,808.87	Note 5	\$252,808.87
Outlet 39	\$224,158.01	\$20,845.09	\$245,003.10
Outlet 40	\$190,084.29	\$13,977.20	\$204,061.49

	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Outlet 1	1	2.5%
Outlet 2	2	5.0%
Outlet 3	3	7.5%
Outlet 4	4	10.0%

Outlet 5	5	12.5%
Outlet 6	6	15.0%
Outlet 7	7	17.5%
Outlet 8	8	20.0%
Outlet 9	9	22.5%
Outlet 10	10	25.0%
Outlet 11	11	27.5%
Outlet 12	12	30.0%
Outlet 13	13	32.5%
Outlet 14	14	35.0%
Outlet 15	15	37.5%
Outlet 16	16	40.0%
Outlet 17	17	42.5%
Outlet 18	18	45.0%
Outlet 19	19	47.5%
Outlet 20	20	50.0%
Outlet 21	21	52.5%
Outlet 22	22	55.0%
Outlet 23	23	57.5%

Outlet 24	24	60.0%
Outlet 25	25	62.5%
Outlet 26	26	65.0%
Outlet 27	27	67.5%
Outlet 28	28	70.0%
Outlet 29	29	72.5%
Outlet 30	30	75.0%
Outlet 31	31	77.5%
Outlet 32	32	80.0%
Outlet 33	33	82.5%
Outlet 34	34	85.0%
Outlet 35	35	87.5%
Outlet 36	36	90.0%
Outlet 37	37	92.5%
Outlet 38	38	95.0%
Outlet 39	39	97.5%
Outlet 40	40	100.0%

As to the data in FPR #1, we make the further following disclosures:

Average	\$410,987.78
Median	\$381,678.60
High	\$828,558.41

Low	\$204,061.49
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***FPR#2- Franchisee Gross Revenue 2022:**

Here, we set forth the Gross Revenue for the time period January – December 2022 as to the franchised outlets we had open on December 31, 2022 who operated the entire 2022 calendar year. As of December 31, 2022, we had 43 franchised outlets, 28 of which met the criteria for inclusion the Financial Performance Representation stated below:

Not all franchise outlets report their Wash Dry Fold revenue, so for the outlets that do, we have included that revenue as a separate column and have then added a column to show the revised total revenue which included Self Service revenue plus the Wash-Dry-Fold revenue..

Outlet	Gross Revenue in 2022 (excluding Wash Dry Fold)	Wash Dry Fold Revenue	Total Gross Revenues
Outlet 1	\$599,249.92	\$35,483.51	\$634,733.43
Outlet 2	\$581,910.69	\$51,812.58	\$633,723.27
Outlet 3	\$546,324.56	\$67,311.30	\$613,635.86
Outlet 4	\$550,520.42	\$11,555.61	\$562,076.03
Outlet 5	\$531,207.27	\$10,892.11	\$542,099.38
Outlet 6	\$515,931.40	\$22,227.02	\$538,158.42
Outlet 7	\$460,105.08	\$35,129.90	\$495,234.98
Outlet 8	\$445,457.82	\$40,430.12	\$485,887.94
Outlet 9	\$423,952.94	Note 5	\$423,952.94
Outlet 10	\$403,789.85	Note 5	\$403,789.85
Outlet 11	\$371,315.50	Note 5	\$371,315.50
Outlet 12	\$366,778.75	Note 5	\$366,778.75
Outlet 13	\$309,165.65	\$20,303.75	\$329,469.40
Outlet 14	\$250,134.17	\$74,753.30	\$324,887.47
Outlet 15	\$324,260.20	Note 5	\$324,260.20
Outlet 16	\$300,624.35	\$15,909.45	\$316,533.80
Outlet 17	\$292,245.84	\$13,391.75	\$305,637.59
Outlet 18	\$240,711.00	\$57,256.34	\$297,967.34
Outlet 19	\$293,040.29	Note 5	\$293,040.29
Outlet 20	\$244,356.45	\$41,519.25	\$285,875.70
Outlet 21	\$172,547.10	\$73,498.53	\$246,045.63
Outlet 22	\$240,944.63	Note 5	\$240,944.63
Outlet 23	\$222,551.15	Note 5	\$222,551.15
Outlet 24	\$212,604.80	\$8,420.75	\$221,025.55

Outlet 25	\$217,883.90	Note 5	\$217,883.90
Outlet 26	\$212,005.02	Note 5	\$212,005.02
Outlet 27	\$181,677.60	Note 5	\$181,677.60
Outlet 28	\$137,917.35	\$3,910.50	\$141,827.85

	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Outlet 1	1	4%
Outlet 2	2	7%
Outlet 3	3	11%
Outlet 4	4	14%
Outlet 5	5	18%
Outlet 6	6	21%
Outlet 7	7	25%
Outlet 8	8	29%
Outlet 9	9	32%
Outlet 10	10	36%
Outlet 11	11	39%
Outlet 12	12	43%
Outlet 13	13	46%
Outlet 14	14	50%
Outlet 15	15	54%
Outlet 16	16	57%
Outlet 17	17	61%
Outlet 18	18	64%
Outlet 19	19	68%
Outlet 20	20	71%
Outlet 21	21	75%
Outlet 22	22	79%
Outlet 23	23	82%
Outlet 24	24	86%
Outlet 25	25	89%
Outlet 26	26	93%
Outlet 27	27	96%
Outlet 28	28	100%

As to the data in FPR #2, we make the further following disclosures:

Average	\$365,464.98
Median	\$324,573.84
High	\$634,733.43
Low	\$141,827.85

***FPR#3- Franchisee Gross Revenue 2021:**

Here, we set forth the Gross Revenue for the time period January – December 2021 as to the franchised outlets we had open on December 31, 2021 who operated the entire 2021 calendar year. As of December 31, 2021, we had 28 franchised outlets, 20 of which met the criteria for inclusion the Financial Performance Representation stated below:

Outlet	Gross Revenue in 2021 (Excluding Wash Dry Fold)	Wash Dry Fold Revenue	Total Gross Revenues
Outlet 1	\$518,121.57	Note 5	\$518,121.57
Outlet 2	\$490,994.65	Note 5	\$490,994.65
Outlet 3	\$466,369.62	Note 5	\$466,369.62
Outlet 4	\$406,807.67	Note 5	\$406,807.67
Outlet 5	\$377,443.37	Note 5	\$377,443.37
Outlet 6	\$366,903.98	Note 5	\$366,903.98
Outlet 7	\$312,004.25	Note 5	\$312,004.25
Outlet 8	\$243,986.00	\$64,110.76	308,096.76
Outlet 9	\$306,904.75	Note 5	\$306,904.75
Outlet 10	\$301,799.52	Note 5	\$301,799.52
Outlet 11	\$271,123.19	Note 5	\$271,123.19
Outlet 12	\$171,619.90	\$83,950.25	\$255,570.15
Outlet 13	\$254,555.75	Note 5	\$254,555.75
Outlet 14	\$241,841.95	Note 5	\$241,841.95
Outlet 15	\$233,097.50	Note 5	\$233,097.50
Outlet 16	\$207,342.87	Note 5	\$207,342.87
Outlet 17	\$203,367.96	Note 5	\$203,367.96
Outlet 18	\$194,997.06	Note 5	\$194,997.06
Outlet 19	\$193,212.57	Note 5	\$193,212.57
Outlet 20	\$162,657.25	Note 5	\$162,657.25

	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Outlet 1	1	5%
Outlet 2	2	10%
Outlet 3	3	15%
Outlet 4	4	20%
Outlet 5	5	25%
Outlet 6	6	30%
Outlet 7	7	35%
Outlet 8	8	40%
Outlet 9	9	45%
Outlet 10	10	50%
Outlet 11	11	55%
Outlet 12	12	60%
Outlet 13	13	65%
Outlet 14	14	70%
Outlet 15	15	75%
Outlet 16	16	80%
Outlet 17	17	85%
Outlet 18	18	90%
Outlet 19	19	95%
Outlet 20	20	100%

As to the data in FPR #3, we make the further following disclosures:

Average	\$303,660.62
Median	\$286,461.36
High	\$518,121.57
Low	\$162,657.25

***FPR#4- Franchisee Gross Revenue 2020:**

Here, we set forth the Gross Revenue for the time period January – December 2020 as to the franchised outlets we had open on December 31, 2020 who operated the entire 2020 calendar year. None of the franchisees listed in the table below were required to report Wash-Dry-Fold revenue. As of December 31, 2020, we had 18 franchised outlets, 14 of which met the criteria for inclusion the Financial Performance Representation stated below:

Outlet	Gross Revenue in 2020
Outlet 1	\$338,827.85
Outlet 2	\$329,856.03
Outlet 3	\$266,427.55
Outlet 4	\$265,121.98
Outlet 5	\$263,925.80
Outlet 6	\$258,112.55
Outlet 7	\$225,399.75
Outlet 8	\$198,530.60
Outlet 9	\$196,305.00
Outlet 10	\$183,437.00
Outlet 11	\$155,336.43
Outlet 12	\$133,920.10
Outlet 13	\$132,998.04
Outlet 14	\$123,664.93

	# of outlets that attained or surpassed the stated result	% of outlets that attained or surpassed the stated result
Outlet 1	1	7%
Outlet 2	2	14%
Outlet 3	3	21%
Outlet 4	4	28%
Outlet 5	5	35%
Outlet 6	6	42%
Outlet 7	7	49%
Outlet 8	8	56%
Outlet 9	9	63%
Outlet 10	10	70%
Outlet 11	11	77%
Outlet 12	12	85%
Outlet 13	13	92%
Outlet 14	14	100%

As to the data in FPR #4, we make the further following disclosures:

Average	\$219,418.82
Median	\$211,965.17
High	\$338,827.85
Low	\$123,664.93

FPR#5- Franchisee Gross Revenue 2019:

Here, we set forth the Gross Revenue for the time period January – December 2019 as to the franchised outlets we had open on December 31, 2019 who operated the entire 2019 calendar year. As of December 31, 2019, we had 10 franchised outlets, 4 of which met the criteria for inclusion the Financial Performance Representation stated below:

Month	Outlet 1	Outlet 2 (Note 3)	Outlet 3	Outlet 4
January	\$15,220.80	\$13,838.80	\$8,615.00	\$8,237.59
February	\$14,447.85	\$14,496.00	\$15,753.00	\$12,461.20
March	\$18,073.70	\$17,426.80	\$13,412.75	\$16,504.34
April	\$16,476.00	\$17,033.47	\$20,499.75	\$18,038.23
May	\$13,145.50	\$19,093.60	\$20,299.50	\$20,271.50
June	\$11,560.00	\$16,818.40	\$18,371.75	\$19,728.25
July	\$14,039.03	\$19,427.40	\$23,189.75	\$20,674.94
August	\$15,385.18	\$19,749.60	\$20,883.75	\$23,565.78
September	\$14,276.00	\$19,106.20	\$22,785.75	\$24,897.35
October	\$16,852.00	\$18,344.00	\$21,221.75	\$24,721.45
November	\$17,338.75	\$18,234.60	\$22,047.25	\$25,645.30
December	\$19,591.15	\$14,538.80	\$21,733.25	\$26,588.19
Total	\$186,405.96	\$208,107.67	\$228,813.25	\$241,334.14

	Outlet 1	Outlet 2	Outlet 3	Outlet 4
# of outlets who attained or surpassed the stated result	4	3	2	1
% of outlets who attained or surpassed the stated result	100%	75%	50%	25%

As to the data in FPR #5, we make the further following disclosures:

Average	\$216,165.25
Median	\$218,460.46
High	\$241,334.14
Low	\$186,405.96