

ITEM 19. FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to disclose 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 the information is included in the disclosure document. Financial performance information that differs from that included in this 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 performance at a particular location or under particular circumstances.

This Item 19 discloses the historical financial information for our certain of the drone application services and products (the “**Gripp CFC Services**”) offered by Gripp CFC (the “**Gripp CFC Business**”) over the period of operation from January 1, 2023, through December 31, 2023 (the “**Measurement Period**”). The Gripp CFC Services are substantially similar to the Services being offered under this disclosure document in terms of computer software and product & service offerings. The Gripp CFC Business differ from the Franchised Business because it is not subject to territorial restrictions and employs more interns (serviced 90,000 acres with Gripp CFC Services last year), does not pay the same fees to us (including royalty fees and advertising fees), owns the equipment that the affiliate will lease to franchisees, completes its own bookkeeping services and offers complementary services other than the Gripp CFC Services.

Part I of this Item presents certain profit information for the Measurement Period for products sold by Gripp CFC. We received this information from Gripp CFC and we have not audited this information or independently verified this information.

PART I: CERTAIN GROSS MARGIN INFORMATION

Products ¹	Units ²	Avg Retail Price per Unit ³	Avg Cost per Unit ⁴	Gross Margin per Unit ⁵	Recommended Use Rate ⁶	Units RR ⁷	Average retail/acre ⁸	Avg Cost/acre ⁹	Gross Margin/acre ¹⁰
2, 4-D LV-4 (Bulk Gal)	Gal	\$28.23	\$19.08	\$9.16	24	oz	\$5.29	\$ 3.58	\$ 1.72
Salvan (W) (Bulk Gal) <250 Gal Tote>	Gal	\$41.07	\$34.86	\$ 6.21	16	oz	\$5.13	\$ 4.36	\$ 0.78
AgSaver Glyphosate 53.8% (Bulk Gal) <265 Gal Tote>	Gal	\$57.60	\$25.03	\$32.57	32	oz	\$14.40	\$ 6.26	\$ 8.14
AgSaver Glyphosate 53.8% (W) (Bulk Gal) <265 gal Tote>	Gal	\$26.65	\$14.45	\$12.20	32	oz	\$6.66	\$ 3.61	\$ 3.05
Aquadraft Premium	Gal	\$20.00	\$11.00	\$9.00	16	oz	\$2.50	\$ 1.38	\$ 1.13

(W) (Gal) <2x2.5>									
Atrazine 4L (Bulk Gal)	Gal	\$23.00	\$18.50	\$4.50	32	oz	\$5.75	\$ 4.63	\$ 1.13
Azox 1.18 + Prop 1.02 (Bulk Gal) <265 Gal Tote>	Gal	\$109.44	\$64.74	\$44.70	10.5	oz	\$8.98	\$ 5.31	\$ 3.67
Azoxystrobin 22.9% SC (Bulk)	Gal	\$73.50	\$54.50	\$19.00	7	oz	\$4.02	\$ 2.98	\$ 1.04
Bifen Batallion LFC (Gal) <2x2.5>	Gal	\$105.00	\$99.00	\$6.00	12	oz	\$9.84	\$ 9.28	\$ 0.56
Bifen Select 2EC (Gal) <2x2.5>	Gal	\$105.00	\$55.00	\$50.00	8	oz	\$6.56	\$ 3.44	\$ 3.13
BiDash 2E (Gal) <2x2.5>	Gal	\$128.00	\$117.00	\$11.00	8	oz	\$8.00	\$ 7.31	\$ 0.69
Volunteer (W) (Gal) <2x2.5>	Gal	\$102.39	\$61.81	\$40.58	16	oz	\$12.80	\$ 7.73	\$ 5.07
Cover XL (Bulk Gal)	Gal	\$108.78	\$64.00	\$44.78	10.5	oz	\$8.92	\$ 5.25	\$ 3.67
Cover XL (W) (Bulk Gal)	Gal	\$114.78	\$63.00	\$51.78	10.5	oz	\$9.42	\$ 5.17	\$ 4.25
Cover XL (Gal) <2x2.5>	Gal	\$108.83	\$100.00	\$8.83	10.5	oz	\$8.93	\$ 8.20	\$ 0.72
Crop Oil (Gal) <2x2.5>	Gal	\$18.00	\$9.50	\$8.50	16	oz	\$2.25	\$ 1.19	\$ 1.06
Drone Zone Cover (oz)	oz	\$1.79	\$0.15	\$1.64	0.5	oz	\$0.89	\$ 0.08	\$ 0.82
Drone Zone Cover PH (oz)	oz	\$0.92	\$0.22	\$0.70	2	oz	\$1.84	\$ 0.45	\$ 1.40
Drone Zone Cover PH (W) (oz)	oz	\$0.89	\$0.22	\$0.67	2	oz	\$1.78	\$ 0.45	\$ 1.33
Full Feed (W) (Gal) <2x2.5>	Gal	\$150.00	\$90.50	\$59.50	12.8	oz	\$15.00	\$ 9.05	\$ 5.95

Buccaneer Plus (W) (Gal) <2x2.5>	Gal	\$39.72	\$33.42	\$6.31	48	oz	\$14.90	\$ 12.53	\$ 2.36
HelmStar Plus SC (Bulk Gal)	Gal	\$ 111.85	\$71.50	\$40.35	8.6	oz	\$7.51	\$ 4.80	\$ 2.71
Helmstar Plus SC (W) Bulk Gal	Gal	\$116.92	\$71.50	\$45.42	8.6	oz	\$7.86	\$ 4.80	\$ 3.05
HelmStar Plus SC (W) (Gal) <2x2.5>	Gal	\$112.57	\$ 73.50	\$39.07	8.6	oz	\$7.56	\$ 4.94	\$ 2.63
Hero (Bulk Gal) <250 Tote>	Gal	\$150.73	\$128.00	\$22.73	4	oz	\$4.71	\$ 4.00	\$ 0.71
Homestretch B-Mo (Bulk Gal) <250 Tote>	Gal	\$48.00	\$33.75	\$14.25	16	oz	\$6.00	\$ 4.22	\$ 1.78
Homestretch NKB (Bulk Gal) <250 Gal Tote>	Gal	\$36.00	\$21.25	\$14.75	16	oz	\$4.50	\$ 2.66	\$ 1.84
Homestretch NKB (W) (Gal) <2x2.5>	Gal	\$36.00	\$26.00	\$10.00	16	oz	\$4.50	\$ 3.25	\$ 1.25
Homestretch Sulfur 17 (Bulk Gal)	Gal	\$28.00	\$16.00	\$12.00	16	oz	\$3.50	\$ 2.00	\$ 1.50
Homestretch Sulfur 17 (W) (Bulk Gal)	Gal	\$28.00	\$15.50	\$12.50	16	oz	\$3.50	\$ 1.94	\$ 1.56
Inertia (Revline Late Season) (Bulk Gal) <275 Gal Tote>	Gal	\$80.26	\$40.00	\$40.26	12.8	oz	\$8.03	\$ 4.00	\$ 4.03
Inertia (Revline Late Season) (W) (Bulk Gal) <275 Gal Tote>	Gal	\$80.53	\$50.00	\$30.53	12.8	oz	\$8.05	\$ 5.00	\$ 3.05

Inertia (Revline Late Season) (Gal) <2x2.5>	Gal	\$80.00	\$40.00	\$40.00	12.8	oz	\$8.00	\$ 4.00	\$ 4.00
Mustang Maxx (Gal) <4x1>	Gal	\$165.40	\$129.00	\$36.40	3	oz	\$3.88	\$ 3.02	\$ 0.85
Mustang Maxx (W) (Gal) <4x1>	Gal	\$168.00	\$128.67	\$39.33	3	oz	\$3.94	\$ 3.02	\$ 0.92
NP 2.0 (Gal) <2x2.5>	Gal	\$32.00	\$17.00	\$15.00	32	oz	\$8.00	\$ 4.25	\$ 3.75
NP 2.0 (W) (Gal) <2x2.5>	Gal	\$32.00	\$18.00	\$14.00	32	oz	\$8.00	\$ 4.50	\$ 3.50
Overpass CF (Bulk Gal)	Gal	\$10.00	\$5.05	\$4.95	64	oz	\$5.00	\$ 2.53	\$ 2.47
Priaxor (Gal) <2x2.5>	Gal	\$466.56	\$370.00	\$96.56	7	oz	\$25.51	\$ 20.23	\$ 5.28
Priaxor (W) (Gal) <2x2.5>	Gal	\$447.45	\$370.00	\$77.45	7	oz	\$24.47	\$ 20.23	\$ 4.24
Steed (Bulk Gal)	Gal	\$150.47	\$116.15	\$34.32	3.5	oz	\$4.11	\$ 3.18	\$ 0.94
Steed (W) (Bulk Gal)	Gal	\$149.92	\$116.15	\$33.77	3.5	oz	\$4.10	\$ 3.18	\$ 0.92
Steed (Gal) <4x1>	Gal	\$149.97	\$116.15	\$33.82	3.5	oz	\$4.10	\$ 3.18	\$ 0.92
Steed (W) (Gal) <4x1>	Gal	\$149.95	\$112.90	\$37.05	3.5	oz	\$4.10	\$ 3.09	\$ 1.01
Stimulate (Revline Early Season) (Gal) <2x2.5>	Gal	\$191.99	\$120.00	\$71.99	2	oz	\$3.00	\$ 1.88	\$ 1.12
Stimulate (W) (Gal) <2x2.5>	Gal	\$192.00	\$128.00	\$64.00	2	oz	\$3.00	\$ 2.00	\$ 1.00
StriKe (Bulk Gal) <275 Gal Tote>	Gal	\$10.10	\$11.00	\$(0.90)	32	oz	\$ 2.53	\$ 2.75	\$ (0.22)
Sweetwater Premium 3.4 (Bulk Gal)	Gal	\$20.00	\$8.78	\$11.22	16	oz	\$2.50	\$ 1.10	\$ 1.40

Sweetwater Premium 3.4 (W) (Bulk Gal)	Gal	\$16.64	\$10.50	\$6.14	16	oz	\$2.08	\$ 1.31	\$ 0.77
Sweetwater Pure (Bulk Gal)	Gal	\$0.09	\$ -	\$0.09	128	oz	\$0.09	\$ -	\$ 0.09
Trivapro (Bulk Gal) <250 Gal Tote>	Gal	\$199.22	\$123.50	\$75.72	12.8	oz	\$19.92	\$ 12.35	\$ 7.57
Trivapro (Gal) <2x2.5>	Gal	\$199.22	\$169.50	\$29.72	12.8	oz	\$19.92	\$ 16.95	\$ 2.97
Trivapro (W) (Gal) <2x2.5>	Gal	\$197.50	\$168.50	\$29.00	12.8	oz	\$19.75	\$ 16.85	\$ 2.90
TruTrack HD (Bulk Gal) <250 Gal Tote>	Gal	\$54.02	\$31.71	\$22.32	6	oz	\$2.53	\$ 1.49	\$ 1.05
DroneZone Cover (Gal) <2x2.5>	Gal	\$246.27	\$31.70	\$214.57	0.5	oz	\$0.96	\$ 0.12	\$ 0.84
Drone Zone Cover PH (W) (Gal) <2x2.5>	Gal	\$159.04	\$36.00	\$123.04	1	oz	\$1.24	\$ 0.28	\$ 0.96
Veltyma (Bulk Gal)	Gal	\$395.82	\$330.00	\$65.82	7	oz	\$21.65	\$ 18.05	\$ 3.60
Zolera FX (W) (Gal) <2x2.5>	Gal	\$345.60	\$263.99	\$81.61	5	oz	\$13.50	\$ 10.31	\$ 3.19
Delaro Complete (Gal) <2x2.5>	Gal	\$350.01	\$291.93	\$58.08	6	oz	\$16.41	\$13.68	\$ 2.72
Brandt Enzup K DS (W) (#)	Pounds	\$7.00	\$4.50	\$2.50	0.5	POUNDS	\$3.50	\$2.25	\$ 1.25
Novus K 20-0-6 (Bulk Gal)	Gal	\$10.32	\$6.20	\$4.12	64		\$5.16	\$3.10	\$ 2.06
Drone Application	Acre	\$14.21	\$ -	\$14.21	1		\$14.21	\$ -	\$ 14.21

Notes to Part II:

1. Products is the list of products used by Gripp CFC during the 2023 Measurement Period.
2. Units is the unit of measurement at which a product was sold by Gripp CFC during the 2023 Measurement Period.

3. Average Retail Price per Unit means the average price per product that was sold by Gripp CFC during the 2023 Measurement Period.
4. Average Cost per Unit means the average cost per product that was purchased by Gripp CFC during the 2023 Measurement Period.
5. Average Gross Margin per Unit means the Average Retail Price per Unit less the Average Cost per Unit as incurred by Gripp CFC during the 2023 Measurement Period.
6. Recommended Use Rate is the recommended rate of usage per acre.
7. Units RR is the recommended unit of measurement for rate of usage per acre.
8. Average Retail/Acre is determined by dividing the Average Retail Price per Unit by 128 (the number of ounces in a gallon) and multiplying it by the rate of usage.
9. Average Cost/Acre is determined by dividing the Average Cost per Unit by 128 (the number of ounces in a gallon) and multiplying it by the rate of usage.
10. Gross Margin/Acre is determined by dividing the Average Gross Margin per Unit by 128 (the number of ounces in a gallon) and multiplying it by the rate of usage.

Notes Regarding Item 19 Generally

1. The analysis above in this Item does not contain complete information concerning the operating costs and expenses that you will incur in operating your Restaurant. Operating costs and expenses may vary substantially from business to business. We suggest strongly that you consult your financial advisor or personal accountant concerning financial projections and federal, state and local income taxes and any other applicable taxes that you may incur in operating a Restaurant.
2. Written substantiation of the data used in preparing this information will be made available to the prospective franchisee upon reasonable request.
3. **Some outlets have sold and earned this amount. Your individual results may differ. There is no assurance that you will sell or earn as much.**

Other than the preceding financial performance representation, we do not make any financial performance 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 Hannah Gripp, 401 West Main Street, Wyanet, Illinois 61379, and telephone number (574) 933-4285, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20.
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
System- Outlet Summary
For Years Ending December 31, 2021, 2022, and 2023

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
Company-Owned ⁽¹⁾	2021	0	0	0
	2022	0	1	+1
	2023	1	1	0
Total Outlets	2021	0	0	0
	2022	0	1	0
	2023	1	1	0

(1) The “company-owned” Business is owned by an affiliate and began offering the Services in 2022. It offered, and continues to offer, complimentary services since 2014. We do not own or operate a SW Business.

Table No. 2
Transfers of Outlets from Franchisees to New Owners
(other than the Franchisor)
for Years Ending December 31, 2021, 2022, and 2023

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

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