

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 franchises 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 a possible performance at a particular location or under particular circumstances.

At the end of calendar year 2024, there were 198 total units that were not company owned. Of the 198 total units in operation at the end of the 2024 calendar year, 51 Franchisee entities operating 190 units were in continual operation and provided actual revenue earned for the entire calendar year. Three (3) units were in the process of opening and five (5) units did not report twelve (12) months of revenues. The Gross Revenue figures were taken from historical Gross Revenue reports submitted by our Franchisees or collected through the Point-of-Sale system as of December 31, 2024.

All Franchisees included in the Gross Revenue representation did not receive any services that were not generally available to other Franchisees, and each Franchisee offered similar products and services as would generally be offered by a typical Franchisee.

Part I: Gross Revenue Data

These 190 units had an average annual Gross Revenue of \$140,390 for 2024. Sixty-six (66) (35%) units had Gross Revenue above this average, and 124 (65%) units had Gross Revenue below this average. The median was \$108,041. The highest Gross Revenue for a unit was \$573,786, and the highest Gross Revenue for an entity was \$2,012,310. The lowest Gross Revenue for a unit was \$521 and the lowest Gross Revenue for an entity was \$73,872.

	Average Annual Gross Revenue	Median Annual Gross Revenue
Top 10% Entity	\$1,451,565	\$1,545,526
Top 10% Unit	\$419,389	\$415,173
Average Entity	\$523,744	\$475,002
Average Unit	\$140,390	\$108,041
Bottom 10% Entity	\$116,987	\$116,878
Bottom 10% Unit	\$17,896	\$17,956

Notes:

1. Gross Revenue is reported at the entity level. Some Franchisees operate more than one unit under a single entity. Average unit revenue for each unit owned by a single entity is calculated as the quotient of: (a) total Gross Revenue earned by the entity, divided by (b) number of units operated by that entity. There are 11 single unit operators, 9 operators with 2 units, 10 operators with 3 units, 5 operators with 4 units, 6 operators with 5 units, 1 operator with 6 units, 2 operators with 7 units, and one operator each with 8, 9, 12 and 16 respectively.

Part II: Franchisee Entity Financial Data

The information presented in the table below was obtained from the 37 Franchisees that provided accurate data using our standard chart of accounts in response to our request for such data. These 37 franchisees are geographically diverse, and the information provided in the table below is an average of their responses. The information provided has not been audited nor has it been independently verified. To the best of our knowledge, these results are deemed to be representative of the results attained by franchisees. This data is being supplied to you for informational purposes to be used during your due diligence.

Item	Average Percentage of Gross Revenue
Gross Revenue	100.0%
Cost of Labor	26.6%
Cost of Goods Sold	12.3%
Gross Profit	61.1%
Operating Expenses	16.9%
Royalties and Brand Fund	9.4%
Marketing Expenses	6.5%
Operating Profit	28.3%

Notes:

1. “Gross Revenue” is defined as the aggregate of all monies and receipts derived from all services and products sold in the Franchised Business; all revenue derived from the operation of the Franchised Business and the exploitation of the franchise system and/or the Marks by the Franchisee and whether evidenced by cash, credit, services, property, or other means of exchange. Gross Revenue also includes the proceeds of any insurance payments intended to replace revenue as a result of the interruption of business. “Gross Revenue” does not include (a) sales taxes imposed by governmental authorities directly on sales and actually collected from customers, provided these taxes are added to the selling price, and are, in fact paid by Franchisee to the appropriate governmental authority, (b) cash refunds and credit given to customers provided the related sales have been included in Gross Revenue for which royalties were previously paid or (c) any revenue charged by subcontractors that have provided services to a Franchisee’s customers which are related to or ancillary to the Green Home Solutions services provided by Franchisee to its customers.
2. “Cost of Labor” is defined as all cost related to employees and/or contractors associated with the performance of services in the Franchised Business, which includes, but is not limited to wages, commissions, bonuses, benefits (if any), government payroll taxes, workers’ compensation, but excludes any compensation paid to the principal of the Franchised Business and any related benefits and payroll costs. The median Cost of Labor for the reporting group is 23.5%.

3. “Cost of Goods Sold” is defined as the direct costs related to all products, supplies, materials and shipping associated with the performance of the services from the Franchised Business. The median Cost of Goods Sold for the reporting group is 13.5%.
4. “Gross Profit” is defined as Gross Revenue minus the sum of Cost of Goods Sold and Cost of Labor. The median Gross Profit for the reporting group is 63.0%.
5. “Operating Expenses” are defined as including, but are not limited to, tools, equipment, office supplies, rent (if any), utilities, telephone, insurance, bank and credit card fees, computer costs, professional fees, taxes, training, vehicle expenses, etc. The median Operating Expenses for the reporting group is 20.5%.
6. “Royalties” and “Brand Marketing Fund” are as defined in Item 6 of this Disclosure Document. The median Royalties and Brand Marketing Fund for the reporting group is 8.4%.
7. “Marketing Expenses” includes any and all expenses related to direct marketing to the customers, whether residential or commercial, such as expenses for: printed materials, home shows, direct mail, all media including online, radio, TV, local networking programs, sponsorships, etc. The median Marketing Expenses for the reporting group is 6.4%.
8. “Operating Profit” is defined as Gross Profit minus the sum of Operating Expenses, Royalties and Brand Marketing Fund, and Marketing Expenses. This amount does not include interest, amortization, depreciation or taxes. The median Operating Profit for the reporting group is 27.7%.

There is no assurance you will do the same. Not all businesses incur all of the expenses listed above. This table may not contain complete information concerning operating costs. Revenues and expenses may vary. In particular, the revenues and expenses of your business will be directly affected by many factors, such as: (a) geographic location, (b) competition in your area, (c) advertising and marketing effectiveness based on market saturation, (d) your services and their pricing, (e) prices on materials and supplies, (f) whether you act as an employee of the business, (g) whether you use subcontractors or hire employees, (h) employee salaries and benefits (if any) provided, (i) insurance costs, (j) ability to generate customers, (k) customer loyalty, (l) employment and economic conditions in the market, and (m) your business abilities and efforts.

We also recommend that you consult your financial/tax 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 business, as well as regarding depreciation and amortization schedules and the period over which the assets of your business may be amortized or depreciated.

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you’ll earn as much.

Other than the preceding financial performance representation, we do not make any financial performance representations. 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 OnAxis Franchising Group, LLC; 800-SOLUTIONS, the Federal Trade Commission and any appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
SYSTEMWIDE OUTLET SUMMARY FOR YEARS 2022 TO 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	203	217	+14
	2023	217	197	-20
	2024	197	198	+1
Company- Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	203	217	+14
	2023	217	197	-20
	2024	197	198	+1

TABLE NO. 2
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN FRANCHISOR OR AN AFFILIATE) FOR YEARS 2022 TO 2024

State	Year	Number of Transfers
Hawaii	2022	0
	2023	0
	2024	1
New Hampshire	2022	0
	2023	2
	2024	0
New Jersey	2022	2
	2023	0
	2024	0
TOTAL	2022	2
	2023	2
	2024	1