

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.

Set forth is certain data about the financials from Spin Doctor Laundromat, LLC from two time periods, Table 1: 1/01/2023 – 12/31/2023. At the time of this Disclosure Document, there is one company franchise Spin Doctor business in operation. The company-owned location is in Hamilton, NJ and opened in 2012.

Table 1:

Spin Doctor Laundromats, LLC



Profit and Loss % of Total Income
January - December 2023

	Total	% of Income
	Jan - Dec 2023	
Income		
Total Income	\$ 504,431.26	100.00%
Total Cost of Goods Sold	\$ 6,558.65	1.30%
Gross Profit	\$ 497,872.61	98.70%
Expenses		
Total 30200 Franchise Fee	\$ 7,900.00	1.57%
60000 Advertising and Promotion	11,737.24	2.33%
60001 CNS	2,973.90	0.59%
Total 60000 Advertising and Promotion	\$ 14,711.14	2.92%
60200 Automobile Expense	990.44	0.20%
60400 Bank Service Charges	3,835.26	0.76%
60401 Paymentech	5,221.57	1.04%
Total 60400 Bank Service Charges	\$ 9,056.83	1.80%
61400 Charitable Contributions	2,118.95	0.42%
61700 Computer and Internet Expenses	4,933.52	0.98%
62500 Dues and Subscriptions	2,204.00	0.44%
62507 PWBN	34.95	0.01%
Total 62500 Dues and Subscriptions	\$ 2,238.95	0.44%
63300 Insurance Expense	5,370.00	0.00%
63310 General Liability Insurance	5,370.00	1.06%
Total 63300 Insurance Expense	\$ 5,370.00	1.06%
64300 Meals and Entertainment	2,814.17	0.56%
Total 64900 Office Supplies	\$ 1,426.56	0.28%
66000 Payroll Expenses	1,384.82	0.27%
Casual Labor	1,546.87	0.31%
Taxes	9,074.58	1.80%
Wages	99,271.76	19.68%
Total 66000 Payroll Expenses	\$ 111,459.15	22.10%
66700 Professional Fees	3,150.00	0.62%
67100 Rent Expense	29,354.85	5.82%
67101 Hilton Realty-PAK SC	59,229.58	11.74%
Total 67100 Rent Expense	\$ 88,584.43	17.56%
67200 Repairs and Maintenance	10,431.90	2.07%
67201 A.C. Power, Co.	16,927.14	3.36%
67202 Home Depot	-46.32	-0.01%
67204 Ace Hardware	12.71	0.00%
67207 Ryan's Commercial	711.94	0.14%
Total 67200 Repairs & Maint	\$ 28,037.37	5.56%
68100 Telephone Expense	1,216.97	0.24%
68600 Utilities	25,833.82	5.12%
68602 PSE&G-Gas	15,250.42	3.02%
68603 Trenton Water Works	4,746.86	0.94%
68604 Hilton Realty- Sewer	1,478.92	0.29%
Total 68600 Utilities	\$ 47,310.02	9.38%
68880 Office Expense	1,447.71	0.29%
68881 ADT	709.14	0.14%
Total 68880 Office Expense	\$ 2,156.85	0.43%
Operating Expenses	2,394.28	0.47%
Selling Supplies	524.04	0.10%
Total Operating Expenses	\$ 2,918.32	0.58%
Total Expenses	\$ 337,435.38	66.89%
Net Operating Income	\$ 160,437.23	31.81%

Notes:

1. The foregoing data are historic financial performance representations. They are not projections of future performance.

2. “Total Income” means the total revenue derived from the sale of goods or services less sales tax, discounts, and returns. “Cost of Goods Sold” means all of the direct expenses associated with the cleaning products sold in the business. “Gross Profit” is the Gross Sales minus the Cost of Goods Sold. The detailed expenses include costs associated with operating the franchised business and are itemized per expense. “Total Expenses” is then the total of the associated operating expenses and “Net Operating Income” equates to the Total Income minus the Total Cost of Goods Sold and Total Expenses.
3. The expenses described in Table 1 do not include royalty fees or other fees you would owe us as the franchisor. In order to calculate a Net Operating Income for a Franchise owned location, you would need to subtract the expenses for Royalties (6%) and Marketing Fund Fees (1.5%).

For this company owned location, these fees would have been:

Royalties = \$29,439.30

Marketing Fund = \$7,359.83

4. The expenses described in Table 1 do not include any compensation paid to our owners.
5. **One outlet has sold and earned this amount. Your individual results may differ. There is no assurance that you'll sell or earn as much.**
6. Written substantiation of the information contained in this Item 19 will be made available to prospective franchisees upon reasonable request.

Except for what is included in this Item 19, 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 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 Ms. Cathy Neilley, P.O. Box 5315, Trenton, NJ 08638, and 609-241-9124, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20
OUTLETS AND FRANCHISEE INFORMATION

Table 1
Systemwide Standard Model Outlet Summary
For Years 2021 to 2023

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised Standard Model	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
Company-Owned Standard Model	2021	1	1	0
	2022	1	1	0
	2023	1	1	0
Total Outlets Standard Model	2021	1	1	0
	2022	1	1	0
	2023	1	1	0

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

Column 1 State	Column 2 Year	Column 3 Number of Transfers
N/A	2021	0
	2022	0
	2023	0
Total	2021	0
	2022	0
	2023	0