

PROVISION	SECTION IN AGREEMENT	SUMMARY
t. Integration/merger clause	Franchise Agreement §§ 24(c) and 24(f)	<p>No modifications to the Agreement other than in writing, but we can change the Operating Manual. Also, your agreement terms automatically change if 65% of the then-current franchisees agree with a change proposed by us.</p> <p>Only the terms of the franchise agreement are and other related written agreements are binding (subject to applicable state law). Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable.</p> <p>Nothing in the Franchise Agreement or in any other related written agreement is intended to disclaim representations made in the franchise disclosure document.</p>
u. Dispute resolution by arbitration or mediation	Franchise Agreement § 21(a)	Except for certain claims involving the Marks and proprietary information, any lease of sublease, your obligations upon termination, transfer, and matters involving public safety, all disputes not first settled informally requires that the principal(s) of the franchisee: (1) first meet with an officer in King of Prussia, Pennsylvania executive of Franchisor to discuss a resolution; (2) if a mediated settlement conference is not successful, the dispute shall be arbitrated in Montgomery County, Pennsylvania, under rules of the American Arbitration Association.
v. Choice of forum	Franchise Agreement § 21(a)	AAA, The U.S. District Court for the Eastern District of PA, or any court of competent jurisdiction in Montgomery County, Pennsylvania, subject to state law.
w. Choice of law	Franchise Agreement § 21(i)	Pennsylvania law, except federal Lanham Act and federal Arbitration Act, which choice of law is subject to the subjectivity of individual state laws.

ITEM 18. PUBLIC FIGURES

We use no public figures to promote the 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.

Part A of this Item 19 contains the historical financial performance information of the outlet owned by our predecessor, CMS ILLINOIS, (“Predecessor Outlet”) during the period between January 1, 2024 and December 31, 2024 (the “Part A Measurement Period”).

Part B of this Item 19 contains the historical financial performance information of the outlet owned by our predecessor, CMS ILLINOIS, (“Predecessor Outlet”) during the period between January 1, 2023 and December 31, 2023 (the “Part B Measurement Period”).

Part C of this Item 19 contains the historical financial performance information of the Predecessor Outlet during the periods between January 1, 2021 and December 31, 2021 and also between January 1, 2022 and December 31, 2022 (the “Part C Measurement Period”).

The Predecessor Outlet previously operated a fencing repair and installation business in the Chicago, Illinois area under the name “CMS Fencing” but converted this business to an affiliate-owned 76 FENCE business in July 2023. Currently, the Predecessor Outlet operates in substantially the same manner as a Franchised Business would.

No other franchised location was included in this Item 19, as no other locations were open during the Measurement Periods. **The Predecessor Outlet earned these amounts. Your individual results may differ. There is no assurance you will earn as much.**

Part A: 2024

The chart below shows the Gross Sales earned and certain expenses incurred by the Predecessor Outlet during the Part A Measurement Period.

	Amount	Percentage of Gross Sales
Gross Sales	\$1,540,376.03	100%
Residential Sales	\$1,117,419.03	72.54%
Commercial Sales	\$422,957.03	27.46%
Cost of Goods Sold:		
Materials	\$403,578.53	26.2%
Third-party Labor	\$435,312.00	28.26%
Certain Expenses:		
Payroll	\$62,297.00	4.04%
Call Center	\$10,800	0.7%
Bank Charges and Fees	\$900	0.06%
Vehicle	\$12,501	0.81%
Insurance	\$5,102	0.33%
Interest	\$600	0.04%
Legal and Professional Fees	\$4,777	0.31%
Meals and Entertainment	\$818.40	0.05%
Office Supplies and Software	\$27,047.00	1.76%
QuickBooks Fees	\$7,959	0.52%
Franchise Expenses:		
Advertising Expense	\$66,000.00	4.28%
Brand Development Fund Contribution	\$7,701.88	0.5%

Royalty	\$123,230.08	8.00%
Rent	\$3,193.72	.21%
Accounting Vendor Fees	\$6,000.00	.39%
Net Income	\$362,558.44	23.54%

Part B: 2023

The chart below shows the Gross Sales earned and certain expenses incurred by the Predecessor Outlet during the Part B Measurement Period.

	Amount	Percentage of Gross Sales
Gross Sales	\$1,426,452	100%
Residential Sales	\$1,124,995	78.9%
Commercial Sales	\$301,457	21.1%
Cost of Goods Sold:		
Materials	\$325,330	22.8%
Third-party Labor	\$481,096	33.7%
Certain Expenses:		
Payroll	\$48,482	3.4%
Call Center	\$9,638	0.68%
Bank Charges and Fees	\$672	0.05%
Vehicle	\$12,451	0.87%
Insurance	\$3,951	0.28%
Interest	\$1,373	0.10%
Legal and Professional Fees	\$5,606	0.39%
Meals and Entertainment	\$677	0.05%
Office Supplies and Software	\$24,432	1.71%
QuickBooks Fees	\$7,579	0.53%
Franchise Expenses:		
Advertising Expense	\$60,500	4.24%
Brand Development Fund Contribution	\$7,132	0.50%
Royalty	\$114,116	8.00%
Accounting Vendor Fees	\$6,000	.42%
Net Income	\$317,417	22.25%

Part C: 2021 and 2022

The chart below shows the Gross Sales earned by the Predecessor Outlet during the Part C Measurement Period.

	2021	2022
Gross Sales	\$702,408.54	\$1,118,446.41

NOTES

1. “Gross Sales” means the entire amount of all of the revenues from the ownership or operation of the Predecessor Outlet, whether the revenues are evidenced by cash, credit, checks, services, property, or other means of exchange.

2. “Costs of Goods Sold” means the entire amount spent by the Predecessor Outlet for materials and third-party labor used in the operation of the Predecessor Outlet during the Measurement Period.

3. “Certain Expenses” means the amounts spent by the Predecessor Outlet for certain expenses used in the operation of the Predecessor Outlet during the Measurement Period. “Certain Expenses” does not include rent, your local advertising requirement, Accounting Software Fees, Scheduling and CRM Software Fees, Technology Fees, rent, amounts expended to attend the initial training program, and other expenses necessary to open and begin operating a Franchised Business.

4. “Franchise Expenses” represents the amount that the Predecessor Outlet would have paid to us in connection with Royalty and Brand Development Fund Contributions if it was operating as a franchisee.

This information was provided to us by the Predecessor Outlet. We have not audited or independently verified the data submitted by the Predecessor Outlet and no assurance can be offered that the data does not contain inaccuracies that an audit might disclose. We will provide you with written substantiation for the financial performance representation upon reasonable request.

Caution: Some business opportunities have earned this amount. There is no assurance you will do as well. If you rely upon our figures, you must accept the risk of not doing as well.

Your sales and expenses will vary depending upon the location of your business. The Predecessor Outlet is located in the Chicago, Illinois metropolitan area. Rent and other operating costs may vary depending upon your location. This analysis does not contain complete information concerning your potential operating costs. Operating costs may vary substantially from business to business.

We recommend that you make your own independent investigation to determine whether or not the franchise may be profitable to you. You should use the above information only as a reference in conducting your analysis and preparing your own projected income statements and cash flow statements.

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 Franchised Business.

Other than the above, we do not make any representations about a franchisee’s future financial performance or the past financial performance of company-owned, licensed, 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 Ed Samane, 640 Freedom Business Center Drive, Suite 131, King of Prussia, PA 19406, 610-768-0114, the Federal Trade Commission and the appropriate state regulatory agencies.

ITEM 20. LIST OF OUTLETS AND FRANCHISE 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	0	0	0
	2023	0	0	0
	2024	0	1	1
Company-Owned*	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
Total Outlets	2022	1	1	0
	2023	1	1	0
	2024	1	2	1

*This outlet is operated by our affiliate, CMS Illinois, which previously operated a fencing repair and installation business in the Chicago, Illinois area under the name “CMS Fencing” but converted this business to an affiliate-owned 76 FENCE business in July 2023.

Table No. 2
Transfers of Outlets from Franchisees to New Owners
(Other than the Franchisor) for
Years 2022 to 2024

State	Year	Number of Transfers
Total	2022	0
	2023	0
	2024	0

Table No. 3
Status of Franchise Outlets for
Years 2022 to 2024

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of the Year
North Carolina	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1
Total	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1

Table No. 4
Status of Company-Owned Outlets for
Years 2022 to 2024

State	Year	Outlets at Start of Year	Outlets Opened	Outlets Reacquired From Franchisee	Outlets Closed	Outlets Sold to Franchisee	Outlets at End of the Year
Illinois	2022	1	0	0	0	0	1