

<b>Provision</b>	<b>Section in Franchise Agreement or Other Agreement</b>	<b>Summary</b>
q. Non-competition covenants during the term of the franchise	Section 14 of Franchise Agreement	No involvement in Competitive Business. A “Competitive Business” is any business offering and selling roofing installation, maintenance, and repairs, and related products and services, for residential and commercial customers.
r. Non-competition covenants after the franchise is terminated or expires	Sections 14, 17 of Franchise Agreement	Franchise Agreement: No Competitive Business for 2 years (i) in the Territory or any other Franchisee’s Territory; (ii) 10 miles of the Territory or any other Franchisee’s Territory or (iii) 10 miles of any of our or our affiliate owned Roofing Business.
s. Modification of the agreement	Sections 2.3, 7.3 & 20.11 of Franchise Agreement	Franchise Agreement: No modifications of Franchise Agreement during term unless mutually agreed upon in writing, but Operating Manual subject to change. Modifications permitted on renewal.
t. Integration/merger clause	Section 20.5 of Franchise Agreement	Only the terms of the franchise agreement are binding (subject to state law). Any representations or promises outside of the disclosure document, franchise agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	Section 19 of Franchise Agreement	Except for certain claims, all disputes must first be submitted to non-binding mediation, and if unsuccessful, then arbitrated in Virginia, subject to state law
v. Choice of forum	Sections 19.1 & 20.1	Mediation and arbitration must be in Virginia, subject to state law
w. Choice of law	Sections 19.1 & 20.1 of Franchise Agreement	Virginia law applies, subject to state law.

## **ITEM 18** **PUBLIC FIGURES**

We do not currently use any public figure to promote our 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 a franchisee is 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.

As of September 30, 2024, there was one affiliate-owned Roofing Business and 18 franchised Roofing Businesses operating in 55 territories. This financial performance representation consists of three sections. Sections A and B disclose historical information for the affiliate-owned Roofing Business that has operated for at least twelve months and that operated for the full duration of the reporting period October 1, 2023 through September 30, 2024. These financial performance representations are for the outlet owned and operated by our affiliate in Los Angeles, CA which opened in June 2020 (the “Affiliate Unit”). Section C discloses the historic Gross Sales of six Bumble Roofing franchisees in 21 territories that commenced operations and reported sales during the reporting period of October 1, 2023 through September 30, 2024. All six franchisees operated in more than one territory but reported Gross Sales as one location. Three of

the franchisees operated in three territories and three of the franchisees operated in four territories. Excluded from Section C are 12 franchisees operating in 34 territories because they commenced operations but did not report any sales during the fiscal year ended September 30, 2024.

The Affiliate included in this financial performance representation offers services that you may not be authorized to use under the terms of your Franchise Agreement. However, we have excluded data from those and other services from this financial performance representation. The data included below is only for the full offering of roofing installation and roofing related products and services including replacement and maintenance options for residential and commercial customers that you will also be authorized to offer (the “Roofing Services”). The Roofing Services offered under our Marks by the Affiliate Unit are substantially similar to franchised Roofing Businesses for which we are offering franchises in this disclosure document. The Affiliate Unit was not limited by the territorial boundaries and performed roofing services in what would have been 12.5 franchise territories. However, in zip codes where the Affiliate Unit serviced more than one customer, when aggregated, was equivalent to four territories. The Affiliate Unit reports its data in the aggregate for all of its territories.

For this Item 19, “Revenue” means amounts derived from all Roofing Services sold from or through the Affiliate Unit, but does not include any revenue from other projects including solar panel installation, taxes or customer refunds.

#### **A. Revenue per roofing project October 1, 2023 through September 30, 2024**

The following table presents revenue per roofing project for 195 projects completed by the Affiliate Unit during the reporting period of October 1, 2023 to September 30, 2024.

<b>Description</b>	<b>Metric</b>
Total number of roofing projects	195
Average Revenue per project	\$ 25,745
Number of projects above average	52
% of projects above average	26.7%
Median Revenue per project	\$ 21,999
Maximum project revenue	\$ 300,441
Minimum project revenue	\$ 2,000

**B. Revenue less disclosed costs for October 1, 2023 through September 30, 2024**

The following table presents Revenues and certain operating expense information for the Reporting Unit for the period from October 1, 2023, through September 30, 2024. The table presents the dollar amount for each category and the various categories as a percent of Revenues.

Revenues and Disclosed Costs	Amount	% of Revenue
Revenue	1	\$5,046,152 100.0%
Cost of Materials	2	1,833,078 36.3%
Cost of Labor	3	1,443,182 28.6%
<b>Gross Profit</b>		<b>1,769,892 35.1%</b>
Wages & Benefits	4	309,333 6.1%
Taxes, Licenses & Permits	5	106,949 2.1%
Advertising & Marketing	6	148,400 2.9%
Automobile Expense	7	61,332 1.2%
Office Expenses & Supplies	7	38,863 0.8%
Travel, Meals and Entertainment	7	7,811 0.2%
Professional Fees	8	6,000 0.1%
Bank Service Charges	7	15,625 0.3%
Dues & Subscriptions	7	5,144 0.1%
Software and Telephone	9	22,977 0.5%
Royalty	10	328,000 6.5%
National Advertising Fund	10	50,462 1.0%
<b>Total Disclosed Expenses</b>		<b>1,100,895 21.8%</b>
<b>Revenue less Disclosed Expenses</b>	<b>11</b>	<b>668,997 13.3%</b>

Notes to the categories presented above:

1. “Revenue” means amounts derived from all Roofing Services sold from or through the Affiliate Unit, but does not include any revenue from other projects including solar panel installation, taxes or customer refunds. Similarly, the costs outlined below exclude direct costs or allocations of certain costs associated with the revenue generated from projects other than Roofing Services, including solar panel installation.
2. Cost of Material includes the direct roofing materials including shingles, clay or concrete tiles, asphalt rolled roofing, lumber, underlayment, roofing nails, ice/water shields and sheet metal commonly used in the installation of a roofing project.
3. Cost of Labor includes the subcontracted labor hired to install a roofing project.

4. Wages and Benefits includes salaries of four employees that work directly on Roofing Services. This includes two sales professionals that operate in the field providing customer proposals and manage active roofing projects. It includes one production manager responsible for scheduling jobs, ordering materials and coordinating subcontractor crews. It includes one office administrator. Wages and benefits excludes any compensation paid to the owner or a general manager. Salaries and Wages includes a factor of 15% for the cost of payroll taxes and employee benefit costs consistent with the affiliate-owned locations actual benefit costs for all its employees.
5. Taxes, Licenses and Permits includes local business licenses and taxes. The largest amount of this expenses is associated with permits required by municipalities in Los Angeles to install a roofing project.
6. Advertising and Marketing includes all the expenses associated with generating consumer leads for roofing projects.
7. Office Expenses & Supplies, Travel Meals & Entertainment, , Bank Service Charges and Dues and Subscriptions are the total expenses incurred by the Affiliate Unit for those expense categories. The above chart does not include all expenses incurred by the Affiliate Unit, such as an office because we anticipate that you will operate out of a home office.
8. Professional Fees includes the bookkeeping services fee (\$350 a month per Item 6), and estimates for certain tax preparation and legal expenses.
9. Software and Telephone expenses include: the Technology fee of \$345 per month, the QuickBooks Online subscription of \$75 per month, the ServiceMinder Customer Relationship Manager subscription of \$206 per month, a RingCentral voice-over-IP telephone service for \$45 per month, the AnswerConnect call answering service fee of \$415 per month, the Drone AI imaging software subscription of \$440 per month, the Company Cam production management software subscription of \$80 per month and the fee for the RoofSnap measurement software which is calculated at \$19 per project (\$19 times 195 projects).
10. Royalties and National Branding & Marketing Fund fees were not charged to the Affiliate Unit during the reporting period. These costs are added to the table above to represent the estimated costs associated with fees if the Affiliate Unit was a franchised Roofing Business.
11. Revenue less Disclosed Expenses is calculated by subtracting the total disclosed expenses and the Cost of Materials and the Cost of Labor from Revenue. This figure is not a substitution for a net profit because that will vary based on your specific situation, debt service, entity structure, etc. The above chart does not include all expenses incurred by the Affiliate Unit, such as an office, because we anticipate that you will operate out of a home office.

**C. Gross Sales for Certain Bumble Roofing Franchise Businesses for the 12 Months Ending September 30, 2024**

The following table presents Gross Sales, number of jobs sold and Average Sale (as defined below) information realized by certain Bumble Roofing franchisees during the period between October 1, 2023 and September 30, 2024. The information provided below was compiled from six franchisees, which operate in a total of 21 territories, that commenced operations and reported sales during the reporting period.

All six franchisees operated in more than one territory but reported Gross Sales as one location. Three of the franchisees operated in three territories and three of the franchisees operated in four territories.

<b>Franchisee Gross Sales, Jobs Sold, Average Sale</b>					
Franchise Outlet		Gross Sales	Jobs Sold	Average Sale	# Months in operation
Outlet number 1	\$	1,158,393	44	26,327	6
Outlet number 2	\$	733,907	84	8,737	4
Outlet number 3	\$	701,096	75	9,348	3
Outlet number 4	\$	247,971	64	3,875	4
Outlet number 5	\$	114,687	11	10,426	4
Outlet number 6	\$	113,828	34	3,348	6

“Gross Sales” includes all Sales or roofing products and services recorded in the customer relationship management (“CRM”) software account for each franchisee. Each “Sale” was accepted by the customer during the reporting period. The Sale may be a completed project or service sale, or it may be a sale that has been accepted by the customer but not yet completed by the end of the reporting period. Sales not completed may be awaiting a permit or scheduling of installation.

“Jobs Sold” refer to all the individual customer roofing projects or service tickets recorded in the CRM that make up the Gross Sales for each franchise outlet.

“Average Sale” is calculated by dividing the Gross Sales by the number of Jobs Sold for each franchise outlet. All the franchise outlets began operating during the reporting period and some were open for as little as three months. The “# Months in operation” reflects the months of operation during the reporting period for each of the franchise outlets.

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

We will, upon reasonable request, provide to you written substantiation for the information provided in this Item 19.

Other than as described above, we do not make any representations about a franchisee's future financial performance or the past financial performance of affiliate-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 unit, 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 Scott Zide at 2426 Old Brick Road, Glen Allen VA 23060, the Federal Trade Commission and the appropriate state agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**  
**SYSTEMWIDE OUTLET SUMMARY**  
**FOR FISCAL YEARS 2022 TO 2024**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2022	0	0	0
	2023	0	0	0
	2024	0	55	+55
Company-Owned(1)	2022	4	4	0
	2023	4	4	0
	2024	4	4	0
Total Outlets	2022	4	4	0
	2023	4	4	0
	2024	4	59	+55

**Notes:**

Although Bumble Roofing of LA operated one company owned outlet, the operation was not limited by the territorial boundaries applicable to BUMBLE ROOFING® franchisees. However, in zip codes where the company owned outlet serviced more than one customer, when aggregated, was equivalent to four territories.

**Table No.2**  
**TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS**  
**(OTHER THAN THE FRANCHISOR)**  
**FOR FISCAL YEARS 2022 TO 2024**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Total	2022	0
	2023	0
	2024	0

**Table No. 3**  
**FRANCHISED OUTLETS STATUS SUMMARY**  
**FOR FISCAL YEARS 2022 TO 2024**

<b>State</b>	<b>Year</b>	<b>Outlets at Start of Year</b>	<b>Outlets Opened</b>	<b>Terminations</b>	<b>Non-Renewals</b>	<b>Reacquired by Franchisor</b>	<b>Ceased Operations – other reasons</b>	<b>Outlets At End of Year</b>
Colorado	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	6	0	0	0	0	6
Connecticut	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	2	0	0	0	0	2