

	Provision	Section in Franchise Agreement	Summary
t.	Integration/merger clause	Section 21.4	Only the terms of the Franchise Agreement 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. Notwithstanding the foregoing, nothing in any Franchise Agreement is intended to disclaim the express representations made in this Franchise Disclosure Document.
u.	Dispute resolution by arbitration or mediation	Sections 20.1 and 20.2	At our option, claims that are not resolved internally may be submitted to non-binding mediation at our headquarters, and then to binding arbitration, excluding claims related to injunctive relief, anti-trust, the trademarks, possession of the Franchised Business premises and post-termination obligations. Subject to state law.
v.	Choice of forum	Section 20.3	Litigation takes place in Michigan, subject to applicable state law.
w.	Choice of law	Section 20.3	Michigan law applies, subject to applicable state law.

See the state addenda to this Franchise Disclosure Document and the Franchise Agreement for special state disclosures.

ITEM 18: PUBLIC FIGURES

We do not currently use any public figures 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 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.

The information in this Item 19 is based on historical results from existing franchised outlets in operation for at least 12 months as of December 31, 2024, along with data from franchisor-owned outlets. This information was prepared using self-reported financial data from franchisees. The financial information is not audited.

For the purposes of this financial representation, "Gross Revenue" includes all revenue and income from any source derived or received by a franchised outlet from, through, by, or on account of the operation of the Franchised Business or resulting from the rights to operate the Franchised Business. Gross Revenue does not include (a) any revenue from customer supply chargebacks (b) any sales tax or similar taxes collected from

customers and turned over to the governmental authority imposing the tax, (c) properly documented refunds to customers, or (d) properly documented promotional discounts (i.e., coupons).

Cost of revenue consists of direct costs related to providing services. These costs include: cleaning wages, cleaning supplies, replacement parts and equipment, laundry expense and miscellaneous direct costs.

Gross margin consists of gross revenue less cost of revenue.

Gross profit percentage consists of gross margin divided by gross revenue.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

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

If you rely upon our figures, you must accept the risk of not doing as well.

Bases

As of December 31, 2024, there were 36 franchised outlets in the System, all of which were operating as of that date. Of these, 28 reported financial results for the year ending December 31, 2024. Of the 28 reporting outlets, 19 were included in this Item 19 based on having operated for at least 12 months as of that date. In addition, two company-owned outlets are included in the tables below. Of the 19 qualifying franchised outlets, 9 had at least \$500,000 in annual revenue in 2024. Both company-owned outlets also exceeded \$500,000 in annual revenue. Certain franchisees may appear in multiple categories based on their operational history.

Assumptions

The financial results presented reflect performance from outlets located in only seven states. The market where your franchise would be located may achieve results that are different from where these outlets are located.

Section 1 – Corporate-owned outlets

The Corporate-owned data is not representative of franchisee performance and is provided only for informational purposes. The following is a representation of the corporate-owned outlets:

	Gross Revenue	Cost of Revenue	Gross Margin	Gross Profit %
Lenexa, KS	\$3,638,051	\$2,066,167	\$1,571,884	43%
Livonia, MI	\$5,202,287	\$2,950,411	\$2,251.876	43%

Section 2 – All franchised outlets

The following is a representation of all franchised outlets that have been in operation **at least 12 months**:

	Gross Revenue	Cost of Revenue	Gross Margin	Gross Profit %
Northwest Charlotte, NC	\$1,086,558	\$582,726	\$503,832	46%
Springfield, MO	\$787,705	\$352,773	\$434,932	55%
Southeast Kansas City & Columbia, MO	\$3,594,930	\$1,712,242	\$1,882,689	52%
Grand Rapids, MI	\$1,728,085	\$1,073,324	\$654,761	38%
North Kansas City, MO	\$1,141,092	\$648,135	\$492,957	43%
St. Louis, MO (North, South, East & West)	\$2,519,953	\$1,258,275	\$1,261,679	50%
Greensboro, NC	\$592,216	\$312,394	\$279,822	47%
Commerce, MI	\$3,365,894	\$1,777,620	\$1,588,274	47%
Raleigh, NC	\$125,295	\$62,760	\$62,535	50%
Frisco, TX	\$55,952	\$38,581	\$17,371	31%
Boulder & Golden, CO	\$1,758,375	\$840,044	\$918,332	52%
Southeast Charlotte, NC	\$81,132	\$34,454	\$46,678	58%
San Antonio, TX (North & South)	\$279,235	\$208,669	\$70,566	25%
Austin, TX (NW, South, Round Rock)	\$404,288	\$273,784	\$130,505	32%
Ft. Lauderdale, FL	\$14,111	\$12,011	\$2,100	15%
The Woodlands, TX	\$336,212	\$207,905	\$128,307	38%
Montgomery County, PA	\$219,876	\$92,074	\$127,802	58%
Tampa (East & West), FL & Palm Coast, FL	\$297,382	\$155,158	\$142,225	48%
Katy, TX	\$133,279	\$77,243	\$56,035	42%

	High	Low	Median	Avg	% that achieved or exceeded average
Gross Revenue	\$3,594,930	\$14,111	\$404,288	\$974,819	37%
Cost of Revenue	\$1,777,620	\$12,011	\$273,784	\$511,588	37%
Gross Margin	\$1,882,689	\$2,100	\$142,225	\$463,232	37%
Gross Profit %	58%	15%	47%	44%	58%

Section 3 – Franchised outlets in operation greater than three years

The following is a representation of franchised outlets that have been in operation **greater than 36 months**:

	Gross Revenue	Cost of Revenue	Gross Margin	Gross Profit %
Northwest Charlotte, NC	\$1,086,558	\$582,726	\$503,832	46%
Springfield, MO	\$787,705	\$352,773	\$434,932	55%
Southeast Kansas City & Columbia, MO	\$3,594,930	\$1,712,242	\$1,882,689	52%
Grand Rapids, MI	\$1,728,085	\$1,073,324	\$654,761	38%
North Kansas City, MO	\$1,141,092	\$648,135	\$492,957	43%
St. Louis, MO (North, South, East & West)	\$2,519,953	\$1,258,275	\$1,261,679	50%
Greensboro, NC	\$592,216	\$312,394	\$279,822	47%
Commerce, MI	\$3,365,894	\$1,777,620	\$1,588,274	47%

	High	Low	Median	Avg	% that achieved or exceeded average
Gross Revenue	\$3,594,930	\$592,216	\$1,434,589	\$1,852,054	38%
Cost of Revenue	\$1,777,620	\$312,394	\$860,729	\$964,686	50%
Gross Margin	\$1,882,689	\$279,822	\$579,296	\$887,368	38%
Gross Profit %	55%	38%	47%	47%	63%

Section 4 – Franchised outlets in operation one year to three years:

The following is a representation of the above franchised outlets that have been in operation at least 12 months, but less than 36 months:

	Gross Revenue	Cost of Revenue	Gross Margin	Gross Profit %
Raleigh, NC	\$125,295	\$62,760	\$62,535	50%
Frisco, TX	\$55,952	\$38,581	\$17,371	31%
Boulder & Golden, CO	\$1,758,375	\$840,044	\$918,332	52%
Southeast Charlotte, NC	\$81,132	\$34,454	\$46,678	58%
San Antonio, TX (North & South)	\$279,235	\$208,669	\$70,566	25%
Austin, TX (NW, South, Round Rock)	\$404,288	\$273,784	\$130,505	32%
Ft. Lauderdale, FL	\$14,111	\$12,011	\$2,100	15%
The Woodlands, TX	\$336,212	\$207,905	\$128,307	38%
Montgomery County	\$219,876	\$92,074	\$127,802	58%
Tampa (East & West), FL & Palm Coast, FL	\$297,382	\$155,158	\$142,225	48%
Katy, TX	\$133,279	\$77,243	\$56,035	42%

	High	Low	Median	Avg	% that achieved or exceeded average
Gross Revenue	\$1,758,375	\$14,111	\$219,876	\$336,831	18%
Cost of Revenue	\$840,044	\$12,011	\$92,074	\$182,062	36%
Gross Margin	\$918,332	\$2,100	\$70,566	\$154,769	13%
Gross Profit %	58%	15%	42%	41%	55%

Section 5 – Franchised outlets with pre-existing revenue

The following is a representation of franchised outlets that purchased existing customer accounts from a corporate-owned franchise location to begin operation:

	Gross Revenue	Cost of Revenue	Gross Margin	Gross Profit %
Southeast Kansas City & Columbia, MO	\$3,594,930	\$1,712,242	\$1,882,689	52%
Grand Rapids, MI	\$1,728,085	\$1,073,324	\$654,761	38%
North Kansas City, MO	\$1,141,092	\$648,135	\$492,957	43%
St. Louis, MO (North, South, East & West)	\$2,519,953	\$1,258,275	\$1,261,679	50%

	High	Low	Median	Avg	% that achieved or exceeded average
Gross Revenue	\$3,594,930	\$1,141,092	\$2,124,019	\$2,246,015	50%
Cost of Revenue	\$1,712,242	\$648,135	\$1,165,799	\$1,172,994	50%
Gross Margin	\$1,882,689	\$492,957	\$958,220	\$1,073,022	50%
Gross Profit %	52%	38%	47%	46%	50%

Section 6 – Franchised outlets with multiple territories

The following is a representation of franchised outlets that have multiple territories:

	Gross Revenue	Cost of Revenue	Gross Margin	Gross Profit %
Southeast Kansas City & Columbia, MO	\$3,594,930	\$1,712,242	\$1,882,689	52%
St. Louis, MO (North, South, East & West)	\$2,519,953	\$1,258,275	\$1,261,679	50%
Boulder & Golden, CO	\$1,758,375	\$840,044	\$918,332	52%
San Antonio, TX (North & South)	\$279,235	\$208,669	\$70,566	25%
Austin, TX (NW, South, Round Rock)	\$404,288	\$273,784	\$130,505	32%
Tampa (East & West), FL & Palm Coast, FL	\$297,382	\$155,158	\$142,225	48%

	High	Low	Median	Average	% that achieved or exceeded average
Gross Revenue	\$3,594,930	\$279,235	\$1,081,332	\$1,475,694	50%
Cost of Revenue	\$1,712,242	\$155,158	\$556,914	\$741,362	50%
Gross Margin	\$1,882,689	\$70,566	\$530,278	\$734,332	50%
Gross Profit %	52%	25%	49%	43%	67%

Apart from the above, 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 the franchisor's management by contacting Len Yakuber 39201 Schoolcraft Road, Suite B12, Livonia, Michigan 48150, (734) 522-1144, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
System-wide 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	10	21	+11
	2023	21	32	+11
	2024	32	45	+13
Company – Owned	2022	2	2	0
	2023	2	2	0
	2024	2	2	0
Total Outlets	2022	12	23	+11
	2023	23	34	+11
	2024	34	47	+13

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
Colorado	2022	1
	2023	0
	2024	0
Florida	2022	0
	2023	0
	2024	2
Texas	2022	0
	2023	0
	2024	2