

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.

We have included below a historic financial performance representation setting forth Gross Revenues information for existing Squeegee Squad franchised Businesses and an affiliate-owned Business that had been open and continuously operating in the U.S. on a full-time basis for at least one full calendar year as of December 31, 2024 ("Qualifying Businesses").

The figures shown are unaudited results that Qualifying Businesses reported to us for operations in the 2024 calendar year.

In Section A below, the information discloses the annual Gross Revenue of each Qualifying Business, and the total population of each Qualifying Business's Territory(ies).

In Section B below, the information discloses the annual difference in percent of total systemwide Gross Revenues from 2023 and 2024 for all franchise Qualifying Businesses that were open and operating for at least two full years as of December 31, 2023. Section B excludes the affiliate-owned Qualifying Business.

For purposes of this Item 19, "Gross Revenues" means all income of the reported Qualifying Businesses from the sale of services and products, by both cash and credit. Gross Revenues does not include any sales, use or gross receipts taxes if the amount of the tax was added to the selling price, charged to the customer, and paid to the appropriate taxing authority. Gross Revenues are reported for the applicable period using cash basis accounting.

Written substantiation of the data contained in this financial performance representation will be made available to you upon reasonable request. We do not otherwise furnish to prospective franchisees any oral or written information concerning the actual or potential sales, income or profits of a Squeegee Squad Business.

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Section A. Annual Gross Revenue Based by Qualifying Business

As of December 31, 2024, there were 65 franchised Squeegee Squad Businesses operating in 70 territories and one Squeegee Squad Business operated by our affiliate. The table below includes data from 60 franchised Squeegee Squad Businesses operating in 65 territories and one Squeegee Squad Business operated by our affiliate. 5 franchised Squeegee Squad Businesses were excluded from the below financial performance representations because those businesses were not operated on a full-time basis during 2024. Also excluded from this Item 19 are 4 franchised businesses that ceased operations in 2024. We also exclude from this Item 19 one affiliate-owned Squeegee Squad business because that business is not operated in the same manner as a franchised Squeegee Squad business.

	Franchise or Affiliate Qualifying Business	Annual Gross Revenues	Total Territory Population	Calculated Years in Business	Location
1.	Affiliate	\$4,476,432.07	2,760,873	18 Yrs & 10 Mths	Minnesota
2.	Franchise	\$1,973,683.06	3,958,946	6 Yrs & 2 Mths	Colorado
3.	Franchise	\$1,523,409.37	3,068,487	9 Yrs & 4 Mths	Florida
4.	Franchise	\$1,239,111.32	939,877	6 Yrs & 6 Mths	Michigan
5.	Franchise	\$843,229.50	1,261,935	13 Yrs & 7 Mths	Florida
6.	Franchise	\$773,592.42	654,379	8 Yrs & 7 Mths	Oklahoma
7.	Franchise	\$771,523.54	2,179,019	14 Yrs & 9 Mths	Florida
8.	Franchise	\$766,217.97	404,892	12 Yrs & 6 Mths	Missouri
9.	Franchise	\$753,907.54	330,342	10 Yrs & 8 Mths	Wisconsin
10.	Franchise	\$742,165.82	564,245	10 Yrs & 9 Mths	Illinois
11.	Franchise	\$729,294.81	1,372,749	2 Yrs & 2 Mths	Illinois
12.	Franchise	\$691,832.96	963,610	1 Yrs & 4 Mths	Tennessee
13.	Franchise	\$684,128.38	599,702	8 Yrs & 7 Mths	Pennsylvania
14.	Franchise	\$679,669.55	442,022	11 Yrs & 11 Mths	Arizona
15.	Franchise	\$673,911.12	359,875	5 Yrs & 0 Mths	Kansas
16.	Franchise	\$540,638.72	570,428	3 Yrs & 4 Mths	Minnesota
17.	Franchise	\$512,834.57	455,990	0 Yrs & 11 Mths	Alabama
18.	Franchise	\$504,787.02	1,492,191	1 Yrs & 4 Mths	Florida
19.	Franchise	\$502,566.43	2,895,105	9 Yrs & 1 Mths	Texas
20.	Franchise	\$445,592.80	110,395	14 Yrs & 4 Mths	Minnesota
21.	Franchise	\$406,640.84	2,009,324	3 Yrs & 5 Mths	Texas
22.	Franchise	\$404,796.87	382,368	5 Yrs & 8 Mths	Kansas
23.	Franchise	\$381,861.35	1,377,534	1 Yrs & 3 Mths	Florida
24.	Franchise	\$370,781.75	987,662	2 Yrs & 2 Mths	Illinois
25.	Franchise	\$370,675.40	581,091	9 Yrs & 6 Mths	Texas
26.	Franchise	\$348,420.41	229,853	7 Yrs & 2 Mths	Maine
27.	Franchise	\$329,382.05	313,720	0 Yrs & 9 Mths	Indiana
28.	Franchise	\$326,950.25	415,754	9 Yrs & 11 Mths	Kentucky
29.	Franchise	\$315,395.81	824,788	2 Yrs & 3 Mths	Louisiana
30.	Franchise	\$312,443.00	547,836	1 Yrs & 4 Mths	Alabama
31.	Franchise	\$291,592.58	1,944,375	1 Yrs & 4 Mths	Florida
32.	Franchise	\$268,570.15	466,091	0 Yrs & 9 Mths	Florida
33.	Franchise	\$245,968.30	318,668	2 Yrs & 0 Mths	Missouri
34.	Franchise	\$230,856.35	1,917,742	15 Yrs & 10 Mths	Wisconsin
35.	Franchise	\$228,510.36	674,721	1 Yrs & 1 Mths	Alabama
36.	Franchise	\$201,288.64	670,386	2 Yrs & 8 Mths	Florida
37.	Franchise	\$185,643.44	1,066,710	2 Yrs & 6 Mths	Georgia
38.	Franchise	\$184,573.11	384,592	11 Yrs & 6 Mths	Florida

39.	Franchise	\$173,411.99	335,920	2 Yrs & 1 Mths	Virginia
40.	Franchise	\$154,408.40	544,179	5 Yrs & 5 Mths	Kansas
41.	Franchise	\$150,650.11	535,284	2 Yrs & 3 Mths	Minnesota
42.	Franchise	\$139,453.28	369,150	1 Yrs & 4 Mths	Texas
43.	Franchise	\$121,777.14	243,960	14 Yrs & 1 Mths	North Dakota
44.	Franchise	\$119,931.00	957,062	2 Yrs & 6 Mths	Georgia
45.	Franchise	\$118,647.50	573,519	0 Yrs & 8 Mths	Tennessee
46.	Franchise	\$113,773.11	421,810	0 Yrs & 6 Mths	Arkansas
47.	Franchise	\$104,409.97	264,570	1 Yrs & 11 Mths	Louisiana
48.	Franchise	\$74,790.00	142,451	6 Yrs & 11 Mths	Arizona
49.	Franchise	\$72,246.94	764,382	1 Yrs & 7 Mths	Georgia
50.	Franchise	\$69,193.38	1,017,432	0 Yrs & 8 Mths	Georgia
51.	Franchise	\$60,928.45	500,912	0 Yrs & 5 Mths	Oklahoma
52.	Franchise	\$45,648.30	386,126	1 Yrs & 1 Mths	South Carolina
53.	Franchise	\$45,567.26	584,526	2 Yrs & 0 Mths	Nebraska
54.	Franchise	\$40,261.60	292,452	7 Yrs & 5 Mths	Kentucky
55.	Franchise	\$38,865.25	342,775	0 Yrs & 11 Mths	Florida
56.	Franchise	\$25,423.67	339,240	0 Yrs & 5 Mths	South Carolina
57.	Franchise	\$17,509.35	313,585	0 Yrs & 5 Mths	Ohio
58.	Franchise	\$12,082.75	301,249	0 Yrs & 3 Mths	North Carolina
59.	Franchise	\$10,223.21	751,270	0 Yrs & 5 Mths	Florida
60.	Franchise	\$6,228.80	627,177	0 Yrs & 3 Mths	Texas
61.	Franchise	\$5,431.03	313,191	0 Yrs & 3 Mths	Texas

Section B. Change in Percent of Systemwide Gross Revenues from 2023 to 2024 for Franchise Qualifying Businesses

The table below shows the difference in percent of total systemwide Gross Revenues between all franchised Squeegee Squad Businesses operating in 2024 and all franchised Squeegee Squad Businesses operating in 2023. The change in percent was calculated by aggregating the 2024 Gross Revenue of all franchised Squeegee Squad Businesses operating in 2024 and dividing it by the aggregate 2023 Gross Revenue of all franchised Squeegee Squad Businesses operating in 2023.

	Percent Change
Change in % of Systemwide Gross Revenue from 2023 to 2024	24.9%

Some Businesses have sold the amounts listed above. Your individual results may differ. There is no assurance that you'll sell as much.

Other than the preceding financial performance representations, 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 contact Jack Ruegsegger, 8427 172nd Ave NE, Columbus, MN 55025, or Joe Ruegsegger, 8147 Maple Lane N, Maple Grove, MN 55311, or Joe Antonello 9873 55th St. N., Lake Elmo, MN 55042, or 763-286-3465, 612-919-7130, or 612-859-3013the 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	43	49	+6
	2023	49	59	+10
	2024	59	70	+11
Company-Owned	2022	2	2	0
	2023	2	3	+1
	2024	3	1	-2
Total Outlets	2022	45	51	+6
	2023	51	62	+11
	2024	62	71	+9

All numbers are as of December 31 of each calendar year.

Table No. 2
Transfers of Outlets From Franchisee
to New Owners (Other than the Franchisor)
For years 2023 to 2024

State	Year(1)	Number of Transfers
Colorado	2022	1
	2023	0
	2024	0
Florida	2022	1
	2023	0
	2024	0
Illinois	2022	1
	2023	1
	2024	0
Texas	2022	0
	2023	0
	2024	1
TOTAL	2022	3
	2023	1
	2024	1

Table No. 3