

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
t. Integration/merger clause	25.1	Only the terms of the Franchise Agreement are binding (subject to applicable federal and/or state law). Any representations or promises outside of the Franchise Disclosure Document and other agreements may not be enforceable. Nothing in the agreement or in any related agreement is intended to disclaim the representations made in the Franchise Disclosure Document.
u. Dispute resolution by arbitration or mediation	24.2, 24.3	You must bring any dispute or claim to our President first for discussion before you may bring the dispute to a third party. At our option, all claims or disputes relating to the Franchise Agreement must be submitted first to mediation in Delaware County, Pennsylvania under the National Franchise Mediation Program (“NFMP”) in accordance with the NFMP’s mediation rules then in effect. (subject to state law)
v. Choice of forum	24.6	Subject to state law, for any dispute not subject to or not resolved by mediation, the parties agree to litigate only in a court of general jurisdiction in Delaware County, Pennsylvania, or the United States District Court for the Eastern District of Pennsylvania.
w. Choice of law	24.1	Agreement is governed by the laws of Pennsylvania. (subject to state law)

Provisions which allow us to terminate upon bankruptcy may not be enforceable under federal bankruptcy law (11 U.S.C. §101 et seq.)

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 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.

In 2024, there were 84 locations (84 owners), operating 187 USA franchised businesses. Of the 84 owners, 44 owners operated multiple businesses for an aggregate of 146 businesses. The following are their reported gross earnings:

The Top Tier (42 locations) reported median monthly earnings were \$17,869 or \$214,428 gross earnings for the year. The reported average monthly income was \$21,261 or \$255,132 gross earnings for the year. Sixteen (or 38%) surpassed the average and twenty-six under the average. The top reported earnings in this tier were \$916,383 with forty-one locations reporting under that amount, and the lowest reported earnings was \$102,826 with forty-one locations reporting over that amount.

Seventeen of the forty-two Top Tier locations reporting operated under a single unit, reporting a median monthly earnings of \$16,709 or \$200,509 gross earnings for the year. Single unit locations in this tier reported average monthly income was \$19,160 or \$229,920 gross earnings for the year. Six (or 35%) surpassed the average and eleven under the average. The top reported earnings of the single territory locations were \$534,064 with sixteen reporting under that, and the lowest reported earnings was \$117,073 with sixteen reporting higher than that.

The Bottom Tier (42 locations) reported median monthly earnings were \$4,756 or \$57,072 gross earnings for the year. The reported average monthly income was \$4,787 or \$57,444 gross earnings for the year. Twenty (or 48%) surpassed the average and twenty-two under the average. The top reported earnings in this tier were \$102,152 with forty-one locations reporting under that amount, and the lowest reported earnings was \$7,172 with forty-one locations reporting over that amount.

Twenty-three of the forty-two Bottom Tier locations reporting operated under a single unit, reporting a median monthly earnings of \$4,410 or \$52,920 gross earnings for the year. Single unit locations in this tier reported average monthly income was \$4,404 or \$52,848 gross earnings for the year. Eleven (or 48%) surpassed the average and fourteen under the average. The top reported earnings of the single territory locations were \$99,826 with twenty-two reporting under that, and the lowest reported earnings was \$7,121 with twenty-two reporting higher than that.

Mr. Sandless Average Customer Price and Supply Medians In calendar year 2024, the 186 Mr. Sandless USA franchised businesses operating from 84 locations (84 owners), service of 5,521 jobs and total earnings of \$13,244,783. The term Supplies (used during service) is defined as the cost of all supplies expended in the provision of flooring service to an actual customer, excluding carpentry supplies. This includes the administration fee but does not include shipping to the sites. It does not include inventory. Mr. Sandless Average Customer Price: \$2,399 (calculated as total earning \$13,244,783 divided by total number of jobs 5521) Mr. Sandless Median Customer Price: \$2,398 Mr. Sandless Average Supplies: \$94.00 Mr. Sandless Median Supplies: \$93.

Mr. Sandless tracks all reported sales, which are then added for a year-end total, and divided by the number of jobs reported, resulting in an “average” customer price.”

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

The financial performance figures do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Mr. Sandless franchise. Franchisees or former franchisees, listed in the disclosure document, may be one source of this information. There may be other costs and other expenses not identified.

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

Other than the preceding financial performance representation, Mr. Sandless Franchise LLC does 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 Daniel J. Prasalowicz at 2970 Concord Road, Aston, PA 19014-2947 or call (877) 994-WOOD/(610) 364-2080, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

For Years Table #1
System-wide Outlet Summary
Years 2022, 2023, 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	155	164	9
	2023	164	189	25
	2024	189	198	9
Affiliate-Owned	2022	9	9	0
	2023	9	0	-9
	2024	0	0	0
Grand Total	2022	164	173	9
	2023	172	189	16
	2024	189	198	9

Table #2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
Years 2022, 2023, 2024

State	Year	Number of Transfers
USA		
Colorado	2022	1
	2023	1
	2024	0
Illinois	2022	1
	2023	0
	2024	0
Massachusetts	2022	1
	2023	0
	2024	0
Michigan	2022	0
	2023	2
	2024	0