

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 by this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

Revenues for those MIDTOWN CHIMNEY SWEEPS Business Territories that operated for a full calendar in 2024 (the “Reporting Territories”). We also include a second table with Median information in these same categories.

As of December 31, 2024, we had 39 outlets, 36 of which operated the entire calendar year. We had 3 territories that opened part way through 2024 and do not include those in the Reporting Territories in the tables below. No territories closed part way through 2024.

2. The information regarding the Gross Revenues and numbers of jobs in the tables below has been prepared from data obtained from the unaudited information submitted by the Reporting Territories through our scheduling center.

3. The total size of each Protected Territory is approximately 110,000 households.

Table 1-Average Revenue Information-2024

Total Number of Reporting Territories Included	2024 Average Annual Total Gross Revenues
36	\$162,012.06

NOTES for Table 1:

1. Column 2 shows the annual total Gross Revenues for the calendar year 2024, on average, for the Reporting Territories. 10 out of 36, or 28%, of the Reporting Territories attained or surpassed the average shown in Column 3 in 2024.

Table 2-Median Revenue Information-2024

Total Number of Reporting Territories Included	2024 Median Total Gross Revenues
36 in 2024	\$228,113.45

NOTES for Table 2:

1. Column 2 shows the median total Gross Revenues for the calendar year 2024 for the Reporting Territories. 10 out of 36, or 28%, of the Reporting Territories attained or surpassed the median shown in Column 3 in 2024.

NOTES APPLICABLE TO BOTH TABLES:

1. The tables above do not show any costs incurred by the Reporting Territories.
2. The highest and lowest Gross Revenue for territories in the tables above for 2024 was as follows: Highest- \$1,438,231.59; Lowest- \$11,378.50.

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

Some outlets have sold this amount. Your individual results may differ. There is no assurance you will sell as much.

The financial performance representation figures do not reflect the cost of sales, operating expenses or other costs or expenses that must be deducted from the Gross Revenues 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 MIDTOWN CHIMNEY SWEEPS Business. Franchisees or former franchisees listed in this Disclosure Document may be one source of this information.

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 MIDTOWN CHIMNEY SWEEPS Business, however, we may provide you with the actual records of that MIDTOWN CHIMNEY SWEEPS Business. 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 Byron Schramm at 2805 Wilderness Place, Suite 900, Boulder, CO 80301, and (720) 575-7949, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE 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	36	34	-2
	2023	34	36	+2
	2024	36	39	+3
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	36	34	-2
	2023	34	36	+2
	2024	36	39	+3

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	0
	2023	1
	2024	0
Pennsylvania	2022	0
	2023	0
	2024	0
Total	2022	0
	2023	1
	2024	0

Table No. 3
Status of Franchised 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 the End of the Year
California	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	0	0	0	0	0	0
Colorado	2022	12	0	0	0	0	0	12
	2023	12	0	0	0	0	0	12
	2024	12	0	0	0	0	0	12
Iowa	2022	4	0	0	0	0	0	4
	2023	4	0	0	0	0	0	4