

<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
t. Integration/merger clause	Section 9.1	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.
u. Dispute resolution by arbitration or mediation	Section 8	Except for certain claims, all disputes must first be submitted to mediation. If the mediation is unsuccessful, the dispute must be arbitrated at the office of the American Arbitration Association closest to our principal office. (Subject to applicable state law)
v. Choice of forum	Section 8.1(a)	Litigation must be brought in the state or federal courts located in the state in which our principal office is located. (Subject to applicable state law)
w. Choice of law	Section 8.3	Ohio law applies. (Subject to applicable state law)

## **ITEM 18 PUBLIC FIGURES**

We do not use any public figure to promote our franchises at this time.

## **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.

As of December 31, 2024 there were 24 franchises operating 55 territories in the Granite Garage Floors franchise system. The chart immediately below reflects historical Gross Revenue and number of jobs information for the 12-month period ended December 31, 2024 for the 20 Granite Garage Floors franchises operating 49 territories. This constitutes all franchises that were open and operating for the entire 12 month period ended December 31, 2024. The first of these franchises opened in 2013 and the most recent opened in 2024. We have excluded 4 franchises operating 6 territories that were not open for the full twelve months. No franchises permanently closed as a Granite Garage Floor franchise in 2024.

Our current territory offering is a territory with approximately 250,000 households. For franchisees included in the chart below who had territories larger than 250,000 households, we have broken their territories into approximately 250,000 households and included below is the number of territories each franchisee would have.

We have broken this Item 19 into 3 sections. Section A provides Gross Revenue information for the 12-month period ended December 31, 2024 for the 20 Granite Garage Floors franchises operating 49 territories, as discussed above. Section B provides this same information by quartile ranking these franchises by Gross Revenue in descending order, and also includes the number of jobs during this 12-month period of each franchise in each quartile. The average and median Gross Revenue information in this Section is for those franchises in each quartile. Section C provides this same Gross Revenue and jobs information but separates the franchises by date opened as a Granite Garage Floor, providing the information for those franchises that had been open for more than 7 years as a Granite Garage Floor, more than 4 but less than 7 years, and less than 4 years, all as of December 31, 2024.

## 2024 FRANCHISE GROSS REVENUE

### SECTION A – TOTAL FRANCHISE GROSS REVENUE

	<b>Gross Revenue</b>	<b># of Territories</b>
Average Gross Revenue	\$735,405	49
Highest Gross Revenue	\$2,967,726	5
Lowest Gross Revenue	\$134,193	1
# / of Franchises At or Above Average Gross Revenue	9/20 (45%)	1
Median Gross Revenue	\$476,492	

### SECTION B – FRANCHISE GROSS REVENUE AND JOBS INFORMATION BY QUARTILE

<b>First Quartile</b>	<b>Gross Revenue</b>	<b>Number of Jobs</b>	<b># of Territories</b>
Franchise No. 1	\$2,967,726	578	5
Franchise No. 2	\$1,398,607	330	7
Franchise No. 3	\$1,397,648	271	5
Franchise No. 4	\$1,179,763	195	5
Franchise No. 5	\$1,022,735	187	1
Average Gross Revenue: \$1,593,296			
No./% of Franchises At or Above Average Gross Revenue: 1/20%			
High/Low Gross Revenue: \$2,967,726 /\$1,022,735			
Median Gross Revenue: \$1,397,648			
<b>Second Quartile</b>	<b>Gross Revenue</b>	<b>Number of Jobs</b>	<b># of Territories</b>
Franchise No. 6	\$942,187	188	1
Franchise No. 7	\$927,494	232	2
Franchise No. 8	\$873,911	178	6
Franchise No. 9	\$753,352	34	1
Franchise No. 10	\$549,750	231	2
Average Gross Revenue: \$809,339			
No./% of Franchises At or Above Average Gross Revenue: 3/60%			
High/Low Gross Revenue: \$942,187/\$549,750			
Median Gross Revenue:\$873,911			

<b>Third Quartile</b>	<b>Gross Revenue</b>	<b>Number of Jobs</b>	<b># of Territories</b>
Franchise No. 11	\$403,233	83	1
Franchise No. 12	\$383,932	124	1
Franchise No. 13	\$351,078	118	1
Franchise No. 14	\$328,197	78	2
Franchise No. 15	\$327,031	140	1
Average Gross Revenue: \$358,694			
No./% of Franchises At or Above Average Gross Revenue: 2/40%			
High/Low Gross Revenue: \$403,233 / \$327,031			
Median Gross Revenue: \$351,078			
<b>Fourth Quartile</b>	<b>Gross Revenue</b>	<b>Number of Jobs</b>	<b># of Territories</b>
Franchise No. 16	\$240,620	55	4
Franchise No. 17	\$194,127	39	1
Franchise No. 18	\$176,701	27	1
Franchise No. 19	\$155,819	42	1
Franchise No. 20	\$134,193	25	1
Average Gross Revenue: \$180,292			
No./% of Franchises At or Above Average Gross Revenue: 2/40%			
High/Low Gross Revenue: \$240,620 / \$134,193			
Median Gross Revenue: \$176,701			

**SECTION C – FRANCHISE GROSS REVENUE AND JOBS**  
**INFORMATION BY YEAR OPENED**

<b>Franchises open more than 7 years</b>	<b>Gross Revenue</b>	<b>Number of Jobs</b>	<b># of Territories</b>
2011 (Year Opened)	\$2,967,726	578	5
2013	\$1,398,607	330	7
2013	\$1,397,648	271	5
2013	\$1,179,763	195	5
2014	\$873,911	178	6
2017	\$1,022,735	187	1
2017	\$942,187	188	1
Average Gross Revenue: \$1,397,511		Number above average	3/7 (43%)
No./% of Franchises At or Above Average Gross Revenue: 3/43%			
High/Low Gross Revenue: \$2,967,726 / \$873,911			
Median Gross Revenue: \$1,179,763			
<b>Franchises open 4 to 7 years</b>	<b>2024 Gross Revenue</b>	<b>2024 Number of Jobs</b>	<b># of Territories</b>
2018	\$327,031	140	1
2018	\$328,197	78	2

2019	\$927,494	232	2
2019	\$753,352	34	1
2020	\$403,233	83	1
Average Gross Revenue: \$547,861			
No./% of Franchises At or Above Average Gross Revenue: 2/40%			
High/Low Gross Revenue: \$927,494 / \$327,031			
Median Gross Revenue Open: \$403,233			
<b>Franchised Businesses Open More Than 1 Year but less than 4 years</b>	<b>Gross Revenue</b>	<b>Number of Jobs</b>	<b># of Territories</b>
2022	\$194,127	39	1
2023	\$240,620	55	4
2023	\$549,750	231	2
2023	\$383,932	124	1
2023	\$176,701	27	1
2023	\$155,819	42	1
2023	\$134,193	25	1
Average Gross Revenue: \$273,278			
No./% of Franchises At or Above Average Gross Revenue: 3/38%			
High/Low Gross Revenue: \$549,750 / \$134,193			
Median Gross Revenue: \$217,374			

NOTES:

1. “Gross Revenue” for purposes of this Item 19 means all revenues from the sales of goods and services, less refunds and allowances. This is consistent with the definition used in the Franchise Agreement for Gross Sales.
2. The dollar amounts shown in the charts above have been rounded to the nearest dollar and the percentages to the nearest percentage.
3. The information contained in this Item 19 is based upon revenue and jobs information reported to us by the franchises.
4. The above figures, which reflect Gross Revenue, not profits, were calculated based upon information reported to us by our franchisees. The figures do not reflect all costs of sales, operating expenses or other costs and expenses that must be deducted from the Gross Revenue figures to obtain net income or profit.
5. **Some outlets have sold this amount. Your individual results may differ. There is no assurance that you'll earn as much.**
6. Upon your written request, we will make available to you written substantiation of the data used in preparing this data.

Other than the preceding financial performance representation, Granite Garage Floors Franchising, 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 Kelli Schroeder, 77 North Washington Street, Boston, MA 02114, (617) 997-4729; the Federal Trade Commission, and the appropriate state regulatory agencies.

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

All information in the tables below is as of December 31 of the applicable year.

**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	14	14	0
	2023	14	44	+30
	2024	44	55	+11
Company-Owned	2022	1	1	0
	2023	1	0	-1
	2024	0	0	0
<b>Total</b>	2022	15	15	0
	2023	15	44	+29
	2024	44	55	+11

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners**  
**For Fiscal Years 2022 to 2024**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Florida	2022	0
	2023	0
	2024	1
Texas	2022	0
	2023	1
	2024	0
<b>Total</b>	2022	0
	2023	1
	2024	1