

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 following representation is an historic financial performance representation about our existing outlets that were in operation as of December 31, 2024. As of December 31, 2024, we had a total of 44 franchised outlets in operation. The following represents the results of 8 franchise locations that have been in operation for more than 1 year. We have excluded the results of 28 franchised outlets that were new to the System and did not operate for the full fiscal year. We have excluded 8 franchised locations from this representation: 1 that reported no revenue January, February, November, December of 2024, 1 that reported no revenue in January, February, and December 2024, 1 that reported no revenue in April of 2024, 2 outlets that are operated by the same franchisee that did not report any revenue for January and February 2024, 2 outlets that are operated by the same franchisee that did not report any revenue for February and March 2024, and 1 outlet that did not provide the required financial reporting needed to draft an accurate financial performance representation.

Unit 1

Second Full Year in Business

TOTAL		
	Jan - Dec 2024	% of Income
Income		
Sales	\$1,755,537	
Sales Returns	-	-
Total Income	\$1,755,537	100.00%
Cost of Goods Sold		
Contractors	\$607,744	35%
Garbage Removal	\$20,271	1%

Merchant Fees	\$2,912	0%
Purchases Materials	\$329,692	19%
Rent - Equipment	-	-
Other GOGS	-	-
Total Cost of Goods Sold	\$960,619	55%
Gross Profit	\$794,918	45%
Expenses		
Bank Service Fees	\$1,670	0.1%
Business Fees and Licenses	\$750	0%
Insurance	\$6,346	0.4 %
Office Supplies	\$29,161	1.7%
Professional Services	\$11,107	0.6%
Royalty	\$132,888	7.6%
Admin Fees	\$8,500	0.5%
Marketing Expenses	\$19,884	1.1%
Branding Fund Fee	\$10,790	0.6%
Software and IT expense	\$5,618	0.3%
Utilities/Phone	\$3,896	02%
Total Expenses	\$230,609	13%
Owner Discretionary Profit	\$564,310	32%

Average project size	\$32,510	
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Unit 2 (Includes two locations operated as one by one LLC)

Second Full Year in Business

	TOTAL	
	Jan - Dec 2024	% of Income
Income		
Sales	\$617,322	100.00%
Sales Returns	-	-
Total Income	\$617,322	100.00%
Cost of Goods Sold		
Contractors	\$206,253	33%
Garbage Removal	\$11,835	2%
Merchant Fees	-	-
Purchases Materials	\$142,666	23%
Rent - Equipment	-	-
Other GOGS	-	-
Total Cost of Goods Sold	\$360,754	58%
Gross Profit	\$256,569	42%
Expenses		
Bank Service Fees	\$864	0.1%
Business Fees and Licenses	\$3,140	0.5%

Insurance	\$2,803	0.5%
Office Supplies	\$990	0.2%
Professional Services	\$4,013	0.7%
Royalty	\$49,386	8.0%
Admin Fees	\$6,000	1.0%
Marketing Expenses	\$23,653	3.8%
Branding Fund Fee	\$3,860	0.6%
Software and IT expense	\$1,734	0.3%
Utilities/Phone	\$535	0.1%
Total Expenses	\$96,979	15%
Owner Discretionary Profit	\$159,590	26%
<i>Average project size</i>	\$25,722	

Unit 3

First Full Year in Business

TOTAL		
	Jan - Dec 2024	% of Income
Income		
Sales	\$556,760	100.00%
Sales Returns	-	-
Total Income	\$556,760	100.00%

Cost of Goods Sold		
Contractors	\$191,669	34%
Garbage Removal	\$19,622	4%
Merchant Fees	\$4,650	1%
Purchases Materials	\$185,874	33%
Rent - Equipment	-	-
Other GOGS	-	-
Total Cost of Goods Sold	\$401,815	72%
Gross Profit	\$154,945	28%
Expenses		
Bank Service Fees	\$67	0.01%
Business Fees and Licenses	\$647	0.12%
Insurance	\$2,651	0.48%
Office Supplies	\$1,502	0.27%
Professional Services	\$3,600	0.65%
Royalty	\$44,541	8.00%
Admin Fees	\$5,500	0.99%
Marketing Expenses	\$28,968	5.20%
Branding Fund Fee	\$4,875	0.88%
Software and IT expense	\$1,089	0.20%

Utilities/Phone	-	-
Total Expenses	\$93,439	17%
Owner Discretionary Profit	\$61,506	11%
<i>Average project size</i>	<i>\$12,948</i>	

Unit 4

First Full Year in Business

	TOTAL	
	Jan - Dec 2024	% of Income
Income		
Sales	\$748,838	
Sales Returns	-\$1,375	0.2%
Total Income	\$747,463	100.00%
Cost of Goods Sold		
Contractors	\$208,839	28%
Garbage Removal	\$6,133	1%
Merchant Fees	-	-
Purchases Materials	\$218,014	29%
Rent - Equipment	\$1,475	0.2%
Other GOGS	-	-
Total Cost of Goods Sold	\$434,462	58%

Gross Profit	\$313,002	42%
Expenses		
Bank Service Fees	\$672	0.1%
Business Fees and Licenses	\$2,083	0.3%
Insurance	\$3,083	0.4%
Office Supplies	\$5,609	0.8%
Professional Services	\$2,295	0.3%
Royalty	\$59,797	8.0%
Admin Fees	\$5,500	0.7%
Marketing Expenses	\$18,514	2.5%
Branding Fund Fee	\$5,709	0.8%
Software and IT expense	\$1,388	0.2%
Utilities/Phone	-	-
Total Expenses	\$104,650	14%
Owner Discretionary Profit	\$208,352	28%
<i>Average project size</i>	<i>\$12,887</i>	

Unit 5

First Full Year in Business

TOTAL		
	Jan - Dec 2024	% of Income
Income		
Sales	\$1,538,281	
Sales Returns	-	
Total Income	\$1,538,281	100.00%
Cost of Goods Sold		
Contractors	\$550,412	36%
Garbage Removal	\$38,656	3%
Merchant Fees	\$2,483	0%
Purchases Materials	\$438,124	28%
Rent - Equipment	-	-
Other GOGS	-	-
Total Cost of Goods Sold	\$1,029,674	67%
Gross Profit	\$508,607	33%
Expenses		
Bank Service Fees	-	-
Business Fees and Licenses	\$18,430	1.2%
Insurance	\$2,690	0.2%

Office Supplies	\$8,191	0.5%
Professional Services	\$7,324	0.5%
Royalty	\$123,063	8.0%
Admin Fees	\$6,000	0.4%
Marketing Expenses	\$17,467	1.1%
Branding Fund Fee	\$8,816	0.6%
Software and IT expense	\$1,424	0.1%
Utilities/Phone	\$1,222	0.1%
Total Expenses	\$194,628	13%
Owner Discretionary Profit	\$313,979	20%
<i>Average project size</i>	\$24,036	

Unit 6

Second Full Year in Business

TOTAL		
	Jan - Dec 2024	% of Income
Income		
Sales	\$580,650	
Sales Returns	-	
Total Income	\$580,650	100.00%
Cost of Goods Sold		

Contractors	\$196,965	34%
Garbage Removal	\$18,570	3%
Merchant Fees	-	-
Purchases Materials	\$154,229	27%
Rent - Equipment	-	-
Other GOGS	\$1,590	0%
Total Cost of Goods Sold	\$371,354	64%
Gross Profit	\$209,296	36%
Expenses		
Bank Service Fees	\$358	0.1%
Business Fees and Licenses	-	-
Insurance	\$4,315	0.7%
Office Supplies	\$2,671	0.5%
Professional Services	\$2,389	0.4%
Royalty	\$46,452	8%
Admin Fees	\$6,000	1.0%
Marketing Expenses	\$24,187	4.2%
Branding Fund Fee	\$3,266	0.6%
Software and IT expense	\$3,066	0.5%
Utilities/Phone	\$1,736	0.3%