

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 this Item 19, we refer to the AHS Businesses as “Territories” and the franchise owners as “Operators.”

As of December 31, 2024, there were 369 franchised Territories and 18 affiliated Territories in operation, with the franchised outlets operated by a total of 214 different franchise owners. In addition, five Operators representing five Territories have purchased AHS Businesses that are expected to be opened in 2025.

A combined total of 35 Territories had not been open for at least 12 months as of December 31, 2024, and are not reported in the tables below. Out of the remaining Territories, 48 Territories are owned by Operators who did not provide us with complete financial reports during the full year of 2024, and we have therefore also excluded those Territories from these tables. There were 33 total Territories, operated by 16 Operators, that closed at some point during the year 2024. None of these closed Territories or Operators are included in this ITEM 19. (Of these closed outlets, three were open less than 12 months as of the date of closing.) The Territories included in the tables include two Mini AHS Businesses.

The remaining 286 Territories which were open for the full year 2024, operated by 148 Operators, are shown in the tables below. These Territories are referred to as the “Reporting Territories” and these Operators are referred to as the “Reporting Operators.” The 18 outlets operated by our affiliate are not included in this ITEM 19.

Of these 286 Reporting Territories, 72 were owned and operated as a single territory (each, a “Single Reporting Territory”), while the remaining 214 were operated in multiple Territory groups by a single Reporting Operator (“Multi-Territory Reporting Groups”), of which there were 76. The 72 Single Reporting Territories and the 76 Multi-Territory Reporting Groups are referred to herein collectively as the “Reporting Units,” for a total of 148 Reporting Units in 2024.

Because Multi-Territory Reporting Groups’ results may vary significantly from those of Single Reporting Territories, we include below separate tables for the results of the Single Reporting Territories and Multi-Territory Reporting Groups.

Tables 1 through 4 below show the results of the 72 Single Reporting Territories, grouped into four quartiles based on the Total Revenue achieved. Each of the four tables shows the results of one quartile.

Tables 5 through 8 below show the results of the 76 Multi-Territory Reporting Groups, grouped into four quartiles based on the Total Revenue achieved. Each of the four tables shows the results of one quartile.

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Table 1
Single Reporting Territories
Top Quartile
Average, High, Low and Median Performance Chart
Based on Total Revenue
18 Reporting Territories

Single Quartile 1 18 Reporting Territories					
Revenue	Average	%/# Above	High	Low	Median
Labor Revenue	\$560,845		\$766,905	\$437,813	\$524,800
Materials Trash Equipment Revenue	\$145,483		\$210,653	\$43,700	\$115,906
Service Charge Revenue	\$53,779		\$48,533	\$67,040	\$58,197
TOTAL REVENUE	\$760,107	39% / 7	\$1,026,090	\$548,553	\$698,903
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$239,445		\$436,776	\$167,269	\$222,192
Material Trash Equipment Expenses	\$144,944		\$194,403	\$47,717	\$121,743
Mileage Expense	\$5,191		\$0	\$35,843	\$0
TOTAL COST OF GOODS	\$389,580	16% / 3	\$631,178	\$250,828	\$343,936
GROSS PROFIT	\$370,527	39% / 7	\$394,912	\$297,725	\$354,967
Expenses					
AHS Software	\$6,516		\$5,988	\$7,398	\$5,988
Automobiles	\$19,500		\$45,743	\$4,128	\$18,334
General & Administrative	\$115,135		\$127,823	\$201,446	\$107,474
Local Marketing	\$47,638		\$26,893	\$42,522	\$46,759
National Brand Fund	\$14,208		\$19,400	\$11,057	\$14,161
Rent	\$14,331		\$15,300	\$16,414	\$15,511
Royalties	\$46,135		\$49,388	\$33,236	\$45,781
Tools, C Card Fees, Permits	\$1,614		\$3,918	\$200	\$511
TOTAL EXPENSES	\$265,077	44% / 8	\$294,453	\$316,402	\$254,519
OWNER DISCRETIONARY INCOME	\$105,450	61% / 11	\$100,459	(\$18,677)	\$100,448
PERCENTAGE OF TOTAL REVENUE	14%	50% / 9	10%	-3%	14%

Table 2
Single Reporting Territories
Second Quartile
Average, High, Low and Median Performance Chart
Based on Total Revenue
18 Reporting Territories

Single Quartile 2 18 Reporting Territories					
Revenue	Average	%/# Above	High	Low	Median
Labor Revenue	\$341,174		\$389,119	\$325,976	\$356,130
Materials Trash Equipment Revenue	\$91,503		\$79,663	\$53,592	\$83,028
Service Charge Revenue	\$44,630		\$64,511	\$47,659	\$49,344
TOTAL REVENUE	\$477,307	39% / 7	\$533,293	\$427,227	\$488,503
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$163,676		\$288,690	\$127,094	\$175,362
Material Trash Equipment Expenses	\$89,197		\$89,641	\$65,160	\$83,340
Mileage Expense	\$2,317		\$0	\$0	\$0
TOTAL COST OF GOODS	\$255,191	56% / 10	\$378,331	\$192,254	\$258,702
GROSS PROFIT	\$222,116	44% / 8	\$154,962	\$234,973	\$229,801
Expenses					
AHS Software	\$6,262		\$5,988	\$5,988	\$5,988
Automobiles	\$17,320		\$13,088	\$43,964	\$17,190
General & Administrative	\$82,254		\$86,573	\$70,904	\$84,655
Local Marketing	\$33,629		\$12,553	\$35,318	\$31,617
National Brand Fund	\$8,178		\$14,953	\$8,653	\$8,883
Rent	\$10,354		\$7,595	\$10,630	\$7,840
Royalties	\$25,573		\$25,575	\$25,427	\$27,191
Tools, C Card Fees, Permits	\$908		\$0	\$1,242	\$192
TOTAL EXPENSES	\$184,477	61% / 11	\$166,327	\$202,125	\$183,557
OWNER DISCRETIONARY INCOME	\$37,639	39% / 7	(\$11,365)	\$32,847	\$46,244
PERCENTAGE OF TOTAL REVENUE	8%	39% / 7	-2%	8%	9%

Table 3
Single Reporting Territories
Third Quartile
Average, High, Low and Median Performance Chart
Based on Total Revenue
18 Reporting Territories

Single Quartile 3 18 Reporting Territories					
Revenue	Average	%/# Above	High	Low	Median
Labor Revenue	\$266,514		\$357,191	\$233,173	\$250,900
Materials Trash Equipment Revenue	\$58,458		\$55,177	\$31,336	\$52,857
Service Charge Revenue	\$26,360		\$5,375	\$31,470	\$29,474
TOTAL REVENUE	\$351,332	44% / 8	\$417,743	\$295,979	\$333,232
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$104,344		\$150,681	\$125,112	\$104,532
Material Trash Equipment Expenses	\$69,469		\$58,391	\$42,758	\$65,446
Mileage Expense	\$2,148		\$0	\$0	\$0
TOTAL COST OF GOODS	\$175,961	39% / 7	\$209,073	\$167,870	\$169,978
GROSS PROFIT	\$175,371	50% / 9	\$208,670	\$128,109	\$163,254
Expenses					
AHS Software	\$4,690		\$5,646	\$4,990	\$5,567
Automobiles	\$8,285		\$6,598	\$17,602	\$7,477
General & Administrative	\$73,145		\$67,861	\$59,458	\$60,816
Local Marketing	\$29,791		\$41,634	\$40,749	\$28,671
National Brand Fund	\$5,739		\$7,098	\$6,200	\$6,316
Rent	\$9,643		\$9,096	\$15,549	\$9,167
Royalties	\$21,668		\$21,337	\$18,601	\$22,485
Tools, C Card Fees, Permits	\$660		\$110	\$1,145	\$62
TOTAL EXPENSES	\$153,621	44% / 8	\$159,380	\$164,294	\$140,562
OWNER DISCRETIONARY INCOME	\$21,750	22% / 4	\$49,291	(\$36,185)	\$22,691
PERCENTAGE OF TOTAL REVENUE	6%	39% / 7	12%	-12%	7%

Table 4
Single Reporting Territories
Bottom Quartile
Average, High, Low and Median Performance Chart
Based on Total Revenue
18 Reporting Territories

Single Quartile 4 18 Reporting Territories					
Revenue	Average	%/# Above	High	Low	Median
Labor Revenue	\$177,958		\$215,856	\$163,611	\$168,141
Materials Trash Equipment Revenue	\$41,378		\$60,584	\$26,765	\$36,735
Service Charge Revenue	\$22,682		\$15,802	\$10,606	\$20,893
TOTAL REVENUE	\$242,018	39% / 7	\$292,241	\$200,982	\$225,770
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$74,429		\$55,688	\$69,847	\$72,624
Material Trash Equipment Expenses	\$33,483		\$54,664	\$28,965	\$30,404
Mileage Expense	\$1,150		\$1,014	\$1,793	\$0
TOTAL COST OF GOODS	\$109,062	67% / 12	\$111,366	\$100,605	\$103,028
GROSS PROFIT	\$132,956	44% / 8	\$180,875	\$100,377	\$122,742
Expenses					
AHS Software	\$4,817		\$4,502	\$6,615	\$5,489
Automobiles	\$6,525		\$28,272	\$6,614	\$5,491
General & Administrative	\$50,703		\$55,248	\$59,479	\$53,224
Local Marketing	\$19,314		\$16,332	\$17,487	\$18,427
National Brand Fund	\$2,714		\$0	\$2,751	\$3,305
Rent	\$7,156		\$11,495	\$11,957	\$8,142
Royalties	\$11,264		\$14,292	\$11,996	\$13,567
Tools, C Card Fees, Permits	\$549		\$412	\$37	\$170
TOTAL EXPENSES	\$103,042	50% / 9	\$130,552	\$116,935	\$107,815
OWNER DISCRETIONARY INCOME	\$29,913	50% / 9	\$50,324	-\$16,559	\$14,928
PERCENTAGE OF TOTAL REVENUE	12%	39% / 7	17%	-8%	7%

Table 5
Multi-Territory Reporting Groups
Top Quartile
Average, High, Low and Median Performance Chart
Based on Total Revenue
19 Reporting Operators with 62 Reporting Territories

Multi-Territory Quartile 1					
19 Reporting Owners with 62 Reporting Territories					
Revenue	Average	%/# Above	High	Low	Median
Labor Revenue	\$960,780		\$1,949,362	\$598,900	\$880,396
Materials Trash Equipment Revenue	\$220,913		\$539,846	\$137,120	\$182,112
Service Charge Revenue	\$96,737		\$146,835	\$69,000	\$93,373
TOTAL REVENUE	\$1,278,429	47% / 9	\$2,636,042	\$805,020	\$1,155,881
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$433,714		\$892,177	\$276,763	\$376,221
Material Trash Equipment Expenses	\$204,792		\$489,302	\$98,583	\$171,516
Mileage Expense	\$8,830		\$61,864	\$0	\$0
TOTAL COST OF GOODS	\$647,336	37% / 7	\$1,443,343	\$375,345	\$547,737
GROSS PROFIT	\$631,093	37% / 7	\$1,192,699	\$429,674	\$608,144
Expenses					
AHS Software	\$7,083		\$10,571	\$6,438	\$6,172
Automobiles	\$33,674		\$59,391	\$24,519	\$24,519
General & Administrative	\$193,215		\$319,357	\$143,310	\$161,223
Local Marketing	\$91,747		\$62,037	\$75,250	\$77,406
National Brand Fund	\$21,561		\$50,716	\$14,219	\$23,995
Rent	\$22,917		\$71,196	\$29,715	\$22,402
Royalties	\$72,221		\$153,667	\$42,588	\$65,751
Tools, C Card Fees, Permits	\$3,746		\$1,935	\$0	\$758
TOTAL EXPENSES	\$446,166	53% / 10	\$728,871	\$336,039	\$382,226
OWNER DISCRETIONARY INCOME	\$184,927	37% / 7	\$463,828	\$93,636	\$225,918
PERCENTAGE OF TOTAL REVENUE	14%	53% / 10	18%	12%	20%
Number of Territories	3	63% / 12	6	2	3

Table 6
Multi-Territory Reporting Groups
Second Quartile
Average, High, Low and Median Performance Chart
Based on Total Revenue
19 Reporting Operators with 58 Reporting Territories

Multi-Territory Quartile 2					
19 Reporting Owners with 58 Reporting Territories					
Revenue	Average	%/# Above	High	Low	Median
Labor Revenue	\$529,070		\$628,118	\$544,627	\$548,586
Materials Trash Equipment Revenue	\$118,773		\$111,969	\$95,165	\$100,908
Service Charge Revenue	\$61,740		\$63,375	\$7,256	\$60,046
TOTAL REVENUE	\$709,583	42% / 8	\$803,462	\$647,048	\$709,540
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$217,152		\$299,078	\$252,247	\$226,130
Material Trash Equipment Expenses	\$117,048		\$94,026	\$72,804	\$103,180
Mileage Expense	\$9,085		\$0	\$0	\$0
TOTAL COST OF GOODS	\$343,284	47% / 9	\$393,104	\$325,051	\$329,311
GROSS PROFIT	\$366,299	47% / 9	\$410,359	\$321,997	\$380,229
Expenses					
AHS Software	\$5,640		\$8,376	\$9,510	\$5,988
Automobiles	\$16,110		\$33,441	\$12,623	\$13,629
General & Administrative	\$102,533		\$153,116	\$86,444	\$92,475
Local Marketing	\$52,456		\$50,927	\$57,849	\$50,927
National Brand Fund	\$10,595		\$16,184	\$14,447	\$12,731
Rent	\$11,277		\$25,287	\$19,568	\$9,635
Royalties	\$37,593		\$49,155	\$40,013	\$39,112
Tools, C Card Fees, Permits	\$1,125		\$1,603	\$289	\$701
TOTAL EXPENSES	\$237,330	42% / 8	\$338,090	\$240,744	\$225,196
OWNER DISCRETIONARY INCOME	\$128,969	53% / 10	\$72,269	\$81,253	\$155,033
PERCENTAGE OF TOTAL REVENUE	18%	53% / 10	9%	13%	22%
Number of Territories	3	53% / 10	7	2	3

Table 7
Multi-Territory Reporting Groups
Third Quartile
Average, High, Low and Median Performance Chart
Based on Total Revenue
19 Reporting Operators with 51 Reporting Territories

Multi-Territory Quartile 3					
19 Reporting Owners with 51 Reporting Territories					
Revenue	Average	%/# Above	High	Low	Median
Labor Revenue	\$418,910		\$446,433	\$316,358	\$427,809
Materials Trash Equipment Revenue	\$75,976		\$139,616	\$57,784	\$66,888
Service Charge Revenue	\$45,283		\$51,348	\$40,800	\$50,204
TOTAL REVENUE	\$540,168	47% / 9	\$637,397	\$414,941	\$544,900
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$166,158		\$237,369	\$99,572	\$167,347
Material Trash Equipment Expenses	\$69,854		\$113,508	\$47,951	\$61,621
Mileage Expense	\$2,116		\$0	\$19,738	\$0
TOTAL COST OF GOODS	\$238,128	47% / 9	\$350,877	\$167,260	\$228,968
GROSS PROFIT	\$302,040	47% / 9	\$286,520	\$247,681	\$315,932
Expenses					
AHS Software	\$5,473		\$5,988	\$6,097	\$5,988
Automobiles	\$18,583		\$15,541	\$272	\$15,541
General & Administrative	\$106,954		\$148,118	\$86,448	\$107,214
Local Marketing	\$42,320		\$27,736	\$34,167	\$44,900
National Brand Fund	\$8,491		\$0	\$8,115	\$9,590
Rent	\$15,715		\$0	\$22,128	\$15,526
Royalties	\$30,943		\$1,054	\$23,229	\$30,726
Tools, C Card Fees, Permits	\$1,048		\$130	\$766	\$366
TOTAL EXPENSES	\$229,527	58% / 11	\$198,568	\$181,221	\$229,850
OWNER DISCRETIONARY INCOME	\$72,514	47% / 9	\$87,952	\$66,461	\$86,082
PERCENTAGE OF TOTAL REVENUE	13%	12%	14%	16%	16%
Number of Territories	3	47% / 9	5	2	3

Table 8
Multi-Territory Reporting Groups
Bottom Quartile
Average, High, Low and Median Performance Chart
Based on Total Revenue
19 Reporting Operators with 43 Reporting Territories

Multi-Territory Quartile 4					
19 Reporting Owners with 43 Reporting Territories					
Revenue	Average	%/# Above	High	Low	Median
Labor Revenue	\$214,590		\$294,859	\$75,050	\$214,401
Materials Trash Equipment Revenue	\$55,515		\$74,649	\$8,210	\$52,085
Service Charge Revenue	\$24,240		\$41,040	\$2,865	\$21,704
TOTAL REVENUE	\$294,345	58% / 11	\$410,548	\$86,125	\$288,190
Cost of Goods Sold					
Craftsmen Personnel Expenses	\$100,244		\$169,575	\$23,169	\$101,556
Material Trash Equipment Expenses	\$55,646		\$62,890	\$11,494	\$57,165
Mileage Expense	\$882		\$477	\$0	\$0
TOTAL COST OF GOODS	\$156,772	47% / 9	\$232,942	\$34,663	\$158,721
GROSS PROFIT	\$137,573	58% / 11	\$177,606	\$51,462	\$129,469
Expenses					
AHS Software	\$4,972		\$7,321	\$3,493	\$5,988
Automobiles	\$7,623		\$13,998	\$2,080	\$5,299
General & Administrative	\$51,937		\$95,803	\$15,168	\$48,550
Local Marketing	\$26,361		\$25,356	\$1,080	\$25,356
National Brand Fund	\$3,443		\$8,299	\$2,310	\$2,510
Rent	\$9,737		\$9,720	\$2,854	\$9,720
Royalties	\$16,685		\$24,896	\$7,184	\$17,662
Tools, C Card Fees, Permits	\$571		\$0	\$0	\$2
TOTAL EXPENSES	\$121,329	47% / 9	\$185,393	\$34,169	\$115,087
OWNER DISCRETIONARY INCOME	\$16,244	47% / 9	-\$7,787	\$17,293	\$13,072
PERCENTAGE OF TOTAL REVENUE	6%	47% / 9	-2%	20%	5%
Number of Territories	2	16% / 3	4	2	2

The accompanying footnotes are an integral part of these tables and should be read in their entirety for a full understanding of the information contained in them.

FOOTNOTES

1. “Total Revenue” means all revenue derived from the Reporting Operators’ AHS Businesses in the Reporting Territories, excluding sales tax and discounts, in calendar year 2024. The tables also break the Total Revenue into Labor Revenue, Material Trash Equipment Revenue, and Service Charge Revenues.
2. “Craftsmen Personnel Expenses” include the costs for personnel including craftsmen and subcontractors, insurance, training fees, background checks, drug checks and all payroll expenses paid by the Reporting Operators in calendar year 2024.
3. “Materials, Trash, Equipment Expenses” include the costs for all materials, trash removal/dump and equipment rentals paid by the Reporting Operators in the calendar year 2024.
4. “Total Cost of Goods” was determined by adding the amounts shown for the Craftsmen Personnel Expenses, the Materials Trash Equipment Expenses, and Mileage Expense.
5. “Gross Profit” was determined by subtracting the Total Cost of Goods from the Total Revenue.
6. “Royalties” refers to the Royalty Fees paid to us based on the Total Revenue.
7. “Tools, C Card Fees, Permits” includes the costs for tools, credit card processing fees and permits paid by the Reporting Operators in the calendar year 2024.
8. “General & Administrative” includes the costs for office personnel wages, payroll taxes, insurance, telephone, and internet paid by the Reporting Operators in the calendar year 2024.
9. “Owner Discretionary Income” is determined by subtracting the Total Expenses from Gross Profit. Owner Discretionary Income may include salaries paid to the Reporting Operator or its owner, distributions taken by the Reporting Operator or its owner, and personnel business expenses incurred by the Reporting Operator or its owner. It may not represent the Reporting Operator’s net profit.
10. Tables 1 through 4 show the financial results for the Single Reporting Territories for calendar year 2024, including the average and median Total Revenue, Gross Profit, and Owner Discretionary Income information. It also contains the number and percentage of those groups of Reporting Units included in each such table that exceeded the average Total Revenue, Gross Profit and Owner Discretionary Income of that group. Each table also shows the complete financial results for the Reporting Units in each applicable group with the highest Total Revenue and the lowest Total Revenue, for the full year ending December 31, 2024, in each of the same categories of information.
11. Tables 5 through 8 show the financial results for the Multi-Territory Reporting Groups for calendar year 2024, including the average and median Total Revenue, Gross Profit, and Owner Discretionary Income information. It also contains the number and percentage of those groups of Reporting Units included in each such table that exceeded the average Total Revenue, Gross Profit and Owner Discretionary Income of that group. Each table also shows the complete financial results for the