

	<b>Provision</b>	<b>Section in Franchise Agreement (FA), Renewal Franchise Agreement (RFA), Product Supply Agreement (PSA) and Retail System Support Agreement (RSSA)</b>	<b>Summary</b>
		RSSA: Section 11	
t.	Integration/merger clause	FA and RFA: Section 18.G. PSA: Section 11 RSSA: Section 10	Only the terms of the Agreements are binding (subject to state law). Any representations or promises outside of this disclosure document and the Agreement may not be enforceable.
u.	Dispute resolution by arbitration or mediation	FA and RFA: Section 18.D. PSA: Section 15 RSSA: Section 12	Except for certain claims, all disputes must be mediated and if necessary arbitrated at a location within 10 miles of our principal business address (subject to state law as to Franchise Agreement).
v.	Choice of forum	FA and RFA: Section 18.E. PSA: Section 14 RSSA: Not applicable	Subject to state law, litigation must be brought in the district where we have our principal business address (currently, Wood County, West Virginia).
w.	Choice of law	FA and RFA: Section 18.E. PSA: Section 14 RSSA: Section 12	Except for Federal Arbitration Act and subject to state law, West Virginia law applies.

## **ITEM 18 PUBLIC FIGURES**

We do not use any public figures to promote our franchises.

## **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 about possible performance at a particular location or under particular circumstances.

The chart below contains an unaudited statement of average annual Gross Revenues, Costs of Goods Sold and Gross Profit information for 58 franchisee-owned Woodcraft Retail Stores that were open for the entire 12-month period ended December 31, 2024. The information is derived from financial reports submitted to us by our franchisees as part of our reporting requirements. There were 58 Stores open as of December 31, 2024. We have not included the performance of six franchisee-owned Woodcraft Retail Stores that closed in 2024. We have not included the performance of our affiliate-owned Woodcraft Stores. In the following chart, we divided the franchisee-owned Woodcraft Retail Stores into the top half and bottom half of Gross Revenues and also present the performance of all 58 franchisee-owned Woodcraft Retail Stores.

**AVERAGE GROSS REVENUES, COST OF GOODS SOLD, AND GROSS PROFIT**  
**58 FRANCHISEE-OWNED WOODCRAFT RETAIL STORES**  
For the Period January 1 - December 31, 2024

Store Category	Bottom 50%	Top 50%	All Franchisee-Owned Stores
Number of Stores	29	29	58
Average Gross Revenues	\$1,499,246	\$2,313,520	\$1,906,383
Average Cost of Goods Sold	\$993,339	\$1,362,578	\$1,182,578
Average Gross Profit	\$361,124	\$587,213	\$646,060
Range of Gross Revenues	\$1,029,040 - \$1,859,242	\$1,865,985 - \$3,782,494	\$1,029,040 - \$3,782,494
Median Gross Revenues	\$1,517,501	\$2,148,219	\$1,862,614
Number and Percentage of Stores that Met or Exceeded the Average Gross Revenues Above	44 / 76%	9 / 16%	26 / 45%

**NOTES**

1. The Statement provides revenue and expense information based on the following calculation:  

$$\text{Average Gross Revenues} - \text{Cost of Goods Sold} = \text{Gross Profit}$$
2. “Gross Revenues” means the total of all sales (not including taxes collected) related to or arising from the operation of your Woodcraft Retail Store including, without limitation, all revenue from the sale of all products and services, including Branded Products. Gross Revenues shall be deemed to include cash, checks, drafts, money orders, credit card payments and other forms of payments. Gross Revenues shall not include the amount of any refunds and adjustments that you give in good faith to customers of the Retail Store which were previously included in calculating Gross Revenues or any applicable sales, use or service taxes.
3. We have not included the operating costs or other costs and expenses for the franchisee-owned Woodcraft Retail Stores. Therefore, this financial performance representation does not reflect the operating expenses or other costs and expenses that must be deducted from the Gross Revenues figures to obtain your net income or net profit. You should conduct an independent investigation of the costs and expenses you will incur in operating a franchised Woodcraft store. Franchisees or former franchisees listed in this Disclosure Document may be one source of this information

**Some stores have sold and earned this amount. Your individual results may differ. There is no assurance that you'll sell or earn as much.** 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, Woodcraft 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 Andrew Bondi at 1177 Rosemar Road, Parkersburg, West Virginia 26105, (304) 422-5412, the Federal Trade Commission, and the appropriate state regulatory agencies.

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

**TABLE NO. 1**  
**Systemwide Outlet Summary**  
**For Years 2022 to 2024**  
**(As of December 31 of each year)**

<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	65	64	-1
	2023	64	64	0
	2024	64	58	-6
Affiliate-Owned <sup>1</sup>	2022	10	10	0
	2023	10	10	0
	2024	10	11	+1
Total Outlets	2022	75	74	-1
	2023	74	74	0
	2024	74	69	-5

<sup>1</sup>All company-owned outlets are owned by our affiliate Woodcraft Supply, LLC.

**TABLE NO. 2**  
**Transfers of Outlets from Franchisees to New Owners**  
**(other than the Franchisor)**  
**For Years 2022 to 2024**  
**(As of December 31 of each year)**

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