

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) 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 three (3) affiliate-owned locations (each, an “Affiliate-Owned Location”) operating in a total of six (6) Territories and 29 franchised locations (each, a “Franchised Location”) operating in a total of 67 Territories.

This Financial Performance Representation sets forth certain historical sales and cost information in connection with the three (3) Affiliate-Owned Locations operating in six (6) Territories as well as 21 Franchised Locations operating in a total of 47 Territories. We did not exclude any Affiliate-Owned Location from this Financial Performance Representation. We excluded eight (8) Franchised Locations operating in 20 Territories since those Franchised Locations were operating for less than 30 days during the 2024 calendar year.

Part I of this Financial Performance Representation discloses the historical (i) total Gross Revenue, and (ii) number of jobs completed in a calendar year by the first, second, and third Affiliate-Owned Locations from January 1, 2022, through December 31, 2024.

Part II of this Financial Performance Representation discloses the historical (i) total monthly Gross Revenue, (ii) average monthly Gross Revenue, (iii) median monthly Gross Revenue, (iv) high monthly Gross Revenue, and (v) low monthly Gross Revenue each month by the Franchised Locations from February 5, 2024 (inception of first Franchised Location) through December 31, 2024.

Part III of this Financial Performance Representation discloses the historical (i) total number of tickets, (ii) average monthly ticket amount, (iii) median monthly ticket amount, (iv) high monthly ticket amount, and (v) low monthly ticket amount generated by the Affiliate-Owned Locations and Franchised Locations from January 1, 2024, through December 31, 2024.

Part IV of this Financial Performance Representation discloses the historical Gross Revenue generated, as well as certain Costs of Goods Sold (“COGs”), labor, materials, and certain estimated fees incurred, by the first Affiliate-Owned Location from January 1, 2024, through December 31, 2024.

Part V of this Financial Performance Representation discloses the historical Gross Revenue generated, as well as certain COGs, labor, materials, and certain estimated fees incurred, by the second Affiliate-Owned Location from January 1, 2024, through December 31, 2024.

Part VI of this Financial Performance Representation discloses the historical Gross Revenue generated, as well as certain COGs, labor, materials, and certain estimated fees incurred, by the third Affiliate-Owned Location from January 1, 2024, through December 31, 2024.

We have not independently audited or otherwise verified this information. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

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PART I: TOTAL GROSS REVENUE AND NUMBER OF JOBS FOR THE FIRST, SECOND, AND THIRD AFFILIATE-OWNED LOCATIONS FROM JANUARY 1, 2022- DECEMBER 31, 2024

Affiliate-Owned Locations: Gross Revenue and Total Jobs 2022-2024			
	2022	2023	2024
Gross Revenue¹			
Affiliate 1	2,491,036	2,718,218	2,559,184
Affiliate 2	452,745	602,436	615,250
Affiliate 3	-	102,834	246,042
Number of Jobs²			
Affiliate 1	425	334	359
Affiliate 2	98	86	82
Affiliate 3	-	25	41

Notes to Part I:

- Gross Revenue.** “Gross Revenue” includes all income of any type or nature and from any source derived or received directly or indirectly from, through, by or on account of the operation of the Affiliate-Owned Location, in whatever form and from whatever source, including but not limited to cash, services, in kind from barter and/or exchange, on credit or otherwise as well as business interruption insurance proceeds, all without deduction for expenses including marketing expenses and taxes. However, the definition of Gross Revenue does not include sales tax that is collected from customers and actually transmitted to the appropriate taxing authorities.
- Number of Jobs.** “Number of Jobs” means the total number of jobs performed by the Affiliate-Owned Location during the applicable month.
- Inception Dates:** Affiliate 1 started business operations on April 9, 2019. Affiliate 2 started business operations on August 20, 2021. Affiliate 3 started business operations on August 1, 2023.

**PART II: TOTAL GROSS REVENUE AND AVERAGE, MEDIAN, HIGH AND LOW GROSS REVENUE PER MONTH
BY FRANCHISE LOCATION FROM FEBRUARY 5, 2024 – DECEMBER 31, 2024**

Franchise Location	Number of Territories	Opening Date	Days of Operation	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11
#1 (Fort Wayne)	1	2/5/24	330	0	3,235	6,850	55,465	66,899	20,987	49,874	26,227	13,101	0	9,180
#2 (Frisco-McKinney)	2	4/22/24	253	16,965	0	11,436	15,176	12,495	10,790	20,773	14,414	23,457		
#3 (SW Houston)	3	4/22/24	253	0	4,550	24,168	1,870	39,650	6,320	63,085	4,100	0		
#4 (Greensboro/Winston)	2	4/22/24	253	0	6,200	6,950	15,910	14,127	2,400	56,825	13,998	0		
#6 (St. Louis)	3	6/3/24	211	22,111	10,527	41,420	71,691	54,331	25,100	27,812				
#7 (Columbia)	1	6/17/24	197	12,691	21,340	108,456	56,721	43,148	82,565	25,330				
#7 (Cleveland)	3	8/5/24	148	6,085	22,780	0	42,199	36,427						
#8 (Greenwich)	1	8/19/24	134	10,653	8,452	18,754	7,925	0						
#9 (NE Atlanta)	3	8/26/24	127	600	1,350	24,616	12,017	0						
#10 (Raleigh)	3	9/3/24	119	0	21,365	9,067	4,470							
#11 (Charlotte)	5	9/3/24	119	0	27,188	18,702	56,041							
#12 (Phoenix)	3	9/3/24	119	0	3,745	0	0							
#13 (Bucks County)	3	9/3/24	199	0	4,989	1,795	11,730							
#14 (North Denver)	2	9/23/24	99	6,250	26,475	29,442	18,931							
#15 (Kansas City)	3	9/23/24	99	0	31,875	45,454	33,970							
#16 (Woodlands)	1	9/23/24	99	0	28,639	5,900	13,950							
#17 (Northern Tampa)	2	9/23/24	99	0	15,700	0								
#18 (Kileen, TX)	2	9/23/24	99	0	0	2,760								
#19 (Brentwood, TN)	1	11/1/24	60	0	31,853									
#20 (East Nashville)	2	11/1/24	60	0	475									
#21 (Denton)	1	11/1/24	60	0	2,805									
Avg				3,588	13,026	19,765	26,129	29,675	24,694	40,617	14,685	9,140	0	9,180
High				22,111	31,875	108,456	71,691	66,899	82,565	63,085	26,227	23,457	0	9,180
Low				0	0	0	0	0	2,400	20,773	4,100	0	0	9,180
Median				0	8,452	10,252	15,543	36,427	15,889	38,843	14,206	6,551	0	9,180
# >= Average				6 (28.6%)	9 (42.9%)	6 (33.3%)	6 (37.5%)	5 (55.6%)	2 (33.3%)	3 (50.0%)	1 (25.0%)	2 (50.0%)	1 (100%)	1 (100%)

Notes to Part II:

- Gross Revenue.** “Gross Revenue” means all revenue that the Franchised Location receives or otherwise derives from operating the Franchised Location, whether from cash, check, credit or debit card, or other credit transactions. Gross Revenue includes any proceeds from any business interruption insurance applicable to loss of revenue. Gross Revenue also includes promotional allowances or rebates paid to the Franchised Location in connection with the purchase of products or supplies or its referral of customers. Gross Revenue does not include (i) any bona fide returns and credits that are actually provided to customers, and (ii) any sales or other taxes that are collected from customers and paid directly to the appropriate taxing authority.

2. **Average.** “Average” which is also known as the “mean,” means the sum of all data points in a set, divided by the number of data points in that set.
3. **Median.** “Median” means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing it by two.
4. **High.** “High” means the Franchised Location that generated the most Gross Revenue in a given month.
5. **Low.** “Low” means the Franchised Location that generated the least Gross Revenue in a given month.
6. **Days in Operation.** “Days in Operation” means the total number of days that the Franchised Location operated during the 2024 calendar year.

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PART III: TOTAL NUMBER OF TICKETS, AVERAGE, MEDIAN, HIGH, AND LOW MONTHLY TICKET SENT BY AFFILIATE-OWNED AND FRANCHISED LOCATIONS FROM JANUARY 1, 2024 – DECEMBER 31, 2024

	Number of Territories	Opening Date	Days of Operation	Total Tickets	Avg Invoice	High	Low	Median	# > or = to Average
Affiliate 1	2	4/8/19	365	359	7,129	48,448	125	4,502	120 (33.4%)
Affiliate 2	2	8/20/21	365	82	7,503	26,409	700	5,500	33 (40.2%)
Affiliate 3	2	8/1/23	365	41	6,001	20,629	395	3,925	15 (36.6%)
#1 (Fort Wayne)	1	2/5/24	330	29	8,683	49,374	375	6,248	11 (37.9%)
#2 (Frisco-McKinney)	2	4/22/24	253	16	7,844	23,457	375	4,477	7 (43.8%)
#3 (SW Houston)	3	4/22/24	253	17	8,455	40,104	950	4,585	6 (35.3%)
#4 (Greensboro/Winston)	2	4/22/24	253	17	6,848	31,097	350	2,600	4 (23.5%)
#6 (St. Louis)	3	6/3/24	211	37	6,838	26,244	200	5,240	16 (43.2%)
#7 (Columbia)	1	6/17/24	197	35	10,007	37,123	425	6,527	11 (31.4%)
#7 (Cleveland)	3	8/5/24	148	14	7,678	34,429	425	3,154	3 (21.4%)
#8 (Greenwich)	1	8/19/24	134	7	6,541	12,544	2,300	6,152	3 (42.9%)
#9 (NE Atlanta)	3	8/26/24	127	9	4,287	15,313	350	1,527	3 (33.3%)
#10 (Raleigh)	3	9/3/24	119	8	4,363	15,615	500	2,029	2 (25.0%)
#11 (Charlotte)	5	9/3/24	119	6	16,989	38,113	4,560	16,035	3 (50.0%)
#12 (Phoenix)	3	9/3/24	119	1	3,745	3,745	3,745	3,745	1 (100.0%)
#13 (Bucks County)	3	9/3/24	199	3	6,171	11,730	1,795	4,989	1 (33.3%)
#14 (North Denver)	2	9/23/24	99	8	10,137	18,931	2,665	9,579	3 (37.5%)
#15 (Kansas City)	3	9/23/24	99	5	22,260	44,804	650	23,862	3 (60.0%)
#16 (Woodlands)	1	9/23/24	99	3	16,163	28,640	5,900	13,950	1 (33.3%)
#17 (Northern Tampa)	2	9/23/24	99	1	15,700	15,700	15,700	15,700	1 (100.0%)
#18 (Kileen, TX)	2	9/23/24	99	1	2,760	2,760	2,760	2,760	1 (100.0%)
#19 (Brentwood, TN)	1	11/1/24	60	2	15,927	28,648	3,205	15,927	1 (50.0%)
#20 (East Nashville)	2	11/1/24	60	1	475	475	475	475	1 (100.0%)
#21 (Denton)	1	11/1/24	60	1	2,805	2,805	2,805	2,805	1 (100.0%)
Total Network				703	7,549	49,374	125	4,931	245 (34.8%)

Notes to Part III:

1. **Number of Jobs.** “Number of Jobs” means to total number of jobs performed by each Franchised Location during the applicable month.
2. **Average.** “Average” which is also known as the “mean,” means the sum of all data points in a set, divided by the number of data points in that set.
3. **Median.** “Median” means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing it by two.
4. **High.** “High” means the Franchised Location that generated the most Gross Revenue in a given month.
5. **Low.** “Low” means the Franchised Location that generated the least Gross Revenue in a given month.
6. **Days in Operation.** “Days in Operation” means the total number of days that the Franchised Location or Affiliate-Owned Location operated during the 2024 calendar year.

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PART IV: TOTAL NUMBER OF QUOTES SENT, QUOTES CONVERTED, AND CLOSE RATE (PERCENTAGE) BY AFFILIATE-OWNED AND FRANCHISED LOCATIONS FROM JANUARY 1, 2024 - DECEMBER 31, 2024

	Number of Territories	Opening Date	Days of Operation	Quotes Sent	Quotes Converted	Close Rate
Affiliate 1	2	4/8/19	365	806	359	44.5%
Affiliate 2	2	8/20/21	365	180	82	45.6%
Affiliate 3	2	8/1/23	365	79	41	51.9%
#1 (Fort Wayne)	1	2/5/24	330	99	29	29.3%
#2 (Frisco-McKinney)	2	4/22/24	253	24	16	66.7%
#3 (SW Houston)	3	4/22/24	253	38	17	44.7%
#4 (Greensboro/Winston)	2	4/22/24	253	66	17	25.8%
#6 (St. Louis)	3	6/3/24	211	88	37	42.0%
#7 (Columbia)	1	6/17/24	197	50	35	70.0%
#7 (Cleveland)	3	8/5/24	148	28	14	50.0%
#8 (Greenwich)	1	8/19/24	134	10	7	70.0%
#9 (NE Atlanta)	3	8/26/24	127	17	9	52.9%
#10 (Raleigh)	3	9/3/24	119	17	8	47.1%
#11 (Charlotte)	5	9/3/24	119	21	6	28.6%
#12 (Phoenix)	3	9/3/24	119	7	1	14.3%
#13 (Bucks County)	3	9/3/24	199	7	3	42.9%
#14 (North Denver)	2	9/23/24	99	15	8	53.3%
#15 (Kansas City)	3	9/23/24	99	15	5	33.3%
#16 (Woodlands)	1	9/23/24	99	12	3	25.0%
#17 (Northern Tampa)	2	9/23/24	99	5	1	20.0%
#18 (Killeen, TX)	2	9/23/24	99	6	1	16.7%
#19 (Brentwood, TN)	1	11/1/24	60	3	2	66.7%
#20 (East Nashville)	2	11/1/24	60	2	1	50.0%
#21 (Denton)	1	11/1/24	60	5	1	20.0%
System Total				1,600	703	43.9%
Avg				67	30	
High				806	359	
Low				2	1	
Median				17	8	
# >= Average				5 (23.8%)	5 (23.8%)	

Notes to Part IV:

1. **Quotes Sent.** “Quotes Sent” means the number of quotes that each of the Affiliate-Owned Locations and Franchised Locations sent to customers during the 2024 calendar year.
2. **Quotes Converted.** “Quotes Converted” means the total number of quotes that each of the Affiliate-Owned Locations and Franchised Locations converted to actual jobs during the 2024 calendar year.
3. **Close Rate.** “Close Rate” is calculated by taking quotes sent and dividing it by the quotes converted.

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PART V: TOTAL GROSS REVENUE, COST OF GOODS SOLD, GROSS PROFIT, SG&A EXPENSES, NET OPERATING INCOME, AND ESTIMATED FEES GENERATED BY THE FIRST AFFILIATE-OWNED LOCATION FROM JANUARY 1, 2024 - DECEMBER 31, 2024

Month/Year Opened	April 2019
Gross Revenue ¹	2,559,184
Cost of Goods Sold	
Labor ²	884,738
Materials ³	681,918
Total COGS ⁴	1,566,656
Gross Profit ⁵	992,528
SG&A	
Cars & Trucks ⁶	31,111
Insurance ⁷	29,850
Legal & Professional ⁸	6,725
Office Supplies/Software ⁹	12,387
Manager Wages ¹⁰	122,561
Banking Fees ¹¹	39,300
Selling & Referral Fees ¹²	23,023
Rent ¹³	13,200
Taxes & Licenses ¹⁴	4,394
Total SG&A Expenses ¹⁵	282,550
Net Operating Income ¹⁶	709,978
Estimated Fees	
Estimated Royalty Fee ¹⁷	185,541
Estimated Technology Fee ¹⁸	7,200
Estimated Brand Fund ¹⁹	25,592
Estimated LAR ²⁰	38,388
Net Income after Estimated Fees ²¹	453,258