

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.

FPR #1-Affiliate Earnings

Here, we set forth the Gross Revenues and Adjusted Earnings Before Tax, Interest, Depreciation and Amortization for our sole affiliate outlet, Dumpster Dudez, LLC, located in Berks, PA, for the 2020 - 2024 calendar years:

	Dumpster Dudez of Berks: Affiliate				
<i>First Full Year in Business was 2017</i>	2020	2021	2022	2023	2024
Gross Revenue	\$764,021	\$943,298	\$1,037,003	\$1,286,383	\$1,569,114
Expenses Before Tax, Interest, Depreciation & Amortization	\$508,901	\$582,224	\$701,060	\$802,040	\$972,718
Earnings Before Tax, Interest, Depreciation & Amortization	\$255,120	\$361,074	\$335,943	\$484,343	\$596,396
7% Royalty Adjustment	\$53,481	\$66,031	\$72,590	\$90,047	\$109,838
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization	\$201,639	\$295,043	\$263,353	\$394,296	\$486,558
Adjusted Earnings % of Sales	26.39%	31.28%	25.40%	30.65%	31.00%

There are material operational differences between the company outlet whose results are reported in the table above and a franchise outlet that a franchisee would operate. The company outlet has operated since 2017. Further, the company outlet serves a territory containing approximately 208,000 single family dwelling units

In addition, there are financial differences. A franchised outlet would incur Royalties. So we impute those costs in the tables above under the category, “7% Royalty Adjustment.”

And a franchised outlet would likely incur a monthly Local Advertising spend of \$1,000 - \$3,000. We do not make a further adjustment for this cost as the affiliate company store normally spent this amount or more and such expense is already included in the “Expenses Before Tax, Interest, Depreciation & Amortization” row in the table above.

We would also note that we do not show a salary or owner’s draw in the tables above. If you take a salary or draw, the Adjusted Earnings Before Tax, Interest, Depreciation & Amortization would be reduced by the amount of your salary or draw.

FPR #2-Franchisee Earnings

Here, we set forth the Profit and Loss Statement for our franchised outlets that operated an entire year in either 2021 or 2022, 2023, 2024 or more than one of those years.

As of December 31, 2021, we had 2 franchised outlets, 1 of which had operated the entire 2021 calendar year, and therefore met the criteria for inclusion below.

As of December 31, 2022, we had 8 franchised outlets, 2 of which operated the entire 2022 calendar year, and therefore met the criteria for inclusion below:

As of December 31, 2023, we had 18 franchised outlets, 7 of which operated the entire 2023 calendar year, and therefore met the criteria for inclusion below:

As of December 31, 2024, we had 31 franchised outlets, 17 of which operated the entire 2024 calendar year, and therefore met the criteria for inclusion below:

	Dumpster Dudez of Lancaster, PA				
<i>First Full Year in Business was 2021</i>	2020	2021	2022	2023	2024
Gross Revenue		\$78,477	\$123,003	\$190,621	\$262,910
Expenses Before Tax, Interest, Depreciation & Amortization		\$47,211	\$82,663	\$113,253	\$154,571
Earnings Before Tax, Interest, Depreciation & Amortization		\$31,266	\$40,340	\$77,368	\$108,339
7% Royalty Adjustment		\$5,494	\$8,610	\$13,343	\$18,403
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization		\$25,772	\$31,730	\$64,025	\$89,936
Adjusted Earnings % of Gross Revenues		32.84%	25.80%	33.59%	34.2%

	Dumpster Dudez of Main Line, PA				
<i>First Full Year in Business was 2022</i>	2020	2021	2022	2023	2024
Gross Revenue			\$457,768	\$531,277	\$765,790
Expenses Before Tax, Interest, Depreciation & Amortization			\$315,102	\$378,785	\$530,814
Earnings Before Tax, Interest, Depreciation & Amortization			\$142,666	\$152,492	\$234,976
7% Royalty Adjustment			\$29,644	\$37,189	\$53,605
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization			\$113,022	\$115,303	\$181,371
Adjusted Earnings % of Gross Revenues			24.69%	21.70%	23.7%

	Dumpster Dudez of NW Arkansas				
<i>First Full Year in Business was 2023</i>	2020	2021	2022	2023	2024
Gross Revenue				\$181,086	\$309,187
Expenses Before Tax, Interest, Depreciation & Amortization				\$95,242	\$110,710
Earnings Before Tax, Interest, Depreciation & Amortization				\$85,844	\$198,477
7% Royalty Adjustment				\$12,676	\$21,643
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization				\$73,168	\$176,834
Adjusted Earnings % of Gross Revenues				40.41%	57.2%

	Dumpster Dudez of Lehigh Valley, PA				
<i>First Full Year in Business was 2023</i>	2020	2021	2022	2023	2024
Gross Revenue				\$223,423	\$413,311
Expenses Before Tax, Interest, Depreciation & Amortization				\$161,294	\$287,515
Earnings Before Tax, Interest, Depreciation & Amortization				\$62,129	\$125,796
7% Royalty Adjustment				\$15,640	\$28,932
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization				\$46,489	\$96,864
Adjusted Earnings % of Gross Revenues				20.81%	23.44%

	Dumpster Dudez of Knoxville West, TN				
<i>First Full Year in Business was 2023</i>	2020	2021	2022	2023	2024
Gross Revenue				\$111,273	\$150,552
Expenses Before Tax, Interest, Depreciation & Amortization				\$83,389	\$167,291
Earnings Before Tax, Interest, Depreciation & Amortization				\$27,884	-\$16,739
7% Royalty Adjustment				\$7,789	\$10,538
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization				\$20,094	-\$27,277
Adjusted Earnings % of Gross Revenues				18.06%	-18.11%

	Dumpster Dudez of NorthEast Cincinnati, OH				
<i>First Full Year in Business was 2023</i>	2020	2021	2022	2023	2024
Gross Revenue				\$279,880	\$379,434
Expenses Before Tax, Interest, Depreciation & Amortization				\$213,044	\$257,179
Earnings Before Tax, Interest, Depreciation & Amortization				\$66,836	\$122,255
7% Royalty Adjustment				\$19,592	\$26,560
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization				\$47,244	\$95,695
Adjusted Earnings % of Gross Revenues				16.88%	25.2%

	Dumpster Dudez of Columbus, OH				
<i>First Full Year in Business was 2023</i>	2020	2021	2022	2023	2024
Gross Revenue				\$229,601	\$282,564
Expenses Before Tax, Interest, Depreciation & Amortization				\$103,448	\$138,703
Earnings Before Tax, Interest, Depreciation & Amortization				\$126,153	\$143,861
7% Royalty Adjustment				\$16,072	\$19,779
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization				\$110,081	\$124,082
Adjusted Earnings % of Gross Revenues				47.9%	43.9%

	Dumpster Dudez of Treasure Coast, FL				
<i>First Full Year in Business was 2024</i>	2020	2021	2022	2023	2024
Gross Revenue					\$557,312
Expenses Before Tax, Interest, Depreciation & Amortization					\$380,419
Earnings Before Tax, Interest, Depreciation & Amortization					\$176,893
7% Royalty Adjustment					\$39,012
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization					\$137,881
Adjusted Earnings % of Gross Revenues					24.7%

	Dumpster Dudez of Jacksonville, FL				
<i>First Full Year in Business was 2024</i>	2020	2021	2022	2023	2024
Gross Revenue					\$293,091
Expenses Before Tax, Interest, Depreciation & Amortization					\$190,992
Earnings Before Tax, Interest, Depreciation & Amortization					\$102,099
7% Royalty Adjustment					\$20,516
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization					\$81,583
Adjusted Earnings % of Gross Revenues					27.8%

	Dumpster Dudez of RVA North, VA				
<i>First Full Year in Business was 2024</i>	2020	2021	2022	2023	2024
Gross Revenue					\$178,530
Expenses Before Tax, Interest, Depreciation & Amortization					\$123,720
Earnings Before Tax, Interest, Depreciation & Amortization					\$54,810
7% Royalty Adjustment					\$12,497
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization					\$42,313
Adjusted Earnings % of Gross Revenues					23.7%

	Dumpster Dudez of Hampton Roads, VA				
<i>First Full Year in Business was 2024</i>	2020	2021	2022	2023	2024
Gross Revenue					\$271,030
Expenses Before Tax, Interest, Depreciation & Amortization					\$133,129
Earnings Before Tax, Interest, Depreciation & Amortization					\$137,901
7% Royalty Adjustment					\$18,972
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization					\$118,929
Adjusted Earnings % of Gross Revenues					43.88%

	Dumpster Dudez of Northern Virginia				
<i>First Full Year in Business was 2024</i>	2020	2021	2022	2023	2024
Gross Revenue					\$201,308
Expenses Before Tax, Interest, Depreciation & Amortization					\$134,426
Earnings Before Tax, Interest, Depreciation & Amortization					\$66,882
7% Royalty Adjustment					\$14,091
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization					\$52,791
Adjusted Earnings % of Gross Revenues					26.2%

	Dumpster Dudez of Rochester, NY				
<i>First Full Year in Business was 2024</i>	2020	2021	2022	2023	2024
Gross Revenue					\$171,145
Expenses Before Tax, Interest, Depreciation & Amortization					**
Earnings Before Tax, Interest, Depreciation & Amortization					**
7% Royalty Adjustment					\$11,980
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization					**
Adjusted Earnings % of Gross Revenues					**

**Franchise Owner transferred business to new owner in February of 2025 and could not supply profit and loss statement prior to franchise disclosure renewal deadline.

	Dumpster Dudez of Milwaukee, WI				
<i>First Full Year in Business was 2024</i>	2020	2021	2022	2023	2024
Gross Revenue					\$463,603
Expenses Before Tax, Interest, Depreciation & Amortization					\$304,120
Earnings Before Tax, Interest, Depreciation & Amortization					\$159,483
7% Royalty Adjustment					\$32,452
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization					\$127,031
Adjusted Earnings % of Gross Revenues					27.4%

	Dumpster Dudez of Orange County, CA				
<i>First Full Year in Business was 2024</i>	2020	2021	2022	2023	2024
Gross Revenue					\$371,829
Expenses Before Tax, Interest, Depreciation & Amortization					\$203,146
Earnings Before Tax, Interest, Depreciation & Amortization					\$168,683
7% Royalty Adjustment					\$26,028
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization					\$142,655
Adjusted Earnings % of Gross Revenues					38.4%

	Dumpster Dudez of Raleigh, NC				
<i>First Full Year in Business was 2024</i>	2020	2021	2022	2023	2024
Gross Revenue					\$191,269
Expenses Before Tax, Interest, Depreciation & Amortization					\$115,347
Earnings Before Tax, Interest, Depreciation & Amortization					\$75,922
7% Royalty Adjustment					\$13,389
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization					\$62,533
Adjusted Earnings % of Gross Revenues					32.7%

	Dumpster Dudez of Shreveport, LA				
<i>First Full Year in Business was 2024</i>	2020	2021	2022	2023	2024
Gross Revenue					\$165,060
Expenses Before Tax, Interest, Depreciation & Amortization					\$96,066
Earnings Before Tax, Interest, Depreciation & Amortization					\$68,994
7% Royalty Adjustment					\$11,554
Adjusted Earnings Before Tax, Interest, Depreciation & Amortization					\$57,440
Adjusted Earnings % of Gross Revenues					34.80%

Notes Applicable to all tables above:

Gross Revenue represents all revenues generated. Gross Revenue does not include good faith refunds, adjustments, credits and allowances actually made. Gross Revenue also excludes any sales taxes or other taxes collected from customers and paid directly to the appropriate taxing authority.

Expenses Before Tax, Interest, Depreciation & Amortization: means all expenses (except an Owner's Salary or Draw) incurred in operating the business excluding tax, interest, depreciation & amortization. We have removed any owner's salary or draw from the expenses in the tables above.

Earnings Before Tax, Interest, Depreciation & Amortization: represents the income made prior to removing any expenses associated with tax, interest, depreciation or amortization.

7% Royalty Adjustment: is a calculation used to make an adjustment to any location to show numbers all with an equal calculation of 7% royalty rate.

Adjusted Earnings Before Tax, Interest, Depreciation & Amortization: represents the adjusted income after consideration of 7% royalty.

Adjusted Earnings % of Gross Revenues: represents the percent of income compared to sales after all adjustments made.

Some outlets have earned this amount. Your individual results may differ. There is no assurance you will earn as much.

Written substantiation of the financial performance representation will be made available to you upon reasonable request.

Other than the preceding financial performance representation, we do 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 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 Brian Johnson, 32 Stonehill Drive, Mohnton, PA 19540; 484-310-3100, the Federal Trade Commission, and the appropriate state regulatory agencies.

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ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1

**System Wide Outlet Summary
For Years 2022 to 2024**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	2	8	+6
	2023	8	18	+10
	2024	18	31	+13
Company- Owned	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
Total Outlets	2022	3	9	+6
	2023	9	19	+10
	2024	19	32	+13

Table No. 2

**Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)
For Years 2022 to 2024**

State	Year	Number of Transfers
Nevada	2022	0
	2023	0
	2024	2
Total	2022	0
	2023	0
	2024	2