

We do not use any public figure to promote our franchise.

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.

01/01/2025 – 12/31/2025 Financial Results

The following chart contains selected financial performance information for the one company-owned Hole in the Wall business, that is owned by our affiliate, and the two franchised Hole in the Wall businesses that were open for this time period. The company-owned Hole in the Wall business location is in Orlando, Florida and the territory of this business is 2,883,436 population. It opened for business in March of 2014, and it operates out of a warehouse. The two Hole in the Wall franchised businesses are located in Florida and opened in 2024.

Profit and Loss Hole in the Wall Drywall Repair, LLC January-December, 2025

Distribution account	Total	Adjusted Total
Income		
Total for Income	\$ 1,296,874.34	\$ 1,296,874.34
Cost of Goods Sold		
5150 Job Materials Purchased	161,281.94	161,281.94
5350 Tools and Small Equipment	3,565.02	3,565.02
Total for Cost of Goods Sold	\$ 164,846.96	\$ 164,846.96
Gross Profit	\$ 1,132,027.38	\$ 1,132,027.38
Expenses		
6000 Advertising and Promotion	16,405.36	16,405.36
6010 Auto and Truck Expenses		
6011 Fuel	32,758.55	11,037.60 Adjusted for non-operations and older fleet
6013 Auto Repair	19,778.05	6,461.90 Adjusted for older fleet repairs
6014 Auto Lic, Tag, Title, Reg	1,094.10	1,094.10
Total for 6010 Auto and Truck Expenses	\$ 53,630.70	\$ 18,593.60
6020 Tolls & Parking	9,717.25	0.00 Adjusted for local tolls
6030 Disposal	0.00	
6040 Bank Service Charges/Merchant Fees	15,470.35	15,470.35
6100 Business Licenses and Permits	495.50	495.50
6170 Computer and Internet Expenses	11,621.19	998.40 Adjusted for podcast, training and franchising
6200 GPS	1,932.24	1,932.24
6270 Dues & Subscriptions	6,016.87	5,760.00 Adjusted for podcast, training and franchising
6300 Education & Training	3,884.60	0.00 Adjusted for podcast, training and franchising
6330 Insurance Expense	0.00	
6331 Insurance - Liability	26,411.94	26,411.94 Adjusted w/o corporate expenses
6332 Insurance - Life	7,527.09	0.00 Adjusted w/o corporate expenses
6333 Insurance - Workers Comp	19,290.05	18,614.85 Adjusted w/o corporate expenses
6334 Insurance - Health	1,343.00	0.00 Adjusted w/o corporate expenses
6335 Insurance - General	3,665.88	0.00 Adjusted w/o corporate expenses
6336 Insurance - Auto	58,015.07	34,809.00 Adjusted for non-operations vehicles
6337 Insurance - Dental	1,443.00	0.00 Adjusted w/o corporate expenses
Total for 6330 Insurance Expense	\$ 117,696.03	\$ 79,835.79

6400 Interest Expense	11,635.35	0.00	Adjusted w/o corporate expenses
6430 Meals and Entertainment	2,359.88	0.00	Adjusted w/o corporate expenses
6560 Recruiting	412.93	0.00	Adjusted w/o corporate expenses
6600 Payroll Expenses			
6610 Salaries	327,350.15	0.00	
6620 Wages	500,166.08	500,166.08	
6630 941 Tax Expense	63,306.43	37,117.57	Adjusted w/o corporate expenses
6640 SUTA Expense	2,582.26	1,513.04	Adjusted w/o corporate expenses
6650 FUTA Expense	885.31	518.63	Adjusted w/o corporate expenses
6660 Payroll Fee	15,929.76	9,334.80	Adjusted w/o corporate expenses
Total for 6600 Payroll Expenses	\$910,219.99	\$ 548,650.12	
6750 Postage and Delivery	729.05	0.00	
6800 Promotions & Marketing	18,697.72	16000.00	Adjusted for podcast, training and franchising
7000 Lease Expense	40,346.56	16138.62	Adjusted for podcast, training and franchising
7100 Legal & Accounting	15,818.70	994.70	Adjusted for CPA Tax Expense
7200 Office Expense	14,911.95	4271.66	Adjusted w/o corporate expenses
7450 Repairs & Maintenance	1,063.82	0.00	
7600 Telephone	7,616.71	1269.90	Adjusted for podcast, training and franchising
7780 Uniforms	1,784.68	1784.68	
7800 Utilities	6,739.48	2695.79	Adjusted for podcast, training and franchising
Unapplied Cash Bill Payment Expense	0.00	0.00	
Total for Expenses	\$1,269,406.91	\$731,296.71	
Net Operating Income	-\$137,379.53	\$400,730.67	
Other Income			
4510 Interest Income	0.12	0.12	
Total for Other Income	\$0.12	\$0.12	
Other Expenses			
8010 Ask My Accountant	0.00	0.00	
Total for Other Expenses	\$0.00	\$0.00	
Net Other Income	\$0.12	\$0.12	
Net Income	-\$137,379.41	\$400,730.79	

31% Net Profit

Estimated Royalties: \$67,921.64

Estimated Marketing Fund: \$22,640.55

Estimated Software Subscription Fees: \$2,400

Estimated Tech Fees: \$480

Profit and Loss
HOLE IN THE WALL DRYWALL REPAIR POLK COUNTY INC
January-December, 2025

	TOTAL
Income	
Billable Expense Income	30,720.00
Sales	111,845.75
Total for Income	\$142,565.75
Cost of Goods Sold	
Cost of goods sold	
Cost of labor - COGS	1,500.00
Supplies & materials - COGS	650.00
Total for Cost of goods sold	\$2,150.00
Total for Cost of Goods Sold	\$2,150.00
Gross Profit	\$140,415.75
Expenses	
Advertising & marketing	4,758.08
Contract labor	2,354.50
General business expenses	
Bank fees & service charges	102.00
Total for General business expenses	\$102.00
Interest paid	
Business loan interest	12,534.04
Total for Interest paid	\$12,534.04
Office expenses	
Merchant account fees	508.34
Software & apps	277.00
Total for Office expenses	\$785.34
Payroll expenses	
Salaries & wages	4,477.68
Taxes	807.81
Wages	7,540.00
Total for Payroll expenses	\$12,825.49
Taxes paid	\$1,382.07
Payroll taxes	553.16
Total for Taxes paid	\$1,935.23
Total for Expenses	\$35,294.68
Net Operating Income	\$105,121.07
Other Expenses	
Vehicle expenses	
Parking & tolls	516.00
Vehicle gas & fuel	65.15
	TOTAL
Vehicle insurance	14,856.00
Total for Vehicle expenses	\$15,437.15
Total for Other Expenses	\$15,437.15
Net Other Income	-\$15,437.15
Net Income	\$89,683.92

Profit and Loss

Hole in the wall drywall repair the Villages

January 1, 2025-December 31, 2025

DISTRIBUTION ACCOUNT	TOTAL
Income	
Billable Expense Income	87,716.00
Sales	48,140.71
Total for Income	\$135,856.71
Gross Profit	\$135,856.71
Expenses	
Advertising & marketing	110.75
Business licenses	201.00
Contract labor	19,870.00
Employee benefits	
Workers' compensation insurance	75.00
Total for Employee benefits	\$75.00
General business expenses	\$20,506.81
Bank fees & service charges	90.00
Memberships & subscriptions	154.27
Total for General business expenses	\$20,751.08
Insurance	\$1,573.82
Liability insurance	1,268.30
Total for Insurance	\$2,842.12
Meals	\$313.27
Meals with clients	272.94
Travel meals	651.86
Total for Meals	\$1,238.07
Office expenses	
Shipping & postage	374.00
Total for Office expenses	\$374.00
Payroll expenses	\$175.25
Officers' salaries	7,400.00
Total for Payroll expenses	\$7,575.25
Supplies	
Supplies & materials	12,519.87
Total for Supplies	\$12,519.87
Utilities	
Phone service	3,018.66
Total for Utilities	\$3,018.66
Total for Expenses	\$68,575.80
Net Operating Income	\$67,280.91
Other Expenses	
Vehicle expenses	\$9,507.84
Parking & tolls	3.00
Vehicle gas & fuel	541.98
Total for Vehicle expenses	\$10,052.82
Total for Other Expenses	\$10,052.82
Net Other Income	-\$10,052.82
Net Income	\$57,228.09

Notes:

1. The foregoing information shows historical financial performance
2. There was a total of one Hole in the Wall business open for this time frame which is owned by our Affiliate.
3. “Gross Sales” means the total dollar amount of all sales generated through the Business for a given period, including, but not limited to, payment for any services or products sold by Franchisee, whether for cash or credit. Gross Sales does not include (i) bona fide refunds to customers, (ii) sales taxes collected by Franchisee, (iii) sales of used equipment not in the ordinary course of business, or (iv) sales of prepaid cards or similar products (but the redemption of any such card or product will be included in Gross Sales)
4. “Expenses” This Item 19 does not include the operating expenses to run and manage the Affiliate owned business. In order for you to understand Net Income from the business, you would need to account for operating costs as well.
6. “Estimated Royalty/Marketing Fees” reflect the 6% royalty plus the 2% System Marketing Contribution that these outlets would have paid if they were franchised.

Some outlets have sold these amounts. Your individual results may differ. There is no assurance that you’ll sell as much.

Written substantiation of the information contained in this Item 19 will be made available to prospective franchisees upon reasonable request.

Other than the preceding financial performance representation, Hole in the Wall Franchising, 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 William DeMent and James Groves, 2875 S Orange Ave, #500-525 Orlando, FL 32806, and 407-205-2791, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20 OUTLETS AND FRANCHISEE INFORMATION

**Table 1
Systemwide Outlet Summary
For Years 2023 to 2025**

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2023	0	0	0
	2024	0	2	+2