

v. Choice of forum	§§ 23.2 and 23.3	The parties consent to venue in the federal or state courts in the county in which our principal place of business is located (currently Brevard County, Texas), subject to applicable state law (see note below).
w. Choice of law	§ 23.1	The laws of Texas shall govern, subject to applicable state law. (see Note below).

Please refer to the disclosure addenda and contractual amendments appended to this Disclosure Document for any additional terms that may be required under applicable state law. These additional disclosures, if any appear in an addendum or rider in Exhibit G.

**ITEM 18**  
**PUBLIC FIGURES**

We do not currently use any public figures 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 this Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet a franchisee is 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.

Except as indicated in Tables 1 and 2, the following tables show the historical reported information for the 17 franchisees (each and “Operational Franchisee Outlet” that were open and operating for the entire 2025 calendar year. This Item 19 does not include information for 39 outlets that were not open throughout the entire 2025 calendar year (35 outlets which opened during 2025, 3 outlets which closed or ceased operating during 2025, and 1 outlet which both opened and closed during 2025).

We prepared the information below from our information and from information provided by our franchises. These reported results are not audited, and we have not independently verified data provided by our franchisees; however, we believe it to be accurate.

**Table 1 – Affiliate Gross Revenues, Gross Profit, Disclosed Expenses, and Adjusted Profit for the period from January 1, 2025 to December 31, 2025**

Table 1 provides Gross Revenues, Gross Profit, Disclosed Expenses, and Adjusted Profit for our Affiliate’s Business located in Cedar Park, Texas from January 1, 2025 to December 31, 2025. This is the 8<sup>th</sup> full year that this Business has been open. There are no other affiliate-owned Businesses that were open throughout 2025; however, this doesn’t include information on the Austin, Texas Business which our affiliate sold to a franchisee during 2025.

<b>2025</b>		
<b>Location - Cabinet IQ of Cedar Park</b>		
Gross Revenue (1)	<b>\$</b>	<b>2,383,388</b>
Materials (2)	\$ 1,077,291	45.2%
Installation Labor (3)	\$ 300,307	12.6%
Gross Profit (4)	\$ 1,005,790	42.2%
<b>Disclosed Expenses</b>		<b>% of Gross Revenue</b>
Payroll and Commissions		
Sales Payroll and Commissions (5)	\$ 179,189	7.5%
Installation Manager (6)	\$ 44,442	1.9%
Advertising & Marketing (7)	\$ 95,336	4.0%
Royalty (8)	\$ 143,003	6.0%
National Brand Fund (9)	\$ 23,834	1.0%
Bank Services (10)	\$ 627	0.0%
Insurance (11)	\$ 6,543	0.3%
Office Supplies and Software (12)	\$ 24,015	1.0%
Legal & Accounting Services (13)	\$ 18,827	0.8%
Merchant Account Fees (14)	\$ 18,228	0.8%
Rent (15)	\$ 87,762	3.7%
Utilities (16)	\$ 16,907	0.7%
Repairs and Maintenance (17)	\$ 14,522	0.6%
Showroom Materials (18)	\$ 7,693	0.3%
Tools Supplies and Consumables (19)	\$ 2,292	0.1%
Total Disclosed Expenses (20)	\$ 683,220	28.7%
<b>Adjusted Profit \$ (21)</b>	<b>\$ 322,570</b>	<b>13.5%</b>

## **Table 1 Notes:**

**(1) "Gross Revenues"** are the total amount received by or in connection with our Affiliate's Businesses from, connected with or related to the sale of any services, products, goods or merchandise and all business transacted related to these Businesses; excluding only the following (a) the amount of any refunds to clients for bona fide returns of goods sold or cancellations; and (b) the amount of any excise or sales tax levied upon retail sales and paid over to the appropriate governmental authority.

**(2) "Materials"** is defined as the cost of materials used in the provision of the approved products and services including cabinets, countertops, and other materials.

**(3) "Installation Labor"** is defined as the installation labor costs in the provision of approved products and services.

**(4) "Gross Profit"** is Gross Revenues less COGS (Installation Labor and Materials).

**(5) "Sales Payroll and Commissions"** includes sales staff base pay, benefits, and commissions.

**(6) "Installation Manager"** includes an installation project manager.

**(7) "Advertising & Marketing"** includes Facebook ads, Google Ads, (1) home show, (1) 4-month print magazine ad, SEO services, direct mail postcards and printed handouts/apparel. Actual Spend was \$87,516. Advertising and Marketing has been adjusted to meet the 4% Minimum spend required.

**(8) "Royalty"** is the sum of the Royalty Fee during the measurement period.

**(9) "Brand Fund"** is the amount that would have been contributed by our Affiliate to the Brand Fund if it was a franchisee. The current required Brand Fund contribution for your Business is 1%, although it can be increased to up to 2% of Gross Revenues.

**(10) "Bank Services"** includes all banking charges.

**(11) "Insurance"** includes business liability.

**(12) "Office Supplies and Software"** includes the cost of general office supplies, Design 20/20 software, QuickBooks, CRM software, DocuSign software, computers, monitors, office furniture and appliances.

**(13) "Legal and Professional Services"** includes legal advice, accounting services, and tax preparation services.

**(14) "Merchant Account Fees"** includes ACH processing fees and credit card processing fees.

**(15) "Rent"** includes showroom space rental, minus warehouse sublease income.

(16) **"Utilities"** includes internet, electric, water, and bulk trash service.

(17) **"Repairs and Maintenance"** includes cleaning service, consumer trash service, and showroom maintenance.

(18) **"Showroom Materials"** includes additional cabinet displays and samples for showroom.

(19) **"Tools Supplies and Consumables"** is defined as installation consumables and tools.

(20) **"Total Disclosed Expenses"** is the sum of the Disclosed Expenses in this table covered by Notes 5 through 19.

(21) **"Adjusted Profit"** is defined as Gross Profit less the Total Disclosed Expenses. Adjusted Profit is not equal to net profit or income and, except as to Cost of Goods Sold and the Total Disclosed Expenses, does not include the deduction of all other expenses incurred by a Franchised Business including, but not limited to, other operating expenses, management wages, interest, taxes, depreciation, and amortization.

**Table 2 – Ticket Amounts**

The following table reflects the historical high ticket, average ticket, median ticket, and low ticket received by our Affiliate’s Businesses in Cedar Park, Texas for the period from January 1, 2025 to December 31, 2025. For purposes of this Table, each **“Ticket”** is the Gross Revenues received on for an individual project involving the installation of cabinets or countertops.

High Ticket	\$265,955
Average Ticket	\$28,290
Median Ticket	\$18,047
Low Ticket	\$1,000

**Table 3 – Franchise Location Statistics—Operational Franchise Outlets Who Had a Showroom Open Throughout 2025**

The following table reflects the historical reported information for the 2025 calendar year average, median, low, and high annual Gross Revenues, Gross Profit Margin, high ticket, average ticket, median ticket, and low ticket received by the 2 Operational Franchise Outlets who had a Showroom open throughout the 2025 calendar year. 2025 was the first full calendar year that each was open and operating a Showroom.

2025 Calendar Year	High	Average	Median	Low
Gross Revenues	\$1,512,162	\$1,129,828	\$1,129,828	\$747,495
Gross Profit Margin	42.2%	41.4%	41.4%	40.6%
Franchisees Meeting/Exceeding Average Gross Revenues: 1 of 2 (50%)				
Franchisees Meeting/Exceeding Average Gross Profit Margin: 1 of 2 (50%)				

High Ticket	\$150,956
Average Ticket	\$25,106
Median Ticket	\$17,759
Low Ticket	\$1,257

Below are the statistics for these 2 individual locations

CIQ of Huntsville (1 territory)	
Gross Revenues (2025 Calendar Year)	\$747,495
Gross Profit Margin	42.2%

High Ticket	\$150,956
Average Ticket	\$20,800
Median Ticket	\$9,793
Low Ticket	\$1,257

CIQ of Overland Park (1 territory)	
Gross Revenues (2025 Calendar Year)	\$1,512,162
Gross Profit Margin	40.6%

High Ticket	\$134,997
Average Ticket	\$29,413
Median Ticket	\$25,725
Low Ticket	\$1,300

**Table 4 – Franchise Location Statistics—Operational Franchise Outlets Who Had a Showroom Open For 6-11 Months During 2025**

The following table reflects the historical reported information for the 2025 calendar year average, median, low, and high Gross Revenues from July 1<sup>st</sup> – Dec 31<sup>st</sup>, Gross Profit Margin, high ticket, average ticket, median ticket, and low ticket received by the 7 Operational Franchise Outlets whose Showroom was open for at least 6 months (but not all 12 months) during the 2025 calendar year.

2025 Calendar Year	High	Average	Median	Low
Gross Revenues (July 1 <sup>st</sup> – Dec 31 <sup>st</sup> )	\$ 1,926,305	\$ 689,701	\$ 487,102	\$ 265,994
Gross Profit Margin	48.7%	38.7%	36.3%	33.6%
Franchisees Meeting/Exceeding Average Gross Revenues: 3 of 7 (43%)				
Franchisees Meeting/Exceeding Average Gross Profit Margin: 3 of 7 (43%)				

High Ticket	\$258,409
Average Ticket	\$29,649
Median Ticket	\$24,132
Low Ticket	\$1,013

Below are the statistics for these 7 individual locations

CIQ of Cary (2 territories)	
Gross Revenues (July 1 <sup>st</sup> – December 31 <sup>st</sup> )	\$434,184
Gross Profit Margin	33.72%

High Ticket	\$74,149
Average Ticket	\$29,793
Median Ticket	\$27,830
Low Ticket	\$2,356

CIQ of Denver (3 territories)	
Gross Revenues (July 1 <sup>st</sup> – December 31 <sup>st</sup> )	\$841,127
Gross Profit Margin	33.6%

High Ticket	\$258,409
Average Ticket	\$30,944
Median Ticket	\$19,245
Low Ticket	\$1,013

CIQ of Ft Myers (1 territory)	
Gross Revenues (July 1 <sup>st</sup> – December 31 <sup>st</sup> )	\$291,199
Gross Profit Margin	40.5%

High Ticket	\$54,980
Average Ticket	\$19,651
Median Ticket	\$18,741
Low Ticket	\$2,242

CIQ of Hilton Head (1 territory)	
Gross Revenues (July 1 <sup>st</sup> – December 31 <sup>st</sup> )	\$2,189,101
Gross Profit Margin	44.4%

High Ticket	\$194,943
Average Ticket	\$35,498
Median Ticket	\$24,132
Low Ticket	\$1,256

CIQ of Milwaukee (2 territories)	
Gross Revenues (July 1 <sup>st</sup> – December 31 <sup>st</sup> )	\$391,749
Gross Profit Margin	48.7%

High Ticket	\$62,447
Average Ticket	\$26,867
Median Ticket	\$29,282
Low Ticket	\$3,832

CIQ of Raleigh (2 territories)	
Gross Revenues (July 1 <sup>st</sup> – December 31 <sup>st</sup> )	\$513,771
Gross Profit Margin	36.3%

High Ticket	\$146,129
Average Ticket	\$40,290
Median Ticket	\$37,738
Low Ticket	\$5,228

CIQ of Scottsdale (3 territories)	
Gross Revenues (July 1 <sup>st</sup> – December 31 <sup>st</sup> )	\$781,707
Gross Profit Margin	34.0%

High Ticket	\$84,590
Average Ticket	\$24,501
Median Ticket	\$20,593
Low Ticket	\$1,079

**Table 5 – Franchise Location Statistics—Operational Franchise Outlets Whose Showroom Was Open Less than 6 Months During 2025**

The following table reflects the historical reported information for the 2025 calendar year average, median, low, and high annual Gross Revenues, Gross Profit Margin, high ticket, average ticket, median ticket, and low ticket received by the 7\* Operational Franchise Outlets whose Showroom was open for less than 6 months during the 2025 calendar year. For these Operational Franchise Outlets, the average length of time the Showroom was open during 2025 for the locations show in table 5 was 20 days, with a median of 0 days, a high of 69 days and a low of 0 days.

2025 Calendar Year	High	Average	Median	Low
Gross Revenues	\$986,425	\$523,487	\$646,265	\$23,519
Gross Profit Margin	43.2%	36.7%	40.3%	26.8%
Franchisees Meeting/Exceeding Average Gross Revenues: 4 of 7 (57%)				
Franchisees Meeting/Exceeding Average Gross Profit Margin: 4 of 7 (57%)				

High Ticket	\$164,710
Average Ticket	\$20,758
Median Ticket	\$15,717
Low Ticket	\$1,190

\* Note that one of these 7 Operational Franchise Outlets had agreements for 2 showrooms (so is treated as 2 outlets in Item 20) but maintained combined books.