

ITEM 19 of the 2024-2025 Franchise Disclosure Document

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.

Historic Performance

The information provided in the following table was compiled from each of the Franchised Businesses that operated at least a full year as of December 31, 2023. None of the underlying data supplied to us has been audited.

“Gross Sales” means all revenue generated by the Franchised Business less applicable sales taxes and customer refunds and adjustments.

**Gross Sales of 1-800-JUNKPRO Franchised Locations
for the 12 Months Ending December 31, 2023**

Standard Market US Franchised Locations of 1-800-JUNKPRO, LLC	Total Locations	Gross Sales for 2023	Average Gross Sales per Location per Month
Franchised locations operating for more than 12 months, but less than 24 months	1	\$377,326	\$31,444
Franchised locations operating for more than 24 months, but less than 36 months	1	\$452,407	\$37,701
Franchised locations operating for more than 36 months, but less than 48 months	1	\$1,375,885	\$114,657
Franchised locations operating for more than 72 months, but less than 84 months	1	\$1,158,537	\$96,545
Franchised locations operating for more than 84 months, but less than 96 months	1	\$837,181	\$69,765

Small Market US Franchised Locations of 1-800-JUNKPRO, LLC	Total Locations	Gross Sales for 2023	Average Gross Sales per Location per Month
Franchised locations operating for more than 12 months, but less than 24 months	1	\$412,515	\$34,376
Franchised locations operating for more than 24 months, but less than 36 months	2	\$383,240	\$15,969
Franchised locations operating for more than 36 months, but less than 48 months	1	\$395,990	\$32,999

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

The Gross Sales figures in the tables above are overall sales and do not reflect the cost of sales or operating expenses that must be deducted from gross sales/revenue to obtain your net income or profit, such as cost of goods sold, operating expenses, royalties, or any other costs or expenses that must be deducted from the gross sales to obtain net income or profit.

We have provided you with this information to help you make a more informed decision about our franchises. You should not use this information as an indication of how well your specific Franchised Business will do. The actual numbers you experience will vary depending upon several factors, including your individual abilities, competition, management, market demographics, territory size, and the number of trucks and dumpsters you operate in the territory.

You should conduct your own research to assist you in preparing projections for your own Franchised Business.

Projections

The following tables represent monthly income and costs per truck for an already established Franchised Business. The first table represents monthly income and cost per dumpster truck, and the second table per junk removal truck. The costs disclosed are the additional costs of operating an additional truck. Because the information is for an already established Franchised Business, operating expenses such as office rent, office equipment, insurance, utilities and computer software and hardware, and other fixed business expenses are not included in the costs.

TRUCKONOMICS - DUMPSTER TRUCK

The following table assumes that the Franchised Business has 24 dumpsters per truck, and the truck delivers 4 dumpsters per day (operating 10 hours per day), for 6 days each week:

Monthly Sales per Truck		
Jobs Per Day (Dumpster Deliveries Per Day)	4	Assuming truck delivers 4 dumpsters per day
Average Revenue Per Job	\$422	Not including recycling income
Work Days Per Month	26	6 days per week (Mon-Sat)
Monthly Gross Sales	\$43,888	
Monthly Cost per Truck - Payroll Related (6 days per week operating 10 hours per day)*		
Truck Captain (Driver)	\$5,200	\$20.00 per hour at 3,120 hours per year
2 nd Team Member (Helper)	\$0	No Helper needed
FICA/FUTA	\$554	10.65% (7.65% + 3%) of personnel costs (driver)
Workers Comp	\$364	7% of personnel costs (driver)
Monthly Costs per Truck - Other Variable Costs		
Fuel	\$3,072	7% of monthly Gross Sales
Truck Payment	\$2,378	Assuming truck is financed
Vehicle Insurance	\$800	Average - Usually starts higher and decreases with time and as additional trucks are added
Truck Maintenance	\$1,236	3% of monthly Gross Sales
Dumpster Payment (24 Dumpsters)	\$1,587	Assuming dumpsters are financed
Disposal/Transfer Fees	\$7,899	18% of monthly Gross Sales
Credit Card Processing Fees	\$878	2% of monthly Gross Sales
Local Advertising	\$2,633	6% of monthly Gross Sales
Royalty	\$3,072	7% of monthly Gross Sales
Contact Center	\$3,072	7% of monthly Gross Sales
National Brand Development Fee	\$438	1% of monthly Gross Sales
Total Monthly Costs**	\$33,183	
Net Operating Profit Per Truck	\$10,705	

* Your payroll costs will vary based on the number of jobs performed and whether your employees work full or part-time.

** The above income and expense figures relate to income from dumpster rental truck operations, directly associated truck costs, along with royalties, brand development fees, and contact center fees. A typical franchisee should expect to have additional overhead expenses, including, but not limited to, rent, liability insurance, and utilities.

Material Assumptions:

The average revenue per job is based upon the system-wide average for the 2023 fiscal year of \$422 per job. The “jobs per day” metric assumes that the Franchised Business utilizes this truck to pick up and deliver 4 dumpsters per day, 6 days per week. 1 dumpster rental job equals 1 dumpster delivered and picked up.

The Workers Compensation Insurance and Vehicle Insurance Rates are established locally and will vary depending upon the location in which you operate your Franchised Business and other factors.

The “Truck Payment” metric assumes the cost of \$155,000 for 1 dumpster truck, financed for 72 months at a 7% interest rate, with a 10% down payment. This is the current price from our approved vendor as of April 24, 2024, but can change at any time. Shipping and sales tax is not included in the price, but may apply, depending on your location.

The “Dumpster Payment” metric assumes the cost of \$133,000 for 24 dumpsters, financed for 72 months at a 7% interest rate, with a 30% down payment. This is the current price from our approved vendor for 8 small dumpsters, 8 medium dumpsters and 8 large dumpsters (24 total), built, painted and decaled, as of April 24, 2024, but can change at any time base on material costs and other factors. Shipping and sales tax is not included in the price, but may apply, depending on your location.

The Disposal/Transfer Fee Rates are established locally and will vary depending upon the location in which you operate your Franchised Business, which landfills, transfer stations, and recycling and donation centers you use, management decisions, and other factors.

The “Local Advertising” metric assumes you are paying the minimum required amount, which is 6% of revenue. A typical franchisee should expect to have additional advertising expenses during the initial ramp-up period.

Except for the assumptions about jobs per day and the estimated truck and dumpster payments, the data presented is based upon historical information related to the operation of a 1-800-JUNKPRO dumpster truck.

TRUCKONOMICS - JUNK TRUCK

The following table assumes that the truck performs 4 jobs per day (operating 10 hours per day), for 6 days each week:

Monthly Sales per Truck

Jobs Per Day	4	Assuming truck performs 4 jobs per day
Average Revenue Per Job	\$354	Not including recycling income
Work Days Per Month	26	6 days per week (Mon-Sat)
Monthly Gross Sales from Jobs	\$36,816	
Plus Additional Revenue & Recycling Income	\$736	Approximately 2% of monthly Gross Sales from Jobs
Monthly Gross Sales	\$37,552	
Monthly Cost per Truck - Payroll Related (6 days per week operating 10 hours per day)*		
Truck Captain (Driver)	\$4,420	\$17.00 per hour at 3,120 hours per year
2 nd Team Member (Helper)	\$3,380	\$13.00 per hour at 3,120 hour per year
FICA/FUTA	\$831	10.65% (7.65% + 3%) of personnel costs (driver + 2 nd team member)
Workers Comp	\$546	7% of personnel costs (driver + navigator)
Monthly Costs per Truck - Other Variable Costs		
Fuel	\$1,878	5% of monthly Gross Sales
Truck Payment	\$1,833	Assuming truck is financed
Vehicle Insurance	\$600	Average - Usually starts higher and decreases with time and as additional trucks are added
Truck Maintenance	\$1,127	3% of monthly Gross Sales
Disposal/Transfer Fees	\$4,131	11% of monthly Gross Sales
Credit Card Processing Fees	\$751	2% of monthly Gross Sales
Local Advertising	\$2,253	6% of monthly Gross Sales
Royalty	\$2,629	7% of monthly Gross Sales
Contact Center	\$2,629	7% of monthly Gross Sales
National Brand Development Fee	\$376	1% of monthly Gross Sales
Total Monthly Costs**	\$27,384	
Net Operating Profit Per Truck	\$10,168	

* Your payroll costs will vary based on the number of jobs performed and whether your employees work full or part-time.

** The above income and expense figures relate to income from junk removal truck operations, directly associated truck costs, along with royalties, brand development fees, and contact center fees. A typical franchisee should expect to have additional overhead expenses, including, but not limited to, rent, liability insurance, and utilities

Material Assumptions:

The average revenue per job is based upon the system-wide average for the 2023 fiscal year of \$354 per job. The “jobs per day” metric assumes that the Franchised Business utilizes this truck to do 4 junk removal jobs per day, 6 days per week.

The Workers Compensation Insurance and Vehicle Insurance Rates are established locally and will vary depending upon the location in which you operate your Franchised Business and other factors.

The “Truck Payment” metric assumes the cost of \$119,500 for 1 junk truck and 1 junk truck body, financed for 72 months at a 7% interest rate, with a 10% down payment. This is the current price from our approved vendor as of April 24, 2024, but can change at any time. Shipping and sales tax is not included in the price, but may apply, depending on your location.

The Disposal/Transfer Fee Rates are established locally and will vary depending upon the location in which you operate your Franchised Business, which landfills, transfer stations, and recycling and donation centers you use, management decisions, and other factors.

The “Local Advertising” metric assumes you are paying the minimum required amount, which is 6% of revenue. A typical franchisee should expect to have additional advertising expenses during the initial ramp-up period.

Except for the assumptions about jobs per day and the estimated truck payment, the data presented is based upon historical information related to the operation of a 1-800-JUNKPRO junk removal truck.

These figures are only estimates of what we think you may earn. Your individual results may differ. There is no assurance that you’ll earn as much.

Written substantiation for this information will be made available to you upon reasonable request. Please carefully read all of the information in these financial performance representations, and the notes following the tables, in conjunction with your review of the historical data.

The data presented is based on historical data from the operation of Franchised Businesses that were open a full year as of December 31, 2023 and our company-owned 1-800-JUNKPRO business in Wichita, KS.

Results may vary among 1-800-JUNKPRO businesses depending upon prevailing economic or market area conditions, demographics, geographic location, interest rates, your capitalization level, the amount and terms of any financing that you may secure, the property values and lease rates, your business and management skills, staff strengths and weaknesses, the cost and effectiveness of your marketing activities and weather/seasonal factors.

We strongly urge you to consult with your financial advisor or personal accountant concerning the financial analysis that you should make in determining whether or not to purchase a 1-800-JUNKPRO Franchise.

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 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 Mike Davis at 608 S. Ramsey Drive, Valley Center, Kansas 67147, the Federal Trade Commission, and the appropriate state regulatory agencies.