

## ITEM 19 of the 2025-2026 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, 2024. 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 Revenues of 1-800-JUNKPRO Franchised Locations for the 12 Months Ending December 31, 2024**

<b>US Franchised Locations of 1-800-JUNKPRO, LLC with populations over 500,000</b>	<b>Total Locations</b>	<b>Gross Revenues for 2024</b>	<b>Average Gross Revenues per Location per Month</b>
Franchised locations operating for more than 12 months, but less than 24 months	1	\$329,899	\$27,492
Franchised locations operating for more than 36 months, but less than 48 months	1	\$499,699	\$41,642
Franchised locations operating for more than 48 months, but less than 60 months	1	\$1,917,133	\$159,761

<b>US Franchised Locations of 1-800-JUNKPRO, LLC with populations under 500,000</b>	<b>Total Locations</b>	<b>Gross Revenues for 2024</b>	<b>Average Gross Revenues per Location per Month</b>
Franchised locations operating for more than 36 months, but less than 48 months	2	\$458,472	\$19,013
Franchised locations operating for more than 48 months, but less than 60 months	1	\$323,692	\$26,974

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

The Gross Revenues 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 revenues/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 revenues to obtain net income or profit.

## **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 or sales staff wages, office and yard rent, utilities, liability insurance, advertising, tools and equipment, and other fixed business expenses are not included in the costs. It also does not include loan payments for trucks or dumpsters, because it assumes the franchisee has made those purchases from the operation's profit. If the franchisee has taken out any business-related loans, they should also account for loan payments.

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## TRUCKONOMICS - DUMPSTER TRUCK

The following table assumes that the Franchised Business delivers 4 dumpsters per day Monday – Friday and 2 dumpsters on Saturday (operating 10 hours per day Monday – Friday and 5 hours on Saturdays):

Monthly Sales per Truck		
Jobs Per Week	22	1 Job = 1 delivery + 1 pick up
Jobs Per Month	95	
AJS (Average Job Sale)	\$489	Average Revenue Per Job
<b>Monthly Gross Revenues</b>	<b>\$46,455</b>	
Monthly Cost per Truck - Payroll Related		
Truck Captain(s) (Driver)	\$4,766	\$20.00 per hour at 2,860 hours per year
2 <sup>nd</sup> Team Member (Helper)	\$0	No Helper needed
FICA/FUTA	\$508	10.65% (7.65% + 3%) of personnel costs (driver)
Workers Comp	\$334	7% of personnel costs (driver)
Monthly Costs per Truck - Other Variable Costs		
Fuel	\$3,560	7% of monthly Gross Sales
Vehicle Insurance	\$800	Average - Usually starts higher and decreases with time and as additional trucks are added
Truck Maintenance	\$1,526	3% of monthly Gross Sales
Disposal/Transfer Fees	\$9,154	18% of monthly Gross Sales
Credit Card Processing Fees	\$1,017	2% of monthly Gross Sales
System Access Fee	\$1,200	System Access Fee
<b>Total Monthly Costs**</b>	<b>\$22,865</b>	
<b>Net Operating Profit Per Truck</b>	<b>\$23,590</b>	

\* Your payroll costs will vary based on the pay structure you set and the number of jobs performed.

\*\* You should expect to have additional business expenses, as noted above.

Material Assumptions:

The Royalty cost on the chart above assumes a 5 Territory Authorized Service Area that is operating 2 trucks, therefore the System Access Fee of \$2400 is divided between both trucks.

The average revenue per job is based upon the system-wide average for the 2024 fiscal year of \$489 per job. The “jobs per day” metric assumes that the Franchised Business utilizes this truck to pick up and deliver an average of 4 dumpsters per day Monday through Friday and pick up and deliver 2 dumpsters on Saturdays. 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 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.

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

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## 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 Week	24	
Jobs Per Month	104	
AJS (Average Job Sale)	\$438	Average Revenue Per Job (not incl. AR/ Recycling income)
<b>Monthly Gross Revenues from Jobs</b>	<b>\$45,552</b>	
AR (Additional Revenue / Recycling Income)	\$911	Approximately 2% of monthly Gross Revenues from Jobs
<b>Monthly Gross Revenues</b>	<b>\$46,463</b>	
Monthly Cost per Truck - Payroll Related		
Truck Captain(s) (Driver)	\$5,200	\$20.00 per hour at 3,120 hours per year
2 <sup>nd</sup> Team Member(s) (Helper)	\$3,900	\$15.00 per hour at 3,120 hours per year
FICA/FUTA	\$969	10.65% (7.65% + 3%) of personnel costs (driver + helper)
Workers Comp	\$637	7% of personnel costs (driver + helper)
Monthly Costs per Truck - Other Variable Costs		
Fuel	\$2,323	5% of monthly Gross Sales
Vehicle Insurance	\$600	Average - Usually starts higher and decreases with time and as additional trucks are added
Truck Maintenance	\$1,394	3% of monthly Gross Sales
Disposal/Transfer Fees	\$2,788	6% of monthly Gross Sales
Credit Card Processing Fees	\$929	2% of monthly Gross Sales
System Access Fee	\$1,200	System Access Fee
<b>Total Monthly Costs**</b>	<b>\$19,940</b>	
<b>Net Operating Profit Per Truck</b>	<b>\$26,523</b>	

\* Your payroll costs will vary based on the pay structure you set and the number of jobs performed.

\*\* You should expect to have additional business expenses, as noted above.

#### Material Assumptions:

The Royalty cost on the chart above assumes a 5 Territory Authorized Service Area that is operating 2 trucks, therefore the flat monthly System Access Fee of \$2400 is divided between both trucks.

The average revenue per job is based upon the system-wide average for the 2024 fiscal year of \$438 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 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.

Except for the assumptions about jobs per day, the data presented is based on 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.

The data presented is based on historical data from the operation of Franchised Businesses that were open a full year as of December 31, 2024 and our company-owned 1-800-JUNKPRO business in Wichita, KS.

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.