

FRANCHISE DISCLOSURE DOCUMENT

AMRAMP, LLC
A Delaware limited liability company
~~202 West First~~358 North Street
~~South Boston~~Randolph, MA ~~02127-1110~~
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www.amramp.com
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AMRAMP® franchisees will engage in the sale and rental of ramps and additional related products, accessories, and services that enhance the quality of life of physically disabled or challenged persons.

The total investment necessary to begin operation of an AMRAMP® franchise is \$130,785 to \$211,345, not including real estate costs. This includes approximately \$65,250 to \$114,500 that must be paid to us or an affiliate for initial fees and initial inventory for a territory between 1,000,000 and 2,000,000 persons. The initial franchise fee is calculated at a rate of \$49,250 for each 1,000,000 persons in your franchise territory. We also offer franchises in territories with less than 1,000,000 persons. The total investment necessary to begin operation of an AMRAMP® franchise with a territory of less than 1,000,000 persons is \$74,960 to \$128,195, not including real estate costs. This includes approximately \$36,125 to \$60,750 that must be paid to us or an affiliate for initial fees and initial inventory for a territory between 500,000 and 1,000,000 persons.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 14 calendar- days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient to you. To discuss the availability of disclosures in different formats, contact our Director of Franchise Development at ~~202 West First~~358 North Street, ~~South Boston~~Randolph, MA ~~02127~~02368 or (800) 649-5215.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as “*A Consumer’s Guide to Buying a Franchise*,” which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC’s home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

Issuance Date: ~~April 19~~August 18, 2018~~2022~~

STATE COVER PAGE

How to Use This Franchise Disclosure Document

Here are some questions that you may be asking about buying a franchise and tips on how to find more information:

<u>QUESTION</u>	<u>WHERE TO FIND INFORMATION</u>
<u>How much can I earn?</u>	<u>Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibit C.</u>
<u>How much will I need to invest?</u>	<u>Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor’s direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.</u>
<u>Does the franchisor have the financial ability to provide support to my business?</u>	<u>Item 21 or Exhibit D includes financial statements. Review these statements carefully.</u>
<u>Is the franchise system stable, growing, or shrinking?</u>	<u>Item 20 summarizes the recent history of the number of company-owned and franchised outlets.</u>
<u>Will my business be the only AMRAMP® business in my area?</u>	<u>Item 12 and the “territory” provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.</u>
<u>Does the franchisor have a troubled legal history?</u>	<u>Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.</u>
<u>What’s it like to be an AMRAMP® franchisee?</u>	<u>Item 20 or Exhibit C lists current and former franchisees. You can contact them to ask about their experiences.</u>
<u>What else should I know?</u>	<u>These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this Disclosure Document to better understand this franchise opportunity. See the table of contents.</u>

What You Need To Know About Franchising Generally

Continuing responsibility to pay fees. You may have to pay royalties and other fees even if you are losing money.

Business model can change. The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

Supplier restrictions. You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

Operating restrictions. The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

Competition from franchisor. Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

Renewal. Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

When your franchise ends. The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

Some States Require Registration

Your state may have a franchise law, or other law, that requires a ~~franchisor~~ franchisors to register ~~or file with a state franchise administrator~~ before offering or selling franchises in ~~your~~ the state. ~~REGISTRATION OF A FRANCHISE BY A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS THE FRANCHISE OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE DOCUMENT~~ Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Exhibit A.

~~Call the state franchise administrator listed in Exhibit A of the Disclosure Document for information about the franchisor, or about franchising in your state.~~

~~MANY FRANCHISE AGREEMENTS DO NOT ALLOW YOU TO RENEW UNCONDITIONALLY AFTER THE INITIAL TERM EXPIRES. YOU MAY HAVE TO SIGN A NEW AGREEMENT WITH DIFFERENT TERMS AND CONDITIONS IN ORDER TO CONTINUE TO OPERATE YOUR BUSINESS. BEFORE YOU BUY, CONSIDER WHAT RIGHTS YOU HAVE TO RENEW YOUR FRANCHISE, IF ANY, AND WHAT TERMS YOU MIGHT HAVE TO ACCEPT IN ORDER TO RENEW.~~

Please consider

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

Special Risks to Consider About *This Franchise*

Certain states require that the following ~~RISK FACTORS~~ before you buy this franchise risk(s) be highlighted:

~~1. THE FRANCHISE AGREEMENT REQUIRES YOU TO RESOLVE DISPUTES WITH US BY MEDIATION AND ARBITRATION ONLY IN MASSACHUSETTS. OUT OF STATE MEDIATION AND ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO MEDIATE AND ARBITRATE WITH US IN MASSACHUSETTS THAN IN YOUR OWN STATE.~~

~~2. THE FRANCHISE AGREEMENT STATES THAT MASSACHUSETTS LAW GOVERNS THE AGREEMENT, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.~~

~~3. YOUR FAILURE TO ATTAIN \$20,000 IN MONTHLY GROSS REVENUE AT LEAST ONCE DURING THE FIRST YEAR OF FRANCHISE OPERATIONS IS A DEFAULT UNDER THE FRANCHISE AGREEMENT AND GROUNDS FOR TERMINATION OF THE FRANCHISE.~~

~~4. THE FRANCHISE AGREEMENT REQUIRES THAT YOU WAIVE ANY RIGHT YOU MAY HAVE TO A TRIAL BY JURY.~~

~~5. YOU MUST GRANT US A PRIORITY SECURITY INTEREST IN ALL PRESENT AND FUTURE ACCOUNTS, INVENTORY, EQUIPMENT, INTANGIBLES, PROCEEDS AND INTEREST IN THE FRANCHISE. THIS SECURITY INTEREST MAY IMPAIR YOUR ABILITY TO OBTAIN FINANCING FOR YOUR OPERATIONS.~~

~~6. UPON EARLY TERMINATION OF THE FRANCHISE, YOU ARE LIABLE FOR THE PAYMENT OF ROYALTY AND AD FEES FOR THE REMAINING TERM OF THE FRANCHISE AGREEMENT. THE AMOUNT OF ROYALTY AND AD FEES OWED TO US IS DETERMINED ON THE BASIS OF YOUR AVERAGE MONTHLY FEES FOR THE 12 MONTHS BEFORE TERMINATION MULTIPLIED BY THE LESSER OF 36 MONTHS OR THE NUMBER OF MONTHS REMAINING IN THE FRANCHISE AGREEMENT TERM.~~

~~7. WE MAY REQUIRE THAT THE SPOUSES OF THE FRANCHISE PRINCIPALS, GENERAL PARTNERS OR MEMBERS SIGN A PERSONAL GUARANTEE MAKING THEM~~

~~JOINTLY AND SEVERALLY LIABLE FOR ALL DEBTS AND OBLIGATIONS OF THIS FRANCHISE WHETHER OR NOT THEY ARE INVOLVED IN THE OPERATION OF THE FRANCHISE BUSINESS. THIS REQUIREMENT PLACES THE PERSONAL AND MARITAL ASSETS OF THE FRANCHISE OWNERS AND SPOUSES AT RISK.~~

~~8. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.~~

~~We use the services of one or more FRANCHISE BROKERS or referral sources to assist us in selling our franchise. A franchise broker or referral source represents us, not you. We pay this person a fee for selling our franchise or referring you to us. You should be sure to do your own investigation of the franchise.~~

1. **Out-of-State Dispute Resolution.** The franchise agreement requires you to resolve disputes with the franchisor by mediation, arbitration, and/or litigation only in Massachusetts. Out-of-state mediation, arbitration, or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to mediate, arbitrate, or litigate with the franchisor in Massachusetts than in your own state.

Certain states may require other risks to be highlighted. Check the “State Specific Addenda” (if any) to see whether your state requires other risks to be highlighted.

State Effective Dates:

STATE	EFFECTIVE DATE
California	April 25, 2018
Florida	April 27, 2018
Hawaii	May 1, 2018
Illinois	April 25, 2018
Indiana	April 24, 2018
Michigan	April 24, 2018
Minnesota	May 3, 2018
New York	June 7, 2018
Utah	April 5, 2018
Virginia	May 22, 2018
Washington	June 5, 2018
Wisconsin	April 24, 2018

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ITEM 1

THE FRANCHISOR AND ANY PARENTS, PREDECESSORS, AND AFFILIATES

To simplify the language of this ~~disclosure document~~ Disclosure Document, “we,” “us,” or “AMRAMP®” refers to AMRAMP, LLC, the franchisor. “You” refers to a franchisee under the Franchise Agreement. The franchisee may be a person, corporation, partnership, or limited liability company. If the franchisee is a corporation, partnership, or limited liability company, “you” does not include the principals of the corporation, partnership, or limited liability company.

We are a limited liability company formed under Delaware law. Our principal business address is ~~202 West First~~ 358 North Street, ~~South Boston, Massachusetts 02127-1110~~ Randolph, MA 02368. We do business under the “AMRAMP®” name. We do not have any predecessors or parents. Our agents to receive service of process are listed in Exhibit B.

Gordon Industries, Inc. (“Gordon Industries” or “our affiliate”), a corporation formed under Massachusetts law, is our affiliate. Gordon Industries’ principal business address is ~~202 West First~~ 358 North Street, ~~South Boston, Massachusetts 02127-1110~~ Randolph, MA 02368. Your franchise is modeled after the ramp business owned and operated by Gordon Industries ~~which that~~ Gordon Industries has operated since 1970 and which has sold proprietary AMRAMP® ramps since they were patented in 1998. You may conduct some business directly with Gordon Industries. Gordon Industries does not now and has never in the past sold franchises in any line of business. Gordon Industries presently sells its proprietary ramp products in certain areas through distributors that also sell medical equipment. As franchise territories are sold, Gordon Industries will end its sales arrangements with distributors operating in those territories.

The franchise to which this ~~disclosure document~~ Disclosure Document relates involves the operation of an AMRAMP® business operating under the System and the Marks (defined below) (“AMRAMP® Business” or “Franchised Business”). AMRAMP® businesses engage in the sale and rental of ramps (“Ramps”) and additional, related products, accessories, and services as described in our Operations Manual, which may include inclined and vertical lift systems, pool lift systems, stairlifts, patient lifts to move clients from the bed, floor safety materials, automatic door openers, wireless alert devices, home modifications/devices such as grab bars and poles, home modification services such as door widening or bathroom remodeling, and other related goods and services that enhance the quality of life of physically disabled or challenged persons as we may specify from time to time (collectively, “Additional Approved Products”). These businesses operate under the “AMRAMP®” name. We use, promote, and license certain trademarks, service marks, and other commercial symbols in the operation of AMRAMP® businesses, including the AMRAMP® trademarks and service marks and associated logos, as we designate and may hereafter designate and change from time to time in writing for use under the System (the “Marks”). We grant franchises to persons who meet our qualifications and are willing to undertake the investment and effort required to own and operate an AMRAMP® business offering the products and services we authorize and approve and utilizing our business formats, methods, procedures, designs, layouts, standards and specifications and the Marks, all of which we may supplement, improve, change, remove, further develop, and otherwise modify from time to time (the “System”). We currently offer franchises for AMRAMP® businesses under our standard form of franchise agreement (the “Franchise Agreement”) found in Exhibit E. Franchisees that renew their ~~franchise agreements~~ Franchise Agreements for an additional term will be required to execute our Renewal Addendum to the Franchise Agreement, found in Exhibit G.

We began offering AMRAMP® franchises in 2002. We do not engage in any other business activity and have never conducted a business or offered franchises in any other line of business. We

operate an AMRAMP® business in Boston, Massachusetts that is similar to the business offered in this ~~disclosure document~~ [Disclosure Document](#). We do not engage in any other business activity.

In 2008, we began offering “Tier 2” franchises which operate in a territory with less than 1,000,000 persons resident in the territory. Tier 2 franchisees are not subject to minimum gross sales requirements, and may have lower initial and ongoing fees. In addition, unlike traditional franchisees, a Tier 2 franchisee that forms an affiliate (i.e., a separate legal entity; controlled by, controlling, or under common control with the franchisee) may, with our express, written approval, offer for sale and sell medical products and other products and services through its affiliate, as specifically approved by us in advance. The affiliate entity must be a separate entity from the Tier 2 franchisee entity, and the Tier 2 franchisee must account for all activities performed in connection with the AMRAMP® Business separately from those activities performed by the affiliate entity. Tier 2 franchisees must execute the Tier 2 Amendment to the Franchise Agreement, ~~which can be~~ found in Exhibit F.

You will operate your AMRAMP® Business from a specific location in a defined territory. The products and services our ~~franchises~~ [franchisees](#) sell are well recognized by consumers and are available from other sources. The market for our franchisees’ products and services is well developed. Our products and services are sold to individuals and to businesses. Selling is not seasonal. There is competition for the services our franchisees will sell. Local independent businesses will compete with our franchisees, as will regional or national chains.

Other than laws that apply to businesses generally, and licensing laws relating to access to public facilities, we are not aware of any other laws or regulations that are specific to the industry in which AMRAMP® businesses operate. It is your responsibility to check the laws within your state to determine whether any state or local laws or regulations are applicable, and to comply with such laws. For example, one state recently adopted a new view on whether our products are considered durable medical devices ~~(DMEs)~~ under state law, which may have tax consequences for your business.

ITEM 2

BUSINESS EXPERIENCE

Julian Gordon, [Chairman and President](#)

Julian Gordon is our [Chairman and President](#), ~~a position he has held in Randolph, Massachusetts.~~ [He has been our Chairman since October 2020, and our President since March 22, 2002.](#) ~~Julian~~ [He is also is](#) the President of Gordon Industries, Inc., [in Randolph, Massachusetts](#), a position he has held since December 1971.

Justin Gordon, [Chief Executive Officer](#)

[Justin Gordon is our Chief Executive Officer, a position he has held since October 2020, in Randolph, Massachusetts. He was previously our Chief Operating Officer from January 2019 to October 2020, and our Vice President of Company Operations from February 2016 to January 2019, in South Boston, Massachusetts. He is also the Chief Executive Officer of Gordon Industries, Inc., in Randolph, Massachusetts, a position he has held since October 2020.](#)

[Anne Hayes, Chief Financial Officer](#)

Anne Hayes is our Chief Financial Officer, a position she has held since January 2021, in Randolph, Massachusetts. She was previously our Controller from January 2020 to January 2021, in South Boston, Massachusetts. From September 2017 to September 2019, she was Finance Director for Jones, Lang & Lasalle in Andover, Massachusetts. She was also Controller for Dalbar, Inc., from April 2014 to July 2017, in Boston, Massachusetts.

Patrick Arnold, Vice President of Company Operations

~~Justin Gordon~~Patrick Arnold is our Vice President of Company Operations, a position he has held since January 2019, in Randolph, Massachusetts. He was previously our Director of Franchise Operations from September 2009 to January 2019, in South Boston, Massachusetts.

Conor Sweeney, Vice President, Manufacturing

Conor Sweeney is our Vice President, Manufacturing, a position he has held since April 2020, in Randolph, Massachusetts. He was previously our Vice President, Franchise Operations from January 2019 until April 2020, and our Director of Western Franchise Operations from June 2013 until January 2019, in South Boston, Massachusetts.

Bradley Homan, Vice President of Sales

Bradley Homan is our Vice President of Sales, a position he has held since February 2016. From August 2014 to February 2016, he was our Sales Manager. Before that, Justin was an installer from August 2013 to August 2014. Prior to that, Justin served as a Senior Research Associate for Millennium Pharmaceuticals June 2022. He was previously General Manager of Archimedia Solutions Group from November 2017 to May 2022, in Norwood, Massachusetts; and Vice President of Service for Imagetech (Xerox) from July 2015 to October 2017, in Cambridge Canton, Massachusetts from September 2008 to August 2013.

~~Patrick Arnold, Director of Franchise Operations~~

~~Patrick Arnold is~~

James Lutz, Senior Director of Franchise Operations

James Lutz is our Senior Director of Franchise Operations, a position he has held since February 2021 in Randolph, Massachusetts. He was previously our Director of Franchise Operations East from January 2019 to February 2021, in South Boston, Massachusetts, and our Estimating Manager/Estimator from November 2015 to January 2019, in Boston, Massachusetts.

Brian Alves, Senior Marketing Director

Brian Alves is our Senior Marketing Director, a position he has held since September 2021 in Randolph, Massachusetts. He was previously Digital Strategist for Southcoast Health from November 2020 to September 2021, in New Bedford, Massachusetts; the Director of Marketing and Communications for Paragon Communications from October 2017 until March 2020, in Boston, Massachusetts; and a Senior Content Producer for Hasbro Children's Hospital, Faith Home Healthcare, Autism Canada, BC Children's Hospital, CVS Health, Videomaker Magazine, and Baystate Health from December 2013 until 2017, in Providence, Rhode Island.

Jonathan Hepburn, Director of Franchise Operations West

~~Jonathan Hepburn is our Director of Franchise Operations West, a position he has held since September 2009. Previously, from March 2005 to September 2009, Patrick March 2021 in Randolph, Massachusetts. He was our Estimating Manager from December 2018 to March 2021, and our Estimator from March 2017 to December 2018, in Boston, Massachusetts.~~

Barbara Gayton, Director of Marketing

Barbara Gayton is our Director of Marketing, a position she has held since March 2009, in Randolph, Massachusetts.

~~**Conor Sweeney, Director of Western Franchise Operations**~~

~~Conor Sweeney is our Director of Western Franchise Operations, a position he has held since June 2013. From September 2010 to June 2013, Conor was our Estimating Manager. Before that, Conor was an Estimator for us from March 2007 to September 2010.~~

Arthur Card, National Sales Director

Arthur Card is our National Sales Director, a position he has held since April 2015. ~~From April 2008 to December 2012, Arthur served as the Director of Key Accounts for Paradigm Management Services, LLC in Walnut Creek, California. From January 2013 to April 2015, Arthur was self-employed, in Randolph, Massachusetts.~~

Jon Gordon, Manager of Franchisee Sales Training

Jon Gordon is our Manager of Franchisee Sales Training, a position he has held since March ~~22,~~ 2002, in Randolph, Massachusetts. ~~Jon~~He is also ~~is~~ the Manager of Gordon Industries, Inc., a position he has held since December 1996, in Randolph, Massachusetts.

~~**Joseph Paulo, Product Manager**~~

~~Joseph Paulo is our Product Manager, a position he has held since March 2018. From October 2015 to February 2018, Joseph served as the Manager of Product Development for TerraSmart@ LLC in Fort Meyers, Florida. From October 2013 to October 2015, Joseph served as a Product Development Engineer for BURNDY LLC in Manchester, New Hampshire. Prior to that, Joseph was a student at the University of New Hampshire.~~

ITEM 3

LITIGATION

No litigation is required to be disclosed in this Item.

ITEM 4

BANKRUPTCY

No bankruptcy information is required to be disclosed in this Item.

ITEM 5

INITIAL FEES

You must pay a lump sum initial franchise fee ("Initial Franchise Fee") when you sign the ~~franchise agreement~~ Franchise Agreement. We offer two types of franchises. The ~~initial franchise fee~~ Initial Franchise Fee for a traditional AMRAMP® franchise depends upon the population in your franchise territory, as determined by us, based on most recent U.S. census data. The ~~initial franchise fee~~ Initial Franchise Fee is \$49,250 for each 1,000,000 persons in your franchise territory, and is calculated on a *pro rata* basis. By way of illustration, the franchise fee for a population of 2,000,000 persons is \$98,500, and the franchise fee for a population of 2,500,000 persons is \$123,125.

We typically do not grant territories for a traditional AMRAMP® franchise with fewer than 1,000,000 persons. On occasion, we may grant a Tier 2 franchise with a territory that has a population of fewer than 1,000,000 persons. For a Tier 2 franchisee, the ~~initial franchise fee~~ Initial Franchise Fee is \$49,250 for each 1,000,000 persons and is calculated on a *pro rata* basis. By way of illustration, the franchise fee for a population of 500,000 persons is \$24,625 and the franchise fee for a population of 700,000 persons is \$34,475.

The entire Initial Franchise Fee is fully earned and non-refundable in consideration of administrative and other expenses incurred by us in granting this franchise and for our lost or deferred opportunity to enter into ~~this~~ the Franchise Agreement with others; ~~provided, however, that~~. However, if you (or your managing shareholder, partner or member) fail to complete ~~the~~ our initial training program ("Initial Training Program") to our satisfaction, we will refund the Initial ~~Franchisee~~ Franchise Fee to you, less our reasonable administrative, supervisory, accounting, training and legal costs. See Item 11 for further information. The Initial Franchise Fee may be financed, as described in Item 10.

You must purchase an initial supply of inventory from us, our affiliate or our approved suppliers. We estimate up to 100% of your initial inventory will be from us or our affiliate. We estimate the cost of your initial inventory will be \$16,000 for a Tier 1 franchise and \$11,500 for a Tier 2 franchise.

ITEM 6

OTHER FEES

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Opening Advertising and Promotion ¹	\$5,000. Tier 2 franchisees: Not <u>not</u> Applicable <u>applicable</u> .	Expended according to our marketing program during your first 90 days of operation	Paid to advertisers to promote the business. (Section 12.1). Tier 2 franchisees are not required to expend any amount on opening advertising or promotion.
Royalty ¹	The Royalty Fee is between 3% and 12% of Gross Revenue ² , depending on the products and services sold and the year of the <u>Franchise Agreement</u> how	On the 5 th day following the close of every calendar month	Paid to us. We will withdraw these payments from a preauthorized direct transfer account, as described in the Franchise Agreement, or by any other method as we may specify in the

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
	long an AMRAMP® Business has operated in the territory . See the “Royalty Table” below for more detail. ³		Operations Manual or otherwise in writing. (Sections 4.2 and 4.4)
Interest on Late Payments ¹	The lesser of 18%, or the maximum rate permitted by law.	When you pay us the overdue amount	Paid to us if you are overdue on payment of any amounts you owe us. (Section 4.4)
Refresher Training Fee ¹	Varies. We do not currently charge a refresher training fee and did not charge a refresher training fee during our most recent fiscal year, but reserve the right to do so in the future. Franchisee is responsible for hotel and transportation.	As incurred	Paid to us for ongoing refresher training. (Sections 6.3 and 6.4)
Per Diem Assistance Fee ¹	Currently, \$400 per day.	As incurred	Paid to us. (Section 3.8)
Operations Manual Paper Copy Replacement Charge ¹	Currently, \$1 per page.	As incurred	Paid to us. (Section 9.3)
Regional/National Advertising Fee ¹	<p>1% of Gross Revenue² if Gross Revenue during your first year of operations or if your annual Gross Revenue for all of our prior fiscal years was less than \$300,000.</p> <p>2% of Gross Revenue if your annual Gross Revenue for any of our prior fiscal years was equal to or greater than \$300,000 and less than \$500,000.</p> <p>3% of Gross Revenue if your annual Gross Revenue for any of our prior fiscal years was equal to or greater than \$500,000; except that if.</p> <p><u>If</u> your annual Gross Revenue for our current fiscal <u>year</u> is greater than \$1,000,000, the rate will be reduced to 2% for the Gross Revenue that exceeds \$1,000,000 in that same fiscal year.</p>	When the Royalty is paid	Paid to us to spend on regional/national advertising. (Section 12.3). See Item 11.
Local Advertising ¹	6% of Gross Revenue ² or \$1,200, whichever is greater, during your first year of operations or if your	Spent monthly by you as we may direct in	Paid to advertisers to promote your business. (Section 12.2)

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
	<p>annual Gross Revenue for all of our prior fiscal years was less than \$300,000.</p> <p>4% of Gross Revenue if your annual Gross Revenue for any of our prior fiscal years was greater than or equal to \$300,000 and less than \$500,000.</p> <p>3% of Gross Revenue if your annual Gross Revenue for any of our prior fiscal years was equal to or greater than \$500,000.</p>	the Operations Manual or otherwise in writing	
Computer Software Subscription Fee ¹	<p>Currently, \$72 per year (\$6 monthly) for online backup and \$132 per year (\$11 monthly) for Go To My PC, \$60 per year (\$5 monthly) per email address or \$150 per year (\$12.50 monthly) per email address with Microsoft office 365, \$588 per year (\$49 monthly) per Netsuite CRM account.</p> <p>Applicable taxes <u>are</u> additional.</p>	As arranged	Paid to us for subscription to software services that support your daily operations and that allow us to access your computer and backup your computer's hard drive as described in Item 11 under "Computer Systems," (Section 7.18)
Computer and Software Upgrade and Maintenance Fees ¹	\$500 per year.	As arranged.	You must upgrade and maintain your computer and software at your own expense. (Section 7.18)
Auditing Costs ¹	Cost of audit.	As incurred	You must reimburse us for our auditing costs if we have to audit you because you fail to provide us with the required reports on a timely basis. (Section 11.4)
Transfer Fee ¹	\$10,000.	Time of transfer	Paid to us if there is a transfer under the Franchise Agreement. (Section 14.3.13)
Renewal Fee ¹	<p>\$10,000 for Tier 1 Franchise.</p> <p>\$5,000 for Tier 2 Franchise.</p>	Time of renewal	Paid to us if you renew your rights under the Franchise Agreement. (Section 2.2.9)
Costs and Attorney's Fees	Reimbursement of our actual costs.	As incurred	You must pay all expenses, including attorneys' fees and costs, incurred by us, our affiliates, and our successors and assigns to remedy any of your defaults of, or enforce any of our rights under, the Franchise Agreement; to effect termination of the Franchise Agreement, and to collect any amounts due under the Franchise Agreement.

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
			(Section 26.8)

Notes:

1. Unless otherwise indicated, all of the fees listed in the table are non-refundable and are uniformly imposed by, payable to, and collected by us. As noted in the table, certain payments vary or are not required for Tier 2 franchisees.
2. “Gross Revenue” means all revenues generated from the sale, lease, or provision of ~~124%~~ Products, ~~6% Products, 9% Products, and/or 912%~~ Products (see note 3 below), ~~as appropriate, and any other revenue you derive from operating your AMRAMP® Business—conducted upon, or from or with respect to the AMRAMP® Business, whether such sales are evidenced by cash, check, credit, charge, account, barter, or exchange.~~ Gross Revenue includes all monies or credit received from the sale of products or services, from the proceeds from any business interruption or similar insurance policies, and from tangible property of every kind and nature, promotional or otherwise. Gross Revenue does not include good faith refunds, adjustments, credits, and allowances actually made by your AMRAMP® Business in compliance with the Operations Manual. Gross Revenue also excludes any sales taxes or other taxes collected from customers by you and paid directly to the appropriate taxing authority, or any amounts paid to employees as approved compensation for meals.
3. You must pay us a continuing royalty fee each month in the percentages described in the ~~Royalty Table~~royalty table below. In order to assist you in establishing your AMRAMP® Business, we permit you to gradually phase in the amount of the royalty fee payable to us, ~~as set forth based on the length of time an AMRAMP® business has been operated~~ in the ~~Royalty Table~~Territory. We will identify in the Operations Manual the specific products and services for which the maximum percentage royalty fees are ~~12%4%, 6%, 9%, or 9%,—and we12%.~~ We refer to ~~those~~such products and services ~~in the table below~~ as the “~~124%~~ Products,” “~~6% Products,~~” “~~9% Products,~~” and ~~the~~ “~~912%~~ Products,” respectively. The ~~Royalty Table~~royalty table specifies the royalty ~~you that~~ must pay us be paid for each type of product each month during the first ~~twelve~~12-month period beginning on the date ~~you sign that~~ the first Franchise Agreement covering the territory was executed, and during each subsequent ~~twelve~~12-month period thereafter. For example, if you are starting the Franchised Business in a new territory, your initial royalty will be “RATE 1.” In contrast, if you are renewing a prior agreement for the term of the same territory, or signing a Franchise Agreement in connection with your acquisition of a territory that has already had an AMRAMP® business for three years or more, your initial royalty will be “RATE 4.”

ROYALTY TABLE

	TWELVE-MONTH PERIOD	<u>GROSS REVENUE FROM 4% PRODUCTS</u>	<u>GROSS REVENUE FROM 6% PRODUCTS</u>	<u>GROSS REVENUE FROM 129% PRODUCTS</u>	<u>GROSS REVENUE FROM 912% PRODUCTS</u>
<u>RATE 1</u>	First twelve <u>12</u> -month period following the <u>execution</u> date of your initial Franchise Agreement <u>the first franchise</u>	<u>3% of Gross Revenue</u>	<u>3% of Gross Revenue</u>	3% of Gross Revenue	3% of Gross Revenue

	<u>agreement for the Territory or any portion thereof.</u>				
<u>RATE 2</u>	Second twelve <u>12</u> -month period following the <u>execution</u> date of your initial Franchise Agreement <u>the first franchise agreement for the Territory or any portion thereof.</u>	<u>4% of Gross Revenue</u>	<u>6% of Gross Revenue</u>	6% of Gross Revenue	6% of Gross Revenue
<u>RATE 3</u>	Third twelve <u>12</u> -month period following the <u>execution</u> date of your initial Franchise Agreement <u>the first franchise agreement for the Territory or any portion thereof.</u>	<u>4% of Gross Revenue</u>	<u>6% of Gross Revenue</u>	9% of Gross Revenue	9% of Gross Revenue
<u>RATE 4</u>	Fourth twelve <u>12</u> -month period following the <u>execution</u> date of your initial Franchise Agreement and each additional twelve-month <u>the first franchise agreement for the Territory or any portion thereof; and any period thereafter.</u>	<u>4% of Gross Revenue</u>	<u>6% of Gross Revenue</u>	12 <u>9</u> % of Gross Revenue	9 <u>12</u> % of Gross Revenue

ITEM 7

ESTIMATED INITIAL INVESTMENT

**AMRAMP® FRANCHISE
YOUR ESTIMATED INITIAL INVESTMENT**

TYPE OF EXPENDITURE	AMOUNT	METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT IS TO BE MADE
Initial Franchise Fee (note 1 and 2)	\$49,250 - \$98,500	Lump sum	When you sign the Franchise Agreement	Us
Real Estate and Leasehold Improvements (note 1 and 3)	\$0 - \$1,000	As arranged	As incurred	Landlord
Signs (note 1 and 4)	\$2,255 - \$3,255	As arranged	As incurred	Approved suppliers or per specifications
Initial Inventory (note 1 and 5)	\$16,000	Lump sum	When you sign the Franchise Agreement	Us, our affiliate, or our approved suppliers
Vehicles (note 1 and 6)	\$23,820 - \$25,240	As arranged	Before commencing operations	Approved suppliers or per specifications
Tools (note 1 and 7)	\$500 - \$1,200	As arranged		

TYPE OF EXPENDITURE	AMOUNT	METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT IS TO BE MADE
			Before commencing operations	Approved suppliers or per specifications
Office Equipment and Supplies (note 1 and 8)	\$1900 - \$4700	As arranged	Before commencing operations	Approved suppliers or per specifications
Start-Up Marketing (note 1 and 9)	\$5,000	As arranged	Shortly before and around the time you commence operations	Suppliers
Trade Show Booth (note 1 and 10)	\$1,260 - \$2,150	Lump Sum	Before commencing operations	Suppliers
Insurance Premiums for first year (note 1 and 11)	\$1,200 - \$5,000	Lump sum or Periodic	Before commencing operations and as arranged	Us or an insurance broker
Professional Fees (note 1 and 12)	\$1,000 - \$2,000	As arranged	As incurred	Suppliers
Licenses and Permits (note 1 and 13)	\$100 - \$300	As arranged	As incurred	Governmental agencies
Training Expenses (note 1 and 14)	\$1,000 - \$2,000	As arranged	As incurred	Suppliers
Additional Funds — 6 months (note 1 and 15)	\$27,500 - \$45,000	As arranged	As incurred	Suppliers
TOTAL	\$130,785 - \$211,345 (not including optional real estate costs)			

Notes:

- All costs listed in the table are estimates only. Unless noted otherwise, all fees and payments described in this Item 7 are non-refundable. As described in Item 10, on occasion, we may offer financing to franchisees for the ~~initial franchisee fee~~ [Initial Franchise Fee](#).
- The ~~initial franchisee fee~~ [Initial Franchise Fee](#) for an AMRAMP® franchise is \$49,250 for each 1,000,000 persons in your franchise territory, and is calculated on a *pro rata* basis. The average franchisee's territory is typically approximately 3,000,000 persons. The figures in the table above represent the ~~initial franchisee fee~~ [Initial Franchise Fee](#) for a population of 1,000,000 to 2,000,000 people. Depending on the population of your territory, your franchise fee could be higher or lower than the figure provided in the table. The entire Initial Franchise Fee is fully ~~earned~~ and non-refundable in consideration of administrative and other expenses incurred by us in granting the franchise and for our lost or deferred opportunity to enter into a ~~franchise agreement~~ [Franchise Agreement](#) with others; ~~provided, however, that.~~ [However](#), if you (or your

managing shareholder, partner, or member) fail to complete the Initial Training Program to our satisfaction, we will refund the Initial ~~Franchisee~~Franchise Fee to you, less our reasonable administrative, supervisory, accounting, training, and legal costs. See Item 5 for further information.

3. The estimate provided would only cover shelving or partitioning for storage of inventory, marketing materials, and samples. We have made no estimate regarding real estate acquisition costs, as we do not require you to acquire or lease real estate and we have assumed you will operate the business out of your home. You may operate your AMRAMP® franchise from your personal residence. If you choose not to operate your AMRAMP® franchise from your personal residence, you will need to rent office space. We estimate that you will need office space large enough for a workstation, computer, and telephone. You will probably need at least 100 square feet of office space in addition to the storage space. Storage of ramp shipments requires approximately 200 square feet, and garaging of your sales vehicle would require an additional 200 square feet. We estimate that rent for a two-car garage size location would cost approximately an additional \$50 to \$100 per month, which is not reflected in the chart above. However, these costs may vary drastically depending on real estate costs in your area. The first and last months' rent could also be required as a security deposit.
4. A shrink-wrap sign for your salespersons' van costs approximately \$2,000 - \$3,000; a sign for your installer's truck when required costs approximately \$75; and a small sign at your approved location for identification by delivery vehicles costs approximately \$180.
5. The cost covers an initial supply of proprietary ramp standard components for your customers' occasional fast delivery demands, including a sample ~~fold-away~~foldaway shower for exhibiting at trade shows.
6. You will need a vehicle meeting our specifications for use in your AMRAMP® Business. We presently recommend a Nissan Rogue, which currently has a manufacturer's suggested retail price of approximately \$23,820 to \$25,240. If you choose to lease your vehicle, your initial expenditures will be significantly lower.
7. The estimated cost covers a list of miscellaneous hand tools which you will need to purchase if you do not already own them.
8. The estimated cost covers your office equipment (a cell phone, fax machine, file cabinet, desk, chair, and computer hardware and software described in Item 11) and your initial supply of office supplies (including paper, labels, envelopes, and business cards).
9. You must spend a minimum of \$5,000 on local marketing within the first ~~ninety (90)~~ days of operation of your AMRAMP® Business.
10. You must purchase a trade show booth package from an approved supplier before the franchised business opens. This package can include a briefcase display, a tabletop display, a table banner, and a stand-alone display.
11. Before opening, you must purchase the following insurance coverage for your AMRAMP® Business:
 - Commercial General Liability ~~=~~ \$1,000,000 per occurrence; \$1,000,000 ~~Products/Completed Operations Aggregate~~products/completed operations aggregate; \$2,000,000 general aggregate limit. The ~~Commercial—General—Liability~~

~~Policy~~commercial general liability policy shall name us as an additional insured, and shall specifically include additional insured rights for the “products/completed operations” coverage grant. You may obtain this required coverage by participating in a group program which we have negotiated with an insurance broker, or you may attempt to secure your own insurance coverage. If you elect to participate in this program, you must pay the premiums to us and sign the Insurance Premium Program Letter Agreement attached as Exhibit J to this Disclosure Document. The figures in the table above are based upon the cost to participate in the insurance program that we negotiated for the 2015 policy year.

- Workers’ compensation = as the law requires;
 - Property = 100% replacement value on leasehold improvements and inventory and electronic data processing including business interruption and extra expense covering one year of interruption;
 - Automobile = \$1,000,000 ~~Combined Single Limit~~combined single limit for owned, hired and non-owned automobiles
12. The estimate would cover your initial consultation with legal and accounting professionals regarding this franchise opportunity.
 13. Most states require you to obtain a license to become a sales tax vendor. A permit may also be required for parking of commercial vehicles.
 14. This estimate includes the travel, food, and lodging expenses of one or two persons to attend the 5-day ~~initial training program~~Initial Training Program in Boston, Massachusetts.
 15. The expenses in this Item 7 are estimates of your initial investment in one franchise location before commencing operations and for the first 6 months thereafter. We have relied upon the expenditures paid by, and the experience of, our affiliate, Gordon Industries, in determining these estimates. We cannot guarantee that you will not have additional expenses starting the business. Your costs will depend on how closely you follow the AMRAMP® system standards, your management skill, experience and business acumen, local economic conditions, the acceptance by local consumers of our approved products and services, prevailing wage rates, competition, etc.

**TIER 2 AMRAMP® FRANCHISE
YOUR ESTIMATED INITIAL INVESTMENT**

TYPE OF EXPENDITURE	AMOUNT	METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT IS TO BE MADE
Initial Franchise Fee (note 1 and 2)	\$24,625 - \$49,250	Lump sum	When you sign the Franchise Agreement	Us
Real Estate and Leasehold Improvements (note 1 and 3)	\$0 - \$1,000	As arranged	As incurred	Landlord

TYPE OF EXPENDITURE	AMOUNT	METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT IS TO BE MADE
Signs (note 1 and 4)	\$2,255 - \$3,255	As arranged	As incurred	Approved suppliers or per specifications
Initial Inventory (note 1 and 5)	\$11,500	Lump sum	When you sign the franchise agreement Franchise Agreement	Us, our affiliate, or our approved suppliers
Vehicles (note 1 and 6)	\$23,820 - \$25,240	As arranged	Before commencing operations	Approved suppliers or per specifications
Tools (note 1 and 7)	\$500 - \$1,200	As arranged	Before commencing operations	Approved suppliers or per specifications
Office Equipment and Supplies (note 1 and 8)	\$1900 - \$4700	As arranged	Before commencing operations	Approved suppliers or per specifications
Trade Show Booth (note 1 and 9)	\$1,260 - \$2,150	Lump Sum sum	Before commencing operations	Suppliers
Insurance Premiums for first year (note 1 and 10)	\$1,000 - \$3,000	Lump sum or Periodic periodic	Before commencing operations and as arranged	Us or an insurance broker
Professional Fees (note 1 and 11)	\$1,000 - \$2,000	As arranged	As incurred	Suppliers
Licenses and Permits (note 1 and 12)	\$100 - \$300	As arranged	As incurred	Governmental agencies
Training Expenses (note 1 and 13)	\$1,000 - \$2,000	As arranged	As incurred	Suppliers
Additional Funds — 6 months (note 1 and 14)	\$6,000 - \$22,600	As arranged	As incurred	Suppliers
TOTAL	\$74,960 - \$128,195 (not including optional real estate costs)			

Tier 2 franchisees are not required to expend certain amounts as part of an initial investment. Specifically, Tier 2 franchisees are not required to spend any amount on Start-up ~~marketing~~ [Marketing](#).

Notes:

- All costs listed in the table are estimates only. Unless noted otherwise, all fees and payments described in this Item 7 are non-refundable. As described in Item 10, on occasion, we may offer financing to franchisees for the ~~initial franchisee fee~~ [Initial Franchise Fee](#).

2. The ~~initial franchise fee~~Initial Franchise Fee for a Tier 2 AMRAMP® franchise is \$49,250 for each 1,000,000 persons in your franchise territory and is calculated on a *pro rata* basis. The entire Initial Franchise Fee is fully earned and non-refundable in consideration of administrative and other expenses incurred by us in granting the franchise and for our lost or deferred opportunity to enter into a ~~franchise agreement~~Franchise Agreement with others; ~~provided, however, that.~~ However, if you (or your managing shareholder, partner, or member) fail to complete the Initial Training Program to our satisfaction, we will refund the Initial ~~Franchisee~~Franchise Fee to you, less our reasonable administrative, supervisory, accounting, training, and legal costs. See Item 5 for further information.
3. The estimate provided would only cover shelving or partitioning for storage of inventory, marketing materials, and samples. We have made no estimate regarding real estate acquisition costs, as we do not require you to acquire or lease real estate and we have assumed you will operate the business out of your home. You may operate your AMRAMP® franchise from your personal residence. If you choose not to operate your AMRAMP® franchise from your personal residence, you will need to rent office space. We estimate that you will need office space large enough for a workstation, computer, and telephone. You will probably need at least 100 square feet of office space in addition to the storage space. Storage of ramp shipments requires approximately 200 square feet, and garaging of your sales vehicle would require an additional 200 square feet. Rent for a two-car garage size location would cost approximately an additional \$50 ~~to~~ \$100 per month, which is not reflected in the chart above. The first and last months' rent could also be required as a security deposit.
4. A shrink-wrap sign for your salespersons' van costs approximately \$2,000 ~~to~~ \$3,000; a sign for your installer's truck when required costs approximately \$75; and a small sign at your approved location for identification by delivery vehicles costs approximately \$180.
5. The cost covers initial supply of proprietary ramp standard components for your customers' occasional fast delivery demands, including a sample ~~fold-away~~foldaway shower for exhibiting at trade shows.
6. You will need a vehicle meeting our specifications for use in your AMRAMP® Business. We presently recommend a Nissan Rogue, which currently has a manufacturer's suggested retail price of approximately \$23,820 to \$25,240. If you choose to lease your vehicle, your initial expenditures may be significantly lower.
7. The estimated cost covers a list of miscellaneous hand tools which you will need to purchase if you do not already own.
8. The estimated cost covers your office equipment (a cell phone, fax machine, file cabinet, desk, chair, and computer hardware and software described in Item 11) and your initial supply of office supplies (including paper, labels, envelopes, and business cards).
9. You must purchase a trade show booth package from an approved supplier before the franchised business opens. This package can include a briefcase display, a tabletop display, a table banner, and a stand-alone display.
10. Before opening, you must purchase the following insurance coverage for your AMRAMP® Business:
 - Commercial General Liability ~~=~~ \$1,000,000 per occurrence; \$1,000,000 Products/Completed Operations Aggregate; \$2,000,000 general aggregate limit. The

Commercial General Liability Policy shall name us as an additional insured, and shall specifically include additional insured rights for the “products/completed operations” coverage grant. You may obtain this required coverage by participating in a group program which we have negotiated with an insurance broker, or you may attempt to secure your own insurance coverage. If you elect to participate in this program, you must pay the premiums to us and sign the Insurance Premium Program Letter Agreement attached as Exhibit J to this Disclosure Document. The figures in the table above are based upon the cost to participate in the insurance program that we negotiated for the 2015 policy year.

- Workers’ compensation – as the law requires;
 - Property – 100% replacement value on leasehold improvements and inventory and electronic data processing including business interruption and extra expense covering one year of interruption; [and](#)
 - Automobile = \$1,000,000 Combined Single Limit for owned, hired and non-owned automobiles.
11. The estimate would cover your initial consultation with legal and accounting professionals regarding this franchise opportunity.
 12. Most states require you to obtain a license to become a sales tax vendor. A permit may also be required for parking of commercial vehicles.
 13. This estimate includes the travel, food, and lodging expenses of one or two persons to attend the 5-day ~~initial training program~~ [Initial Training Program](#) in Boston, Massachusetts.
 14. The expenses in this Item 7 are estimates of your initial investment in one franchise location before commencing operations and for the first 6 months thereafter. We have relied upon the expenditures paid by, and the experience of, our affiliate, Gordon Industries, in determining these estimates. We cannot guarantee that you will not have additional expenses starting the business. Your costs will depend on how closely you follow the AMRAMP® system standards, your management skill, experience and business acumen, local economic conditions, the acceptance by local consumers of our approved products and services, prevailing wage rates, competition, etc.

ITEM 8

RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES

You must purchase or lease all equipment that we approve and require for your AMRAMP® Business, including, the computer hardware and software, tools, and the AMRAMP® ~~Vanvan~~ [Vanvan](#) (in the model and bearing the signage we require), all as described in the Operations Manual. You must purchase all AMRAMP® products from our affiliate (at then =current prices and subject to the then =current terms and conditions) or from other designated supplier(s) we specify. Currently, our affiliate is the only approved supplier of AMRAMP® products, including steel modular wheelchair ramps. You may not contract with other suppliers to purchase AMRAMP® products.

All equipment and products sold or offered for sale at the AMRAMP® Business must meet our then-current standards and specifications, as established in the Operations Manual or otherwise in

writing. Except as otherwise provided in the Franchise Agreement, you must purchase all equipment and products used or offered for sale at the AMRAMP® Business for which we have established standards or specifications solely from approved suppliers (including distributors and other sources) which demonstrate, to our continuing reasonable satisfaction, the ability to meet our standards and specifications, and who have been approved by us in the Operations Manual or otherwise in writing. If you desire to purchase products from a party other than an approved supplier, you must submit to us a written request to approve the proposed supplier, together with such evidence of conformity with our specifications as we may reasonably require. We have the right to require that our representatives be permitted to inspect the supplier's facilities, and that samples from the supplier be delivered for evaluation and testing either to us or to an independent testing facility that we designate. You must pay a charge not to exceed the reasonable cost of the evaluation and testing. We will use our best efforts, within ~~ninety (90)~~ days after our receipt of such completed request and completion of such evaluation and testing (if required by us), to notify you in writing of our approval or disapproval of the proposed supplier. You may not sell or offer for sale any products of the proposed supplier until you receive our written approval of the proposed supplier. We may from time to time revoke our approval of particular products or suppliers when we determine that such products or suppliers no longer meet our standards. Upon receipt of written notice of such revocation, you must cease to sell any disapproved products and cease to purchase from any disapproved supplier.

We will provide you with specifications for approved products, but we are not required to make these specifications available to prospective suppliers if we deem them to be confidential.

The following table sets forth our estimates regarding the things we require you to purchase or lease from us or our approved vendors and suppliers relative to your total initial investment and annual operating expenses (not as a percentage of gross revenue).

GOODS/SERVICES	PERCENTAGE OF TOTAL INITIAL INVESTMENT	PERCENTAGE OF TOTAL ANNUAL OPERATING EXPENSES
Leasehold Improvements	Less than 1%	Less than 1%
Signs	1% to 3%	Less than 3%
Inventory	7% to 12%	25%
Vehicles	11% to 22%	6%
Tools	Less than 1%	Less than 1%
Office Equipment and Supplies	Less than 1% to 4%	2% to 4%
Insurance	Less than 1% to 4%	1% to 4%
Tradeshaw Booth Package	Less than 1% to 2%	1% to 2%

In sum, the estimated portion of required purchases and leases by the franchisee is 24% ~~to~~ 49% of the purchases and leases that will be made by the franchisee while establishing the business, and 40% ~~to~~ 46% of the purchases and leases that will be made by the franchisee while operating the business on an ongoing basis.

Based on ~~the~~ internal sales records ~~of~~ our affiliate, Gordon Industries, derived \$~~6,530,558~~4,654,172.89 in gross revenue in ~~2017~~, \$~~3,962,624~~ (60.7%) ~~of which was derived~~2021 as a result of ~~all~~ franchisee purchases. In ~~2017~~2021, AMRAMP® did not derive any revenue from franchisee purchases. Our President, Julian Gordon, ~~owns~~and our Chief Executive Officer, Justin Gordon, own an interest in Gordon Industries. No other officers own an interest in any approved supplier.

We do not provide material benefits to you based on your use of our designated or approved sources.

There are no purchasing or distribution cooperatives at this time.

We negotiate purchase arrangements, including price terms, with suppliers for the benefit of franchisees. We have negotiated purchase arrangements for all products sold by franchisees, including the Additional Approved Products. We also have a purchase arrangement with Staples for office supplies and we have negotiated with an insurance broker to provide higher value insurance coverage to franchisees at reduced rates.

ITEM 9

FRANCHISEE’S OBLIGATIONS

This table lists your principal obligations under the franchise and other agreements. It will help you find more detailed information about your obligations in these agreements and in other items of this disclosure document.

OBLIGATION	SECTION IN FRANCHISE AGREEMENT	DISCLOSURE DOCUMENT ITEM
a. Site selection and acquisition/lease	1.2	11
b. Pre-opening purchases/leases	5 and 7	5, 6, 7 and 8
c. Site development and other pre-opening requirements	5 and 7	11
d. Initial and ongoing training	6	6, 7 and 11
e. Opening	5	11
f. Fees	4	5, 6 and 7
g. Compliance with standards and policies / Operations Manual <u>operations manual</u>	7 and 9	8 and 11
h. Trademarks and proprietary information	8 and 9	13 and 14
i. Restrictions on products/services offered	7	8 and 16
j. Warranty and customer service requirements	Not Applicable	11
k. Territorial development and sales quota	1 3	

OBLIGATION	SECTION IN FRANCHISE AGREEMENT	DISCLOSURE DOCUMENT ITEM
		12
l. Ongoing product/service purchases	7	8
m. Maintenance, appearance, and remodeling requirements	7	6, 8 and 11
n. Insurance	13	6 and 7
o. Advertising	12	6, 7 and 11
p. Indemnification	20	6
q. Owner's participation/management/staffing	7.13 and 17.1	11 and 15
r. Records/reports	11	6
s. Inspections/audits	11.4	6 and 11
t. Transfer	14	17
u. Renewal	2	17
v. Post-termination obligations	16 and 17	17
w. Non-competition covenants	17	17
x. Dispute resolution	26	17

ITEM 10

FINANCING

Initial Franchise Fee

In the event we elect to finance all or part of the ~~franchise fee~~ Initial Franchise Fee, the current term of the fixed rate financing is approximately 8% annual interest on the outstanding principal and will vary with market interest rates. We do not guarantee your note, lease, or obligation obtained from third parties and we do not finance any other costs, including construction or remodeling, equipment, vehicles, or opening inventory or supplies. Generally, franchisees must pay at least 1/3 of the Initial ~~Franchisee~~ Franchise Fee upon execution of the Franchisee Agreement, the second 1/3 must be paid within 12 months from the date of execution of the Promissory Note, and the final 1/3 must be paid within 23 months from the date of execution of the Promissory Date.

A copy of the Promissory Note is attached as Exhibit I to the Franchise Agreement. Each Promissory Note must be signed by the franchisee and his/her spouse, or if a limited liability entity, it must be guaranteed by the principals and their spouses. The indebtedness on the Promissory Note may

be prepaid at any time without interest, penalty or premium of any kind. We do not require any security interest.

The consequences of default include: payment on the Promissory Note is accelerated; payment of any reasonable out-of-pocket expenses, including attorneys' fees and disbursements, incurred by us in connection with any action or proceeding taken to protect, enforce, determine or ~~asset~~assess any provision, right or remedy under the Promissory Note.

Under the Promissory Note, the franchisee and all guarantors waive the following defenses: presentment for payment, demand, notice of nonpayment or dishonor, protest, and notice of protest. It is not our practice or intent to sell, assign, or discount to a third party all or part of the financing arrangement, but we reserve the right to do so.

Other than as described above, we do not offer direct or indirect financing.

ITEM 11

FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS, AND TRAINING

Except as described below, we are not required to provide you with any assistance.

Pre-Opening Obligations

Before commencing operation of your AMRAMP® Business, we are required to provide the following to you:

1. We will provide initial training to you (or your managing shareholder or partner) and 1 additional employee you elect (Franchise Agreement, Section 6.1);
2. We will provide you with guidance from time to time regarding operating issues concerning ~~the~~your AMRAMP® Business disclosed by reports you submit to us or on-site inspections we make. We will furnish this guidance to you, at our discretion, in the Operations Manual, bulletins or other written materials and/or during telephone consultations and/or consultations at our office or your AMRAMP® Business (Franchise Agreement, Section 3.8); and
3. We will either lend you one paper copy of our Operations Manual or provide you with electronic access to the Operations Manual (via Internet, extranet, or other electronic means) for the term of the Franchise Agreement upon your completion of our ~~initial training program~~Initial Training Program to our satisfaction (Franchise Agreement, Sections 3.5 and 9).

Continuing Obligations

After you commence operation of your AMRAMP® Business, we are required to provide the following to you:

1. We may, in our sole discretion, provide to you and/or previously trained and experienced employees refresher training courses at such times and locations that we designate, and require you to attend such training. We may, in our sole discretion, charge reasonable fees for such courses (Franchise Agreement, Sections 6.3 and 6.4).

2. We will furnish guidance to you from time to time, as we deem appropriate in our sole discretion, on the following matters in operating the AMRAMP® Business:

- a. Standards, specifications, and operating procedures and methods utilized by the business;
- b. Purchasing required and recommended goods, equipment, materials, supplies, and services;
- c. Advertising and marketing programs;
- d. Employee training; and
- e. Administrative, bookkeeping, and accounting procedures (Franchise Agreement, Section 3.8).

3. During the initial 12 months of the term of the Franchise Agreement, our representative will, at times as we determine in our discretion, visit with you one time in your Territory to provide you with guidance in developing and operating your AMRAMP® Business. These visits may occur up to one time per year thereafter as we determine in our sole discretion. The first visit will last a minimum of 4 hours, and all subsequent visits will last a minimum of 2 hours each. (Franchise Agreement, Section 3.3).

4. We may, at our option, provide and require you to attend 1 annual, national or regional meeting, seminar or convention for AMRAMP® franchisees for training or business purposes at your expense (Franchise Agreement, Section 6.3).

5. At your request, we will furnish additional guidance and assistance relating to the operation of the AMRAMP® Business and, in such a case, may, in our discretion, charge the *per diem* fees and charges we establish from time to time. If you request, or if we require, additional or special training for your employees, you must reimburse us for all of the expenses that we incur in connection with such training, including per diem charges and travel and living expenses for our personnel (Franchise Agreement, Section 3.8).

Advertising Programs

Advertising Fund. We control an Advertising Fund (the “Brand Fund”) to which all AMRAMP® franchisees are required to contribute. Payments to the Brand Fund are payable in the same manner as the Royalty due under the Franchise Agreement. The amount you must pay to the Brand Fund is calculated as follows: (a) during your first year of operation or if your annual Gross Revenue for all of our prior fiscal years was less than \$300,000, you must contribute to the Brand Fund monthly 1% of Gross Revenue for the preceding month; (b) if your annual Gross Revenue for any of our prior fiscal years was equal to or greater than \$300,000 and less than \$500,000, you must contribute to the Brand Fund monthly 2% of Gross Revenue for the preceding month; and (c) if your annual Gross Revenue for any of our prior fiscal years was equal to or greater than \$500,000, you must contribute to the Brand Fund monthly 3% of Gross Revenue for the preceding month; ~~provided, however,~~ However, if your annual Gross Revenue for our current fiscal year exceeds \$1,000,000, then you must contribute to the Brand Fund monthly (i) 3% of Gross Revenue for the preceding month on the first \$1,000,000 of Gross Revenue in our current fiscal year and (ii) 2% of Gross Revenue for the preceding month on Gross Revenue that is over \$1,000,000 in our current fiscal year. Please see the table below for more clarification. ~~“Gross Revenue” for purposes of your Brand Fund contributions excludes revenues from the sale of 9% Products (see Item 6).~~

Some franchisees ~~that~~ who signed Franchise Agreements before the effective date of this ~~disclosure document~~ Disclosure Document currently contribute to the Brand Fund at different rates. We and our affiliate ~~may, but~~ are not obligated to, contribute to the Brand Fund. Currently, however, the AMRAMP® businesses operated by us and our affiliate contribute to the Brand Fund at the same rates and in the same manner as AMRAMP® franchisees.

Annual Gross Revenue Tiers For Marketing Spending Requirements				
Tier	Min Gross Revenue	Max Gross Revenue	% Local	% National
1	\$0	\$300,000	6.00%	1.00%
2	\$300,001	\$500,000	4.00%	2.00%
3	\$500,001		3.00%	3.00%

Annual Gross Revenue Over \$1,000,000 Marketing Spending Requirements			
Min Gross Revenue	Max Gross Revenue	% Local	% National
\$0	\$1,000,000	<i>Based on Tier</i>	<i>Based on Tier</i>
\$1,000,001		3.00%	2.00%

Annual Gross Revenue Tiers For Marketing Spending Requirements				
<u>Tier</u>	<u>Min. Gross Revenue</u>	<u>Max. Gross Revenue</u>	<u>% Local</u>	<u>% National</u>
<u>1</u>	<u>\$0</u>	<u>\$299,999</u>	<u>6.00%</u>	<u>1.00%</u>
<u>2</u>	<u>\$300,000</u>	<u>\$499,999</u>	<u>4.00%</u>	<u>2.00%</u>
<u>3</u>	<u>\$500,000</u>	<u>\$1,000,000</u>	<u>3.00%</u>	<u>3.00%</u>

Annual Gross Revenue Over \$1,000,000 Marketing Spending Requirements			
<u>Min. Gross Revenue</u>	<u>Max. Gross Revenue</u>	<u>% Local</u>	<u>% National</u>
<u>\$0</u>	<u>\$1,000,000</u>	<u>Based on Tier</u>	<u>Based on Tier</u>
<u>\$1,000,001</u>	<u>n/a</u>	<u>3.00%</u>	<u>2.00%</u>

We direct all advertising programs of the Brand Fund, with sole discretion over the concepts, materials, and endorsements used in such programs and the geographic market and media placement and allocation of them. The Brand Fund's advertising may be disseminated in print, digital format, radio, or television, and may be local, regional, or national in scope. The source of the advertising is from in-house or ~~Franchisor~~ AMRAMP® approved advertising. The Brand Fund, all contributions to it, and any of its earnings, are used exclusively to meet any and all costs of maintaining, administering, directing, conducting and preparing advertising, marketing, public relations, and/or promotional programs and materials, and any other activities ~~which~~ that we believe will enhance the image of the System, including, among other things, the costs of preparing and conducting radio, cable television, digital, and print advertising campaigns; developing, maintaining, and updating a ~~Web site~~ website on the Internet; direct mail advertising; marketing surveys; employing advertising and/or public relations agencies to assist therein; purchasing promotional items; and providing promotional and other marketing materials and services to the businesses operating under the System. Multiple copies of such materials will be furnished to you at our direct cost of producing them plus any related shipping, handling and storage charges.— (Franchise Agreement, Section 12.3). We will create ads and may solicit outside ad agencies for the same purpose.

The Brand Fund will be accounted for separate from our other funds, and will not be used to defray any of our general operating expenses, except that we retain the right to obtain reimbursement from the Fund for (a) our out-of-pocket costs and expenses incurred in administering the Brand Fund, ~~for~~ (b) up to 10% of the monies contributed to the Brand Fund to reimburse us for administrative costs and overhead incurred by us in any activities related to the administration of the Brand Fund and its programs, and ~~for~~ (c) a *pro rata* portion of the salaries of personnel who spend time on Fund-related matters. During our last fiscal year, we expended ~~45.4~~ 67.7% of the fund contributions that we collected during the year and retained the remaining 33.3% for future Brand Fund expenditures. 2021 Brand Fund expenditures were made as follows: 51.4% for media placement costs, 10.5% (including publications, direct mail marketing, and Internet advertising); 11.4% for production costs, 10.3.6% for administrative expenses, 24.5% for other costs (including trade shows, promotional items, direct mail and other costs public relations, and national accounts); and 9.6 33.6% as a *pro rata* portion of salaries of personnel who ~~spend~~ spent time on ~~Fund matters~~ related matters to administration of the Fund. We may spend, on behalf of the Brand Fund, in any fiscal year, an amount that is greater or less than the aggregate contribution of all AMRAMP® businesses to the Brand Fund in that year, and the Brand Fund may borrow from us or others to cover deficits or invest any surplus for future use. All interest earned on monies contributed to the Brand Fund will be used to pay advertising costs before other assets of the Brand Fund are expended. We will prepare an annual statement of monies collected and costs incurred by the Brand Fund and furnish the statement to you upon written request. The financial statements of the Brand Fund are not audited. We will account for contributions to the Brand Fund separate from other amounts we receive.— (Franchise Agreement, 12.3.3). We will not use any monies contributed to the Brand Fund for the solicitation of the sale of franchises.

Except as indicated above, we do not receive payment for providing goods or services to the Brand Fund. We are not obligated, in administering the Brand Fund, to make expenditures for you which are equivalent or proportionate to your contribution, or to ensure that any particular franchisee benefits directly or from expenditures by the Brand Fund (Franchise Agreement, Section 12.3.1).

The Brand Fund is intended to be of perpetual duration. However, we maintain the right to terminate the Brand Fund. The Brand Fund may not be terminated, however, until all monies in the Brand Fund have been expended for advertising and/or promotional purposes or returned to its contributors on the basis of their respective contributions during the preceding 3 month period. (Franchise Agreement, Section 12.3.5).

Advisory Council. You are encouraged (and we reserve the right to require you) to become a member of and participate actively in the ~~American Ramp~~ Amramp Franchisee Advisory Council (“amFAC”), which is an advisory council composed of franchisees that advise us on operational and marketing policies. There is a national amFAC with five ~~franchise~~ franchisee members. The purposes of the amFAC includes facilitating and managing communication within the AMRAMP® System; promoting the interchange of ideas among and between AMRAMP® and the AMRAMP® franchisees; promoting the exchange of marketing and advertising ideas and programs; and otherwise improving and facilitating communications between and among AMRAMP® and AMRAMP® franchisees for the purpose of improving and strengthening the System, the AMRAMP® brand, and its associated goodwill. The amFAC has the power to create, change and dissolve committees for specific issue areas as needed from time to time, and to select franchisees to serve on such committees. The amFAC is advisory only and does not have operational or decision-making power. The Bylaws do not state whether we have the right to change, or dissolve the Advisory Council, but we reserve the right to do so.

Local Advertising. For each month that your AMRAMP® Business is open for business, you must spend a minimum amount each month on local marketing, advertising, and promotion in such manner as we may direct in the Operations Manual or otherwise in writing from time to time. If you operate a traditional AMRAMP® business, your local advertising expenditure is calculated as follows: (a) during your first year of operation or if your annual Gross Revenue for all of our prior fiscal years was less than \$300,000, you must spend each month a minimum of \$1,200 or 6% of the Gross Revenue for the preceding month, whichever is greater; (b) if your annual Gross Revenue for any of our prior fiscal years was greater than or equal to \$300,000 and less than \$500,000, you must spend each month a minimum of 4% of the Gross Revenue for the preceding month; and (c) if your annual Gross Revenue for any of our prior fiscal years was equal to or greater than \$500,000, you must spend each month a minimum of 3% of the Gross Revenue for the preceding month. Please see the table in the “Advertising Fund” section above for more clarification.

If we determine that you have not spent the requisite amounts, we may require you to pay such unexpended amounts into the Brand Fund.— (Franchise Agreement, Section 12). Unless otherwise agreed to by us in writing, such marketing, advertising, and promotion must relate exclusively to the products and services you offer or sell under the AMRAMP® System.— (Franchise Agreement, Section 12; Tier 2 Amendment to the Franchise Agreement).

~~Web Site~~ Websites and Online Presence. Except as provided in the Operations Manual or otherwise ~~approve~~ approved by us in advance, you may not use the Proprietary Marks or any abbreviation or other name associated with us and/or the System as part of any e-mail address, domain name, and/or other identification of you in any electronic medium. You also may not establish or maintain ~~any World Wide Web site (a “Web site”)~~ a website, or otherwise maintain a presence or advertise on the ~~internet or any other public network, in connection with your AMRAMP® Business. We reserve the right to require you to establish and maintain a Web site, at your expense~~ Internet, in connection with your AMRAMP® Business (Franchise Agreement, Section 12.5).

~~We will at all times remain the owner of the copyrights for all material which appears on our Web site or on local landing pages or other internet vehicles. You are not permitted to purchase or utilize an internet domain name and/or home page address that includes the Amramp name. (Franchise Agreement, Section 12.5). We maintain a corporate Web site, local franchise landing pages, a corporate Facebook profile, Twitter, Amramp Blog and more. Each franchise is provided with a local landing page with local content and a link to our website. This local landing page is controlled by us. Franchisees are encouraged to provide new content and photos through corporate marketing, which will be added to our website by our information technology department.~~

~~We encourage our Amramp franchisees to participate in social computing in an effort to engage the online community to increase our relevance and discoverability on the internet. However, all content and photos are to be sent to our marketing department who will arrange the appropriate postings.~~ website at www.amramp.com, local franchise landing pages, a corporate Facebook profile, Twitter, an AMRAMP® Blog, and more. We control our corporate website and all local landing pages. Information about each AMRAMP® franchise is provided on our corporate website through a local landing page with specific content, and we may require you to provide text, images, video, or other content for our use with any websites or “pages” that we create or control. At our option, we may permit or require you to establish accounts or pages, or otherwise create and maintain a presence, on any social media, business networking, or new technology website or platform, such as Facebook, Instagram, TikTok, Twitter, LinkedIn, virtual worlds, file, audio, and video sharing sites, blogs, forums, or other similar present or future online, mobile, or Internet-based site or platform that we designate (each, a “Designated Platform”) at your expense. You must provide us at all times with current administrator-level access credentials, usernames, passwords, tokens, and all other information and items required for complete access to, and control over, any accounts, pages, or presence on any Designated Platform (the “Access Credentials”). We may use the Access Credentials to ensure your compliance with our then-current standards and specifications. We encourage our AMRAMP® franchisees to participate in social networking on Designated Platforms in accordance with our standards and specifications in an effort to engage the online community to increase our relevance and discoverability on the Internet. Facebook is currently the only Designated Platform, but you may request approval of additional platforms at any time. We will at all times remain the owner of the copyrights for all material which appears on our website, local landing pages, or any other pages associated your AMRAMP® Business (Franchise Agreement, Section 12.6).

If we provide you with a Facebook store page, you may post new content and photos to the Facebook store page we provide in accordance with our social media policies. We may require you to remove any Facebook store page content we deem inappropriate.

Computer Systems

We require you to use a standard Windows-compatible computer with Microsoft Office® software, NetSuite CRM, and Quickbooks® software in the operation of your franchise. You can purchase the computer and monitor and the required software through ~~the our~~ Information Technology Department ~~of AMRAMP®~~. Also, you will need a combined printer, facsimile machine, and scanner, in order to operate the franchise. We estimate that you will spend approximately \$2,215 on the computer system and components described above. You will use the personal computer to generate reports, maintain office administrative records, and communicate with us through the Internet. It will be your responsibility to find an Internet Service Provider through which you can communicate with us.

We require that you purchase or possess an iPad 2 or newer with cellular coverage along with our Ramp Evaluator application for use in your daily operations, especially field evaluations. We estimate that you will spend approximately \$600 ~~to~~ \$800 on the iPad 2, plus approximately \$800 on the ~~Amramp~~ AMRAMP® Ramp Evaluator app application. You will contact approved suppliers for service and maintenance of your computer hardware and software and peripheral equipment. Our approved suppliers have their own policies for service and maintenance as well as hardware and software upgrades. You agree to maintain at your own expense a computer system that conforms to the requirements and formats we prescribe from time to time, including updating all computer software and hardware as required by us. We have the right, as often as we deem appropriate, including on a daily basis, to access all computer systems and backup systems that you are required to maintain in connection with the operation of the AMRAMP® franchise Business and to monitor and retrieve all information relating to ~~the~~ franchise's your operations.— (Franchise Agreement, Section ~~7.8.13~~ 7.18.3). There are no contractual limitations on our right to access the information. We estimate that the annual cost to upgrade and maintain your computer and software will be \$500.

You are required to pay monthly subscription fees to us for the use of various software programs that you are required to use in your business as follows:

Software	Description	Monthly	Annually
GoToMyPC	Permits us to remotely access the information in your computer system.	\$11	\$132
Online Backup System	Provides online backup services.	\$6	\$72
NetSuite CRM	Provides customer relationship management.	\$49 per user or per account.	\$588 per user or per account.
Email System (Option 1) OR	Provides e-mail access.	\$5 per email account	\$60 per email account
Email System (Option 2)	Provides e-mail access and access to the Microsoft Office365 suite of products.	\$12.50 per email account	\$150 per email account

Each of the fees above represent the direct cost to us for obtaining a subscription to the relevant product for each of our franchisees.

Operations Manuals

You will be permitted to view our Operations Manual for 5 business days before buying the franchise, provided that you sign a confidentiality agreement in the form attached as Exhibit K.

Site Selection

You may operate the franchise AMRAMP® Business from your home. You must submit to us a proposed location as a business address for billing and shipping for the franchise AMRAMP® Business, and we reserve the right to approve your choice of location. Our approval will depend on whether the location is convenient for truck deliveries and accessible by you on a daily basis. You must obtain a

location in time for you to commence operation of your ~~franchise~~AMRAMP® Business within 90 days after signing the ~~franchise agreement~~Franchise Agreement. If we and you cannot agree on a location, your choice of location will prevail.

Typical Length of Time Between Signing Franchise Agreement and Commencing Operation of Franchised Business

We estimate the length of time between the signing of the ~~franchise agreement~~Franchise Agreement and commencing operation of the AMRAMP® ~~franchise~~Business is 30 days. Your ability to purchase or lease equipment, and purchase services, materials or supplies may affect this time period. You must commence operation of your AMRAMP® Business within 90 days after signing of the ~~franchise agreement~~Franchise Agreement and within 10 days after you have completed initial training to our satisfaction.

Training Programs

Our current ~~initial training program~~Initial Training Program consists of 5 working days of training for you (or your managing shareholder, member, or partner), and 1 additional employee you elect to enroll in the training program to be furnished at our training facility in ~~South Boston~~Randolph, Massachusetts. On the job training will take place at your AMRAMP® Business or at an existing AMRAMP® business near our training facilities in ~~South Boston~~Randolph, Massachusetts. The ~~initial training program~~Initial Training Program will be conducted at our mutual convenience within 30 days after signing of the ~~franchise agreement~~Franchise Agreement. We do not have regularly scheduled training classes, as they are held on an as-needed basis. No other additional or refresher courses are required for you to commence operation of your franchise. You (or your managing shareholder, member, or partner), and your employees are required to complete the initial training to our satisfaction. You also are required to participate in all other activities required to operate the AMRAMP® franchise. Although we will furnish initial training to you (or your managing shareholder, member, or partner) and one additional employee at no additional fee or other charge, you will be responsible for all travel and living expenses which you (or your managing shareholder, member, or partner) and your employee incur in connection with training. If we determine that you (or your managing shareholder, member, or partner) are unable to complete initial training to our satisfaction, by written and/or oral exam or otherwise, we have the right to terminate the ~~franchise agreement~~Franchise Agreement under Section 6.1 and 15 of the Franchise Agreement, in which case we will refund your ~~initial franchise fee~~Initial Franchise Fee, less our reasonable administrative, supervisory, accounting, training, and legal costs.

We may, in our sole discretion, require you and/or previously trained and experienced employees to attend refresher training courses at such times and locations that we designate, and we may, in our sole discretion, charge reasonable fees for such courses (Franchise Agreement, Sections 6.3 and 6.4). We also reserve the right, at our option, to require you to attend one annual, national or regional meeting, seminar or convention for AMRAMP® franchisees for training or business purposes at your expense (Franchise Agreement, Section 6.3);

Instructional materials for the training program consist of the Operations Manual. ~~Instructors~~Lead instructors include Julian ~~Gordon, Jon~~ Gordon, Justin Gordon, ~~Sean Holm~~, Patrick Arnold, ~~Tom Duffy, Conor Sweeney~~ and, Barbara Gayton, and Brian Alves. ~~All~~ With the exception of Brian Alves, all lead instructors have at least 5 years of experience working for AMRAMP® or its affiliate. Additional information about the experience of Julian Gordon, ~~Jon~~Justin Gordon, Patrick Arnold, Conor Sweeney, ~~Justin Gordon and~~ Barbara Gayton, and Brian Alves is available in Item 2.

TRAINING PROGRAM

SUBJECT	HOURS OF CLASSROOM TRAINING	HOURS OF ON THE JOB TRAINING	LOCATION
Administration	8	0	Our training facility in South BostonRandolph , Massachusetts or your AMRAMP® Business
Operations	12	8	Our training facility in South BostonRandolph , Massachusetts or your AMRAMP® Business
Field Sales	0	8	Our training facility in South BostonRandolph , Massachusetts or your AMRAMP® Business
Client Service	4	0	Our training facility in South BostonRandolph , Massachusetts or your AMRAMP® Business

ITEM 12

TERRITORY

You will be granted an exclusive territory (the “Territory”) in which to operate your franchise. Your Territory will be defined as a specific geographic area identified using commonly understood state, county, municipal, or postal area definitions. Except as described below, a typical territory will have a population of about two million people, as determined by us based on the most recent U.S. census data. The territory for a Tier 2 franchise will have a population of less than one million people. We will not establish or operate, or license another person to establish or operate, another AMRAMP® business under the System and the Marks within your Territory. You may not service or solicit business outside of the Territory without our prior written consent.

Any services to be performed at locations outside of the Territory will be referred to the AMRAMP® franchisee, if any, within whose territory such locations fall. If such locations do not fall within the territory of any such franchisee, we may, at our discretion, allow you to perform such services at such locations.

We (and our affiliates) retain the rights, among others, on any terms and conditions we deem advisable, and without granting any rights to you: (a) to sell or distribute, or license others to sell or distribute, directly or indirectly, any products and services other than products and services sold through the AMRAMP® System, through any channels of distribution (including the Internet), at any location whether within or outside your Territory under any proprietary marks (including the Marks); and (b) to establish and operate, and license others to establish or operate an AMRAMP® businesses at any location outside your Territory, on such terms and conditions as we deem appropriate.

As described in Item 1 above, our affiliate, Gordon Industries has sold its proprietary ramp products in certain areas through distributors that also sell medical equipment, but terminates such arrangements with distributors in areas where we enter into a ~~franchise agreement~~ [Franchise Agreement](#)

with a franchisee. Aside from this arrangement, neither we nor Gordon Industries has used other channels of distribution such as the internet, catalog sales, telemarketing or other direct marketing to make sales within a franchisee’s territory using either our principal trademark or any other trademark.

As described in Item 1, our affiliate owns and operates a business in the ~~South-Boston~~Randolph, Massachusetts and surrounding suburban areas under the name AMRAMP®; which is similar to ~~the~~an AMRAMP® Business. (See Item 20 for the status of affiliate-owned businesses).

Unless you operate a Tier 2 franchise, your rights in and to your AMRAMP® franchise are dependent on your attaining or exceeding \$20,000 in monthly Gross Revenue (as defined in Section 4.3 of the Franchise Agreement) at least once during the initial 12 calendar months of the Franchise Agreement (Franchise Agreement, Section 1.3.3). We have the right, at our option, effective immediately upon delivery of written notice to you, to terminate the Franchise Agreement and all rights granted in the Franchise Agreement or terminate your territorial protection described in the Franchise Agreement, if at the end of the initial ~~twelve~~12-month period you fail to attain \$20,000 in monthly Gross Revenue for the franchise at least once. Other than this condition, there are no other circumstances or conditions that must be met to maintain your territorial protection. If you operate a Tier 2 franchise, continuation of your exclusive territory does not depend on achieving a certain sales volume. Tier 2 franchisees are not required to attain a minimum monthly Gross Revenue. There are no circumstances or conditions that must be met to maintain your territorial exclusivity if you are a Tier 2 franchisee.

The definition of your Territory, as well as any other terms of the Franchise Agreement, may not be changed without our and your written consent. You must not relocate your AMRAMP® Business without our prior written approval. We have the right, in our sole discretion, to withhold approval of relocation. You do not receive the option, right of first refusal, or similar right to acquire additional franchises in your area.

ITEM 13

TRADEMARKS

You will be granted the right, by the Franchise Agreement, to establish and operate a Franchised Business under the Mark “AMRAMP®”; and such other trademarks, trade names, and service marks as we may designate as part of the System.

Our affiliate, Gordon Industries, has registered the following principal trademarks on the Principal Register of the United States Patent and Trademark Office:

TRADEMARK	REGISTRATION NUMBER	DATE OF REGISTRATION
AMRAMP (and design)	3,822,938	July 20, 2010 <u>(renewed)</u>
Homenest <u>HomeNest</u>	4,266,392	January 1, 2013
<u>AMRAMP PRO</u>	<u>5,768,120</u>	<u>June 4, 2019</u>

Our affiliate, Gordon Industries, owns the AMRAMP® mark and has licensed to us the right to use and permit our franchisees to use the AMRAMP® mark. Except for the license agreement (“License Agreement”) between our affiliate and us, there are no agreements currently in effect which significantly limit our right to use or license the use of the Marks which are in any manner material to the franchise. The term of the License Agreement is indefinite. Either Gordon Industries or we can terminate the License Agreement and the rights granted under the License Agreement, with or without cause and by providing 30 days prior written notice to the other party. If the License Agreement is terminated, Gordon Industries will assume all of our rights and obligations relating to Gordon Industries’ marks under any effective ~~franchise agreement~~[Franchise Agreement](#).

You agree to use our current and future trademarks, service marks and trade names only in the ways we have approved in advance in writing as we have set forth in our Operations Manual or other written materials. You also agree to cease using any trademarks, service marks or trade names we determine to be no longer part of the AMRAMP® system standards, including the AMRAMP® trademark. We reserve the right, at our sole discretion, to modify, add to, or discontinue use of the Marks, or to substitute different marks for use in identifying the System and the business operating under the Marks. You must promptly comply with such changes, revisions and/or substitutions, and bear all the costs of modifying your signs, advertising materials, interior graphics, and any other items which bear the Marks to conform therewith.

As of the issuance date of this document, all required affidavits pertaining to this registration have been filed. There are no currently effective material determinations of the Patent and Trademark Office, the Trademark Trial and Appeal Board, the trademark administrator of this state, or any court, nor any pending infringement, opposition, or cancellation proceeding, nor any pending material litigation involving the Marks which may be relevant to their use in this state or otherwise.

We are not obligated, by the terms of the Franchise Agreement or otherwise, to protect your right to use the principal trademarks. You must promptly notify us of any suspected unauthorized use of the Marks, any challenge to the validity of the Marks, or any challenge to our license of, our right to use and to license others to use, or your right to use, the Marks. We have the sole right to direct and control any administrative proceeding or litigation involving the Marks, including any settlement thereof. We have the right, but not the obligation, to take action against uses by others that may constitute infringement of the Marks. We will defend you against any third party claim, suit, or demand arising out of your use of the Marks. If we, in our sole discretion, determine that you have used the Marks in accordance with this Agreement, the cost of such defense, including the cost of any judgment or settlement, will be borne by us. If we, in our sole discretion, determine that you have not used the Marks in accordance with this Agreement, the cost of such defense, including the cost of any judgment or settlement, will be borne by you. In the event of any litigation relating to your use of the Marks, you must execute any and all documents and do such acts as may, in our opinion, be necessary to carry out such defense or prosecution, including, becoming a nominal party to any legal action. Except to the extent that such litigation is the result of your use of the Proprietary Marks in a manner inconsistent with the terms of this Agreement, we agree to reimburse you for your out-of-pocket costs in doing such acts.

We have no actual knowledge of either superior prior rights or infringing uses that could materially affect your use of the Marks in the state where your franchise may be located.

ITEM 14

PATENTS, COPYRIGHTS, AND PROPRIETARY INFORMATION

U.S. Patent 5,740,575 was issued on April 21, 1998, to our President, Julian ~~D.~~Gordon. The patent is a design patent and expired in 2015. It describes a ramp system made up of any selected member ramp sections connected together, end to end, by stands. U.S. Patent 8,627,926 B2 was issued on January 14, 2014 to our ~~president~~President, Julian Gordon. The patent is a utility patent and will expire in 2030. It describes a reusable stair system that allows for access to a platform at the top of a ramp so the able people are not required to travel the entire distance of the ramp to reach the main platform. You will use these ramp and stair systems in the operation of your AMRAMP® business. Our right to use or license these patents is not materially limited by any agreement or known infringing use. There are no currently effective determinations of the Patent and Trademark Office, the Copyright Office, or any court involving these patents. You must tell us immediately if you learn about an infringement or challenge to our use of the patents. We will take such actions as we deem appropriate. If we decide to add, modify or discontinue the use of an item or process covered by a patent, you must also do so. We are not obligated to reimburse you for your cost of complying with this obligation.

You must operate your AMRAMP® Business in accordance with the standards, methods, policies, and procedures specified in the Operations Manual. The Operations Manual may consist of multiple volumes of printed text, computer disks, other electronically stored data, and DVDs. You must treat the Operations Manual, any other manuals created for or approved for use in the operation of the AMRAMP® Business, and the information contained therein, as confidential, and you must use all reasonable efforts to maintain such information as secret and confidential. You may not copy, duplicate, record, or otherwise reproduce the foregoing materials, in whole or in part, or otherwise make them available to any unauthorized person.

Although we have not filed an application for copyright registration, we claim copyright protection for the Operations Manual, software, advertising materials, and other materials we give you for your use or for public dissemination, other proprietary information, and publications we own or have acquired under license from a third party, and everything contained in the Operations Manual. All of this is our proprietary intellectual property.

ITEM 15

OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISED BUSINESS

During operating hours, your AMRAMP® Business must be under the direct supervision of one of your principals, or another individual who has satisfactorily completed the Initial Training Program, which we reserve the right to approve in our sole discretion. At least 1 individual who has completed our Initial Training Program must be operating the AMRAMP® Business during all hours of operation specified by us in writing in the Operations Manual or otherwise in writing from time to time. Your supervisor is required to attend and satisfactorily complete our ~~initial training program~~Initial Training Program. There is no specific amount of equity interest that the supervisor must own.

You must obtain and furnish to us signed non-competition and confidentiality covenants (attached as Exhibit C to the Franchise Agreement) from your employees having access to our confidential information, including your manager, assistant manager, and any sales representatives or installers acting as independent contractors. You are also bound by the non-competition provisions

contained in the ~~franchise agreement~~Franchise Agreement. You (or, if you are a corporation, partnership, or limited liability company, your principals, general partners, or members) and, at our request, the spouses of your principals, partners, or members must personally guarantee your obligations under the ~~franchise agreement~~Franchise Agreement and execute a personal guarantee, attached to the Franchise Agreement as Exhibit D.

As security for the payment of all amounts from time to time owing by you to us under the Franchise Agreement and all other agreements between the parties, and performance of all obligations to be performed by you, you must grant to us a security interest in all of your assets, including all equipment, furniture, fixtures, and building and road signs, as well as all proceeds of the foregoing (the "Collateral"). The security interest will be prior to all other security interests held by financial institutions, if any. You may not remove the Collateral from the Premises without our prior written consent. Upon the occurrence of any event entitling us to terminate the Franchise Agreement or any other agreement between the parties, we will have all the rights and remedies of a secured party under the Uniform Commercial Code of the state in which the Franchised Business is located, including the right to take possession of the Collateral. Other than the Franchise Agreement, there are no documents that you must sign in connection with the security interest.

ITEM 16

RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL

You must (1) sell or offer for sale only the Ramps, Additional Approved Products, and other products and services as we have expressly approved for sale in writing; (2) sell or offer for sale all types of products and services we specify; (3) refrain from any deviation from our standards and specifications without our prior written consent; (4) discontinue selling and offering for sale any Ramps, Additional Approved Products, and other products or services which we may, in our discretion, disapprove in writing at any time; and (5) refrain from marketing, offering, or selling Ramps or Additional Approved Products independently of the other products or services sold or leased by the AMRAMP® Business. We reserve the right to add additional authorized products and services that you must sell or offer for sale in your AMRAMP® Business. Required or authorized goods and services, and designated or approved suppliers (which may be limited to or include us or our affiliates) of goods, services, equipment, materials, and supplies are set forth in our Operations Manual or otherwise in writing from time to time. We may periodically modify the Operations Manual as we determine and any such modifications may obligate you to invest additional capital in the AMRAMP® businesses and/or incur higher operating costs. The Franchise Agreement does not limit our right to make changes in the types of authorized goods and services. Other than the restrictions described in this paragraph, there are no other franchisor-imposed restrictions or conditions that limit your access to customers.

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ITEM 17

RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION

THE FRANCHISE RELATIONSHIP

This table lists certain important provisions of the franchise agreement and related agreements. You should read these provisions in the agreements attached to this disclosure document.

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
a. Length of the franchise term	2.1	10 years.
b. Renewal or extension of the term	2.2	You have the right to renew the Franchise Agreement for 1 additional consecutive term of 10 years.
c. Requirements for you to renew or extend	2.2	Give written notice between 8 and 12 months before the end of the current term; make or provide for renovation and modernization of the <u>AMRAMP®</u> Business as we reasonably require; not be in default of any agreement between us and you, or between any of our affiliates and you; <u>and have</u> complied with such agreements during their terms; <u>have</u> satisfied all obligations, including monetary obligations, due and owed to us or to our affiliates, and met those obligations throughout the term of the Franchise Agreement; if you operate your AMRAMP® Business in any location other than your personal residence, you must present evidence that you have the right to remain in possession of the premises <u>Premises</u> for the duration of the renewal term or obtain our approval for a new location; sign our then-current franchise agreement, which may have materially different terms and conditions than your original franchise agreement <u>Franchise Agreement</u> ; sign a general release of us and our affiliates; comply with our then-current qualification and training requirements; and pay us a renewal fee of \$10,000 or, if you are a Tier 2 Franchisee, \$5,000.
d. Termination by you	Not Applicable <u>applicable</u>	You may not terminate the Franchise Agreement except by operation of law.
e. Termination by us without cause	Not Applicable <u>applicable</u>	The Franchise Agreement does not contain such a provision.
f. Termination by us with cause	15	We have the right to terminate the Franchise Agreement with cause. Depending upon the reason for termination, we may not provide you an opportunity to cure. See this Item 17(g) and (h) for further description.
g. "Cause" defined – curable defaults	15.3	We must provide you with an opportunity to cure the following deficiencies: if you fail to substantially comply with any of the requirements imposed by the Franchise Agreement or fail to carry out the terms of the Franchise Agreement in good faith; if you fail, refuse or neglect promptly to pay any monies owing to us or our affiliates when due, or to submit the financial or other information required by us under the Franchise Agreement; if you fail to maintain or observe any of the standards or procedures prescribed by us in the Franchise Agreement, the Operations Manual, or otherwise in writing; except as otherwise provided in the Franchise Agreement, if you fail, refuse or neglect to obtain our prior written approval or consent as required by this Agreement; if, upon inspection by us or a government health inspector, your AMRAMP® Business is in violation of the

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
		health, safety, or sanitation standards prescribed by us in the Franchise Agreement, the Operations Manual, or otherwise in writing, or is in violation of any health or safety law, codes, or regulation; if you act, or fail to act, in any manner which is inconsistent with or contrary to your lease or sublease for the Premises, or in any way jeopardize your right to renewal of such lease or sublease; if you engage in any business or market any service or product under a name or mark which, in our opinion, is confusingly similar to the Proprietary Marks; or if you fail to comply with all applicable laws, rules and regulations related to the operation of the AMRAMP® Business (including, without limitation, the applicable provisions of the ADA regarding the construction, design, and operation of the AMRAMP® Business).
h. "Cause" defined – non-curable defaults	15.1 and 15.2	We may terminate the Franchise Agreement without providing you an opportunity to cure the following deficiencies: if you fail to open and operate the businessAMRAMP® Business within the applicable time limit; if you or your designated manager fail to complete the Initial Training Program to our satisfaction; if you at any time cease to operate or otherwise abandon the businessAMRAMP® Business for 5 consecutive business days; if you fail to attain or exceed \$20,000 in monthly Gross Revenue at least once during the initial 12 calendar months after execution of the Franchise Agreement (this requirement does not apply to Tier 2 franchisees and is not a basis for termination); if you or any of your principals, officers, or directors are convicted of a felony, a crime involving moral turpitude, or any other crime or offense that we believe is reasonably likely to have an adverse effect on the System, the marksMarks , the goodwill associated with the business or if you, any of your principals, officers, or directors engage in any behavior that we believe is reasonably likely to have an adverse effect on the System, the Marks, the goodwill associated with the business; if a threat or danger to public health or safety results from the construction, maintenance, or operation of your businessAMRAMP® Business ; if you purport to assign or transfer any direct or indirect interest in the Franchise Agreement without complying with the requirements under the Franchise Agreement; if you fail to comply with the confidentiality and non-competition covenants set forth in the Franchise Agreement; if you intentionally under-report your Gross Revenue; if you knowingly maintain false books or records or submit any false reports or other documentation to us; if you misuse or make any unauthorized use of the Marks or any other identifying characteristics of the System; if you refuse to permit us to inspect the Premises, or the books, records or accounts of your businessAMRAMP® Business upon demand; if you, after curing any default, commit the same default again; if you sell products not previously approved by us, or purchase any product from a supplier not previously approved by us; if you (or any of your owners) have made any material misrepresentation to us or any other party or omission in connection with your purchase of the businessAMRAMP® Business ; or if we cure any default by you relating to a transfer of the businessAMRAMP® Business ; or if you become insolvent or make a general assignment for the benefit of creditors; a petition in bankruptcy is filed by you or such a petition is filed against and not opposed by you; you are adjudicated bankrupt or insolvent; a bill in equity or other proceeding for the appointment of a receiver of you or other custodian for your businessAMRAMP® Business or assets is filed and consented to by you; a receiver or other custodian (permanent or temporary) of your assets or property, or any part thereof, is appointed by any court of competent jurisdiction; proceedings for a composition with creditors under any state or federal law should be instituted by or against you; a final judgment remains

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
		unsatisfied or of record for thirty (30) days or longer (unless <i>supersedeas</i> bond is filed); you are dissolved; execution is levied against your business AMRAMP® Business or property; suit to foreclose any lien or mortgage against the Premises or equipment is instituted against you and not dismissed within thirty (30) days; or the real or personal property of the FranchisedAMRAMP® Business shall be sold after levy thereupon by any sheriff, marshal, or constable.
i. Your obligations on termination/ non-renewal	16	Cease operations; cease use of confidential information and Marks; cancel any assumed name registration or equivalent registration obtained by you which contains any Mark; at our option you must , assign the lease or sublease for the Premises; pay all amounts due to us; pay liquidated damages calculated in accordance with the Franchise Agreement, return the Operations Manual and all confidential information; cease to use any AMRAMP® business domain name, URL, or home page address, and shall not establish any Website using any similar or confusing domain name, URL, and/or home page address; comply with all post-termination covenants, assign all customer accounts and contracts to our designee, and sell us any equipment that we elect to purchase.
j. Assignment of contract by us	14.1	We have the right to transfer or assign all or any part of our rights or obligations under the Franchise Agreement to any person or legal entity.
k. "Transfer" by you – defined	14.2 and 14.3	You may not transfer any interest in the Franchise Agreement or Franchisee, or sell substantially all of the assets of the FranchisedAMRAMP® Business, without our prior written consent.
l. Our approval of transfer by you	14.3	Any purported assignment or transfer, by operation of law or otherwise, not having our written consent required by the Franchise Agreement, will be null and void.
m. Conditions for our approval of transfer	14.3	We may impose any or all of the following conditions on our approval of your proposed transfer: you have satisfied your accrued monetary obligations and other obligations to us and our affiliates; you are not in default of any agreement between us and you, or between any of our affiliates and you; you sign a general release of us; the transferee enters enters into a written assignment, assuming and agreeing to perform your obligations under the Franchise Agreement, and that you guarantee the performance of all such obligations; the transferee shows to us that it meets our standards, as specified in the Franchise Agreement; the transferee signs signs our then-current form of franchise agreement; you remain liable for all of your obligations to us in connection with the FranchisedAMRAMP® Business which arose prior to the transfer; the transferee complete completes our training programs; and you pay a \$10,000 transfer fee to us.
n. Our right of first refusal to acquire your business	14.5	We will have the option to purchase the seller's interest on the same terms and conditions offered by a third party.
o. Our option to purchase your business	16.10	On termination or expiration, we have the option to purchase from you any or all of the assets related to the operation of the FranchisedAMRAMP® Business at fair market value, or 60% of your original investment, whichever is less.
p. Your death or disability	14.6	Upon the death or mental incapacity of any person with any interest in the Franchise Agreement, in you, or in substantially all of the assets of the FranchisedAMRAMP® Business, the executor, administrator, or personal representative must transfer the deceased's interest to a third party approved by us within 6 months after his/her death. Such transfers will be subject to the same conditions as any other transfer.
q. Non-competition covenants during the term of the		You must not (a) divert or attempt to divert any present or prospective business or customer of any AMRAMP® business Business to any competitor, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
franchise	17.2	<p>act injurious or prejudicial to the goodwill associated with the Proprietary Marks and the System; (b) employ or seek to employ any person who is at that time employed by us, our affiliates, or by any of our other franchisees, or otherwise directly or indirectly induce such person to leave his or her employment; or (e)(b) own, maintain, operate, engage in, act as a consultant for, perform services for, or have any interest in any retail business which is the same as, or substantially similar to, an AMRAMP® business<u>Business</u>; or offers to sell or sells Ramps, Additional Approved Products, or other services, equipment, products, or items which are the same as, or substantially similar to, any of the services, equipment, product or other items offered by an AMRAMP® business<u>Business</u>.</p> <p>These restrictions also apply to Tier 2 franchisees, except that a Tier 2 franchisee must make certain disclosures in Exhibit A to the Tier 2 Amendment and, with our prior written approval, a Tier 2 franchisee may own, maintain, operate, engage in, act as a consultant for, perform services for, or have any interest in any retail business which is the same as, or substantially similar to, an AMRAMP® business<u>Business</u>.</p>

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
	Tier 2 Amendment	
r. Non-competition covenants after the franchise is terminated or expires	17.3	You must not, for a continuous uninterrupted period of 2 years following the transfer, termination or expiration of the Franchise Agreement own, maintain, operate, engage in, be employed by, provide assistance to, or have any interest in (as owner or otherwise) any retail business that is the same as, or substantially similar to, an AMRAMP® business Business; or offers to sell or sells Ramps, Additional Approved Products, or other services, equipment, products or items which are the same as, or substantially similar to, any of the services, equipment,

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
		<p>product or other items offered by an AMRAMP® businessBusiness, and that is, or intended to be, operated within: (i) the “Territory” (as defined in the Franchise Agreement); (ii) 100 miles of the Location; or (iii) 50 miles of the Location of other any other AMRAMP® businessBusiness in operation or under construction.</p> <p>These restrictions also apply to Tier 2 franchisees, except that a Tier 2 franchisee must make certain disclosures in Exhibit A to the Tier 2 Amendment, and, with our prior written approval, a Tier 2 franchisee may own, maintain, operate, engage in, act as a consultant for, perform services for, or have any interest in any retail business which is the same as, or substantially similar to, an AMRAMP® businessBusiness.</p>

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
	Tier 2 Amendment	
s. Modification of the Agreement	24	The Franchise Agreement may only be modified by written agreement signed by both parties.
t. Integration/ merger clause	24	Only the terms of the Franchise Agreement are binding (subject to state law). Any representations or promises outside of the disclosure document and franchise agreement <u>Disclosure Document and Franchise Agreement</u> may not be enforceable.
u. Dispute resolution by arbitration or mediation	26.2 and 26.3	Except as otherwise provided, all disputes and claims relating to the Franchise Agreement must be settled by mediation and arbitration at the JAMS Resolution Center that is nearest to our principal business address according to the then-current JAMS Comprehensive Arbitration Rules and Procedures and the Federal

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
		Arbitration Act.
v. Choice of forum	26.4	Any action that is not otherwise subject to arbitration under Section 26.3 of the Franchise Agreement, whether or not arising out of, or relating to the Franchise Agreement, brought by you (or any of your principals) against us, must be brought in Suffolk County, Massachusetts. We have the right to commence an action against you in any court of competent jurisdiction and nothing prohibits us from removing an action from state court to federal court.
w. Choice of law	26.1	Subject to state law, the Franchise Agreement will be interpreted and construed under the laws of Massachusetts.

Some states have enacted statutes which may supersede certain provisions of the Franchise Agreement, including provisions concerning termination, transfer, and renewal of your franchise, choice of forum, or choice of law. See the applicable state addendum for additional information.

ITEM 18

PUBLIC FIGURES

There are no public figures involved in the sale of this 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.

I. Historical Financial Performance Representations

There are two sets of historical financial performance representations presented below. The first set of historical financial performance representations consist of a chart and a graph that describe the same set of average sales, cost of goods, expense, and EBITDA data described in Subpart A, below. The second set of historical financial performance representations consist of a table showing sales, cost of goods, and EBITDA data for ~~38~~³⁷ of our AMRAMP® franchisees

A. Average Sales, Expense, Cost, and EBITDA Information ~~based~~^{Based} on Number of Years of Franchisee Operation

The chart below provides the average and median sales, average and median cost of goods, average and median expenses, and average and median EBITDA for ~~38~~³⁷ of our AMRAMP® franchisees, all of which had completed at least one full year of operation as of the end of our previous

fiscal year. The graph presents sales, cost of sales, expense, and EBITDA information for the same categories. The data in the chart and the graph is presented in three groups: AMRAMP® franchisees operating for 1 to 5 years; 6 to 9 years; and more than 9 years. The figures in parentheses in the chart represent the percentage of each category (average cost of sales, average expenses, and average EBITDA) as compared to the average sales.

During our previous fiscal year, there were 4752 total AMRAMP® franchisees. The chart below represents the financial data from 3837 of our AMRAMP® franchisees. The chart does not include financial data from ~~the following 10 franchisees: South Carolina (excluded because franchisee our 3 franchises that are Tier 2 franchises, 3 franchises that~~ did not submit financial statements), ~~Western MA and VT (excluded because franchisee is a Tier 2 Franchise), Cleveland, Ohio (excluded because it ceased operations in 2017) Huntington, Indiana (excluded because franchisee is a Tier 2 franchise), Seneca, Pennsylvania (excluded because franchise did not submit financial statements), Boise, Idaho (excluded because franchisee is a Tier 2 franchise), Miami, Florida (excluded because franchise did not submit financial statements), Indianapolis, Indiana (excluded because franchise did not submit financial statements) Louisville, Kentucky (excluded because franchisee did not submit financial statements), Delaware (excluded because franchise is less than a 1 franchise that began operations during the year, and 3 franchises that were sold during the year old) and had 2 owners.~~ The chart below also does not include financial data from Gordon Industries, our affiliate, which sells products similar to those offered by AMRAMP® franchisees.

The franchised businesses included in the chart reflect only AMRAMP® franchisees that have been in operation for at least one year, and that are operating traditional franchises (not Tier 2 franchises). Tier 2 AMRAMP® franchisees, franchises and AMRAMP® franchisees, franchises that have been operating less than a year are likely to achieve lower levels of sales.

The financial data contained in Item 19 was compiled from information and reports submitted to us by our franchisees as part of their regular reporting requirement under the Franchise Agreement. We believe the information is accurate, but the information has not been audited or otherwise verified.

Some outlets have sold the amounts listed below. Your individual results may differ. There is no assurance that you will sell as much.

Historical Franchisee Performance Through Fiscal Year ~~2017~~2021

Years in Operation	1-5 years 1 to 5		6 to 9 years		More than 9 years +	
Number of Franchisees	64		6		26 27	
Average Sales ¹	\$233,483 \$256,174		\$374,695 \$209,115		\$669,542 \$603,851	
Median Sales	\$194,444 \$283,367		\$290,056 \$221,449		\$455,034 \$485,780	
Low in Sales Range/ High in Sales Range	\$102,959 /\$506,46 3 \$73,81 <u>2</u>	\$384,149	\$108,708 \$709,787 <u>\$150,846</u>	\$256,149	\$60,294	\$133,786 /\$2,662,39 3 \$1,338,7 <u>52</u>
Average Cost of Goods Sales ²	\$442,929 (61.2%) 127,543		\$116,779 \$192,527		\$337,114 (50.3%) 297,875	

	<u>(49.8%)</u>	(51.4%) <u>(55.8%)</u>	<u>(49.3)</u>
Median Cost of Goods <u>Sales</u>	\$93,867 <u>\$122,918</u>	\$202,237 <u>\$116,697</u>	\$165,689 <u>\$227,496</u>
Average Expenses ³	\$64,865 (27.8%) <u>104,062</u> <u>(40.6%)</u>	\$117,531 (31.4%) <u>58,795</u> <u>(28.1%)</u>	\$181,967 (27.2%) <u>172,395</u> <u>(28.5%)</u>
Median Expenses	\$76,401 <u>\$101,463</u>	\$115,780 <u>\$53,140</u>	\$126,049 <u>\$107,379</u>
Average EBITDA ⁴	\$25,691 (11.0%) <u>24,276</u> <u>(9.5%)</u>	\$64,671 (17.3%) <u>30,628</u> <u>(14.6%)</u>	\$150,397 <u>136,113</u> (22.5%)
Median EBITDA	\$15,334 <u>\$22,826</u>	\$46,820 <u>\$19,613</u>	\$144,304 <u>\$116,951</u>
Number of Franchisees that Franchises That Attained or Surpassed Average Sales	2 (33.3%) <u>3</u> <u>(75%)</u>	2 (33.3%) <u>4</u> <u>(66.7%)</u>	<u>10 (37%)</u>

NOTES

Notes

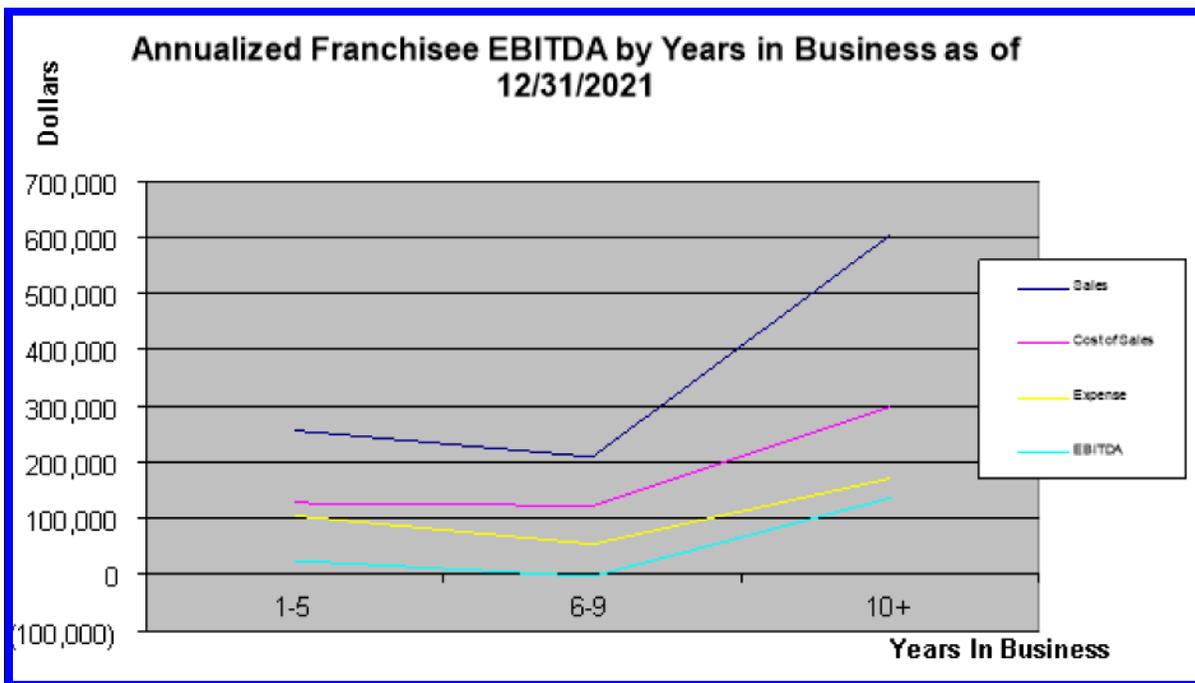
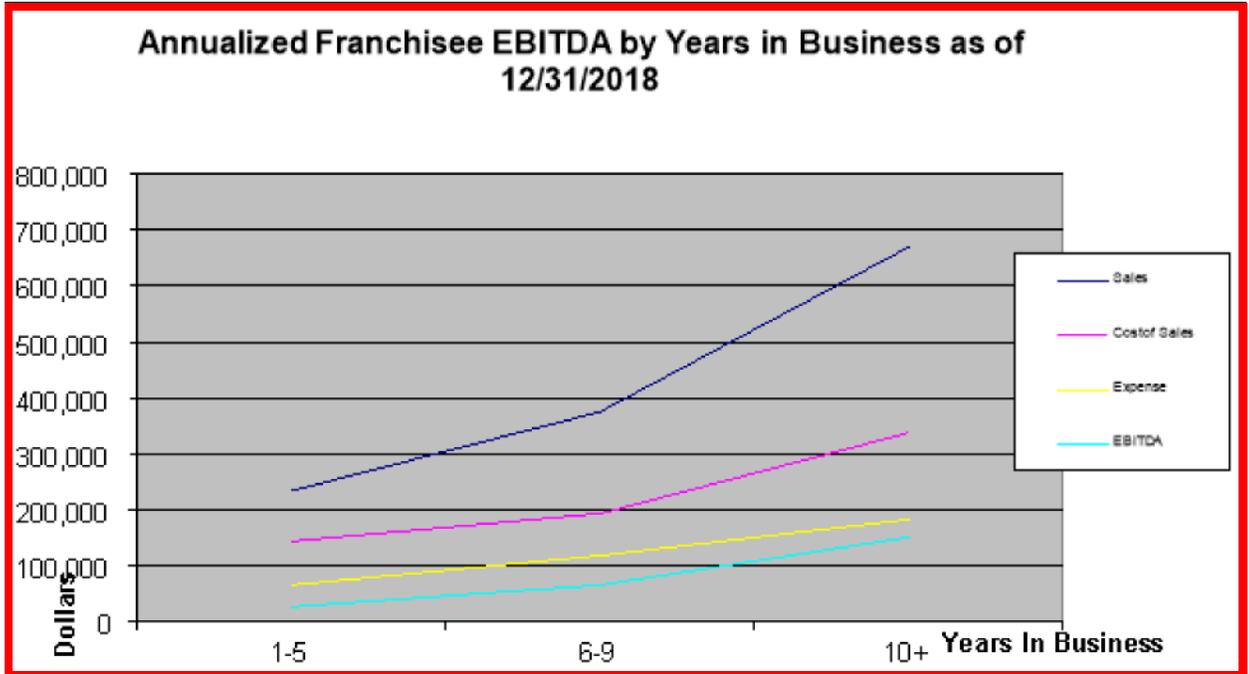
Note 1: “Average Sales” is based on a franchisee’s Gross Revenue for all products sold or rented by the ~~AMRAMP®~~ franchisee during the previous fiscal year. “Gross Revenue” means all revenues generated by the AMRAMP® Business conducted upon, from or with respect to the AMRAMP® Business, whether such sales are evidenced by cash, check, credit, charge, account, barter, or exchange. Gross Revenue includes all monies or credit received from the sale of products or services, from the proceeds from any business interruption or similar insurance policies, and from tangible property of every kind and nature, promotional or otherwise. Gross Revenue excludes any sales taxes or other taxes collected from customers by franchisees and paid directly to the appropriate taxing authority, or any amounts paid to employees as approved compensation for meals.

Note 2: “Average Cost of ~~Goods~~Sales” represents the average amount spent by franchisees during the previous fiscal year on materials, including products purchased by franchisees for resale or lease, royalties paid to us, freight and shipping costs incurred by franchisees for ~~the~~ shipment by AMRAMP® and others of inventory to the franchisee, and labor costs related to the installation and delivery of products sold or leased by franchisees. The parenthetical percentage reflects the costs of sales as a percentage of sales.

Note 3: “Average Expenses” represents the average expenses incurred by franchisees during the previous fiscal year for all items other than those listed in “Average Cost of ~~Goods~~Sales.” By way of example, ~~“~~“Average Expenses” includes overhead costs, rent, insurance, advertising, office supplies, and any bookkeeping expenses. The parenthetical percentage reflects the average expenses as a percentage of sales.

Note 4: EBITDA (or net income) represents earnings without any deduction for ordinary and recurring operating expenses, interest, taxes, depreciation, and amortization. [The parenthetical percentage reflects the EBITDA as a percentage of sales.](#)

The [following](#) graph ~~below~~ is a visual representation of the data contained in the previous chart:



B. Sales, Cost of ~~Goods~~Sales, Expenses, and EBITDA Information for Individual Franchisees

The chart below provides financial information for each of the [3837](#) AMRAMP® franchisees included in the chart and graph above. Data for the 10 franchisees excluded from the chart and graph above and identified in Subpart A is also not included below. The data below provides the following information for each franchisee whose data is included in Subpart A: sales for the [2017/2021](#), [2016/2020](#), and [2015/2019](#) fiscal years, cost of ~~goods~~[sales](#) as a percentage of sales for the [2017/2021](#) fiscal year, EBITDA as a percentage of sales for the [2017/2021](#) fiscal year, and years in operation. The franchisees are identified by number. These figures are based on the same information described above in Notes 1, 2, and 4. (PY) indicates that a franchisee was only in business for part of the applicable year. (NIO) indicates that a franchisee was not yet in [business operation](#) during the applicable year [or was not in operation by the current franchise owner](#). (NRR) indicates that a franchisee did not report their annual financial results for that year. [\(AD\) indicates that the franchisee combined its reporting for more than one territory and we were unable to disaggregate the data.](#)

Sales Greater Than \$2,000,000	
Franchise 1	
Sales (2017/2016/2015)	\$2,352,069/\$2,063,260/\$2,150,962
Cost of Goods	61.4%
EBITDA	6.0%
Years in Completed Operation	14
{check— numbers may have switched??}	

Sales Greater Than \$1,000,000	
Franchise 2	
Sales (2017/2016/2015)	\$1,970,077/\$2,054,778/\$1,680,665
Cost of Goods	49.1%
EBITDA	-17.3%
Years in Completed Operation	11
Franchise 3	
Sales (2017/2016/2015)	\$1,264,570/\$1,130,873/\$810,580
Cost of Goods	73.6%
EBITDA	9.2%
Years in Completed Operation	13
Franchise 4	
Sales (2017/2016/2015)	\$1,165,483/\$859,205/NR
Cost of Goods	47.0%
EBITDA	21.1%
Years in Completed Operation	12
Franchise 5	
Sales (2017/2016/2015)	\$1,072,543/\$1,068,882/\$887,573
Cost of Goods	38.6%
EBITDA	21.9%
Years in Completed Operation	9
Sales Greater Than \$900,000	
Franchise 6	
Sales (2017/2016/2015)	\$973,237/\$651,189/\$721,162
Cost of Goods	41.6%
EBITDA	40.8%
Years in Completed Operation	11
Sales Greater Than \$800,000	
Franchise 7	
Sales (2017/2016/2015)	\$823,392/\$777,630/\$716,351
Cost of Goods	30.4%
EBITDA	35.0%
Years in Completed Operation	11
Sales Greater Than \$700,000	
Franchise 8	
Sales (2017/2016/2015)	\$709,787/\$687,231/\$569,174
Cost of Goods	48.4%
EBITDA	4.7%
Years in Completed Operation	6

Sales Greater Than \$600,000	
Franchise 9	
Sales (2017/2016/2015)	\$651,189/\$738,208/\$650,949
Cost of Goods	49.6%
EBITDA	0.6%
Years in Completed Operation	6
Franchise 10	
Sales (2017/2016/2015)	\$636,410/\$718,744/\$706,282
Cost of Goods	52.8%
EBITDA	0.9%
Years in Completed Operation	12
Franchise 11	
Sales (2017/2016/2015)	\$634,693/\$403,628/\$265,342
Cost of Goods	68.7%
EBITDA	-3.4%
Years in Completed Operation	3
Franchise 12	
Sales (2017/2016/2015)	\$612,537/\$551,320/\$515,992
Cost of Goods	42.3%
EBITDA	26.3%
Years in Completed Operation	12
Franchise 13	
Sales (2017/2016/2015)	\$604,346/\$504,366/\$393,814
Cost of Goods	68.1%
EBITDA	4.7%
Years in Completed Operation	9
Sales Greater Than \$500,000	
Franchise 14	
Sales (2017/2016/2015)	\$510,265/\$511,328/\$507,587
Cost of Goods	45.7%
EBITDA	36.9%
Years in Completed Operation	9
Franchise 15	
Sales (2017/2016/2015)	\$504,282/\$260,966/\$393,992
Cost of Goods	25.0%
EBITDA	57.9%
Years in Completed Operation	9

Sales Greater Than \$400,000	
Franchise 16	
Sales (2017/2016/2015)	\$482,495/\$513,360/\$NR
Cost of Goods	37.7%
EBITDA	25.2%
Years in Completed Operation	11
Franchise 17	
Sales (2017/2016/2015)	\$469,950/\$394,670/\$313,245
Cost of Goods	46.7%
EBITDA	22.8%
Years in Completed Operation	9
Franchise 18	
Sales (2017/2016/2015)	\$408,561/\$431,342/\$513,753
Cost of Goods	28.6%
EBITDA	12.9%
Years in Completed Operation	11
Sales Greater Than \$300,000	
Franchise 19	
Sales (2017/2016/2015)	\$390,162/\$466,704/\$462,807
Cost of Goods	44.1%
EBITDA	18.1%
Years in Completed Operation	12
Franchise 20	
Sales (2017/2016/2015)	\$387,648/\$330,043/\$254,542
Cost of Goods	47.2%
EBITDA	6.5%
Years in Completed Operation	11
Franchise 21	
Sales (2017/2016/2015)	\$379,966/\$371,220/\$423,566
Cost of Goods	45.7%
EBITDA	31.6%
Years in Completed Operation	13
Franchise 22	
Sales (2017/2016/2015)	\$356,947/\$587,059/NR
Cost of Goods	67.5%
EBITDA	19.1%
Years in Completed Operation	12
Franchise 23	
Sales (2017/2016/2015)	\$326,607/\$147,935/\$236,099
Cost of Goods	43.8%
EBITDA	-0.4%
Years in Completed Operation	4

Franchise 24	
Sales (2017/2016/2015)	\$322,111/\$339,270 /\$209,948
Cost of Goods	27.1%
EBITDA	44.9%
Years in Completed Operation	13
Franchise 25	
Sales (2017/2016/2015)	\$314,673/\$180,242/\$140,974
Cost of Goods	52.9%
EBITDA	19.4%
Years in Completed Operation	13
Sales Greater Than \$200,000	
Franchise 26	
Sales (2017/2016/2015)	\$291,952/\$493,365/\$471,572
Cost of Goods	47.2%
EBITDA	39.2%
Years in Completed Operation	4
Franchise 27	
Sales (2017/2016/2015)	\$268,300/\$145,608/\$176,026
Cost of Goods	31.2%
EBITDA	52.0%
Years in Completed Operation	8
Franchise 28	
Sales (2017/2016/2015)	\$252,743/\$293,157/\$396,287
Cost of Goods	51.5%
EBITDA	23.8%
Years in Completed Operation	15
Franchise 29	
Sales (2017/2016/2015)	\$251,604/\$261,317/\$162,360
Cost of Goods	73.7%
EBITDA	-0.1%
Years in Completed Operation	9
Franchise 30	
Sales (2017/2016/2015)	\$211,897/\$256,518/\$238,743
Cost of Goods	35.0%
EBITDA	18.4%
Years in Completed Operation	11
Franchise 31	
Sales (2017/2016/2015)	\$206,163/\$253,382/\$220,611
Cost of Goods	38.4%
EBITDA	30.5%
Years in Completed Operation	13
Franchise 32	
Sales (2017/2016/2015)	\$204,754/NR/NR
Cost of Goods	38.4%
EBITDA	36.7%

Years in Completed Operation	†
Sales Greater Than \$100,000	
Franchise 33	
Sales (2017/2016/2015)	\$187,546/\$117,763/\$111,590
Cost of Goods	25.5%
EBITDA	43.1%
Years in Completed Operation	9
Franchise 34	
Sales (2017/2016/2015)	\$152,446/\$126,455/\$81,821
Cost of Goods	48.7%
EBITDA	25.0%
Years in Completed Operation	6
Franchise 35	
Sales (2017/2016/2015)	\$149,197/\$213,573/\$201,988
Cost of Goods	60.2%
EBITDA	-28.6%
Years in Completed Operation	6
Franchise 36	
Sales (2017/2016/2015)	\$127,671/\$177,282/\$199,875
Cost of Goods	55.1%
EBITDA	44.0%
Years in Completed Operation	13
Franchise 37	
Sales (2017/2016/2015)	\$120,128/NR/NR
Cost of Goods	44.2%
EBITDA	-3.6%
Years in Completed Operation	13
Sales Less Than \$100,000	
Franchise 38	
Sales (2017/2016/2015)	\$85,837/NR/NR
Cost of Goods	43.7%
EBITDA	43.5%
Years in Completed Operation	†

	Through December 31, 2021			Sales Comparative		Years in Completed Operation
	Sales	COGS%	EBITDA%	2020	2019	
Franchise 1	\$1,338,751.5 0	56.4%	0.3%	\$1,642,166.36	\$1,400,083.67	18
Franchise 2	\$1,317,069.8 5	47.6%	16.9%	\$1,012,396.73	\$1,086,461.89	17
Franchise 3	\$1,297,821.1 2	67.3%	16.0%	\$1,157,883.78	\$2,005,684.17	17
Franchise 4	\$1,286,730.2 8	45.7%	17.0%	\$630,682.07	\$723,592.16	15

	Through December 31, 2021			Sales Comparative		Years in
<u>Franchise 5</u>	<u>\$1,094,840.24</u>	<u>63.6%</u>	<u>5.6%</u>	<u>\$1,240,387.99</u>	<u>\$1,228,639.40</u>	<u>Completed Operation</u>
<u>Franchise 6</u>	<u>\$1,047,560.47</u>	<u>64.9%</u>	<u>22.7%</u>	<u>\$771,832.66</u>	<u>\$658,508.22</u>	<u>13</u>
<u>Franchise 7</u>	<u>\$1,019,781.05</u>	<u>34.2%</u>	<u>53.0%</u>	<u>\$837,123.52</u>	<u>\$863,517.73</u>	<u>15</u>
<u>Franchise 8</u>	<u>\$1,012,871.10</u>	<u>45.7%</u>	<u>17.0%</u>	<u>\$1,017,463.23</u>	<u>\$1,581,575.25</u>	<u>15</u>
<u>Franchise 9</u>	<u>\$881,537.33</u>	<u>58.5%</u>	<u>34.9%</u>	<u>\$568,956.04</u>	<u>\$671,053.80</u>	<u>16</u>
<u>Franchise 10</u>	<u>\$610,703.83</u>	<u>37.3%</u>	<u>51.7%</u>	<u>\$526,803.53</u>	<u>\$466,992.98</u>	<u>16</u>
<u>Franchise 11</u>	<u>\$586,920.06</u>	<u>47.6%</u>	<u>34.7%</u>	<u>\$490,179.51</u>	<u>\$504,210.60</u>	<u>17</u>
<u>Franchise 12</u>	<u>\$528,179.30</u>	<u>34.9%</u>	<u>30.4%</u>	<u>\$500,696.74</u>	<u>\$594,801.47</u>	<u>16</u>
<u>Franchise 13</u>	<u>\$491,956.80</u>	<u>55.2%</u>	<u>23.0%</u>	<u>\$355,104.79</u>	<u>\$344,681.52</u>	<u>14</u>
<u>Franchise 14</u>	<u>\$485,779.60</u>	<u>50.6%</u>	<u>0.4%</u>	<u>\$364,100.50</u>	<u>\$422,813.34</u>	<u>16</u>
<u>Franchise 15</u>	<u>\$472,473.12</u>	<u>45.6%</u>	<u>11.7%</u>	<u>\$273,764.02</u>	<u>\$442,334.83</u>	<u>15</u>
<u>Franchise 16</u>	<u>\$384,148.92</u>	<u>62.1%</u>	<u>-7.7%</u>	<u>PY</u>	<u>NIO</u>	<u>1</u>
<u>Franchise 17</u>	<u>\$360,898.15</u>	<u>45.2%</u>	<u>26.8%</u>	<u>\$402,433.00</u>	<u>\$425,983.98</u>	<u>15</u>
<u>Franchise 18</u>	<u>\$344,638.17</u>	<u>13.8%</u>	<u>61.2%</u>	<u>\$324,913.05</u>	<u>\$394,621.49</u>	<u>14</u>
<u>Franchise 19</u>	<u>\$343,362.58</u>	<u>25.1%</u>	<u>34.1%</u>	<u>\$297,187.91</u>	<u>\$446,963.54</u>	<u>16</u>
<u>Franchise 20</u>	<u>\$336,068.97</u>	<u>73.7%</u>	<u>-2.1%</u>	<u>\$294,275.61</u>	<u>\$298,358.46</u>	<u>13</u>
<u>Franchise 21</u>	<u>\$330,896.69</u>	<u>30.1%</u>	<u>37.3%</u>	<u>\$272,987.95</u>	<u>\$515,487.64</u>	<u>13</u>
<u>Franchise 22</u>	<u>\$313,861.39</u>	<u>37.1%</u>	<u>44.7%</u>	<u>\$245,561.13</u>	<u>\$281,238.06</u>	<u>15</u>
<u>Franchise 23</u>	<u>\$302,706.23</u>	<u>34.9%</u>	<u>26.8%</u>	<u>\$218,845.27</u>	<u>\$6,320.41</u>	<u>2</u>
<u>Franchise 24</u>	<u>\$264,028.30</u>	<u>53.1%</u>	<u>13.6%</u>	<u>\$206,832.76</u>	<u>\$130,108.01</u>	<u>5</u>
<u>Franchise 25</u>	<u>\$256,149.08</u>	<u>48.8%</u>	<u>2.4%</u>	<u>\$184,217.44</u>	<u>\$141,618.48</u>	<u>8</u>
<u>Franchise 26</u>	<u>\$251,350.00</u>	<u>81.5%</u>	<u>-10.9%</u>	<u>\$127,082.00</u>	<u>\$245,745.00</u>	<u>7</u>
<u>Franchise 27</u>	<u>\$222,916.30</u>	<u>48.8%</u>	<u>2.4%</u>	<u>\$184,217.44</u>	<u>\$141,618.48</u>	<u>8</u>
<u>Franchise 28</u>	<u>\$219,980.80</u>	<u>41.3%</u>	<u>8.6%</u>	<u>\$163,705.96</u>	<u>\$239,260.94</u>	<u>8</u>
<u>Franchise 29</u>	<u>\$194,691.67</u>	<u>55.1%</u>	<u>12.3%</u>	<u>\$218,630.67</u>	<u>\$257,307.56</u>	<u>19</u>
<u>Franchise 30</u>	<u>\$172,922.19</u>	<u>27.0%</u>	<u>19.5%</u>	<u>\$133,508.28</u>	<u>\$191,525.05</u>	<u>14</u>
<u>Franchise 31</u>	<u>\$157,314.62</u>	<u>46.9%</u>	<u>11.6%</u>	<u>\$100,220.16</u>	<u>\$147,362.73</u>	<u>16</u>
<u>Franchise 32</u>	<u>\$153,450.00</u>	<u>40.4%</u>	<u>47.5%</u>	<u>\$61,224.00</u>	<u>\$123,225.00</u>	<u>7</u>
<u>Franchise 33</u>	<u>\$150,845.52</u>	<u>94.5%</u>	<u>-64.1%</u>	<u>\$199,552.94</u>	<u>\$405,023.99</u>	<u>7</u>
<u>Franchise 34</u>	<u>\$134,966.43</u>	<u>23.2%</u>	<u>32.8%</u>	<u>\$168,035.37</u>	<u>\$202,107.97</u>	<u>17</u>
<u>Franchise 35</u>	<u>\$78,079.97</u>	<u>21.0%</u>	<u>56.3%</u>	<u>\$54,780.60</u>	<u>\$185,860.31</u>	<u>12</u>
<u>Franchise 36</u>	<u>\$73,811.62</u>	<u>34.8%</u>	<u>13.0%</u>	<u>NIO</u>	<u>NIO</u>	<u>1</u>
<u>Franchise 37</u>	<u>\$60,294.00</u>	<u>53.9%</u>	<u>8.3%</u>	<u>\$55,630.00</u>	<u>\$93,986.82</u>	<u>17</u>

Written substantiation for the financial performance representations in this Item 19 will be made available to you upon reasonable request.

Other than the preceding financial performance representation, ~~Amramp does~~ 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](#)our management by contacting Julian Gordon, [202 West First](#)[358 North](#) Street, [South Boston](#)[Randolph](#), MA [02127-1110](#), [800-649-5215](#)[02368](#), [\(800\) 649-5215](#), the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

**Table No. 20.1
SYSTEM-WIDE OUTLET SUMMARY
FOR YEARS ~~2015 to 2017~~2019 TO 2021**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2015 2019	4446	45	+1
	2016 2020	45	47 48	+2+3
	2021	48	50	+2
	2017	47	47	0
Company-Owned*	2015 2019	2	2	0
	2016 2020	2	2	0
	2017 2021	2	2	0
Total Outlets	2015 2019	46 48	47	+1
	2016 2020	47	49 50	+2+3
	2021	50	52	+2
	2017	49	49	0

* Our affiliate, Gordon Industries, [also](#) operates ~~a business~~[businesses](#) in Massachusetts [and Rhode Island](#) that ~~sells~~[sell](#) products similar to those offered by AMRAMP® franchisees.

**Table No. 20.2
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS
(OTHER THAN THE FRANCHISOR)
FOR YEARS ~~2015 to 2017~~2019 TO 2021**

State	Year	Number of Transfers
New Jersey	2019	0
	2020	0
	2021	2
Connecticut	2015	1
	2016	0
	2017	0
Tennessee	2019	0
	2020	1
	2021	0
Missouri	2015	1

State	Year	Number of Transfers
	2016	0
	2017	0
North Carolina	2015	0
	2016	1
	2017	0
Wisconsin	2019	0
	2020	1
Vermont	2015	0
	2016	1
	2017	0
	2021	0
Total	2015 2019	20
	2020	2
	2021	0
	2016	1
	2017	0

Table No. 20.3
STATUS OF FRANCHISED OUTLETS
FOR YEARS ~~2015 to 2017~~ 2019 TO 2021

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewal	Reacquired by Franchisor	Ceased Operations—Other Reasons	Outlets at End of Year
Alabama	2015 2019	0 <u>1</u>	0	0	0	0	0	0 <u>1</u>
	2016 2020	0 <u>1</u>	1 <u>0</u>	0	0	0	0	1
	2017 2021	1	0	0	0	0	0	1
California	2015 2019	1	0	0	0	0	0	1
	2016 2020	1	0	0	0	0	0	1
	2017 2021	1	0	0	0	0	0	1
Colorado	2015 2019	1	0	0	0	0	0	1

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewal	Reacquired by Franchisor	Ceased Operations—Other Reasons	Outlets at End of Year
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
Connecticut	2015 <u>2019</u>	1	0	0	0	0	0	1
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
Delaware	2015 <u>2019</u>	<u>0</u>	0	0	0	0	0	<u>0</u>
	<u>2020</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	2016	0	0	0	0	0	0	0
	2017 <u>2021</u>	<u>0</u>	<u>0</u>	0	0	<u>0</u>	0	1
Florida	2015 <u>2019</u>	<u>43</u>	0	0	0	0	0	<u>43</u>
	<u>2020</u>	<u>3</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>4</u>
	2016	4	0	0	0	0	0	4
	2017 <u>2021</u>	4	0	0	0	0	0	4
Georgia	2015 <u>2019</u>	2	0	0	0	0	0	2
	2016 <u>2020</u>	2	0	0	0	0	0	2
	2017 <u>2021</u>	2	0	0	0	0	0	2
Idaho	2015	1	0	0	0	0	0	1

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewal	Reacquired by Franchisor	Ceased Operations—Other Reasons	Outlets at End of Year
	2015 <u>2019</u>							
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
Illinois	2015 <u>2019</u>	1	0	0	0	0	0	1
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
Indiana	2015 <u>2019</u>	1 <u>2</u>	0 <u>0</u>	0	0	0	0	2
	2016 <u>2020</u>	2	0	0	0	0	0	2
	2017 <u>2021</u>	2	0	0	0	0	0	2
Kentucky	2015 <u>2019</u>	1	0	0	0	0	0	1
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
Louisiana	2015 <u>2019</u>	0 <u>0</u>	0	0	0	0	0	0 <u>0</u>
	2016 <u>2020</u>	0 <u>0</u>	0 <u>1</u>	0	0	0	0	1
	2017	1	0	0	0	0	0	1

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewal	Reacquired by Franchisor	Ceased Operations—Other Reasons	Outlets at End of Year
	<u>2021</u>							
Maryland	2015 <u>2019</u>	1	0	0	0	0	0	1
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
Michigan	2015 <u>2019</u>	1 <u>2</u>	0	0	0	0	0	1 <u>2</u>
	<u>2020</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>
	<u>2021</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>
	2016	1	0	0	0	0	0	1
	2017	1	0	0	0	0	0	1
Minnesota	2015 <u>2019</u>	1	0	0	0	0	0	1
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
Missouri	2015 <u>2019</u>	2	0	0	0	0	0	2
	2016 <u>2020</u>	2	0	0	0	0	0	2
	2017 <u>2021</u>	2	0	0	0	0	0	2
Nebraska	2015 <u>2019</u>	1	0	0	0	0	0 <u>1</u>	1 <u>0</u>
	<u>2020</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>2021</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewal	Reacquired by Franchisor	Ceased Operations-Other Reasons	Outlets at End of Year
		2016	±	0	0	0	0	±
		2017	±	0	0	0	0	±
New Hampshire	2015 <u>2019</u>	1	0	0	0	0	0	1
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
New Jersey	2015 <u>2019</u>	2	0	0	0	0	0	2
	2016 <u>2020</u>	2	0	0	0	0	0	2
	2017 <u>2021</u>	2	0	0	0	0	0	2
New York	2015 <u>2019</u>	2	0	0	0	0	0	2
	2016 <u>2020</u>	2	0	0	0	0	0	2
	2017 <u>2021</u>	2	0	0	0	0	0	2
North Carolina	2015 <u>2019</u>	2	0	0	0	0	0	2
	2016 <u>2020</u>	2	0	0	0	0	0	2
	2017 <u>2021</u>	2	0	0	0	0	0	2
Ohio	2015 <u>2019</u>	<u>21</u>	0	0	0	0	0	<u>21</u>

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewal	Reacquired by Franchisor	Ceased Operations—Other Reasons	Outlets at End of Year
	2015	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	2016	2	0	0	0	0	0	2
	2017	1	0	0	0	0	0	1
Oklahoma	2015	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	2016	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	2017	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
Oregon	2015	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	2016	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	2017	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
Pennsylvania	2015	<u>4</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>4</u>
	2016	<u>4</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>4</u>
	2017	<u>4</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>5</u>
	2017	4	0	0	0	0	0	4
South Carolina	2015	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	2016	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	2017	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
Tennessee	2015	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewal	Reacquired by Franchisor	Ceased Operations—Other Reasons	Outlets at End of Year
	<u>2019</u>							
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0 <u>1</u>	0	0	0	0	1 <u>2</u>
Texas	2015 <u>2019</u>	2	0	0	0	0	0	2
	<u>2020</u>	<u>2</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>3</u>
	<u>2021</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>3</u>
	2016	2	0	0	0	0	0	2
	2017	2	0	0	0	0	0	2
Utah	2015 <u>2019</u>	1	0	0	0	0	0	1
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
Vermont	2015 <u>2019</u>	1	0	0	0	0	0	1
	2016 <u>2020</u>	1	0	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
Virginia	2015 <u>2019</u>	3	0	0	0	0	0	3
	2016 <u>2020</u>	3	0	0	0	0	0	3
	2017 <u>2021</u>	3	0	0	0	0	0	3

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewal	Reacquired by Franchisor	Ceased Operations—Other Reasons	Outlets at End of Year
Wisconsin	2015 <u>2019</u>	<u>01</u>	0	0	0	0	0	<u>01</u>
	2016 <u>2020</u>	<u>01</u>	<u>10</u>	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	0	1
Total	2015 <u>2019</u>	<u>4446</u>	<u>10</u>	0	0	0	<u>01</u>	45
	2016 <u>2020</u>	45	<u>23</u>	0	0	0	0	<u>4748</u>
	2017 <u>2021</u>	<u>48</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>50</u>
	2017	<u>47</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>47</u>

Table No. 20.4
STATUS OF COMPANY-OWNED OUTLETS
FOR YEARS ~~2015 to 2017~~ 2019 TO 2021

State	Year	Outlets at Start of Year	Outlets Opened	Outlets Reacquired from Franchisee	Outlets Closed	Outlets Sold to Franchisee	Outlets at End of Year
Massachusetts	2015 <u>2019</u>	1	0	0	0	0	1
	2016 <u>2020</u>	1	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	1
West Virginia	2015 <u>2019</u>	1	0	0	0	0	1
	2016 <u>2020</u>	1	0	0	0	0	1
	2017 <u>2021</u>	1	0	0	0	0	1
Total*	2015 <u>2019</u>	2	0	0	0	0	2
	2016 <u>2020</u>	2	0	0	0	0	2
	2017 <u>2021</u>	2	0	0	0	0	2

State	Year	Outlets at Start of Year	Outlets Opened	Outlets Reacquired from Franchisee	Outlets Closed	Outlets Sold to Franchisee	Outlets at End of Year
	<u>21</u>						

* Our affiliate, Gordon Industries, also operates businesses in Massachusetts and Rhode Island that sell products similar to those offered by AMRAMP® franchisees.

**Table No. 20.5
PROJECTED OPENINGS OF FRANCHISED BUSINESSES
FROM JANUARY 1, ~~2018~~2022, TO DECEMBER 31, ~~2018~~2022**

TRADITIONAL AMRAMP® FRANCHISES

State	Franchise Agreements Signed but Business Not Operational (As of 12/31/2017/12/31/2021)	Projected New Franchised Business in the 2018 <u>2022</u> Fiscal Year	Projected New Company-Owned Openings in the 2018 <u>2022</u> Fiscal Year
<u>Pennsylvania</u>	<u>1</u>	<u>0</u>	<u>0</u>
California	0	±	0
Michigan	0	±	0
Texas	0	±	0
Ohio	0	±	0
TOTAL	<u>01</u>	<u>40</u>	<u>0</u>

TIER 2 AMRAMP® FRANCHISES

State	Franchise Agreements Signed but Business Not Operational (As of 12/31/2017/12/31/2021)	Projected New Franchised Business in the 2018 <u>2022</u> Fiscal Year	Projected New Company-Owned Openings in the 2018 <u>2022</u> Fiscal Year
California	0	±	0
Georgia	0	±	0
TOTAL	<u>0</u>	<u>20</u>	<u>0</u>

A list of our current franchisees and the addresses and telephone numbers of their outlets is attached as Exhibit C. Also listed in Exhibit C is the name, city and state, and last known telephone number of each franchisee that had an outlet transferred, terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the Franchise Agreement during the most recently completed fiscal year or has not communicated with AMRAMP® within the 10 weeks preceding the date of this application. If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

~~We have created and endorse the American Ramp Franchisee Advisory Council (“amFAC”) and~~ In addition to the amFAC described in Item 11, we have previously utilized the Amramp Franchisee Marketing Advisory Council (“amMAC”)- to focus on marketing issues. Although not always active, both advisory councils were created and are endorsed by us. Currently, amFAC’s and amMAC’s central location is ~~202 West First~~358 North Street, ~~South Boston, Massachusetts 02127~~Randolph, MA 02368.

No franchisees have signed confidentiality clauses during the last three fiscal years that restrict their ability to speak with you about their franchised business.

ITEM 21

FINANCIAL STATEMENTS

Our fiscal year end is December 31, ~~2017~~2021. Attached as Exhibit D are our audited financial statements as of December 31, ~~2017,2021~~; December 31, ~~2016,2020~~; and December 31, ~~2015~~2019, along with unaudited financial statements as of June 30, 2022.

ITEM 22

CONTRACTS

The following agreements and contracts are attached as exhibits to this Disclosure Document:

- Exhibit E Franchise Agreement (with exhibits)
- Exhibit F Tier 2 Amendment to the Franchise Agreement
- Exhibit G Renewal Addendum to the Franchise Agreement
- Exhibit H Release Agreement
- Exhibit I Promissory Note
- Exhibit J Insurance Premium Program Letter [Agreement](#)
- Exhibit K Confidentiality Agreement
- Exhibit L State Addenda

ITEM 23

RECEIPT

A receipt in duplicate is attached to this ~~disclosure document~~[Disclosure Document](#) as Exhibit ~~MN~~. You should sign both copies of the receipt. Keep one copy for your own records and return the other signed copy to AMRAMP, LLC, ~~202 West First~~[358 North](#) Street, ~~South Boston, Massachusetts~~ ~~02127-1110~~[Randolph, MA 02368](#).

EXHIBIT A

LIST OF STATE ADMINISTRATORS

CALIFORNIA

California

Department of **Business**
Oversight Financial Protection and
Innovation
320 West 4th Street
Suite 750
Los Angeles, **California** CA 90013
(866) 275-2677

FLORIDA

Florida

Florida Department of Agriculture &
Consumer Services
Division of Consumer Affairs
407 S. Calhoun Street
Tallahassee, **Florida** FL 32399-0800

HAWAII

Hawaii

Securities Examiner
Department of Commerce **and** &
Consumer Affairs
Commissioner of Securities of the State of
Hawaii
Business Registration Division
335 Merchant Street, Room 203
Honolulu, **Hawaii** HI 96813
(808) 586-2722

ILLINOIS

Office of Attorney General
Franchise Bureau
500 South Second Street
Springfield, IL 62706
(217) 782-4436

INDIANA

Franchise Section
Indiana Securities Division
Room E-111
302 West Washington Street
Indianapolis, IN 46204
(317) 232-6681

KENTUCKY

Commonwealth of Kentucky
Office of the Attorney General
Consumer Protection Division
1024 Capital Center Drive
Frankfort, KY 40601

Maryland

Office of the Attorney General
Division of Securities
200 St. Paul Place
Baltimore, Maryland 21202-2020

Michigan

Department of Attorney General
Consumer Protection Division
Franchise Section
525 W. Ottawa Street
G. Mennen Williams Building, 1st
Floor
Lansing, Michigan 48913

Minnesota

Department of Commerce
85 7th Place East, Suite 500
St. Paul, Minnesota 55101-2198

MARYLAND

Maryland Securities Division
Franchise Examiner
200 St. Paul Place
Baltimore, MD 21202-2020
(410) 576-7042

MICHIGAN

Michigan Attorney General's Office
Consumer Protection Division
Attn: Franchise Section
G. Mennen Williams Building, 1st Floor
525 W. Ottawa Street
Lansing, MI 48933
(517) 373-7117

MINNESOTA

Commissioner of Commerce
Minnesota Department of Commerce
85 Seventh Place East, Suite 280
St. Paul, MN 55101-2198
(651) 296-6328

Illinois

Office of the Attorney General
Franchise Division
500 South Second Street
Springfield, Illinois 62706

Nebraska

Department of Banking and Finance
Bureau of Securities
1526 K Street, Suite 300
PO Box 95006
Lincoln, ~~Nebraska~~NE 68508

NEBRASKA

Indiana

Secretary of State
Franchise Section
Indiana Securities Division
302 West Washington, Room E-111
Indianapolis, Indiana 46204

~~New York~~NYS Department of Law
~~Office of the New York State Attorney General~~
Investor Protection Bureau
Franchise Section
~~120 Broadway~~
~~28 Liberty Street, 23rd~~21st Floor
New York, NY ~~10271-0332~~10005
(212) ~~416-8236~~ Phone ~~416-8285~~
(212) 416-6042 Fax

NEW YORK

Kentucky

Commonwealth of Kentucky
Office of the Attorney General
Consumer Protection Division
1024 Capital Center Drive
Frankfort, Kentucky 40601

Washington

Department of Financial Institutions
Securities Division
150 Israel Rd SW
Turnwater, Washington 98201

NORTH DAKOTA

North Dakota

North Dakota Securities Department
600 East Boulevard Avenue
State Capitol – 5th Floor Dept. 414
Bismarck, ~~North Dakota~~ND 58505-0510
(701) 328-4712

Wisconsin

Department of Financial
Institutions
Division of Securities
201 W. Washington Avenue, Suite

300
Madison, Wisconsin 53703

RHODE ISLAND

~~Rhode Island~~ Division of Business Regulation
Division of Securities
1511 Pontiac Avenue
John O. Pastore ~~Center, Building~~
Complex-69-1
~~1511 Pontiac Avenue~~
Cranston, ~~Rhode Island 02910~~ RI 02920-4407
(401) 462-9527

SOUTH DAKOTA

South Dakota
~~Department~~ Dept. of Labor and
Regulation
Division of Insurance – Securities Regulation
124 S. Euclid ~~Ave.~~, Suite 104, 2nd Floor
Pierre, ~~South Dakota~~ SD 57501
(605) 773-3563

TEXAS

~~Texas~~
Statutory Document Section
Secretary of State
P.O. Box 13550
Austin, ~~Texas~~ TX 78711

VIRGINIA

~~Virginia~~
State Corporation Commission
Division of Securities and Retail Franchising
~~Ninth Floor~~
1300 ~~East E.~~ Main Street, 9th Floor
Richmond, ~~Virginia~~ VA 23219
(804) 371-9051

WASHINGTON

Administrator
Department of Financial Institution
Securities Division
150 Israel Road SW
Tumwater, WA 98501
(360) 902-8760

WISCONSIN

Franchise Administrator
Division of Securities
Department of Financial Institutions
P.O. Box 1768
Madison, WI 53701
(608) 266-2801

EXHIBIT B

LIST OF AGENTS FOR SERVICE OF PROCESS

State	Agent for Service of Process
CALIFORNIA	Commissioner of Business Oversight <u>Financial Protection and Innovation</u> Department of Business Oversight <u>Financial Protection and Innovation</u> 320 West 4 th Street, Suite 750 Los Angeles, California <u>CA</u> 90013 (866) 275-2677
DELAWARE	Corporation Trust Company 1209 Orange Street Wilmington, Delaware <u>DE</u> 19805
HAWAII	Commissioner of Securities of the State of Hawaii Department of Commerce & Consumer Affairs Business Registration Division Securities Compliance Branch 335 Merchant Street Honolulu, Hawaii <u>HA</u> 96813
ILLINOIS	Illinois Attorney General Attorney General's Office 500 South Second Street Springfield, Illinois <u>IL</u> 62706
INDIANA	Indiana Secretary of State 302 West Washington, Room E-111 Indianapolis, Indiana <u>IN</u> 46204
MARYLAND	Maryland Securities Commissioner Office of the Attorney General 200 St. Paul Place Baltimore, Maryland <u>MD</u> 21202-2020
MICHIGAN	Michigan Attorney General 525 W. Ottawa Street G. Mennen Williams Building, 1 st Floor Lansing, Michigan <u>MI</u> 48913
MINNESOTA	Commissioner of Commerce Department of Commerce 85 7 th Place East, Suite 500 St. Paul, Minnesota <u>MN</u> 55101-2198
NEW YORK	Attention: New York Secretary of State New York Department of State

~~One Commerce Plaza,~~
99 Washington Avenue, ~~6th Floor~~
Albany, NY ~~12231-0001~~ 12231
~~(518) 473-2492~~

NORTH DAKOTA

Securities Commissioner
North Dakota Securities Department
600 East Boulevard Avenue,
State Capitol ~~—~~ 5th Floor Dept. 414
Bismarck, ~~North Dakota~~ ND 58505-0510
(701) 328-4712

~~SOUTH DAKOTA~~

~~Director, Division of Securities~~
~~124 S. Euclid Ave., Suite 104~~
~~Pierre, South Dakota 57501~~

RHODE ISLAND

Director of Business Regulation
Department of Business Regulation
John O. Pastore Center, Building 69-1
1511 Pontiac Avenue
Cranston, ~~Rhode Island~~ RI 02920

SOUTH DAKOTA

Director, Division of Securities
124 S. Euclid Ave., Suite 104
Pierre, SD 57501

TEXAS

Statutory Documents Section
Secretary of State
P.O. Box 13550
Austin, ~~Texas~~ TX 78711

VIRGINIA

Clerk of the State Corporation Commission
1300 East Main Street, 1st Floor
Richmond, ~~Virginia~~ VA 23219

WASHINGTON

Director, Washington Department of Financial Institutions
Securities Division
150 Israel ~~Rd~~ Road SW
~~Turnwater~~ Tumwater, WA 98501

WISCONSIN

Administrator
Division of Securities
Department of Financial Institutions
201 W. Washington Avenue, Suite 300
Madison, ~~Wisconsin~~ WI 53703

EXHIBIT C

LIST OF CURRENT AND FORMER AMRAMP® FRANCHISEES

CURRENT AMRAMP® FRANCHISEES*

State	City/Territory	Franchisee	Address and Telephone Number of Business
AL	Birmingham	John Cochran	300 Vestivia Parkway #2300, Birmingham, AL 35216 : (205) 307-8062
CA	Torrance	Brett McKee <u>Andrej Lampe</u>	2702 Ridgeland Rd., Torrance, CA 90505 (310) 617-9884 <u>264 South Palm Drive, Beverly Hills, CA 90210; (303) 903-2391</u>
CO	Littleton <u>Pine</u>	Scott Embick <u>Katie Burgoyne</u>	8996 West Teton Circle, Littleton, CO 80128 <u>95 Navajo Trail, Pine, CO 80470; (303) 903-2391</u>
CT	Marlborough	Bob Danek	30 South Stonybrook Drive, Marlborough, CT 06447 : (860) 295-0048
DE	Dover	Nick Marcellino * =	16 Trout Run Dr. <u>Drive</u> , Media, PA 19063 : (610) 585-2308
<u>FL</u>	<u>Northern Florida</u>	<u>James Scott Greene IV & Kristen Hanlon Green*</u>	<u>3025 Southshore Circle, Tallahassee, FL 32312; (850) 363-1800</u>
<u>FL</u>	<u>Orlando</u>	<u>James Scott Greene IV & Kristen Hanlon Green*</u>	<u>3025 Southshore Circle, Tallahassee, FL 32312; (850) 363-1800</u>
<u>FL</u>	<u>South Florida</u>	<u>Caroline Sullivan</u>	<u>8741 Wiles Road, #14-103, Coral Springs, FL 33067; (954) 871-1813</u>
<u>FL</u>	<u>Miami</u>	<u>Antonio Primo</u>	<u>2950 SW 27th Avenue, Miami, FL 33133 (888) 243-1823</u>
FL	Tallahassee <u>Tampa</u>	James Scott Greene IV & Kristen Hanlon Green*	3025 Southshore Circle, Tallahassee, FL 32312 : (850) 363-1800
GA	Crawford	Dwight Medders	20 Pope Station Drive, Crawford, GA 30630 : (706) 255-5374
GA	Cumming	Joanne Bradley	4865 Bayberry Dr. <u>Drive</u> , Cumming, GA 30040 : (404) 617-6483
ID	Meridian <u>Boise</u>	Nate Benjamin & Eric Wallentine*	2375 South Cobalt Point Way, Suite 102, Meridian, ID 83642 : (208) 286-5505
IL	Wheaton	William Woods	1718 South Thompson Drive, Wheaton, IL 60187 : (630) 388-9451
IN	Huntington (<u>Tier 2</u>)	Pathfinder Services (Loretta Mottram)*	1152 E. <u>East</u> State St. <u>Street</u> , Huntington, IN 46750 : (260) 356-0500
IN	Huntington (<u>Tier 2</u>)	Loretta Mottram <u>Pathfinder Services*</u>	2814 Theater Ave., Huntington, IN 46750; (800) 833-1571

State	City/Territory	Franchisee	Address and Telephone Number of Business
KY	Louisville	Bob Fowler	3501 Bridgegate Circle, Louisville, KY 40272 : (502) 396-9586
<u>LA</u>	<u>Shreveport</u>	<u>Jimmy Campbell</u>	<u>447 Regency Boulevard, Shreveport, LA 71106; (985) 351-3900</u>
LA	Baton Rouge	William Freshwater	1617 Stoneleigh Dr., Baton Rouge, LA 70808 (225) 246-8537
MD	Fork	Gregory Lazzaroni*	6407 Catalpa Red Road, Fork, MD 21051 : (888) 994-7267 ext. 703
MA	Saugus	Mark Rafferty	23 Lothrop St., Saugus, MA 01906 (617) 240-9650
MI	Holland	Larry Erlandson & Doug Draeger	110 West 29 th St. Street, Holland, MI 49423 : (616) 581-0209
<u>MI</u>	<u>Saginaw</u>	<u>Brian Embick</u>	<u>4288 Arenac State Road Standish, MI 48658; (989) 600-7159</u>
MN	Brooklyn Park	Steve Lyons	P.O. Box 43713, Brooklyn Park, MN 55443 651-399-3075; (651) 399-3075
MO	Kansas City	Chad Ward	3106 Karnes Blvd Boulevard, Kansas City, MO 64111 : (816) 916-7277
MO	O'Fallon	Brian Randolph	1414 Sunburst Drive, O'Fallon, MO 63366 : (314) 409-4292
NE	Omaha	Todd Topping	17018 O Circle, Omaha, NE 68135 (402) 894-0714
NH	Manchester <u>Maine & New Hampshire</u>	Mark Rafferty	23 Lothrop St. Street, Saugus, MA 01906 : (617) 240-9650
NJ	Glen Ridge	Jack Pignatello <u>Jake Burgida*</u>	855 Bloomfield Ave., Glen Ridge, NJ 07003 (973) 902-6957 <u>77 Engle Street, Unit #8169, Englewood, NJ 07631; (201) 308-8910</u>
NJ	Manalapan	Wendy Gold <u>Jake Burgida*</u>	20 Thomas Drive, Manalapan, NJ 07726 (732) 570-2272 <u>77 Engle Street, Unit #8169, Englewood, NJ 07631; (201) 308-8910</u>
NY	Batavia	Gregg Stone	9352 Wortendyke Road, Batavia, NY 14020 : (585) 345-1854
NY	Copiague	Melanie DiGiovanni	59 Shore Drive S, Copiague, NY 11726 : (631) 579-0610
NC	Charlotte	Allen Cates <u>David Smith*</u>	9101 Tresanton Drive, Charlotte, NC 28201 (704) 910-9172 <u>6006 Beacon Avenue, Monroe, NC 28810;</u>

State	City/Territory	Franchisee	Address and Telephone Number of Business
			(801) 680-8421
NC	Raleigh	Natalie Rose	3216-110 Wellington Ct. Court , Raleigh, NC 27615 : (919) 850-4586
OH	Cincinnati	Keith Reilag	4041 Ebenezer Road, Cincinnati, OH 45258 : (513) 708-3963
OK	Tulsa	Tony Rainwater	9152 E. East 102 nd St. Street , Tulsa, OK 74133 : (918) 521-6710
OR	Silverton	Dave Yoast	5935 Garden Way, Silverton, OR 97381 : (503) 400-2924
PA	Bethlehem	Dave Hoglund	4935 Wagner Dr. Drive , Bethlehem, PA 18020 : (610) 360-7174
PA	Elizabethtown Lancaster	Nick Marcellino**	16 Trout Run Dr. Drive , Media, PA 19063 : (610) 585-2308
PA	Media Philadelphia	Nick Marcellino*	16 Trout Run Dr. Drive , Media, PA 19063 : (610) 585-2308
PA	Pittsburgh	Jeff Stover	2749 West Roy Furman Highway, Waynesburg, PA 15370; (412) 676-3030
PA	Seneca	Bill Kingsley & D. Smathers	172 S. South Main St. Street , Seneca, PA 16346 : (814) 677-7001
SC	South Carolina	David Smith*	6006 Beacon Avenue, Monroe, NC 28810; (801) 680-8421
TN	Knoxville	Jeffrey Vesper & Nikki Vesper	1610 Winding Ridge Trail, Knoxville, TN 37922; (865) 438-8032
TN	Nashville	Dean Hohl & Jon Baker	1274 Louisville Highway, Goodlettsville, TN 37072; (615) 861-1681
TX	Houston	Chris Springhorn & Scott Springhorn	6999 West Little York, Suite J, Houston, TX 77040; (713) 325-2816
TN	Nashville	David Taylor	12828 Broken Saddle Rd. Nashville, TN 37934 (865)438-8032
TX	Elgin	Charlie Brown	303 Arbors Circle, Elgin, TX 78621 (512)965-7267
TX	Plano	Leslie Morgan*	1729 Walters Dr. Drive , Plano, TX 75023 : (940) 465-0170
TX	Sherman (Tier 2)	Leslie Morgan*	2345 Canyon Creek Drive, Sherman, TX 75092; (940) 206-2107
UT	Salt Lake City	Nate Benjamin & Eric Wallentine*	2375 South Cobalt Point Way, Suite 102, Meridian, ID 83642; (208) 286-5505
VT	Ludlow (Tier 2)	Brian Jewett	347 Smokeshive Rd. Road , VT 05149 : (413) 325-1457
VA	Hampton Road	Andrew Klear	977 Harrington Avenue, #1, Norfolk, VA

State	City/Territory	Franchisee	Address and Telephone Number of Business
			23517; (757) 407-6222
VA	Northern Virginia	Gregory Lazzaroni*	6407 Catalpa Road, Fork, MD 21051; (888) 994-7267 ext. 703
VA	Glen Allen Richmond	Bill Grove	PO Box 4163, Glen Allen, VA 23058 ; (804) 564-4973
WI	Waupun	Will Gerrits & Dusty Gerrits	1212 Moorman Drive, Waupun, WI 53963; (920) 382-5194
VA	Norfolk	Jane Rostov	7334 Ruthven Rd., Norfolk, VA 23505 (757) 407-6222
WI	Whitewater	Dave McComb	W9230 State Rd. 59, Whitewater, WI 53190 (262) 949-6696

* Certain **Franchisees** own multiple franchises.

** **Outlet was transferred to new owner in 2018**

FORMER AMRAMP® FRANCHISEES

Former Franchisee	Former Location	Last Known Telephone Number	Reason for Leaving the System
John Wright	North Olmstead, OH	(440) 336-4988	Closed Business
Rodney Hulsey	Elizabethtown, PA	(704) 771-2921	Transferred Business in 2018

The following franchisees had an outlet transferred, terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the Franchise Agreement during the most recently completed fiscal year or have not communicated with AMRAMP® within the 10 weeks preceding the date of this Disclosure Document.

Former Franchisee	City/Territory	State	Last Known Telephone Number	Reason for Leaving the System
Brett McKee	Torrance	CA	(310) 617-9884	Transfer
Jack Pignatello	Glen Ridge	NJ	(973) 902-6957	Transfer
Wendy Gold	Manalapan	NJ	(732) 570-2272	Transfer
Allen Cates	Charlotte	NC	(704) 910-9172	Transfer
Allen Cates	South Carolina	SC	(704) 910-9172	Transfer
Jane Rostov	Hampton Road	VA	(757) 407-6222	Transfer

EXHIBIT D
FINANCIAL STATEMENTS

AMRAMP, LLC

FINANCIAL STATEMENTS

Years ended December 31, 2021 and 2020

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INDEPENDENT AUDITOR'S REPORT

To the Members of
Amramp, LLC

Opinion

We have audited the accompanying financial statements of Amramp, LLC (a Delaware limited liability company) which comprise the balance sheets as of December 31, 2021 and 2020, and the related statements of income and changes in members' equity and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Amramp, LLC as of December 31, 2021 and 2020, and the results of its operations and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis of Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Amramp, LLC and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Amramp, LLC's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.



INDEPENDENT AUDITOR'S REPORT (CONTINUED)

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Amramp, LLC's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Amramp, LLC's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Summit Compliance PC

Chestnut Hill, Massachusetts

July 7, 2022

AMRAMP, LLC

BALANCE SHEETS
December 31, 2021 and 2020

ASSETS

	<u>2021</u>	<u>2020</u>
Current assets:		
Cash	\$ 770,910	\$ 148,841
Accounts receivable, net of allowance for doubtful accounts of \$196,445 in 2021 and 2020	499,685	368,825
Prepaid expenses	13,845	13,845
Notes receivable, current	<u>28,821</u>	<u>51,344</u>
Total current assets	1,313,261	582,855
Patents and trademarks, net	4,417	10,611
Notes receivables, net of allowance for doubtful accounts of \$120,804 in 2021 and \$141,608 in 2020	139,730	161,212
Due from related party	<u>4,982,663</u>	<u>4,689,809</u>
Total assets	\$ <u>6,440,071</u>	\$ <u>5,444,487</u>

LIABILITIES AND MEMBERS' EQUITY

Current liabilities:		
Line of credit	\$ 618,373	\$ 663,374
Accounts payable	56,828	34,193
Accrued expenses and other liabilities	30,334	31,263
Deferred revenue, current	<u>111,974</u>	<u>103,314</u>
Total current liabilities	<u>817,509</u>	<u>832,144</u>
Deferred revenue, net of current portion	<u>464,890</u>	<u>504,273</u>
Members' equity	<u>5,157,672</u>	<u>4,108,070</u>
Total liabilities and members' equity	\$ <u>6,440,071</u>	\$ <u>5,444,487</u>

AMRAMP, LLC

STATEMENTS OF INCOME AND CHANGES IN MEMBERS' EQUITY

Years Ended December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Revenues:		
Initial and successor franchise fees	\$ 110,723	\$ 98,113
Royalties	2,573,964	2,112,941
Advertising revenue - national	<u>601,956</u>	<u>492,844</u>
	<u>3,286,643</u>	<u>2,703,898</u>
Operating expenses:		
Advertising	60,741	27,069
Advertising - national	401,670	415,342
Amortization	6,194	6,194
Bad debt expense (recoveries)	(20,804)	106,310
Bank fees	41,391	31,707
Charitable contributions	-	3,357
Commissions	18,842	21,859
Consulting and training	801	100
Development and trade shows	2,009	-
Dues and subscriptions	3,566	5,737
Management fees	1,508,928	1,196,880
Office	27,503	6,715
Other taxes	5,102	2,349
Product development	1,725	-
Professional fees	100,101	103,123
Software license fees	<u>35,198</u>	<u>34,362</u>
Total operating expenses	<u>2,192,967</u>	<u>1,961,104</u>
Operating income	<u>1,093,676</u>	<u>742,794</u>
Other income (expense):		
Miscellaneous income	2,722	7,130
Interest income	8,580	13,974
Interest expense	(43,319)	(17,133)
Loss on foreign currency exchange	<u>(59)</u>	<u>(5,829)</u>
Total other expense	<u>(32,076)</u>	<u>(1,858)</u>
Net income	1,061,600	740,936
Members' equity, beginning of year (as restated)	4,108,070	3,374,720
Distributions	<u>(11,998)</u>	<u>(7,586)</u>
Members' equity, end of year	\$ <u><u>5,157,672</u></u>	\$ <u><u>4,108,070</u></u>

AMRAMP, LLC

STATEMENTS OF CASH FLOWS
Years Ended December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Cash flows from operating activities:		
Net income	\$ 1,061,600	\$ 740,936
Adjustments to reconcile net income to net cash provided by operating activities:		
Bad debt expense	-	106,310
Amortization expense	6,194	6,194
Non-cash legal expenses	13,347	-
Changes in operating assets and liabilities:		
Accounts receivable	(125,860)	171,087
Prepaid expenses	-	6,068
Accounts payable	22,635	(90,669)
Accrued expenses and other liabilities	(929)	(30,750)
Deferred revenue	<u>(50,723)</u>	<u>(105,611)</u>
Net cash provided by operating activities	<u>926,264</u>	<u>803,565</u>
Cash flows from investing activities:		
Advances to related party, net	(311,202)	(965,291)
Payments received on notes receivable	<u>59,005</u>	<u>176,401</u>
Net cash used for investing activities	<u>(252,197)</u>	<u>(788,890)</u>
Cash flows from financing activities:		
Member distributions	(11,998)	(7,586)
Repayments on line of credit, net	(40,000)	(96,883)
Repayments of term note payable	<u>-</u>	<u>(62,500)</u>
Net cash used for financing activities	<u>(51,998)</u>	<u>(166,969)</u>
Net change in cash	622,069	(152,294)
Cash, beginning of year	<u>148,841</u>	<u>301,135</u>
Cash, end of year	<u>\$ 770,910</u>	<u>\$ 148,841</u>

AMRAMP, LLC

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

Note 1 **Nature of operations**

Amramp, LLC (the "Company") is a limited liability company that was organized in Delaware on March 22, 2002. The Company sells franchises to entities engaged in the sale and rental of residential and commercial handicap accessible ramps, related products and services, and collects royalties and advertising fees on the sales of its franchisees.

Note 2 **Summary of significant accounting policies**

Basis of presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("GAAP").

Company management has elected to adopt certain provisions within Accounting Standards Codification ("ASC") 810, Consolidation. The provision allows for a private company to elect not to apply variable interest entity ("VIE") guidance to legal entities under common control if both the parent and legal entity being evaluated for consolidation are not public business entities.

Recent accounting pronouncement not yet adopted

In February 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2016-02, Leases. The new guidance primarily impacts lessee accounting by requiring the recognition of a right-of-use asset and a corresponding lease liability on the balance sheet for long-term lease agreements. The lease liability will be equal to the present value of all reasonably certain lease payments. The right-of-use asset will be based on the liability, subject to adjustment for initial direct costs and the impact of escalation provisions in the respective agreements. Lease agreements that are 12 months or less are permitted to be excluded from the balance sheet. Leases will be classified as finance or operating, with classification affecting the pattern of expense recognition in the income statement. In general, leases will be amortized on a straight-line basis. This new guidance was originally effective for the annual reporting year beginning after December 15, 2020, with early adoption permitted. Due to the Coronavirus pandemic, the FASB issued ASU 2020-05, which has provided non-public entities an option to defer implementation for one year. The standard is now effective for annual reporting periods beginning after December 15, 2021. The Company is evaluating the effect that ASU 2016-02 will have on its financial statements and related disclosures.

Accounts receivable

Accounts receivable are customer obligations due under normal trade terms. An allowance for doubtful accounts is maintained which is based on management's assessment of the collectability of accounts receivable. The Company includes accounts receivable balances that are determined to be uncollectible, along with a general reserve, in the overall allowance for doubtful accounts. After all attempts to collect the receivable have failed, the receivable is written off against the allowance. Based on information available, Company management believes that the allowance for doubtful accounts as of December 31, 2021 and 2020 is adequate. There were bad debt recoveries totaling \$20,804 for the year ended December 31, 2021. Bad debt expense totaled \$106,310 for the year ended December 31, 2020. Bad debt expense for 2020 consisted of write-offs of uncollectible accounts receivable totaling \$55,184 and write-offs of notes receivable totaling \$51,126.

AMRAMP, LLC

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

December 31, 2021 and 2020

Note 2 **Summary of significant accounting policies (continued)**

Patent and trademark costs

The Company capitalizes legal costs associated with obtaining patents and trademarks that are expected to have future commercial value. Patent and trademark costs are amortized over their estimated useful life of 10 years. Patents and trademark costs are reviewed for impairment on an annual basis and whenever events or changes in circumstances indicate that the carrying amount of the asset may not be recoverable. No impairment losses were incurred for the years ended December 31, 2021 and 2020.

Patent and trademark costs capitalized as of December 31, 2021 and 2020, was \$61,984. Accumulated amortization recognized related to patent and trademark costs capitalized, as of December 31, 2021 and 2020 was \$57,567 and \$51,373, respectively. Amortization expense totaled \$6,194 for the years ended December 31, 2021 and 2020. Expected future amortization expense is \$4,417 for the year ending 2022.

Income taxes

The Company is treated as a partnership for federal and state income tax purposes. The income or loss is included in the income tax returns of the members. Accordingly, there is no provision for federal or state income tax expense included in the accompanying statement of income and changes in members' equity for the years ended December 31, 2021 and 2020.

Income tax positions

The FASB issued a standard that clarifies the accounting and recognition of income tax positions taken or expected to be taken in the Company's income tax returns. The Company has analyzed tax positions taken for filing with the Internal Revenue Service and all state jurisdictions where it operates. Company management believes that income tax positions will be sustained upon examination and does not anticipate any adjustments that would result in a material adverse effect on the Company's financial condition, results of operations or cash flows. Accordingly, management has not recorded any reserves or related accruals for interest and penalties for uncertain income tax positions. If the Company incurs interest or penalties as a result of unrecognized tax positions the policy is to classify interest accrued with interest expense and penalties thereon with operating expenses. The Company is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress.

Revenue recognition

As prescribed in ASC 606, the Company recognizes revenue to reflect the transfer of goods or services to a customer at an amount that reflects the consideration which the Company expects to receive in exchange for those goods or services.

ASC 606 defines a five-step process to recognize revenue that requires judgment and estimates, including identifying the contract with the customer, identifying the performance obligations in the contract, determining the transaction price, allocating the transaction price to the performance obligation in the contract and recognizing revenue when or as the performance obligation is satisfied.

AMRAMP, LLC

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

December 31, 2021 and 2020

Note 2 **Summary of significant accounting policies (continued)**

Revenue recognition (continued)

The Company's revenues consist primarily of royalty revenue, advertising revenue, initial and successor franchise fees as described in the franchise agreements. The Company's performance obligations under franchise agreements are to grant certain rights to use the Company's intellectual property and all other services provided for in the franchise agreement. Management has determined that services for royalty and advertising revenue are all highly interrelated and not distinct within the contracts, as such the services related to royalty and advertising revenues are treated as a single performance obligation. Management has determined that initial and successor franchise fees consist of two distinct performance obligations.

The first obligation consists of pre-closing services such as site assessment, quality control and training services. Pre-closing services are recognized when the respective franchisee becomes active. The second performance obligation within the contract is satisfied by granting certain rights to use intellectual property and is recognized over the term of each franchise agreement.

Contract assets are defined as amounts that represent the rights to receive payment for services transferred to the franchisee and are recorded as accounts receivable on the accompanying balance sheets and totaled \$499,685 and \$368,825 as of December 31, 2021 and 2020, respectively. Contract liabilities include amounts that reflect obligations to provide services for which payment has been received before the service has been provided. The value of these future obligations is recorded as deferred revenue on the accompanying balance sheet and totaled \$576,864 and \$607,587 as of December 31, 2021 and 2020, respectively.

The Company does not incur significant costs that are required to be capitalized in connection with obtaining a contract with a customer. Expenses related to the incremental direct costs of obtaining the contracts are expensed as incurred, because the amortization period would be less than one year.

Disaggregated revenue information relating to the Company's revenue streams is presented on the accompanying statements of income and changes in members' equity.

Advertising

The cost of advertising is expensed as it is incurred. Advertising expense, excluding advertising efforts made on behalf of and reimbursed by franchisees, totaled \$60,741 and \$27,069 for the years ended December 31, 2021 and 2020, respectively.

Fair value of financial instruments

The carrying amounts of financial instruments, including cash, accounts receivable, accounts payable and accrued expenses and other liabilities approximate fair value due to the short-term nature of these assets and liabilities. The carrying amounts of the notes receivable and line of credit approximate fair value because these instruments accrue interest at current market rates.

AMRAMP, LLC

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

December 31, 2021 and 2020

Note 2 **Summary of significant accounting policies (continued)**

Use of estimates

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Subsequent events

The Company has evaluated subsequent events through July 7, 2022, the date that the accompanying financial statements were available to be issued.

Note 3 **Notes receivable**

Notes receivable represent initial franchise fees that have been financed by the Company, or delinquent accounts receivable on which the Company has agreed upon payment terms with the franchisee. The franchise agreements contain provisions for a security interest in substantially all business assets of the franchisees which collateralize all payments due to the Company under the franchise agreement, including the notes receivable. The allowance for doubtful accounts includes provisions for the full outstanding balance of certain notes receivable. As of December 31, 2021 and 2020, notes receivable consist of the following:

	<u>2021</u>	<u>2020</u>
Note receivable from franchisee (April 1, 2013), in the original amount of \$64,619 with 48 monthly payments of \$1,430 including interest at 3.00% per annum.	\$ 37,000	\$ 41,812
Note receivable from franchisee (April 10, 2015), in the original amount of \$155,959 with 24 monthly payments of \$7,054 including interest at 8.00% per annum.	34,574	34,574
Note receivable from franchisee (August 27, 2015), in the original amount of \$125,037 with 24 monthly payments of \$5,655 including interest at 8.00% per annum.	49,230	49,230
Note receivable from franchisee (April 13, 2013), in the original amount of \$102,634 with \$10,000 due at the time of signing, and remaining principal payments, due annually through January 30, 2017.	25,103	55,737

AMRAMP, LLC

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

December 31, 2021 and 2020

Note 3 Notes receivable (continued)

	<u>2021</u>	<u>2020</u>
Note receivable from franchisee (March 28, 2016), in the original amount of \$125,000 with \$25,000 due at the time of signing, and 60 monthly payments of \$1,667 due monthly through April, 2021.	\$ -	\$ 6,666
Note receivable from franchisee (April 11, 2016), in the original amount of \$60,453 with 52 monthly payments of \$1,163.	-	3,481
Note receivable from franchisee (May 29, 2018), in the original amount of \$19,799 with 3 annual payments of \$6,200, with a final payment of \$1,199.	13,599	13,599
Note receivable from franchisee (June 28, 2019), in the original amount of \$60,797 with \$48,000 due at the time of signing, and the remaining balance due annually over the following two years.	-	12,376
Note receivable from franchisee (November 18, 2019), in the original amount of \$137,000 with \$100,000 due at the time of signing, and the remaining balance due in 4 annual payments of \$7,400.	29,587	29,587
Note receivable from franchisee (January 27, 2020), in the original amount of \$79,200 with \$45,000 due at the time of signing, and the remaining balance due in 5 annual payments of \$6,840.	27,360	34,200
Note receivable from franchisee (December 14, 2020), in the original amount of \$122,903 with \$50,000 due at the time of signing, and the remaining balance due in 5 annual payments of \$14,581, plus interest at 8.00% per annum.	<u>72,902</u>	<u>72,902</u>
	289,355	354,164
Less: current portion	(28,821)	(51,344)
Less: allowance for doubtful accounts	<u>(120,804)</u>	<u>(141,608)</u>
	\$ <u>139,730</u>	\$ <u>161,212</u>

AMRAMP, LLC

NOTES TO FINANCIAL STATEMENTS (CONTINUED)
December 31, 2021 and 2020

Note 4 **Line of credit**

At December 31, 2020, the Company had a revolving line of credit with a bank under which it may borrow up to \$1,250,000. Borrowings under the agreement were charged interest at the bank's base rate and were collateralized by substantially all assets of the Company. Borrowings were guaranteed by a member of the Company and a commonly controlled entity. The balance outstanding was \$663,374 at December 31, 2020.

In 2021, the revolving line of credit was refinanced with a different bank. The new revolving line of credit includes a co-borrowing arrangement with a commonly controlled entity, Gordon Industries ("Gordon"). The revolving line of credit has a maximum borrowing limit of the lesser of \$1,250,000 or the applicable borrowing base, as defined in the agreement. As of December 31, 2021 the balance outstanding on the revolving line of credit was \$618,373. Borrowings on the revolving line of credit are collateralized by substantially all business assets of the Company and the commonly controlled entity, is guaranteed by the members of the Company and accrues interest at the Wall Street Journal Prime Rate, 3.25% as of December 31, 2021. The revolving line of credit agreement expires on April 16, 2023.

The refinancing in 2021 also contains provisions for a second facility for an equipment and leasehold improvement loan, under which the Company is a co-borrower with Gordon. The loan is a term loan of up to \$2,400,000, with a 6 month draw period and a 10-year maturity thereafter, ending on October 16, 2031. Interest on any balance outstanding accrues at an annual rate of 3.59%. The balance outstanding is collateralized by substantially all business assets of the Company and the commonly controlled entity and is guaranteed by the members of the Company. The outstanding balance on this note is being reported on the books and records of Gordon and totaled \$2,368,608 as of December 31, 2021.

Note 5 **Franchise sales**

During the year ended December 31, 2021, 4 new franchises were sold for \$80,000. During the year ended December 31, 2020, 2 new franchises were sold for \$202,103. Changes in franchisees during the years ended December 31, 2021 and 2020 are as follows:

	<u>2021</u>	<u>2020</u>
Number of franchises - beginning of year	51	49
Franchises sold	<u>4</u>	<u>2</u>
Number of franchises - end of year	<u><u>55</u></u>	<u><u>51</u></u>
Operating and affiliate owned at end of year	<u><u>2</u></u>	<u><u>2</u></u>

AMRAMP, LLC

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

December 31, 2021 and 2020

Note 6 **Commitments and contingencies**

The Company has guaranteed the repayment of a mortgage held by a Gordon Realty Trust. The amount of debt guaranteed as of December 31, 2020 was \$1,914,384. During the year ended December 31, 2021, the property was sold and the related mortgage was paid in full. Additionally, as disclosed in Note 4, the Company is a co-borrower on debt totaling \$2,368,608 as of December 31, 2021, which is reported on the books of Gordon. As co-borrower the Company would be required to make payments on the outstanding balance under certain default provisions, as defined in the agreement.

Note 7 **Related party transactions**

Franchisees are required to purchase ramps and accessories from Gordon. Gordon is affiliated through common ownership and provides office space, administrative and other services to the Company. During the years ended December 31, 2021 and 2020, the Company incurred management fees totaling \$1,508,928 and \$1,196,880, respectively, to Gordon to reimburse salaries, rent and other expenses incurred by Gordon for the benefit of the Company.

From time to time the Company and Gordon advance money to each other in the form of loans and advances. During the years ended December 31, 2021 and 2020, the Company was owed from Gordon, \$5,004,136 and \$4,689,809, respectively. These advances are not collateralized, do not accrue interest and carry no repayment terms.

Note 8 **Financial interest in commonly controlled entities**

Accounting standards provide guidance on the identification of entities for which control is achieved through means other than through voting rights and how to determine when and which business enterprises should evaluate commonly controlled entities for consolidation. The Company elected to adopt certain provisions of ASC 810, Consolidations, and accordingly, has not evaluated the affiliated entities under the VIE guidance.

As disclosed in Note 4 and 6 the Company is co-borrower on its revolving line of credit and term debt. Additionally, during the years ended December 31, 2021 and 2020, the Company paid management fees to a commonly controlled entity and reported amounts due from the commonly controlled entity, amounts outstanding were used for various working capital needs, as disclosed in Note 8. During the year ended December 31, 2021, Gordon Realty Trust executed a sale of its building, which was the only asset held by this entity. The proceeds from the sale were used to repay the existing mortgage. All of Gordon Realty Trust's equity was distributed to the trustee and as of December 31, 2021, there were no assets, liabilities, or trust equity.

AMRAMP, LLC

NOTES TO FINANCIAL STATEMENTS (CONTINUED)
December 31, 2021 and 2020

Note 8 **Financial interest in commonly controlled entities (continued)**

If the Company had consolidated the accounts of the commonly controlled entities, the following total assets, liabilities and equity (deficit) would be included with the accounts of the Company, subject to certain intercompany eliminations, at December 31, 2021 and 2020, respectively (unaudited):

<u>December 31, 2021</u>	<u>Gordon Industries</u>	<u>Gordon Realty Trust</u>
Total assets	\$ 9,751,146	\$ -
Total liabilities	\$ 8,273,693	\$ -
Total equity (deficit)	\$ 1,477,453	\$ -
<u>December 31, 2020</u>	<u>Gordon Industries</u>	<u>Gordon Realty Trust</u>
Total assets	\$ 8,379,706	\$ 228,554
Total liabilities	\$ 5,492,549	\$ 6,380,171
Total equity (deficit)	\$ 2,887,157	\$ (6,151,617)

Note 9 **Supplemental cash flow information**

	<u>2021</u>	<u>2020</u>
Cash paid during the year for:		
Interest	\$ <u>19,890</u>	\$ <u>17,133</u>
Non-cash financing activity during the year:		
Financed initial franchise fees	\$ <u>20,000</u>	\$ <u>202,103</u>
Payments on line of credit made by related party	\$ <u>18,348</u>	\$ <u>-</u>

Note 10 **Concentrations of credit risk**

The Company maintains its cash at financial institutions in bank deposits, which may exceed federally insured limits. The Company has not experienced any losses in such accounts. Company management believes it is not exposed to any significant risk with respect to cash.

Note 11 **Prior period adjustment**

During the year ended December 31, 2020, the Company discovered errors in the accounting for deferred revenue made in the previously issued financial statements for the year ended December 31, 2019. Deferred revenue was understated as a result of initial franchise fees being recognized as revenue on a cash basis.

AMRAMP, LLC

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

December 31, 2021 and 2020

Note 11 **Prior period adjustment (continued)**

Additionally, initial franchise fees that had been financed were not recorded and subsequent payments received on notes receivable were being recognized as initial franchise fee revenue.

The following balances were restated as of January 1, 2020:

	As Previously Reported	Prior Period Adjustment	As Restated
Correction of errors:			
Notes receivable	-	301,887	301,887
Deferred revenue	-	(575,002)	(575,002)
Net change:			
Members' equity	3,647,835	(273,115)	3,374,720

Amramp, LLC

Financial Statements

December 31, 2019 and 2018

Amramp, LLC
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December 31, 2019 and 2018

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MILLER WACHMAN LLP
CERTIFIED PUBLIC ACCOUNTANTS

Independent Auditor's Report

To the Board of Directors
Amramp, LLC
South Boston, Massachusetts

We have audited the accompanying financial statements of Amramp, LLC which comprise the balance sheets as of December 31, 2019 and 2018, and the related statements of income, changes in members' equity and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America: this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatements, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Amramp, LLC as of December 31, 2019 and 2018, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Miller Wachman LLP

Boston, Massachusetts
September 18, 2020

Amramp, LLC
Balance Sheets
December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
Assets		
(Substantially Pledged)		
Current Assets		
Cash	\$ 301,135	\$ 386,786
Accounts receivable (net of allowance for doubtful accounts of \$196,445 for 2019 and \$120,352 for 2018)	595,096	518,066
Prepaid expenses	<u>19,913</u>	<u>89,752</u>
Total current assets	<u>916,144</u>	<u>994,604</u>
Patents and trademarks, net	16,805	22,999
Software, net	-	26,396
Notes receivable (net of allowance for doubtful accounts of \$141,608 for 2019 and \$156,787 for 2018)	-	23,714
Due from Gordon Industries, Inc.	<u>3,724,518</u>	<u>2,767,106</u>
Total Assets	<u>\$ 4,657,467</u>	<u>\$ 3,834,819</u>

Liabilities and Members' Equity

Current Liabilities		
Line of credit	\$ 760,257	\$ 212,257
Accounts payable	124,862	147,435
Accrued expenses	62,013	41,041
Deferred advertising direct mail	-	12,071
Notes payable - bank, current portion	<u>62,500</u>	<u>136,557</u>
Total current liabilities	<u>1,009,632</u>	<u>549,361</u>
Note Payable - Bank, Noncurrent Portion	-	62,500
Members' Equity	<u>3,647,835</u>	<u>3,222,958</u>
Total Liabilities and Members' Equity	<u>\$ 4,657,467</u>	<u>\$ 3,834,819</u>

Amramp, LLC
Statements of Income
Years Ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
Revenue		
Initial franchise fees	\$ 100,000	\$ 8,216
Installment revenue franchise fees	84,598	24,624
Royalties	2,530,431	2,323,372
Advertising revenue - national	<u>574,588</u>	<u>562,377</u>
	<u>3,289,617</u>	<u>2,918,589</u>
Expenses		
Advertising	139,146	34,818
Amortization	32,590	50,186
National advertising	530,341	597,116
Insurance expense	24,000	-
Commissions	17,869	15,124
Consulting and training	109,816	112,105
Dues	928	2,692
License fees	49,929	27,300
Interest expense	25,447	15,341
Development and trade shows	2,367	2,933
Office	90,556	57,812
Other (income) expense	(3,801)	(18,213)
Professional fees	420,904	246,032
Management fees - Gordon Industries, Inc.	1,303,600	1,218,600
Recruiting	22,131	34,862
Product development	13,954	12,353
Bad debt expense	60,914	-
Travel	<u>12,002</u>	<u>7,516</u>
	<u>2,852,693</u>	<u>2,416,577</u>
Net Income	<u>\$ 436,924</u>	<u>\$ 502,012</u>

Amramp, LLC
Statements of Changes in Members' Equity
Years Ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
Members' Equity - Beginning of Year	\$ 3,222,958	\$ 2,772,821
Members' Distributions	(12,047)	(51,875)
Net Income	<u>436,924</u>	<u>502,012</u>
Members' Equity - End of Year	<u>\$ 3,647,835</u>	<u>\$ 3,222,958</u>

Amramp, LLC
Statements of Cash Flows
Years Ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
Cash Flows from Operating Activities		
Net income	\$ 436,924	\$ 502,012
Adjustments to reconcile net income to net cash provided by operating activities		
Allowance for doubtful accounts	60,914	-
Depreciation and Amortization	<u>32,590</u>	<u>50,186</u>
	530,428	552,198
Changes in operating assets and liabilities:		
Accounts receivable	(153,122)	(16,733)
Notes receivable franchisees	38,892	12,397
Prepaid expenses	69,839	(38,978)
Accounts payable	(22,573)	61,326
Accrued expenses	20,972	22,256
Deferred advertising direct mail	<u>(12,071)</u>	<u>(5,410)</u>
Cash provided by operating activities	<u>472,365</u>	<u>587,056</u>
Cash Flows from Investing Activities		
Loans to Gordon Industries	<u>(957,412)</u>	<u>(570,085)</u>
Cash used in investing activities	<u>(957,412)</u>	<u>(570,085)</u>
Cash Flows from Financing Activities		
Member distributions	(12,047)	(51,875)
Line of credit borrowing	548,000	200,000
Payments on term notes payable	<u>(136,557)</u>	<u>(170,536)</u>
Cash provided by financing activities	<u>399,396</u>	<u>(22,411)</u>
Net (Decrease) Increase in Cash	(85,651)	(5,440)
Cash - Beginning of Year	<u>386,786</u>	<u>392,226</u>
Cash - End of Year	<u>\$ 301,135</u>	<u>\$ 386,786</u>
Supplemental Disclosures of Cash Information		
Cash paid for interest	<u>\$ 25,447</u>	<u>\$ 19,551</u>

Amramp, LLC
Notes to Financial Statements
December 31, 2019 and 2018

Note 1 - Organization

Amramp, LLC (the "Company" or "Amramp") is a limited liability company that was organized in Delaware on March 22, 2002. The Company sells franchises to entities engaged in the sale and rental of residential and commercial handicap accessible ramps, related products and services, and collects royalties and advertising fees on the sales of its franchisees.

Note 2 - Significant Accounting Policies

The following accounting policies were followed in preparation of these financial statements.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that effect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Advertising

The cost of advertising is expensed as it is incurred. Advertising costs, were \$139,146 and \$34,818 in the years 2019 and 2018, respectively.

Deferred Advertising - Direct Mail

Amramp administers a direct mail program on behalf of the franchise owners. Amounts are collected from the franchise owners based on their specific direct mail program. The amounts collected are expended on developing creative copy, printing postcards, postage and mailing services. The direct mail program is accounted for separate from other operating activities and is not reflected in revenue or expense.

Advertising Fund Liability

The Company controls an advertising fund for various forms of advertising and marketing to which all franchisees are required to contribute. The advertising fund is accounted for separately. The Company retains the right to obtain reimbursement for out-of-pocket expenses incurred in administering the fund including administrative costs, overhead and certain payroll salaries.

Amramp, LLC
Notes to Financial Statements
December 31, 2019 and 2018

Note 2 - Significant Accounting Policies (Continued)

Accounts Receivable and Allowance for Doubtful Accounts

Accounts receivable are stated at the amount management expects to collect from outstanding accounts. Management provides for probable uncollectible accounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual accounts. Accounts unpaid after management has used reasonable collection efforts, are written off through a charge to the valuation allowance and a credit to accounts receivable.

Income Taxes

The financial statements do not reflect a provision or liability for income taxes, as the members include their respective share of the Company's income on their income tax returns.

Uncertain Tax Positions

The Company accounts for the effect of any uncertain tax positions based on a "more likely than not" threshold to the recognition of the tax positions being sustained based on the technical merits of the position under scrutiny by the applicable taxing authority. If a tax position or positions are deemed to result in uncertainties of those positions, the unrecognized tax benefit is estimated based on a "cumulative probability assessment" that aggregates the estimated tax liability for all uncertain tax positions.

Property and Equipment

Property and equipment are stated at cost. Additions, renewals, and betterments of property and equipment, unless of a relatively minor amount, are capitalized. Depreciation is provided using straight line methods over the estimated useful lives of the assets, which are up to five years.

Income Recognition

Income from the sale of franchises is recognized when required training and services are completed and the franchisee commences operations. Royalty income is recognized on the basis of franchisee sales in the period. The Company may provide payment terms for a portion of its initial franchise fee. In these cases, the Company's policy is to recognize revenue from the initial franchise fee on the installment method or when collectability is assured, as no reasonable basis exists for estimating collectability of the future initial franchise fees.

Amramp, LLC
Notes to Financial Statements
December 31, 2019 and 2018

Note 2 - Significant Accounting Policies (Continued)

Patent and Trademark Costs

The Company capitalizes legal costs associated with obtaining patents and trademarks that are expected to have future commercial value. Patent and trademark costs are amortized over the useful life of approximately 10 years. The Company periodically tests its patents and trademarks for impairment.

Software Development Costs

The Company capitalizes the direct costs to develop internal use software and applies the proceeds received from the license of the software, against the carrying value of that software. The costs are amortized over the useful life of approximately 3 years. The Company periodically tests its software for impairment.

Purchased Software

Purchased software for internal use is recorded at cost and amortized using the straight-line method over its estimated useful life of three years. The Company periodically tests its software for impairment.

Related Party Transactions

Franchisees are required to purchase ramps and accessories from affiliated company Gordon Industries, Inc. ("Gordon"). Gordon is affiliated through common ownership and provides office space, administrative and other services to the Company. For the years 2019 and 2018, the Company incurred \$1,303,600 and \$1,218,600 to Gordon for management fees to cover salaries, rent and other expenses incurred by Gordon for the benefit of the Company. Additionally, the Company paid to Gordon \$146,400 for advertising fund administration fees for the year ended December 31, 2019 and \$98,970 in 2018. The companies from time to time advance money to each other in the form of loans and advances.

Reclassification

Certain 2018 amounts have been reclassified to conform with 2019 presentation.

Amramp, LLC
Notes to Financial Statements
December 31, 2019 and 2018

Note 3 - Franchise Sales

In 2019, two new franchises were sold for \$197,795. In 2018, one new franchise was sold for \$19,799.

Initial franchise fees not recognized in income and not included on the balance sheet as of December 31, 2019 are due as follows:

<u>Year Ended</u> <u>December 31,</u>	<u>Amount</u>
2020 and prior	\$ 248,555
2021	31,129
2022	7,400
2023	7,400
2024	<u>7,400</u>
	<u>\$ 301,884</u>

The Company had past due initial franchise fee receivable amounts of \$223,209 and \$146,107 as of December 31, 2019 and 2018, respectively.

Deferral of initial franchise fees for the years ended December 31, 2019 and 2018 were approximately \$72,300 and \$12,400, respectively. There are no deferred costs for 2019 and 2018.

	<u>2019</u>	<u>2018</u>
Number of franchises - beginning of year	50	49
Franchises sold	2	1
Terminated franchises	<u>-</u>	<u>-</u>
Number of franchises - end of year	<u>52</u>	<u>50</u>
Operating and affiliate owned at end of year	<u>2</u>	<u>2</u>

Amramp, LLC
Notes to Financial Statements
December 31, 2019 and 2018

Note 4 - Notes Receivable

Notes receivable at December 31 consists of the following:

	<u>2019</u>	<u>2018</u>
Note receivable from franchisee (April 1, 2013), in the original amount of \$64,619 with 48 monthly payments of \$1,430 including interest of 3% per annum. (c)	\$ 46,863	\$ 54,173
Note receivable from franchisee (October 18, 2016), in the original amount of \$50,118 with 48 monthly payments of \$1,109 including interest of 3% per annum. (a)	10,941	23,713
Note receivable from franchisee (April 10, 2015), in the original amount of \$155,959 with 24 monthly payments of \$7,054 including interest of 8% per annum. (b)	34,574	48,084
Note receivable from franchisee (August 27, 2015), in the original amount of \$125,037 with 24 monthly payments of \$5,655 including interest of 8% per annum. (b)	<u>49,230</u>	<u>54,531</u>
	141,608	180,501
Less allowance for doubtful accounts	<u>141,608</u>	<u>156,787</u>
Notes receivable, noncurrent - net	<u>\$ -</u>	<u>\$ 23,714</u>

Estimated maturities of notes receivables before allowance are as follows:

<u>Year Ended</u> <u>December 31,</u>	<u>Amount</u>
2020 and prior	<u>\$ 141,608</u>

Amramp, LLC
Notes to Financial Statements
December 31, 2019 and 2018

Note 4 - Notes Receivable (Continued)

(a) In October 2016, the Company restructured certain additional accounts receivable balances owed to it and to affiliated company Gordon Industries, Inc. with one of its franchisees. The balance of certain accounts receivable were converted into promissory notes as reflected in the preceding table.

(b) In April and August of 2015, the Company restructured certain additional accounts receivable balances owed to it and to affiliated company Gordon Industries, Inc. with one of its franchisees. The balance of certain accounts receivable were converted into promissory notes as reflected in the preceding table.

(c) In April 2013, the Company restructured certain accounts receivable balances owed to it and to affiliated company Gordon Industries, Inc. with two of its franchisees. The balance of certain accounts receivables were converted into promissory notes as reflected in the preceding table.

The above notes have all been classified as long-term. Payments on some of the above notes are in arrears. The Company has provided an allowance for uncollectible amounts due under these notes in the amounts of \$141,608 and \$156,787 at December 31, 2019 and 2018, respectively.

Note 5 - Intangible Assets

Intangible assets are as follows:

	<u>2019</u>	<u>2018</u>
Patents and trademarks	\$ 61,984	\$ 61,984
Less - accumulated amortization	<u>(45,179)</u>	<u>(38,985)</u>
	<u>\$ 16,805</u>	<u>\$ 22,999</u>
Software development costs	\$ 31,711	\$ 31,711
Purchased software	158,372	158,372
Less - accumulated amortization	<u>(190,083)</u>	<u>(163,687)</u>
	<u>\$ -</u>	<u>\$ 26,396</u>

Amramp, LLC
Notes to Financial Statements
December 31, 2019 and 2018

Note 6 - Notes Payable

Notes payable at December 31, consists of the following:

	<u>2019</u>	<u>2018</u>
Note payable term loan to bank (March 14, 2016) in the original amount of \$131,373. The loan requires 36 monthly payments of \$3,898 including interest at 4.26%	\$ -	\$ 11,557
Note payable term loan to bank (June 30, 2016) in the original amount of \$500,000. The loan requires 48 monthly payments of \$11,929 including interest at 3.92%	<u>62,500</u>	<u>187,500</u>
	<u>62,500</u>	199,057
Less amounts due within one year	<u>62,500</u>	<u>136,557</u>
Net long-term debt	<u>\$ -</u>	<u>\$ 62,500</u>

Estimated maturities of long-term at December 31, 2019 as follows:

<u>Year Ended</u> <u>December 31,</u>	<u>Amount</u>
2020	<u>\$ 62,500</u>

On March 14, 2016 the Company along with Gordon secured a promissory note with their bank in the original amount of \$131,373. The loan requires 36 monthly payments of \$3,898 including interest at 4.26% per annum based on a year of 360 days. The note is collateralized by substantially all assets of the Company and its affiliates. The loan is guaranteed by a Gordon shareholder and a Company member and is subject to several debt service ratio and other financial covenants. As of December 31, 2019, the Company had repaid the note in full.

On June 30, 2016 the Company secured a term promissory note with their bank in the original amount of \$500,000. The loan requires 48 monthly payments of \$11,929 including interest at 3.92% per annum based on a year of 360 days. The note is collateralized by substantially all assets of the Company and its affiliates. The loan is guaranteed by a Gordon shareholder and a Company member and is subject to several debt service ratio and other financial covenants. Some of the covenants are calculated based on financial information of Amramp, LLC combined with other related entities accounts. As of December 31, 2019, the Company was not in compliance with some of the financial covenants.

Amramp, LLC
Notes to Financial Statements
December 31, 2019 and 2018

Note 7 - Line of Credit

On July 31, 2014, Company, along with its affiliate Gordon, collectively the "Borrower," jointly and severally obtained a bank line of credit in the amount of the lesser of (1) 75% of Gordon's eligible accounts receivable, less franchisees' notes receivable over 90 days past due, less total accounts receivable where more than 20% of that receivable is more than 120 days from the invoice date for Gordon or 90 days from the due date for Amramp, plus 50% of the inventory of Gordon (not to exceed \$600,000) or (2) \$1,250,000. The line is guaranteed by a Gordon shareholder and a Company's member and is cross-defaulted and cross-collateralized with a loan to Gordon Realty Trust, also affiliated by common ownership. The loan is secured by all assets of the Borrower. The loan contains certain financial covenants as follows: debt service coverage ratio of not less than 1.25 to 1 and maximum leverage ratio not to exceed 4 to 1 for Borrower and Gordon Realty Trust, measured on an annual basis.

On June 30, 2016, the Company amended and restated the line of credit to designate Amramp as the primary borrower and removed Gordon as the borrower.

As of December 31, 2019 and 2018 Amramp had an outstanding balance of \$760,257 and \$212,257, respectively, on this line.

As of December 31, 2019, the companies were not in compliance with some the loan's financial covenants.

Note 8 - Commitments and Contingencies

On July 6, 2006, the Company entered into an unlimited guarantee for the mortgage debt of Gordon Realty Trust ("Gordon Realty"), an affiliate, to a bank. On June 30, 2016, Gordon Realty amended and restated the mortgage debt from the original amount of \$1,000,000 to \$2,160,000. The Gordon Realty mortgage at December 31, 2019 and 2018 was approximately \$1,969,000 and \$2,026,000, respectively.

Note 9 - Concentrations

At certain times during the year, the Company may have cash balances in financial institutions in excess of insured amounts.

As of December 31, 2019 the Company had four accounts that comprised approximately 29% of total trade accounts receivable. As of December 31, 2018, the Company had three accounts that comprised approximately 22% of total trade accounts receivable.

Amramp, LLC
Notes to Financial Statements
December 31, 2019 and 2018

Note 10 - Variable Interest Entities

FASB ASC Topic 810- *Consolidations*- provides criteria for the identification and consolidation of certain variable interest entities. Amramp, LLC and its related parties are considered to be variable interest entities. Amramp, LLC is not considered to be the primary beneficiary and therefore does not require consolidation.

Note 11 - Fair Value of Financial Instruments

The carrying values of cash and cash equivalents, accounts receivable, other current assets, accounts payable, accrued expenses, and other current liabilities approximate their fair values due to the short maturity of these instruments.

Note 12 - Recently Issued Accounting Standards

Accounting Standards Codification (ASC) 606, Revenue from contracts with customers will significantly affect franchisors and Amramp in several areas including accounting for initial franchise fees. In May 2020, the Financial Accounting Standards Board voted to defer the adoption date of ASC 606 to annual reporting periods beginning after December 15, 2019 for all nonpublic entities that had not yet issued their financial statements.

Amramp has elected to defer the adoption of ASC 606 until its 2020 fiscal year.

Note 13 - Subsequent Events

In preparing these financial statements, the Company has evaluated events and transactions for potential recognition or disclosure through September 18, 2020 the date the financial statements were available to be issued.

Unaudited Financial Statements as of June 30, 2022

THESE FINANCIAL STATEMENTS HAVE BEEN PREPARED WITHOUT AN AUDIT. PROSPECTIVE FRANCHISEES OR SELLERS OF FRANCHISES SHOULD BE ADVISED THAT NO CERTIFIED PUBLIC ACCOUNTANT HAS AUDITED THESE FIGURES OR EXPRESSED AN OPINION WITH REGARD TO THEIR CONTENT OR FORM.

AMRAMP, LLC
Income Statement
For the Six Months Ending June 30, 2022

Revenues	
INITIAL FRANCHISE FEES	\$ 172,799.40
FRANCHISE ROYALTY ON SALES	1,397,275.57
Advertising Revenue - Nat'l	348,869.24
Other Income	(0.01)
Interest Income	<u>6,479.29</u>
 Total Revenues	 <u>1,925,423.49</u>
 Cost of Sales	
 Total Cost of Sales	 <u>0.00</u>
 Gross Profit	 <u>1,925,423.49</u>
 Expenses	
Management Fees	760,440.00
Admin Fee for Nat'l Adv	61,560.00
Travel - Training and Support	38.67
PROMOTIONS	12,000.00
Franchisee Conference/Meeting	22,830.81
Gifts Expense	10,209.35
Advertising Creative - Nat'l	55,119.45
Advertising Creative - Local	595.00
Direct Mail Mkting - Nat'l	10,849.08
Direct Mail Mkting - Local	(2,631.59)
Internet/Google - Nat'l	116,622.70
Internet/Google - Local	6,636.02
Promotional Materials - Nat'l	2,123.83
Public Relations	42.00
Public Relations - Nat'l	5,405.92
Publications - Nat'l	41,213.33
Publications - Local	1,410.00
Trade Shows - Nat'l	39,110.47
National Accounts - Nat'l	7,398.40
Maintenance Expense	1,161.00
FSS Sales	5,869.20
FRANCHISE RECRUITING EXPENSE	59,932.50
FRANCHISE - ADV. DEVELOPMENT	2,428.20
Sales Meals & Ent. Expense	350.59
FRANCHISE DEVELOPMENT GOOGLE	860.87
Freight Expense	(14.12)
Bank Charges	742.06
Bankcard Processing Fees	20,849.42
Office Expense	1,952.79
COMPUTER EXPENSE	11,663.71
Other Taxes	96.75
Charitable Contributions Exp	4,000.00
PROFESSIONAL - ACCOUNTING	15,038.26

AMRAMP, LLC
Income Statement
For the Six Months Ending June 30, 2022

LEGAL	44,202.56
Professional Services	12,369.90
Outside Consulting	3,569.00
Dues and Subscriptions Exp	1,274.58
Finance Charges	508.50
Late Fees	78.00
Income Tax Expense	1,981.25
Interest Expense	10,251.93
Telephone Expense	644.98
Licenses Expense	14,841.01
Postage Expense	128.40
Other Expense	<u>7,989.98</u>
 Total Expenses	 <u>1,373,744.76</u>
 Net Income	 <u>\$ 551,678.73</u>

AMRAMP, LLC
Balance Sheet
June 30, 2022

ASSETS

Current Assets

Amramp LLC - Eastern Bank 2	\$	42,596.94
Amramp LLC - SSB 7346		384,138.86
Accounts Receivable		633,194.96
Allowance for Doubtful Account		(196,444.58)
Convert A/R to Note - Current		289,355.19
Allowance for Doubtful - Notes		(120,803.84)
Prepaid Advertising		<u>13,845.00</u>

Total Current Assets 1,045,882.53

Property and Equipment

Patents & Trademarks		61,983.65
Accum Depreciation - Patents		<u>(57,567.00)</u>

Total Property and Equipment 4,416.65

Other Assets

Long Term Notes		<u>(62,507.72)</u>
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Total Other Assets (62,507.72)

Total Assets \$ 987,791.46

AMRAMP, LLC
Balance Sheet
June 30, 2022

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	36,970.99
Accrued Expenses		47,500.00
Due to Gordon Industries		(5,493,033.29)
DUE TO JULIAN'S CREDIT CARD		839.00
Term Loan - Current		<u>(0.04)</u>
Total Current Liabilities		(5,407,723.34)
Long-Term Liabilities		
Deferred Income		<u>617,864.19</u>
Total Long-Term Liabilities		<u>617,864.19</u>
Total Liabilities		(4,789,859.15)
Capital		
Retained Earnings		4,748,112.78
Member's Contribution		422,399.12
California Withholding Expense		(4,918.62)
Canada Withholding		(1,363.57)
Net Income		<u>613,420.90</u>
Total Capital		<u>5,777,650.61</u>
Total Liabilities & Capital	\$	<u><u>987,791.46</u></u>

EXHIBIT E
FRANCHISE AGREEMENT

AMRAMP[®]
FRANCHISE AGREEMENT

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EXHIBIT A – TERRITORY AGREEMENT
EXHIBIT B – ADA CERTIFICATION
EXHIBIT C – CONFIDENTIALITY AND NON-COMPETITION AGREEMENT
EXHIBIT D – GUARANTEE, INDEMNIFICATION, AND ACKNOWLEDGMENT
EXHIBIT E – DISCLOSURE OF FRANCHISEE OWNERS
EXHIBIT F – FRANCHISE DISCLOSURE QUESTIONNAIRE

AMRAMP®
FRANCHISE AGREEMENT

This Franchise Agreement (“Agreement”) is made and entered into this _____ day of _____, 20____, by and between AMRAMP, LLC, a limited liability company formed under Delaware law, with its principal business address at ~~202 West First~~358 North Street, ~~South Boston~~Randolph, MA ~~02127-1110~~02368 (referred to in this Agreement as “we, “us” or “our”), and _____, a _____, with its principal place of business at _____ (referred to in this Agreement as “you”, “your” or “owner”).

RECITALS:

WHEREAS, we have expended and continue to expend considerable time and effort in the development of a distinctive format and system (the “System”) for businesses that engage in the sale and rental of ramps (“Ramps”), and additional, related products, accessories, and services as described in our Operations Manual from time to time, which currently include inclined and vertical lift systems, pool lift systems, stairlifts, patient lifts to move clients from the bed, floor safety materials, automatic door openers, wireless alert devices, home modifications/devices such as grab bars and poles, home modification services such as door widening or bathroom remodeling, and such other related goods and services that enhance the quality of life of physically disabled or challenged persons as we may specify from time to time (collectively, “Additional Approved Products”);

WHEREAS, the distinguishing characteristics of the System include, without limitation: distinctive business formats, methods, procedures, designs, layouts, standards and specifications, all of which may be changed, improved and further developed by us from time to time;

WHEREAS, the System is identified by means of certain trade names, service marks, trademarks, logos, and indicia of origin, including, but not limited to, “AMRAMP®,” as are now designated and may hereafter be designated by us in writing for use in connection with the System (collectively, the “Proprietary Marks”);

WHEREAS, we continue to develop, use, and control the use of such Proprietary Marks in order to identify for the public the source of services and products marketed thereunder and under the System, and to represent the System’s high standards of quality, appearance, and service;

WHEREAS, you desire to enter into the business of operating an AMRAMP® ~~Business~~business under our System and Proprietary Marks, and wish to enter into an agreement with us for that purpose, and to receive the training and other assistance we provide in connection therewith; and

WHEREAS, you understand and acknowledge the importance of our high standards of quality and service and the necessity of operating the business franchised hereunder in conformity with our standards and specifications.

NOW, THEREFORE, the parties, in consideration of the undertakings and commitments of each party to the other party set forth herein, agree as follows:

1. GRANT

1.1 Grant of Franchise. We grant to you the right, and you undertake the obligation, upon the express terms and conditions set forth in this Agreement, to establish and operate an AMRAMP® business under the Proprietary Marks and the System (the “AMRAMP® Business” or “Franchised Business”), and to use the Proprietary Marks and the System, as they may be changed and improved from time to time at our sole discretion, solely in connection therewith and only at the location set forth in Section 1.2 hereof.

1.2 Approved Location. You shall operate the AMRAMP® Business only at a location approved by us (the “Approved Location”). You may operate the AMRAMP® Business from your personal residence; however, you must lease storage space, at your sole cost, sufficient to store all products purchased by you pursuant to this Agreement. The exact street address of the Approved Location is: _____

_____. You shall not relocate the AMRAMP® Business without our prior written approval. We shall have the right, in our sole discretion, to withhold approval of relocation.

1.3 Your Territory. You shall operate the AMRAMP® Business only within the territory described in Exhibit A (“Territory”). If there are less than One Million (1,000,000) persons living in your Territory at the time this Agreement is executed, you shall also execute our then current form of Tier 2 Amendment to the AMRAMP® Franchise Agreement. Except as otherwise provided in this Agreement, during the term of this Agreement, we shall not establish or operate, nor license any other person to establish or operate an AMRAMP® business under the System and the Proprietary Marks at any location within your Territory. We retain the rights, among others, on any terms and conditions we deem advisable, and without granting you any rights therein:

1.3.1 To establish and operate, and license others to establish and operate, an AMRAMP® business under the System and the Proprietary Marks at any location outside your Territory, notwithstanding the proximity to your Territory or the Approved Location;

1.3.2 To sell or distribute, or license others to sell or distribute, directly or indirectly, any products and services other than products and services sold through the AMRAMP® System, through any distribution channels (including, without limitation, the Internet), at any location whether within or outside your Territory under any proprietary marks (including the Proprietary Marks);

1.3.3 To terminate the territorial protection described in Section 1 hereof if you fail to attain or exceed twenty thousand dollars (\$20,000) in monthly Gross Revenue at least once during the initial twelve (12) calendar months of this Agreement. The foregoing remedy shall be in addition to any other remedies we may have under this Agreement.

1.4 Alternate Channels of Distribution. You shall offer and sell products only from the AMRAMP® Business and only in accordance with the requirements of this Agreement and the procedures set forth in the Operations Manual, as defined in Section 3.5 below. You shall only offer or sell products to retail customers for their use and consumption and not for resale.

1.5 Supplementing the System. You acknowledge that we may, in our sole discretion, (a) supplement, improve, change, and otherwise modify the System from time to time, and (b) supplement, improve, change, remove and otherwise modify the Ramps and Additional Approved Products from time to time. You agree to comply with all of our requirements in that regard, including, without limitation, offering and selling new or different products, services, or merchandise as specified by us.

2. TERM AND RENEWAL

2.1 Term. This Agreement shall be in effect upon our acceptance and execution and, except as otherwise provided herein, the term of this Agreement shall be ten (10) years from the date first above written, unless this Agreement is sooner terminated pursuant to its terms.

2.2 Renewal. Upon the expiration of the term of this Agreement, you may, subject to the following conditions, renew this Agreement for one (1) additional consecutive term of ten (10) years. We may require, in our sole discretion, that any or all of the following conditions be met prior to such renewal:

2.2.1 You shall give us written notice of your election to renew no fewer than eight (8) months nor more than twelve (12) months prior to the end of the then-current term;

2.2.2 You shall make or provide for, in a manner satisfactory to us, such renovation and modernization of the premises of the AMRAMP® Business as we may reasonably require, including, without limitation, purchase of additional or replacement equipment and renovation of signs to reflect the then-current standards and image of the System;

2.2.3 You shall not be in default of any provision of this Agreement, any amendment hereof or successor hereto, or any other agreement between you or any of your affiliates and us or our subsidiaries or affiliates; and, in our reasonable judgment, you shall have substantially complied with all the terms and conditions of such agreements during the terms thereof;

2.2.4 You shall have satisfied all monetary obligations due and owed by you to us and our subsidiaries and affiliates, and to the AMRAMP® Brand Fund (defined in Section 12 below), and shall have timely met those obligations throughout the term of this Agreement;

2.2.5 If you operate your AMRAMP® Business in any location other than your personal residence, you shall present evidence satisfactory to us that you have the right to remain in possession of the Premises for the duration of the renewal term or shall obtain our approval, which may be withheld in our sole discretion, of a new location for the AMRAMP® Business for the duration of the renewal term;

2.2.6 You shall, at our option, execute our then-current form of franchise agreement (but only for such renewal terms as are provided by this Agreement) and other ancillary agreements, which shall supersede this Agreement in all respects, and the terms of which may differ materially from the terms of this Agreement, including, without limitation, increasing your required royalty fees, advertising contributions, and other fees, as determined by us, except that you shall not be required to pay an initial franchise fee and your Territory shall remain the same;

2.2.7 You shall execute a general release, in a form prescribed by us, of any and all claims, known or unknown, that you might have against us or our subsidiaries or affiliates, or their respective officers, directors, agents, or employees;

2.2.8 You shall comply with our then-current qualification and training requirements;

2.2.9 You shall pay us a renewal fee (“Renewal Fee”) in an amount equal to Ten Thousand Dollars (\$10,000); and

2.2.10 You shall be current with respect to your obligations to lessor, suppliers, and any others with whom you do business.

3. OUR DUTIES

3.1 Specifications. We may furnish you, at no charge to you, specifications for an AMRAMP® Business, including requirements for image, equipment, signs and other procedures. You acknowledge that such specifications shall not contain the requirements of any federal, state or local law, code or regulation (including without limitation those concerning the Americans with Disabilities Act or similar rules governing public accommodations or commercial facilities for persons with disabilities).

3.2 Training. We shall provide the training as set forth in Section 6 hereof.

3.3 On-Site Assistance. During the initial twelve (12) months of the term of this Agreement, our representative shall, at times we determine in our discretion, visit with you one (1) time in your Territory to provide you with guidance in developing and operating the AMRAMP® Business. Such visits may occur up to one (1) time per year thereafter as we determine in our sole discretion. The first such visit shall last a minimum of four (4) hours, and all visits thereafter shall last a minimum of two (2) hours each.

3.4 Advertising and Promotional Materials. We may make available to you advertising and promotional materials at your expense as provided in Section 12 hereof.

3.5 Manuals. We shall either provide you, on loan, one copy of our confidential operations manuals (the “Operations Manual”), or provide you with electronic access to the Operations Manual, as more fully described in Section 9 hereof.

3.6 Inspections. We shall conduct, as we deem advisable in our sole discretion, inspections of the Premises and your operation of the AMRAMP® Business at any time during your regular business hours and with or without notice to you.

3.7 Equipment. We shall provide to you a list of initial ramp equipment and related products and accessories for the AMRAMP® Business for purchase from our affiliate or a supplier we designate.

3.8 Ongoing Advice. During the term of this Agreement, we will advise you from time to time regarding operating issues concerning the AMRAMP® Business disclosed by reports you submit to us or on-site inspections we make. Such guidance will, in our sole discretion, be furnished in our Operations Manual (described in Section 9), in bulletins or other written materials, during telephone consultations and/or consultations at our offices, or through the Internet. In addition, we will furnish guidance to you from time to time, as we deem appropriate in our sole discretion, on the following matters concerning the System: standards, specifications and operating procedures and methods to be utilized; purchasing required and recommended goods, equipment, materials, supplies and services; advertising and marketing programs; employee training; and administrative bookkeeping and accounting procedures. At your request, we will furnish additional guidance and assistance relating to the operation of the business and, in such a case, we may, in our discretion, charge the per diem fees and charges we establish from time to time in the Operations Manual or otherwise in writing.

3.9 AMRAMP® Brand Fund. We shall have the right, without the obligation, to establish and administer a brand promotion fund in the manner set forth in Section 12 hereof.

3.10 Performance by Designee. You acknowledge and agree that any duty or obligation imposed on us by this Agreement may be performed by any designee, employee, or agent of us, as we may direct.

3.11 Fulfilling Our Obligations. In fulfilling our obligations pursuant to this Agreement, and in conducting any activities or exercising any rights pursuant to this Agreement, we (and our subsidiaries and affiliates) shall have the right: (a) to take into account, as we see fit, the effect on, and the interests of, other franchised businesses and systems in which we have an interest and on our own activities and the activities of our subsidiaries and affiliates; (b) to share market and product research, and other proprietary and non-proprietary business information, with other franchised businesses and systems in which we have an interest or our subsidiaries or affiliates have an interest, or with our subsidiaries or affiliates; (c) to introduce proprietary and non-proprietary items or operational equipment used by the System into other franchised systems in which we have an interest; and/or (d) to allocate resources and new developments between and among systems, and/or our subsidiaries or affiliates, as we see fit.

4. FEES

4.1 Initial Franchise Fee. You shall pay to us, on execution of this Agreement, a non-refundable initial franchise fee of \$ _____

_____ Dollars (\$ _____) (the “Initial Franchise Fee”). The entire Initial Franchise Fee is fully earned and non-refundable in consideration of administrative and other expenses incurred by us in granting this franchise and for our lost or deferred opportunity to enter into this Agreement with others; provided, however, that, if you (or your managing shareholder, partner or member) fail to complete the Initial Training Program, described in Section 6.1 below, to our satisfaction, we will refund the Initial Franchise Fee to you, less our reasonable administrative, supervisory, accounting, training and legal costs.

4.2 Royalty Fee. You shall pay to us a continuing royalty fee, in the percentages described in the table below. In order to assist you in establishing your Franchised Business, we permit you to gradually phase in the amount of the royalty fee payable to us, ~~as set forth based on the length of time an AMRAMP® business has been operated~~ in the ~~table below~~ Territory. We identify in the Operations Manual from time to time the specific products and services for which the maximum percentage royalty fees are four percent (4%), six percent (6%), nine percent (9%) or twelve percent (12%) ~~or nine percent (9%) and~~. We refer to such products and services ~~below~~ as the ~~“12% Products” or the~~ “4% Products,” “6% Products,” “9% Products,” and “12% Products,” respectively. The table below specifies the royalty you must pay us for each type of product each month during the first twelve-month period commencing on the date ~~you execute this Agreement~~ that the first franchise agreement covering the Territory was executed, and during each subsequent twelve-month period thereafter ~~for the term of the~~. For example, if you are starting the Franchised Business in a new Territory, your initial royalty under this Agreement will be “RATE 1.” In contrast, if you are renewing a prior agreement for the Territory, or signing this Agreement in connection with your acquisition of a territory which has had an AMRAMP® business for three (3) years or more, your initial royalty under this Agreement ~~— will~~ be “RATE 4.”

	TWELVE-MONTH PERIOD	<u>GROSS REVENUE FROM 4% PRODUCTS</u>	<u>GROSS REVENUE FROM 6% PRODUCTS</u>	<u>GROSS REVENUE FROM 129% PRODUCTS</u>	<u>GROSS REVENUE FROM 912% PRODUCTS</u>
<u>RATE 1</u>	First twelve 12-month period following date of the execution date of <u>this Agreement</u> the first franchise agreement for the Territory or any portion thereof.	<u>3% of Gross Revenue</u>	<u>3% of Gross Revenue</u>	3% of Gross Revenue	3% of Gross Revenue
<u>RATE</u>	Second twelve 12-month	<u>4% of Gross</u>	<u>6% of Gross</u>	6% of Gross	6% of Gross

	TWELVE-MONTH PERIOD	<u>GROSS REVENUE FROM 4% PRODUCTS</u>	<u>GROSS REVENUE FROM 6% PRODUCTS</u>	GROSS REVENUE FROM 12 <u>9</u> % PRODUCTS	GROSS REVENUE FROM 9 <u>12</u> % PRODUCTS
	period following date of the execution date of this Agreement the first franchise agreement for the Territory or any portion thereof.				
<u>RATE 3</u>	Third twelve <u>12</u> -month period following date of the execution date of this Agreement the first franchise agreement for the Territory or any portion thereof.	<u>4% of Gross Revenue</u>	<u>6% of Gross Revenue</u>	9% of Gross Revenue	9% of Gross Revenue
<u>RATE 4</u>	Fourth twelve <u>12</u> -month period following date of the execution date of this Agreement the first franchise agreement for the Territory or any portion thereof; and any period thereafter during the initial term of this Agreement.	<u>4% of Gross Revenue</u>	<u>6% of Gross Revenue</u>	12 <u>9</u> % of Gross Revenue	9 <u>12</u> % of Gross Revenue

“Gross Revenue” means all revenues generated from the sale or lease or provision of ~~12~~12% Products ~~or, 6% Products,~~ 9% Products, ~~as appropriate~~ and/or 12% Products, and any other revenue you derive from operating your AMRAMP® Business ~~conducted upon, or~~ from or with respect to the AMRAMP® Business, whether such sales are evidenced by cash, check, credit, charge, account, barter or exchange. Gross Revenue shall include, without limitation, monies or credit received from the sale of products or services, and from tangible property of every kind and nature, promotional or otherwise. Gross Revenue shall not include good faith refunds, adjustments, credits and allowances actually made by your AMRAMP® Business in compliance with the Operations Manual (described in Section 9). Gross Revenue shall also exclude any sales taxes or other taxes collected from customers by you and paid directly to the appropriate taxing authority, or any amounts paid to employees as approved compensation for meals.

4.3 Brand Promotion Expenditures and Contributions. You shall make monthly expenditures and contributions for advertising and brand promotion as specified in Section 12 hereof.

4.4 Payments. All payments to us required by Sections 4.2 and 12 hereof shall be paid on or before the 5th day of the calendar month based on the Gross Revenue from the preceding month. We reserve the right to require that all such payments be made by electronic fund transfer or direct deposit. Any payment or electronic payment not actually received by us on or before the 5th calendar day of the month shall be deemed overdue. If any payment is overdue by thirty (30) days or more, you shall pay us immediately upon demand, in addition to the overdue amount, interest on such amount from the date it was due until received by us, at the rate of eighteen percent (18%) per annum, or the maximum rate permitted by applicable law, whichever is less. In addition, if any monthly report required by Section 11 below is not received when due, all payments owed by you for such month shall be deemed overdue until such reports are received by us, regardless of whether payment was actually made, and you shall be responsible for applicable interest as described in this Paragraph 4.4. Entitlement to such interest shall be in addition to any other remedies we may have. You shall not be entitled to set off any payments required to be made under this Section 4 against any monetary claim you may have against us. However, you acknowledge and agree that we have the right to set off any amounts that we may be required to pay to you under this Franchise Agreement against amounts that you or your owners owe to us.

4.5 Bank Account. You shall deposit all revenues from operation of the AMRAMP® Business into one bank account within two (2) days of receipt, including cash, checks, credit card receipts or the value of other forms of payment. We have the right to require, in the Operations Manual or otherwise in writing, that you make Royalty payments and other payments required under this Agreement directly to a bank or such other financial institution account specified by us, at the times and with the frequency designated by us, by electronic funds transfer, direct deposit, or such other means as we may specify from time to time, notwithstanding any other provisions of this Agreement, and you agree to comply with such requirement. To facilitate this method of payment, you shall furnish us, our bank, or other financial institution, and any other recipient of payment, with such information and authorizations as may be necessary to permit such payment in such manner. You shall bear all expenses, if any, associated with such authorizations and payments. You agree to execute any and all documents as may be necessary to effectuate and maintain the electronic funds transfer, as we require. In the event you change banks or accounts for the bank account required by this Section 4.5, you shall, prior to such change, provide such information and documentation as required in this Section 4.5. Your failure to provide such information concerning the bank account required by this Section 4.5 or any new account, or your withdrawal of authorization as required hereunder for whatever reason shall be a breach of this Agreement.

5. OPENING OF FRANCHISED BUSINESS

5.1 Business Development. You shall develop, maintain, renovate or construct, and equip, the AMRAMP® Business at your own expense. You shall comply with any and all specifications that we provide for an AMRAMP® Business, including requirements for image, equipment, signs and other procedures.

5.2 Licensing. You shall be responsible, at your own expense, for obtaining all zoning classifications, permits, certifications, and clearances required for the lawful construction and operation of the AMRAMP® Business, including, but not limited to, certificates of occupancy and business licenses, which may be required by federal, state or local laws, ordinances, or regulations, or which may be necessary or advisable owing to any restrictive covenants relating to the Premises or required by the lessor.

5.3 Commencement Criteria. You agree not to commence operation of the AMRAMP® Business until:

5.3.1 You have completed the Initial Training Program to our satisfaction;

5.3.2 All amounts then due to us or our affiliates have been paid;

5.3.3 We have been furnished with copies of all insurance policies required by this Agreement, or such other evidence of insurance coverage and payment of premiums as we request; and

5.3.4 We have been furnished with such evidence as we reasonably request that you possess such necessary equipment as we require for you to operate the AMRAMP® Business pursuant to our Operations Manual.

5.4 Opening Deadline. You shall commence operation of the AMRAMP® Business not later than ninety (90) days after the date of execution of this Agreement and within ten (10) days after you have completed Initial Training Program to our satisfaction. The parties agree that time is of the essence in the opening of the AMRAMP® Business and that your failure to open the AMRAMP® Business within the time periods described in this Section 5.4 shall be considered a material breach and default under this Agreement and will entitle us to terminate this Agreement pursuant to Section 15 hereof.

5.5 ADA Certification. If the AMRAMP® Business is not located at your personal residence, prior to opening the AMRAMP® Business, you shall execute and deliver to us an ADA Certification in the form attached to this Agreement as Exhibit B, to certify to us that the AMRAMP® Business and any proposed renovations comply with the ADA.

6. TRAINING

6.1 Initial Training Program. Before the AMRAMP® Business commences operations, the following individuals shall attend and successfully complete to our satisfaction the initial training program (“Initial Training Program”): (a) you (or, if you are a corporation, partnership or limited liability company, your managing shareholder, partner or member); and (b) one additional employee you elect to enroll in the Initial Training Program. We shall have the right to approve those persons who attend the Initial Training Program and to require fewer or additional persons to attend the Initial Training Program as we determine in our sole discretion. In the event you (or your managing shareholder, partner or member) or your employee fail, in our sole discretion, to successfully complete the Initial Training Program, to our satisfaction, we have the right to terminate this Agreement pursuant to Section 15 hereof.

6.1.1 The Initial Training Program consists of five (5) working days of training for you (or your managing shareholder, partner or member) and your employees to be furnished at our training facility or at an operating AMRAMP® business that we designate.

6.1.2 No other additional or refresher courses are required for you to commence operation of the AMRAMP® Business.

6.2 Subsequent Employees. At our option, any persons subsequently employed by you shall, prior to the assumption of duties, also attend and complete to our satisfaction the Initial Training Program and pay the then-current training fee designated in the Operations Manual or otherwise in writing from time to time by us. We may require you to pay us fees for training your new employees hired after your AMRAMP® Business commences operations.

6.3 Additional Programs. You (or your managing shareholder, partner or member) and your employees who attend the Initial Training Program or who are designated from time to time shall attend such additional courses, seminars and other training programs as we may reasonably require from time to time. We reserve the right to require you (or your managing shareholder, partner or member) and your employees to attend an annual national or regional meeting, seminar or convention for AMRAMP® franchisees for training or business purposes.

6.4 Training Fee and Expenses. All training programs required by this Agreement shall be at such times and places as may be designated by us. We shall furnish the Initial Training Program to you (or your managing shareholder, partner or member) and one (1) additional employee at no additional fee or other charge. You shall be responsible for any and all expenses incurred by you or your employees in connection with attending the Initial Training Program and all other such programs, including, without limitation, the costs of transportation, lodging, meals, and wages.

7. YOUR DUTIES

7.1 Operating Standards. You understand and acknowledge that every detail of the System and the Franchised Business is important to you, us, and other AMRAMP® businesses in

order to develop and maintain high operating standards, to increase the demand for the products and services sold by all franchised businesses operating under the System, to protect and enhance our reputation and goodwill, to promote and protect the value of the Proprietary Marks, and other reasons.

7.2 Adherence to Standards and Specifications. To insure that the highest degree of quality and service is maintained, you shall operate the AMRAMP® Business in strict conformity with such methods, standards, and specifications as we may from time to time prescribe in the Operations Manual or otherwise in writing. You agree:

7.2.1 To maintain in sufficient supply, as we may prescribe in the Operations Manual or otherwise in writing, and to use at all times, only such types, models and brands of products, equipment (including, but not limited to, a van for use in the Franchised Business (“Van”), in the model and bearing the signage we require, the tools, and the computer hardware and software), materials and supplies from a supplier or suppliers designated or approved by us that conform to our written standards and specifications, and to refrain from deviating therefrom by the use of nonconforming items, without our prior written consent; we may designate ourselves or an affiliate to be an approved supplier, or the only approved supplier, of any products, equipment, and other supplies;

7.2.2 To sell or offer for sale only the Ramps, Additional Approved Products, and such other products, equipment and services as have been expressly approved for sale in writing by us; to refrain from any deviation from our standards and specifications without our prior written consent; and to discontinue selling and offering for sale any Ramps, Additional Approved Products, and other products, merchandise, equipment, and services which we may, in our discretion, disapprove in writing at any time;

7.2.3 To refrain from marketing, offering, or selling Ramps or Additional Approved Products independently of the other products sold or leased by the AMRAMP® Business;

7.2.4 To purchase all equipment, materials, products, supplies and services from suppliers as we approve and designate in the Operations Manual or otherwise in writing from time to time;

7.2.5 To refrain from selling or renting any equipment or products at any type of location prohibited by AMRAMP® in the Operations Manuals or otherwise in writing from time to time;

7.2.6 To refrain from selling or advertising any equipment, other products, merchandise, or services hereunder on the Internet without our prior, written approval;

7.2.7 To use, in the operation of the ~~Franchised~~AMRAMP® Business, such standards, specifications, and procedures as prescribed by us, which may relate to any one or more of the following with respect to the AMRAMP® Business:

7.2.7.1 Replacement of obsolete or worn out equipment;

7.2.7.2 Terms and conditions of the sale and delivery of, and terms and methods of payment for goods, services, including direct labor, materials and supplies that you obtain from us, our affiliates or others;

7.2.7.3 Sales, marketing, advertising and promotional programs and materials and media used in such programs;

7.2.7.4 Staffing levels for the AMRAMP® Business; matters relating to managing the AMRAMP® Business; communication to us of the identities of the AMRAMP® Business' personnel; and qualifications, training, dress and appearance of employees;

7.2.7.5 Days and hours of operation of the AMRAMP® Business;

7.2.7.6 Participation in market research and testing of goods and services;

7.2.7.7 Acceptance of credit cards, other payment systems and check verification services;

7.2.7.8 Participation in any intranet or extranet computer network we establish and maintain for AMRAMP® franchisees (and to execute such agreement(s) and pay such fees as we reasonably require in connection therewith); bookkeeping, accounting, data processing and record keeping systems and forms; methods, formats, content and frequency of reports to us of sales, revenue, financial performance and condition; and furnishing tax returns and other operating and financial information to us;

7.2.7.9 Prohibitions on the sale or rental of any products or services hereunder outside of your Territory only with our prior written consent and not sell or rent any products or services hereunder in the territory of another AMRAMP® franchisee. You must coordinate with us for referring sales or customers located outside the Territory to us or other AMRAMP® franchisees;

7.2.7.10 Types, amounts, terms and conditions of insurance coverage required to be carried for the AMRAMP® Business and standards for underwriters of policies providing required insurance coverage; our protection and rights under such policies as an additional named insured; required or impermissible insurance contract provisions; assignment of policy rights to us; periodic verification of insurance coverage that must be furnished to us; our right to obtain insurance coverage for the AMRAMP® Business at your expense if you fail to obtain required coverage; our right to defend claims; and similar matters relating to insured and uninsured claims;

7.2.7.11 Adhering to good business practices and observing high standards of honesty, integrity, fair dealing and ethical business conduct in all dealings with customers, suppliers and us; and

7.2.7.12 Regulation of such other aspects of the operation and maintenance of the AMRAMP® Business that we determine from time to time to be useful to preserve or enhance the efficient operation, image or goodwill of the Marks and AMRAMP® businesses.

7.3 Minimum Revenue. You shall attain or exceed Twenty Thousand Dollars (\$20,000) in monthly Gross Revenue at least once during the initial twelve (12) calendar months of this Agreement.

7.4 Fixtures, Furnishings, and Office Equipment. You shall purchase and install, at your expense, all fixtures, furnishings, office equipment (including, without limitation, a facsimile machine, telephone(s), computer, printer, and cash register or point-of-sale recording system), décor, and signs as we may reasonably direct from time to time. If you operate your business from any location other than your personal residence, you shall refrain from installing or permitting to be installed on or about the Premises, without our prior written consent, any fixtures, furnishings, equipment, décor, signs or other items not previously approved by us.

7.5 Sources of Products. You must purchase or lease all equipment that we approve and require for the Franchised Business, including, but not limited to, the computer hardware and software, tools, and the AMRAMP® Van (in the model and bearing the signage we require), all as described in the Operations Manual.

7.5.1 You must purchase all AMRAMP® products from our affiliate (at then current prices and subject to the then current terms and conditions) or from other designated supplier(s) we specify.

7.5.2 All equipment and products sold or offered for sale at the AMRAMP® Business shall meet our then-current standards and specifications, as established in the Operations Manual or otherwise in writing. Except as otherwise provided in Section 7.5.1, you shall purchase all equipment and products used or offered for sale at the AMRAMP® Business for which we have established standards or specifications solely from approved suppliers (including distributors and other sources) which demonstrate, to our continuing reasonable satisfaction, the ability to meet our standards and specifications, and who have been approved by us in the Operations Manual or otherwise in writing. If you desire to purchase products from a party other than an approved supplier, you shall submit to us a written request to approve the proposed supplier, together with such evidence of conformity with our specifications as we may reasonably require. We shall have the right to require that our representatives be permitted to inspect the supplier's facilities, and that samples from the supplier be delivered for evaluation and testing either to us or to an independent testing facility that we designate. You shall pay a charge not to exceed the reasonable cost of the evaluation and testing. We shall use our best efforts, within ninety (90) days after our receipt of such completed request and completion of such evaluation and testing (if required by us), to notify you in writing of our approval or disapproval of the proposed supplier. You shall not sell or offer for sale any products of the proposed supplier until you receive our written approval of the proposed supplier. We may from

time to time revoke our approval of particular products or suppliers when we determine, in our sole discretion, that such products or suppliers no longer meet our standards. Upon receipt of written notice of such revocation, you shall cease to sell any disapproved products and cease to purchase from any disapproved supplier. You agree that you shall use products purchased from approved suppliers solely for the purpose of operating the AMRAMP® Business and not for any other purpose, including, without limitation, resale. Nothing in the foregoing shall be construed to require us to make available to prospective suppliers the standards and specifications that we, in our sole discretion, deem confidential. Notwithstanding the above, we reserve the right, in our business judgment, to require you to purchase any or all approved products, equipment, merchandise, or services used in the AMRAMP® Business solely from us or our affiliate.

7.6 Financing. You agree, at your own expense, to secure all financing required to develop and operate the AMRAMP® Business.

7.7 Licensing and Permits. You agree, at your own expense, to research the requirements for and obtain all permits and licenses required to operate the AMRAMP® Business.

7.8 Inventory. At the time the AMRAMP® Business opens, you shall stock the initial inventory of equipment, materials, products, ramps, ramp accessories, and supplies as prescribed by us in the Operations Manual or otherwise in writing. Thereafter, you shall stock and maintain all types of equipment and approved products in quantities sufficient to meet reasonably anticipated customer demand. You agree to immediately notify us if an approved supplier substitutes an unapproved product in place of an approved product. We are not liable to you for any loss or damage, or deemed to be in breach of this Agreement, if we cannot deliver, or cause to be delivered, or if our affiliates or designated sources or approved suppliers cannot deliver, all of your orders for goods, merchandise, equipment, supplies, etc. where such things are out-of-stock or discontinued.

7.9 Inspections. You shall permit us and our agents to enter upon the Premises with prior notice during regular business hours, for the purpose of conducting inspections. In connection with such inspections, we shall have the right to speak with you, any of your employees or customers; take photographs; and conduct such other activities as we deem appropriate in our sole discretion. You shall cooperate with our representatives in such inspections by rendering such assistance as they may reasonably request, and, upon notice from us or our agents, and without limiting our other rights under this Agreement, shall take such steps as may be necessary to correct immediately any deficiencies detected during any such inspection. If deficiencies are detected during any inspection, and we subsequently conduct a re-inspection in our sole discretion, you shall be responsible for our costs and expenses of such re-inspection. Should you, for any reason, fail to correct any deficiencies within a reasonable time as determined by us, we shall have the right, but not the obligation, to correct any deficiencies which may be susceptible to correction by us and to charge you a reasonable fee for our expenses in so acting, payable to us upon demand. The foregoing shall be in addition to such other remedies we may have.

7.10 Advertising and Promotional Materials. You shall ensure that all graphics, signs, advertising and promotional materials, decorations and other items specified by us bear the Proprietary Marks in the form, color, location, and manner prescribed by us.

7.11 Maintenance of Premises and Van. You shall maintain the Premises (including any adjacent public areas and storage facility) and Van in a clean, orderly condition and in excellent repair; and, in connection therewith, you shall, at your own expense, make such additions, alterations, repairs and replacements thereto (but no others without our prior written consent) as may be required for that purpose, including, without limitation, such periodic repainting or replacement of obsolete signs, furnishings, equipment and décor as we may reasonably direct.

7.12 Refurbishment. We reserve the right to require you to refurbish, once every five (5) years, the Premises and/or Van and other equipment, at your expense, to conform to the building design, trade dress, color schemes and presentation of the Proprietary Marks in a manner consistent with the then-current image for new AMRAMP® businesses. Such refurbishment may include, without limitation, installation of new equipment, remodeling, redecoration and modifications to existing improvements.

7.13 Direct Supervision. During operating hours, the AMRAMP® Business shall be under the direct supervision of one of your principals, or another individual who has satisfactorily completed the Initial Training Program, which we reserve the right to approve in our sole discretion. At least one (1) individual who has completed our Initial Training Program shall be operating the AMRAMP® Business during all hours of operation specified by us in writing in the Operations Manual or otherwise in writing from time to time. You shall take such steps as are necessary to ensure that your employees preserve good customer relations; render competent, prompt, courteous and knowledgeable service; and meet such minimum standards, including, without limitation, such attire as we may reasonably require, as we may establish from time to time in the Operations Manual. You and your employees shall handle all customer complaints, refunds, returns and other adjustments in a manner that will not detract from our name and goodwill. Notwithstanding any other provision of this Agreement, you acknowledge and agree that you have the sole authority, and that it is your sole obligation under this Agreement, to make all personnel and employment decisions for the AMRAMP® Business, including without limitation, decisions related to hiring, training, firing, discharging and disciplining employees, and to supervising your employees, setting their wages, hours of employment, record-keeping, and any benefits, and that we shall have no direct or indirect authority or control over any employment-related matters for your employees. You shall require each of your employees to acknowledge in writing that you (and not we) are the employer of such employee.

7.14 Changes to the System. You shall not implement any change, amendment or improvement to the System without our express prior written consent. You shall notify us in writing of any change, amendment or improvement in the System which you propose to make, and shall provide to us such information as we request regarding the proposed change, amendment or improvement. You acknowledge and agree that we shall have the right to

incorporate the proposed change, amendment or improvement into the System and shall thereupon obtain all right, title and interest therein without compensation to you.

7.15 Compliance With Lease. You shall comply with all the terms of your lease or sublease, if any exists, and all other agreements affecting the operation of the AMRAMP® Business; shall promptly furnish us a copy of your lease, upon request; shall undertake best efforts to maintain a good and positive working relationship with your landlord and/or lessor; and shall refrain from any activity which may jeopardize your right to remain in possession of, or to renew the lease or sublease for, the Premises.

7.16 Health and Safety Standards. You shall meet and maintain the highest health and safety standards and ratings applicable to the operation of the AMRAMP® Business. You shall furnish to us immediately upon the receipt thereof, a copy of all health inspection reports and any violation or citation which indicates your failure to maintain federal, state, or local health or safety standards in the operation of the AMRAMP® Business. Your failure to cure such violations within twenty-four (24) hours shall constitute grounds for immediate termination pursuant to Section 15.3.5 herein. We shall also have the right, but not the obligation, to enter the Premises, without notice, at any time during regular business hours to cure any health or safety violation at the AMRAMP® Business and require you to reimburse us for all out-of-pocket costs and expenses incurred by us to affect such cure.

7.17 Restrictions on Prices. We reserve the right to require you to comply with reasonable restrictions on rental or sale prices for specific products, merchandise, or services offered and sold by you as required in the Operations Manual or through the AMRAMP® Business Brand Fund, or as otherwise reasonably directed by us in writing from time to time.

~~7.18 Computer System and Required Software.~~

~~7.18.1 We shall have the right to specify or require that certain brands, types, makes, and/or models of communications, computer systems, and hardware be used by you, including without limitation: (a) back office and point of sale systems, data, audio, and video, systems for use at the AMRAMP® Business; (b) printers and other peripheral hardware or devices; (c) archival back-up systems; (d) Internet access mode and speed; and (e) physical, electronic, and other security systems (collectively, the “Computer System”).~~

~~7.18.2 We shall have the right, but not the obligation, to develop or have developed for us, or to designate: (a) computer software programs that you must use in connection with the Computer System (the “Required Software”), which you shall install at your expense; (b) updates, supplements, modifications, or enhancements to the Required Software, which you shall install at your expense; (c) the tangible media upon which you record data; and (d) the database file structure of the Computer System; and (e) other future technology that you must use, which you shall install at your own cost.~~

~~7.18.3~~ — At our request, you shall purchase or lease, and thereafter maintain, the Computer System and, if applicable, the Required Software. We shall have the right at any time to remotely retrieve and use such data and information from your Computer System or Required Software that we deem necessary or desirable. You expressly agree to strictly comply with our standards and specifications for all items associated with your Computer System and any Required Software in accordance with our standards and specifications. You agree, at your own expense, to keep your Computer System in good maintenance and repair and install such additions, changes, modifications, substitutions, and/or replacements to your Computer System or Required Software as we direct from time to time in writing. You agree that your compliance with this Section 7.18 shall be at your sole cost and expense.

~~7.18.4~~ — You shall use your best efforts to protect customers against a cyber event, identity theft, or theft of personal information. You must at all times be in compliance with (a) the Payment Card Industry Data Security Standards (“PCI DSS”) (as they may be modified from time to time or as successor standards are adopted), (b) the Fair and Accurate Credit Transactions Act (“FACTA”); (c) regional, national, and local laws and regulations relating to data and personal privacy, data security (including but not limited to the use, storage, transmission, and disposal of data regardless of media type), security breaches, and electronic payments, (d) the operating rules and regulations of all credit card, debit card and/or ACH processors and networks that are utilized in the AMRAMP® Business, and (e) our security policies and guidelines, all as may be amended from time to time. You shall notify us immediately, but no more than three (3) business days, after you become aware of or are notified about, any cyber event, identity theft, or theft of personal information related to any customer or employee of the Franchised Business or that relates to the Franchised Business, and agree, upon our request, to immediately provide notice to all customers, employees, and any other individuals of such event in such form we may direct.

7.18 ~~7.19~~ Storage Space. You shall lease sufficient storage space to store your purchased products during the term of this Agreement.

~~7.20~~ Mobile Applications. We may establish or use, and require you to use, one or more mobile applications (a “Mobile App”) in connection with the System. The term “Mobile App” shall include any application for use on smart phones, tablets, or other mobile devices, and may include a loyalty or reward program or other features. If we require you to use a Mobile App, then you shall comply with our requirements (as set forth in the Manuals or otherwise in writing) for connecting to, and utilizing, such technology in connection with your operation of the AMRAMP® Business.

8. PROPRIETARY MARKS AND TECHNOLOGY

8.1 ~~8.1~~ Our Representations. We represent with respect to the Proprietary Marks:

8.1.1 ~~8.1.1~~ We are the owner of all right, title, and interest in and to the Proprietary Marks;

8.1.2 ~~8.1.2~~ We have the right to use, and to license others to use, the Proprietary Marks; and

~~8.1.3~~
8.1.3 We have taken and will take all steps reasonably necessary to preserve and protect the ownership and validity of the Proprietary Marks.

8.2 ~~8.2~~ Your Use of the Marks. With respect to your use of the Proprietary Marks, you agree that:

8.2.1 ~~8.2.1~~ You shall use only the Proprietary Marks designated by us, and shall use them only in the manner that we authorize and permit;

8.2.2 ~~8.2.2~~ You shall use the Proprietary Marks only for the operation of the AMRAMP® Business and only at the Approved Location and on the Van, or in advertising or promotional materials for the AMRAMP® Business used at or conducted from the Approved Location;

8.2.3 ~~8.2.3~~ Unless otherwise authorized or required by us, you shall operate and advertise the AMRAMP® Business only under the name “AMRAMP®” and shall use all Proprietary Marks without prefix or suffix. You shall not use the Proprietary Marks as part of your corporate or other legal name or as part of an Internet domain name or Internet e-mail address;

8.2.4 ~~8.2.4~~ During the term of this Agreement, and any renewal or extension hereof, you shall identify yourself as the owner of the AMRAMP® Business (in the manner required by us) in conjunction with any use of the Proprietary Marks, including, but not limited to, on invoices, order forms, receipts, business stationery, and contracts with all third parties or entities, as well as the display of such notices in such content and form and at such conspicuous locations as we may designate in writing;

8.2.5 ~~8.2.5~~ Your right to use the Proprietary Marks is limited to such uses as are authorized under this Agreement, and any unauthorized use thereof shall constitute an infringement of our rights and will entitle us to exercise all of our rights under this Agreement in addition to all rights available at law or in equity;

8.2.6 ~~8.2.6~~ You shall not use the Proprietary Marks to incur any obligation or indebtedness on behalf of us;

8.2.7 ~~8.2.7~~ You shall execute any documents deemed necessary by us to obtain protection for the Proprietary Marks or to maintain their continued validity and enforceability;

8.2.8 ~~8.2.8~~ You shall promptly notify us of any suspected unauthorized use of the Proprietary Marks, any challenge to the validity of the Proprietary Marks, or any challenge

to our ownership of, our right to use and to license others to use, or your right to use, the Proprietary Marks. You acknowledge that we have the sole right to direct and control any administrative proceeding or litigation involving the Proprietary Marks, including any settlement thereof. We have the right, but not the obligation, to take action against uses by others that may constitute infringement of the Proprietary Marks. We shall defend you against any third party claim, suit, or demand arising out of your use of the Proprietary Marks. If we, in our sole discretion, determine that you have used the Proprietary Marks in accordance with this Agreement, the cost of such defense, including the cost of any judgment or settlement, shall be borne by us. If we, in our sole discretion, determine that you have not used the Proprietary Marks in accordance with this Agreement, the cost of such defense, including the cost of any judgment or settlement, shall be borne by you. In the event of any litigation relating to your use of the Proprietary Marks, you shall execute any and all documents and do such acts as may, in our opinion, be necessary to carry out such defense or prosecution, including, but not limited to, becoming a nominal party to any legal action. Except to the extent that such litigation is the result of your use of the Proprietary Marks in a manner inconsistent with the terms of this Agreement, we agree to reimburse you for your out-of-pocket costs in doing such acts; and

8.2.9 ~~8.2.9~~ You shall not attempt to register or otherwise obtain any interest in any Internet domain name or URL containing any of the Proprietary Marks, or any portion thereof, or any other word, name, symbol or device which is likely to cause confusion with any of the Proprietary Marks.

8.3 ~~8.3~~ Acknowledgments. You expressly understand and acknowledge that:

8.3.1 ~~8.3.1~~ We are the owner of all right, title, and interest in and to the Proprietary Marks and the goodwill associated with and symbolized by them, and we have the right to use, and license others to use, the Proprietary Marks;

8.3.2 ~~8.3.2~~ The Proprietary Marks are valid and serve to identify the System and those who are authorized to operate under the System;

8.3.3 ~~8.3.3~~ During the term of this Agreement and after its expiration or termination, you shall not directly or indirectly contest the validity of our ownership of, or our right to use and to license others to use, the Proprietary Marks;

8.3.4 ~~8.3.4~~ Your use of the Proprietary Marks does not give you any ownership interest or other interest in or to the Proprietary Marks;

8.3.5 ~~8.3.5~~ Any and all goodwill arising from your use of the Proprietary Marks shall inure solely and exclusively to our benefit, and upon expiration or termination of this Agreement and the license granted herein, no monetary amount shall be assigned to you or any of your principals, affiliates, subsidiaries, successors, licensees or assigns as attributable to any goodwill associated with your use of the System or the Proprietary Marks;

8.3.6 ~~8.3.6~~ Except as specified in Section 1.3 hereof, the license of the Proprietary Marks granted hereunder to you is nonexclusive, and we have and retain the rights,

among others: (a) to use the Proprietary Marks ourselves in connection with selling products, merchandise, and services; (b) to grant other licenses for the Proprietary Marks; (c) to develop and establish other systems using the Proprietary Marks, similar proprietary marks, or any other proprietary marks; and (d) to grant licenses thereto without providing any rights therein to you; and

8.3.7 ~~8.3.7~~ We reserve the right, in our sole discretion, to modify, add to, or discontinue use of the Proprietary Marks, or to substitute different proprietary marks, for use in identifying the System and the Businesses operating thereunder. You agree promptly to comply with such changes, revisions and/or substitutions, and to bear all the costs of modifying your signs, advertising materials, interior graphics and any other items which bear the Proprietary Marks to conform therewith. Your use of any such modified or substituted proprietary marks shall be governed by the terms of this Agreement to the same extent as the Proprietary Marks.

8.4 Computer System and Required Software.

8.4.1 We shall have the right to specify or require that certain brands, types, makes, and/or models of communications, computer systems, and hardware be used by you, including without limitation: (a) back office and point of sale systems, data, audio, and video, systems for use at the AMRAMP® Business; (b) printers and other peripheral hardware or devices; (c) archival back-up systems; (d) Internet access mode and speed; and (e) physical, electronic, and other security systems (collectively, the “Computer System”).

8.4.2 We shall have the right, but not the obligation, to develop or have developed for us, or to designate: (a) computer software programs that you must use in connection with the Computer System (the “Required Software”), which you shall install at your expense; (b) updates, supplements, modifications, or enhancements to the Required Software, which you shall install at your expense; (c) the tangible media upon which you record data; and (d) the database file structure of the Computer System; and (e) other future technology that you must use, which you shall install at your own cost.

8.4.3 At our request, you shall purchase or lease, and thereafter maintain, the Computer System and, if applicable, the Required Software. We shall have the right at any time to remotely retrieve and use such data and information from your Computer System or Required Software that we deem necessary or desirable. You expressly agree to strictly comply with our standards and specifications for all items associated with your Computer System and any Required Software in accordance with our standards and specifications. You agree, at your own expense, to keep your Computer System in good maintenance and repair and install such additions, changes, modifications, substitutions, and/or replacements to your Computer System or Required Software as we direct from time to time in writing. You agree that your compliance with this Section 8.1 shall be at your sole cost and expense.

8.4.4 You shall use your best efforts to protect customers against a cyber-event, identity theft, or theft of personal information. You must at all times be in compliance with (a) the Payment Card Industry Data Security Standards (“PCI DSS”) (as they may be modified from time to time or as successor standards are adopted), (b) the Fair and

Accurate Credit Transactions Act (“FACTA”); (c) regional, national, and local laws and regulations relating to data and personal privacy, data security (including but not limited to the use, storage, transmission, and disposal of data regardless of media type), security breaches, and electronic payments, (d) the operating rules and regulations of all credit card, debit card and/or ACH processors and networks that are utilized in the AMRAMP® Business, and (e) our security policies and guidelines, all as may be amended from time to time. You shall notify us immediately, but no more than three (3) business days, after you become aware of or are notified about, any cyber-event, identity theft, or theft of personal information related to any customer or employee of the Franchised Business or that relates to the Franchised Business, and agree, upon our request, to immediately provide notice to all customers, employees, and any other individuals of such event in such form we may direct.

8.5 Mobile Applications. We may establish or use, and require you to use, one or more mobile applications (a “Mobile App”) in connection with the System. The term “Mobile App” shall include any application for use on smart phones, tablets, or other mobile devices, and may include a loyalty or reward program or other features. If we require you to use a Mobile App, then you shall comply with our requirements (as set forth in the Manuals or otherwise in writing) for connecting to, and utilizing, such technology in connection with your operation of the AMRAMP® Business.

8.6 Changes to Technology. You acknowledge and agree that changes to technology are dynamic and not predictable within the term of this Agreement. In order to provide for inevitable but unpredictable changes to technological needs and opportunities, you agree that we shall have the right to establish, in writing, reasonable new standards for the implementation of technology in the System; and you agree that you shall abide by those reasonable new standards established by us as if this Agreement were periodically revised by us for that purpose.

9. CONFIDENTIAL OPERATIONS MANUAL

9.1 Standards of Operation. In order to protect our reputation and goodwill and to maintain high standards of operation under the System, you shall operate the AMRAMP® Business in accordance with the standards, methods, policies, and procedures specified in the Operations Manual. Upon your completion of the Initial Training Program to our satisfaction, we will either lend you one (1) paper copy of our operations manual (“Operations Manual”) or provide you with electronic access to the Operations Manual (via Internet, extranet, or other electronic means) for your use during the term of this Agreement only. The Operations Manual may consist of multiple volumes of printed text, computer disks, other electronically stored data, DVDs, and videotapes.

9.2 Confidentiality. You shall treat the Operations Manual, any other manuals created for or approved for use in the operation of the AMRAMP® Business, and the information contained therein, as confidential, and shall use all reasonable efforts to maintain such information as secret and confidential pursuant to Section 10 below. You shall not copy, duplicate, record or otherwise reproduce the foregoing materials, in whole or in part, or otherwise make the same available to any unauthorized person.

9.3 Exclusive Property. The Operations Manual shall remain the sole property of us and shall be kept in a secure place on the Premises. If any paper copy of the Operations Manual provided by us is lost, destroyed or significantly damaged, you agree to obtain a replacement copy at our then-applicable charge.

9.4 Revisions to Manuals. We may from time to time revise the contents of the Operations Manual, and you expressly agree to comply with each new or changed standard. You shall ensure that the Operations Manual is kept current at all times. We have the right to maintain all or any portions of the Operations Manual in written or electronic form, ~~including, without limitation, on one or more Website.~~ If we maintain the Operations Manual in electronic form or on one or more ~~Website~~websites, you agree (a) to install, maintain, and upgrade continually throughout the term of this Agreement and as required by us in the Operations Manual and in writing from time to time, at your sole expense, the highest-speed Internet connection available to provide access to such portions of the Operations Manual; (b) to make one copy of such portion of the Operations Manual and to maintain such copies and their contents as secret and confidential; and (c) you and none of your principals or employees shall make any electronic copy of any portion of the Operations Manual. In the event of any dispute as to the contents of the Operations Manual, the terms of the master electronic copy (or, if unavailable, the paper copy) maintained by us at our home office shall be controlling.

10. CONFIDENTIAL INFORMATION

10.1 Confidential Information. You shall not, during the term of this Agreement or thereafter, communicate, divulge or use for the benefit of any other person, partnership, association, limited liability company or corporation any confidential information, knowledge or know-how concerning the methods of operation of the business franchised hereunder, including, without limitation, the Operations Manual, knowledge of specifications for and suppliers of certain goods, services, equipment, materials and supplies, product costs, accounting methods, including both paper and electronic spreadsheets, knowledge of the operating results and financial performance of other AMRAMP® businesses, your customer lists, customer accounts, and customer information, whether developed by us, you independently, or with our assistance, management tools, or advertising which may be communicated to you or of which you may be apprised by virtue of your operation under the terms of this Agreement (“Confidential Information”). You shall divulge such Confidential Information only to such of your employees as must have access to it in order to operate the Franchised Business. Any and all information, knowledge, know-how, techniques and other data which we designate as confidential shall be deemed confidential for purposes of this Agreement.

10.2 Confidentiality Agreements. You shall require your manager, assistant manager, other such personnel having access to any of our Confidential Information, and any sales representative or installer acting as an independent contractor to execute non-competition covenants and covenants that they will maintain the confidentiality of information they receive in connection with their employment by, affiliation or independent contractor relationship with you at the AMRAMP® Business. Such covenants shall be in the form attached hereto as Exhibit C.

10.3 Irreparable Injury. You acknowledge that any failure to comply with the requirements of this Section 10 will cause us irreparable injury, and you agree to pay all court costs and reasonable attorneys' fees incurred by us in obtaining specific performance of, or an injunction against violation of, the requirements of this Section 10, or such other relief sought by us.

11. ACCOUNTING AND RECORDS

11.1 Weekly Gross Sales. You shall record all sales on a point-of-sale recordkeeping and control system designated by us, or on any other equipment specified by us in the Operations Manual or otherwise in writing. You shall maintain a monthly record of all Gross Sales on a spreadsheet provided by us, or by such other means designated by us at our sole discretion. You shall provide us with such monthly record no later than the fifth day of each calendar month in the form we prescribe, via telefax or electronically. We shall have the right to access any business information or data collected and generated on your point-of-sale system and we may require you to use an accountant approved by us in advance.

11.2 Other Reports. You shall, at your expense, submit to us in the form we prescribe, the following reports, financial statements, and other data:

11.2.1 Within five (5) days after their filing, copies of all signed sales tax returns and signed withholding tax returns for the AMRAMP® Business and, as soon as you have received them, copies of the canceled checks for the required sales taxes and withholding taxes;

11.2.2 Within fifteen (15) days after the end of each fiscal quarter, an unaudited profit and loss statement for the AMRAMP® Business for the immediately preceding fiscal quarter and a year-to-date balance sheet as of the end of such fiscal quarter;

11.2.3 Within sixty (60) days after the end of the AMRAMP® Business' fiscal year, reviewed annual profit and loss and source and use of funds statements and a reviewed balance sheet for the AMRAMP® Business as of the end of such fiscal year signed by you or your principal operating officer or operating partner;

11.2.4 Within ten (10) days after our request, exact, signed original copies of federal and state income tax returns of the AMRAMP® Business and other tax returns, including personal tax returns, and such other forms, records, books and other information that we may periodically require;

11.2.5 Within thirty (30) days after the end of each calendar month, a copy of the AMRAMP® Business' monthly operating account bank statement; and

11.2.6 Such other forms, reports, records, information, and data as we may reasonably designate from time to time or as may be described in the Operations Manual.

11.3 Recordkeeping. You shall prepare, and shall preserve for at least three (3) years from the dates of their preparation complete and accurate books, records and accounts in

accordance with generally accepted accounting principles and in the form and manner prescribed by us in the Operations Manual or otherwise from time to time in writing, including but not limited to: (a) cash receipts journals; (b) cash disbursements and weekly payroll journals and schedules; (c) general ledgers; (d) monthly bank statements, daily deposit slips, and cancelled checks; (e) all personal and Business tax returns; (f) suppliers' invoices (paid and unpaid); (g) monthly fiscal period balance sheets and fiscal period profit and loss statements; and (h) such other records as we may from time to time require.

11.4 Inspection and Audit. We, along with our designated agents, shall have the right at any time during regular business hours to examine, copy, and/or personally review at our expense, your books, records, accounts, and tax returns. We shall have the right at all reasonable times to remove such books, records, accounts and tax returns for copying. We shall also have the right, at any time, to have an independent audit made of your books and records. If an inspection or audit should reveal that any income or sales have not been reported or have been understated by two percent (2%) or more in any report to us, then you shall immediately pay to us the amount underpaid upon demand, in addition to interest from the date such amount was due until paid, at the rate of eighteen percent (18%) per annum, or the maximum rate permitted by law, whichever is less, plus all of our costs and expenses in connection with the inspection or audit, including, without limitation, travel costs, lodging and wage expenses, and reasonable accounting and legal fees and costs. The foregoing remedies shall be in addition to any other remedies we may have under this Agreement or otherwise at law or in equity.

12. ADVERTISING AND PROMOTION

Recognizing the value of advertising, marketing, and promotion, and the importance of the standardization of advertising, marketing, and promotion programs to the furtherance of the goodwill and public image of the System, the parties agree as follows:

12.1 Opening Advertising and Promotion. You shall conduct initial local marketing for the AMRAMP® Business within your first ninety (90) days of operation of the AMRAMP® Business. You shall expend a minimum of Five Thousand Dollars (\$5,000) for such purpose. Such initial local marketing will utilize the marketing and public relations programs and media and advertising materials we have furnished to you or approved. We may, in our sole discretion, specify the form, manner, and timing of such advertising and promotion. The initial local marketing expenditures are in addition to the expenditures required by Sections 12.2 and 12.3.

12.2 Local Marketing, Advertising, and Promotion. Except as otherwise provided herein, for each month that your AMRAMP® Business is open for business, you must spend on a minimum amount of money on local marketing, advertising, and promotion in such manner as we may, in our sole discretion, direct in the Operations Manual or otherwise in writing from time to time. The minimum amount of money that you must spend each month under this Section 12.2 is calculated as follows: (a) during your first year of operation or if your annual Gross Revenue for all of our prior fiscal years was less than \$300,000, you must spend each month a minimum of \$1,200 or 6% of the Gross Revenue for the preceding month, whichever is greater; (b) if your annual Gross Revenue for any of our prior fiscal years was greater than or equal to

\$300,000 and less than \$500,000, you must spend each month a minimum of 4% of the Gross Revenue for the preceding month; and (c) if your annual Gross Revenue for any of our prior fiscal years was equal to or greater than \$500,000, you must spend each month a minimum of 3% of the Gross Revenue for the preceding month. Upon our request, you shall provide satisfactory evidence of all local advertising and promotion expenditures in such manner as we shall direct in the Operations Manual or otherwise in writing from time to time. If we determine that you have not spent the requisite amounts, we may require you to pay such unexpended amounts into the Brand Fund. ~~For purposes of this Section 12.2 only, the term “Gross Revenue” shall not include revenue from the sale of the 9% Products.~~

12.3 AMRAMP® Brand Fund. During the term of this Agreement, you shall also contribute to a Brand Fund (“Brand Fund”) for advertising, marketing and public relations programs and materials as we deem necessary and appropriate in our sole discretion. Amounts due under this Section 12.3 shall be payable in the same manner as the Royalty fee described in Section 4.4. You shall contribute to the Brand Fund as follows: (a) during your first year of operation or if your annual Gross Revenue for all of our prior fiscal years was less than \$300,000, you must contribute to the Brand Fund monthly 1% of Gross Revenue for the preceding month ; (b) if your annual Gross Revenue for any of our prior fiscal years was equal to or greater than \$300,000 and less than \$500,000, you must contribute to the Brand Fund monthly 2% of Gross Revenue for the preceding month; and (c) if your annual Gross Revenue for any of our prior fiscal years was equal to or greater than \$500,000, you must contribute to the Brand Fund monthly 3% of Gross Revenue for the preceding month; provided, however, if your annual Gross Revenue for our current fiscal year exceeds \$1,000,000, then you must contribute to the Brand Fund monthly (i) 3% of Gross Revenue for the preceding month on the first \$1,000,000 of Gross Revenue in our current fiscal year and (ii) 2% of Gross Revenue for the preceding month on Gross Revenue that is over \$1,000,000 in our current fiscal year. Such contributions to the Brand Fund shall be in addition to the expenditures required by Sections 12.1 and 12.2 hereof. The Brand Fund shall be maintained and administered by us as follows:

12.3.1 We shall direct all advertising, marketing, and promotional programs, and have sole discretion over all aspects of such programs, including but not limited to concepts, materials, and media used in such programs, and the placement and allocation thereof. You agree and acknowledge that the Brand Fund is intended to maximize general public recognition, acceptance, and use of the System; and that we are not obligated, in administering the Brand Fund, to make expenditures for you which are equivalent or proportionate to your contribution, to make expenditures in your geographical area, or to ensure that you benefit directly or on a pro rata basis from expenditures or activities of the Brand Fund;

12.3.2 The Brand Fund, all contributions thereto, and any earnings thereon, shall be used exclusively to meet any and all costs of maintaining, administering, directing, conducting and preparing advertising, marketing, public relations, and/or promotional programs and materials, and any other activities which we believe will enhance the image of the System, including, but not limited to, the costs of preparing and conducting radio, television, print, and Internet-based advertising campaigns; developing, maintaining, and updating a World Wide Web site for the AMRAMP® brand and System on the Internet; direct mail advertising; marketing

surveys; employing advertising and/or public relations agencies to assist therein; purchasing promotional items; purchasing point-of-purchase materials; and providing promotional and other marketing materials and services to the businesses operating under the System. The Brand Fund may also be used to provide rebates or reimbursements to franchisees for local expenditures on products, services, or improvements, approved by us in advance, which products, services, or improvements we shall have the right to determine will promote general public awareness of and favorable support for the System. The Brand Fund may furnish you with samples of advertising, marketing formats, promotional formats and other materials at no additional cost to you when we, in our sole discretion, deem appropriate. Multiple copies of such materials will be furnished to you at our direct cost of producing them plus any related shipping handling and storage charges;

12.3.3 You shall contribute to the Brand Fund, in accordance with this Section 12.3. The Brand Fund will not be used to defray any of our general operating expenses, except we retain the right to obtain reimbursement from the Brand Fund for (a) our out-of-pocket costs and expenses incurred in administering the Brand Fund, ~~for~~ (b) up to ten percent (10%) of the monies contributed to the Brand Fund to reimburse us for administrative costs and overhead incurred by us in any activities related to the administration of the Brand Fund and its programs, and (c) a pro rata portion of the salaries of personnel who spend time on Brand Fund-related matters. The Brand Fund and any earnings thereon shall not otherwise inure to our benefit. We may spend, on behalf of the Brand Fund, in any fiscal year, an amount that is greater or less than the aggregate contribution of all AMRAMP® businesses to the Brand Fund in that year and the Brand Fund may borrow from us or others to cover deficits or invest any surplus for future use. All interest earned on monies contributed to the Brand Fund will be used to pay advertising costs before other assets of the Brand Fund are expended. We will prepare an annual statement of monies collected and costs incurred by the Brand Fund and furnish the statement to you upon written request. We have the right to cause the Brand Fund to be incorporated or operated through a separate entity at such time as we deem appropriate and such successor entity will have all of the rights and duties specified herein. We shall maintain separate bookkeeping accounts for the Brand Fund.

12.3.4 You acknowledge that the Brand Fund is not a trust or one of our assets and that we are not a fiduciary to you with respect to, or a trustee of, the Brand Fund or the monies therein; and

12.3.5 The Brand Fund is intended to be of perpetual duration. However, we maintain the right to terminate the Brand Fund. The Brand Fund may not be terminated, however, until all monies in the Brand Fund have been expended for advertising and/or promotional purposes or returned to its contributors on the basis of their respective contributions during the preceding three (3) month period.

12.4 Advertising Cooperative. We reserve the right, in our discretion, to designate any geographical area for purposes of establishing a regional advertising and promotional cooperative (“Cooperative”), and to determine whether a Cooperative is applicable to the AMRAMP® businesses. If a Cooperative has been established in your area prior to opening the

AMRAMP® Business, you shall become a member of the Cooperative no later than thirty (30) days after opening the AMRAMP® Business. If a Cooperative is established subsequent to your opening of the AMRAMP® Business, you shall become a member of the Cooperative no later than thirty (30) days after the date on which the Cooperative commences operation. If your AMRAMP® Business is within the territory of more than one Cooperative, you shall not be required to be a member of more than one Cooperative within that territory.

12.4.1 Each Cooperative shall be organized and governed in a form and manner, shall commence operation on a date, and shall operate pursuant to written governing documents, all of which must be approved in advance by us in writing;

12.4.2 Each Cooperative shall be organized for the exclusive purpose of administering regional advertising programs and developing, subject to our approval, standardized advertising materials for use by the members in local advertising;

12.4.3 No promotional or advertising plans or materials may be used by a Cooperative or furnished to its members without our prior approval. All such plans and materials shall be submitted to us in accordance with the procedures set forth in Section 12.9 hereof;

12.4.4 Each Cooperative shall have the right to require its members to make contributions to the Cooperative in such amounts as determined by the Cooperative; provided, however, that you shall not be required to contribute to any Cooperative in excess of one percent (1%) of Gross Revenue during any calendar year, unless two-thirds of the members of the Cooperative vote in favor of a greater contribution. Your payments made under this Section 12.4.4 shall be credited towards the monthly expenditure required to be made under Section 12.2 hereof and shall be in addition to the requirements of Section 12.1 and 12.3 hereof;

12.4.5 Each member franchisee shall submit to the Cooperative, no later than the first Friday of each month, for the preceding fiscal month, its contribution as provided in Section 12.4.4 hereof, together with such other statements or reports as may be required by us or by the Cooperative with our prior approval. All contributions to the Cooperative shall be forwarded by the Cooperative to us, and we shall expend such monies as directed by the duly elected representative of the Cooperative;

12.4.6 We, in our sole discretion, may grant to any franchisee an exemption for any length of time from the requirement of membership in a Cooperative, upon written request of such franchisee stating the reasons supporting such exemption. Our decision concerning such request for exemption shall be final; and

12.4.7 We shall have the power to require the Cooperative to be formed, changed, dissolved, or merged.

~~12.5 Website. As used in this Agreement, the term “Website” means an interactive electronic document, series of symbols, or otherwise, that is contained in a network of computers and/or other devices linked by communications software. The term Website includes, but is not limited to, the Internet and World Wide Web. We reserve the right to require you to establish and maintain a Website, at your expense, in connection with the AMRAMP® Business. You shall comply with the following requirements, and all other applicable requirements set forth in the Operations Manual or otherwise in writing from time to time:~~

~~12.5.1 Except as~~

12.5 Websites and Online Presence. You shall not use the Proprietary Marks or any abbreviation or other name associated with us and/or the System as part of any e-mail address, domain name, and/or other identification of you in any electronic medium, except as set forth in the Operations Manual. Unless otherwise approved in advance in writing by us or set forth in the Manual, you shall not establish or maintain a separate Website, domain name or otherwise URL in connection with the AMRAMP® Business, maintain a presence on the Internet, or advertise on the Internet or any other public computer network in connection with the Franchised Business. If such approval is granted by us, you shall establish and operate such World Wide Web or Internet site in accordance with our standards and policies provided to you in the Operations Manual or otherwise in writing from time to time; online. However, we have the right to establish one or more webpages to promote your AMRAMP® Business on the website(s) that we create or webpages that we control. We may require you to provide text, images, video, or other content for our use on such website(s).

~~12.5.2 You specifically acknowledge and agree that any Website will~~

12.6 Social Media and Other Designated Platforms. Notwithstanding the provisions of Section 12.5 above, we may elect, in our sole discretion, to permit or require you to establish accounts or “pages,” or otherwise create and maintain a presence, on any social media, business networking, or new technology website or platform, such as Facebook, Instagram, TikTok, Twitter, LinkedIn, virtual worlds, file, audio and video sharing sites, blogs, forums, or other similar present or future online, mobile, or internet-based site or platform that we designate (each “Designated Platform”). We may provide suggested content to facilitate such activity. If we permit or require your use of one or more Designated Platforms, then each of the following provisions shall apply:

12.6.1 Any presence or page on a Designated Platform owned, established, or maintained by or for your benefit, or using the Proprietary Marks, shall be deemed “advertising” under this Agreement, and will be subject to, (among other things), compliance with our approval under this Section 12;

~~12.5.3 You may only use Web materials, Web pages, and Web site content which we have approved in advance in writing. You shall promptly incorporate on, and remove from, your Web site any information we require in the manner specified then-current social media polices as set forth in the Operations Manual or otherwise in writing, and our prior review and approval process;~~

~~12.5.4 You shall provide on your Website all hyperlinks or other links that we may require. You shall not use any of the Marks on your Website, except as expressly permitted by us in writing. You may not post or include any Confidential Information or any other copyrighted material or information on your Web site without our prior written approval. If you wish to modify your approved Web site, all proposed modifications must receive our prior written approval;~~

~~12.5.5~~ 12.6.2 Any postings or contributions to a Designated Platform shall comply with our then-current specifications for such Designated Platform. We may furnish you with ~~materials~~material for your Website use on a Designated Platform, which you shall adapt and utilize as we direct, but we shall be and at all times remain the sole owner of the copyrights for all such material which appears on your Web site; and any content you create on such Designate Platform.

~~12.5.6 You shall obtain our prior written approval for each Internet domain name and/or home page address you use in connection with your Website. We shall be, and at all times remain, the sole owner of the domain name and/or home page address for the Web site you maintain in connection with the AMRAMP® Business, you shall execute all documents required by us in connection therewith, and you hereby appoint us as your attorney in fact to execute such documents on your behalf if you fail to do so; and~~

~~12.5.7 We shall have the right to modify the provisions of this Section 12.5 relating to Websites as we shall solely determine is necessary or appropriate for the best interests of the System.~~

~~12.6~~

12.6.3 You shall not make any posting or other contribution to a Designated Platform relating to us, the System, the Proprietary Marks, or the AMRAMP® Business that (a) is derogatory, disparaging, or critical of us or the System, (b) is offensive, inflammatory, or indecent, (c) harms the goodwill and public image of the System and/or the Proprietary Marks, or (d) violates our policies relating to the use of Designated Platforms.

12.6.4 If required by us, your postings or contributions to Designated Platforms must include hyperlinks to www.amramp.com any other websites as we may request in writing; and

12.6.5 You must provide us at all times with current administrator-level access credentials, usernames, passwords, tokens, and all other information and items required for complete access to, and control over, any accounts, pages, or presence on any Designated Platform (collectively, the “Access Credentials”). In the event that you fail to comply with the requirements of this Section 12.6 with respect to your activities, you acknowledge and agree that we and our representatives may use the Access Credentials, access the foregoing resources and correct them to comply with the requirements of this Section 12.6, without being guilty of trespass, conversion, infringement, or any similar tort. You will pay us, on demand, all costs incurred by us in taking such corrective action, plus interest from the date the costs were paid by us until reimbursement is received from you. In addition, at our request, you must execute any documents we reasonably deem necessary to reflect the rights described in this Section 12.6.

12.7. Advertising Materials. All advertising and promotion by you shall be in such media and of such type and format as we may approve, shall be conducted in a dignified manner, shall comply with federal and local laws and regulations, including but not limited to the Lanham Act, 15 U.S.C. § 1125 et seq., the Telephone Consumer Protection Act, 47 U.S.C. § 227 et seq. (the “TCPA”), the CAN-SPAM Act, the Telemarketing Sales Rules, and conform to such standards and requirements as we may specify. You shall not use any advertising or promotional plans or materials unless and until you have received written approval from us as described in Section ~~12.8~~12.9. You acknowledge and agree that all advertising that you use must designate only our toll free telephone number for contacting you. You agree you will be solely responsible for complying with any laws pertaining to communications by telephone, including federal and state anti-solicitation laws regulating phone calls, text messages, spamming, and faxing.

~~12.7~~12.8 Telephone Directories. If you elect to list and advertise the AMRAMP® Business in the principal regular (white pages) and classified (yellow pages) telephone directories covering the area in which the AMRAMP® Business is located, the costs of your telephone directory advertising will not be credited toward the advertising and promotion obligation described in Sections 12.1, 12.2 and 12.3, unless such ad is a pre-approved display or column ad.

~~12.8~~12.9 Approval of Advertising Materials. You shall submit to us samples of all advertising and promotional plans and materials for any print, broadcast, cable, electronic, computer or other media (including, without limitation, the Internet) that you desire to use and that have not been prepared or previously approved by us within the preceding three (3) months (as provided in Section 21 hereof), for our prior approval. You shall not use such plans or materials until they have been approved in writing by us. If written notice of disapproval is not received by you from us within thirty (30) days of the date of receipt by us of such samples or materials, we shall be deemed to have approved them.

~~12.9~~12.10 Advisory Council. We reserve the right, in our sole discretion, to require you to become a member of and participate actively in the Advisory Council (“Advisory Council”) in your area. You shall participate actively in the Advisory Council as we designate and participate in all Advisory Council meetings approved by us. We reserve the right to amend the governing documents for the Council from time to time, in our sole discretion, at any time. We, in our sole discretion, will determine the topic areas to be considered by the Advisory Council. The purposes of the Advisory Council shall include, but are not limited to, exchanging ideas and problem-solving methods, advising us on expenditures for system-wide advertising, and coordinating franchisee efforts. Amounts and expenditures may vary from time to time due to variations in Advisory Council participation and costs, as determined by the Advisory Council, and as approved by us. We shall have the right to change, or dissolve the Advisory Council at any time in our sole discretion.

13. INSURANCE

13.1 Minimum Insurance Requirements. You shall procure, prior to the commencement of any activities or operations under this Agreement, and shall maintain in full

force and effect at all times during the term of this Agreement (and for such period thereafter as is necessary to provide the coverages required hereunder for events having occurred during the term of this Agreement), at your expense, an insurance policy or policies protecting you, us, and the parties' respective officers, directors, partners, agents and employees against any demand or claim with respect to personal injury, death or property damage, business interruption, or any loss, liability or expense whatsoever arising or occurring upon or in connection with the AMRAMP® Business, including, but not limited to, commercial general liability insurance (including products/completed operations), property insurance (including, but not limited to, fire, vandalism, and malicious mischief insurance for the replacement value of the AMRAMP® Business and its contents), casualty insurance, business interruption insurance, statutory workers' compensation and employer's liability insurance, and automobile insurance coverage for all vehicles used in connection with the operation of the AMRAMP® Business. Such policy or policies shall be written by a responsible carrier or carriers acceptable to us. The commercial general liability policy shall name us and our subsidiaries and affiliates as additional insureds, specifically including additional insured rights within the completed operations coverage grant. All other policies shall provide us with thirty (30) days' notice of cancellation. All policies shall provide at least the types and minimum amounts of coverage specified in the Operations Manual. We shall have the right, from time to time, to make such changes in minimum policy limits and endorsements in the Operations Manual or otherwise in writing as it may determine in its reasonable discretion.

13.2 Non-waiver. Your obligation to obtain and maintain the policy or policies in the amounts specified in the Operations Manual shall not be limited in any way by reason of any insurance that may be maintained by us, nor shall your performance of that obligation relieve you of liability under the indemnity provisions set forth in Section 20.3 of this Agreement.

13.3 Franchisor Entitled to Recover. All public liability and property damage policies shall contain a provision that we, although named as an insured, shall nevertheless be entitled to recover under such policies on any loss occasioned to us or our servants, agents or employees by reason of the negligence of you or your servants, agents or employees.

13.4 Certificates of Insurance. Prior to the commencement of any operations under this Agreement, and thereafter at least thirty (30) days prior to the expiration of any policy, you shall deliver to us Certificates of Insurance evidencing the proper types and minimum amounts of coverage. All Certificates shall expressly provide that no less than thirty (30) days' prior written notice shall be given to us in the event of material alteration to or cancellation of the coverages evidenced by such Certificates.

13.5 Our Right to Procure Insurance. Should you, for any reason, fail to procure or maintain the insurance required by this Agreement, as such requirements may be revised from time to time by us in the Operations Manual or otherwise in writing, we shall have the right and authority (but not the obligation) to procure and maintain such insurance in your name and to charge the same to you, which charges, together with our reasonable expenses in so acting, shall be payable by you immediately upon notice. The foregoing remedies shall be in addition to any other remedies we may have under this Agreement or at law or in equity.

14. TRANSFER OF INTEREST

14.1 Our Right to Transfer. We shall have the right to transfer or assign this Agreement and all or any part of its rights or obligations herein to any person or legal entity, and any of our designated assignee(s) shall become solely responsible for all of our obligations under this Agreement from the date of assignment. You shall execute such documents of attornment or other documents as we may request.

14.2 Your Conditional Right to Transfer. You understand and acknowledge that the rights and duties set forth in this Agreement are personal to you, and that we have granted this franchise in reliance on your (or, if you are a corporation, partnership, or limited liability company, your principals') business skill, financial capacity and personal character. Accordingly, neither you nor any immediate or remote successor to any part of your interest in this Agreement, nor any individual, partnership, limited liability company, corporation or other legal entity which directly or indirectly owns any interest in you or in the Franchised Business shall sell, assign, transfer, convey, pledge, encumber, merge or give away (collectively, "transfer") this Agreement, any direct or indirect interest in you, or in all or substantially all of the assets of the Franchised Business without our prior written consent. Any purported assignment or transfer not having our written consent required by this Section 14.2 shall be null and void and shall constitute a material breach of this Agreement, for which we may immediately terminate without opportunity to cure pursuant to Section 15.2.6 of this Agreement. The foregoing remedies shall be in addition to any other remedies we may have under this Agreement or at law or in equity.

14.3 Conditions of Transfer. You shall notify us in writing of any proposed transfer of this Agreement, any direct or indirect interest in you, or in all or substantially all of the assets of the Franchised Business, at least forty-five (45) days before such transfer is proposed to take place. We shall not unreasonably withhold our consent to any transfer. We may, in our sole discretion, require any or all of the following as conditions of its approval:

14.3.1 That all of your accrued monetary obligations and all other outstanding obligations to us and our affiliates have been satisfied;

14.3.2 That you are not in default of any provision of this Agreement, any amendment hereof or successor hereto, or any other agreement between you and us or our affiliates;

14.3.3 That the consideration or payment of terms offered by a proposed Transferee are not excessive or unreasonable, based on the Gross Revenue or the gross revenue of other AMRAMP® businesses, in our reasonable business judgment;

14.3.4 That the transferor shall have executed a general release, in a form prescribed by us, of any and all claims against us and our affiliates, and their respective officers, directors, agents, shareholders, and employees;

14.3.5 That the transferor and transferee have executed a mutual general release, relieving all claims against each other, excluding only such claims relating to any provision or covenant of this Agreement which imposes obligations beyond the expiration of this Agreement;

14.3.6 That the transferee (and, if the transferee is other than an individual, such owners of a beneficial interest in the transferee as we may request) enter into a written assignment, in a form satisfactory to us, assuming and agreeing to discharge all of your obligations under this Agreement; and that the transferee guarantee the performance of all such obligations in writing in a form satisfactory to us;

14.3.7 That the transferee (and, if the transferee is other than an individual, such owners of a beneficial interest in the transferee as we may request) demonstrate to our satisfaction that it meets our educational, managerial and business standards; possesses a good moral character, business reputation and credit rating; has the aptitude and ability to operate the Franchised Business; has adequate financial resources and capital to operate the Franchised Business; and has not operated a business in competition with us;

14.3.8 That the transferee execute, for a term ending on the expiration date of this Agreement and with such renewal term(s) as may be provided by this Agreement, our then-current form of franchise agreement and other ancillary agreements as we may require for the Franchised Business, which agreements shall supersede this Agreement in all respects, and the terms of which may differ from the terms of this Agreement including, without limitation, a higher royalty fee, brand fund contribution and other fees, as determined by us, except that the transferee shall not be required to pay any initial franchise fee and your Territory shall remain the same;

14.3.9 That you remain liable for all of the obligations to us in connection with the Franchised Business which arose prior to the effective date of the transfer and execute any and all instruments reasonably requested by us to evidence such liability;

14.3.10 That the transferee (or, if the transferee is a corporation, partnership or limited liability company, a principal of the transferee acceptable to us), at the transferee's expense, have successfully completed any training programs then in effect upon such terms and conditions as we may reasonably require and pay us the then-current training fee;

14.3.11 That we approve the terms and conditions of the transfer agreement between you and transferee;

14.3.12 That transferee does not finance more than seventy-five percent (75%) of the total purchase price, and that transferee expressly, in writing, subordinates all third-party interests in the Franchised Business to the interests of us; and

14.3.13 That you pay to us a transfer fee of Ten Thousand Dollars (\$10,000); however, in the case of a transfer to a corporation or limited liability company formed by you for the convenience of ownership (as determined by us in our sole discretion), no such transfer fee shall be required.

14.4 No Security Interest. You shall not grant a security interest in the AMRAMP® Business or in any of the assets of the AMRAMP® Business without our express written consent. If we consent to such security interest, such consent shall be conditioned on, among other things, the secured party's agreement that in the event of any default by you under any documents related to the security interest, we shall have the right and option (but not the obligation) to be substituted as obligor to the secured party and to cure any of default by you, and, in the event we exercise such option, any acceleration of indebtedness due to your default shall be void. In the event we cure any such default by you, you shall reimburse us all amounts paid by us to cure the default, plus all costs and expenses incurred by us to cure such default, and you shall be deemed in default of this Agreement.

14.5 Our Right of First Refusal. If any party holding any direct or indirect interest in this Agreement, in you, or in all or substantially all of the assets of the Franchised Business desires to accept any bona fide offer from a third party to purchase such interest, you shall notify us as provided in Section 14.3 hereof, and shall provide such information and documentation relating to the offer as we may require. We shall have the right and option, exercisable within thirty (30) days after receipt of such written notification, to send written notice to the seller that we intend to purchase the seller's interest on the same terms and conditions offered by the third party. If we elect to purchase the seller's interest, closing on such purchase shall occur within thirty (30) days from the date of notice to the seller of our election to purchase. If we elect not to purchase the seller's interest, any material change thereafter in the terms of the offer from a third party shall constitute a new offer subject to the same rights of first refusal by us as in the case of the third party's initial offer. Our failure to exercise the option afforded by this Section 14.5 shall not constitute a waiver of any other provision of this Agreement, including all of the requirements of this Section 14, with respect to a proposed transfer. In the event the consideration, terms and/or conditions offered by a third party are such that we may not reasonably be required to furnish the same consideration, terms and/or conditions, then we may purchase the interest proposed to be sold for the reasonable equivalent in cash. If the parties cannot agree within thirty (30) days on the reasonable equivalent in cash of the consideration, terms and/or conditions offered by the third party, an independent appraiser shall be designated by us at our expense, and the appraiser's determination shall be binding.

14.6 Death or Mental Incapacity. Upon the death, physical or mental incapacity of any person with an interest in this Agreement, in you, or in all or substantially all of the assets of the Franchised Business, the executor, administrator, or personal representative of such person shall transfer such interest to a third party approved by us within six (6) months after such death or mental incapacity. Such transfers, including, without limitation, transfers by devise or inheritance, shall be subject to the same conditions as any inter vivos transfer. In the case of transfer by devise or inheritance, if the heirs or beneficiaries of any such person are unable to meet the conditions in this Section 14, the executor, administrator, or personal representative of the decedent shall transfer the decedent's interest to another party approved by us within a reasonable time, which disposition shall be subject to all the terms and conditions for transfers contained in this Agreement. If the interest is not disposed of within a reasonable time, we may terminate this Agreement, pursuant to Section 15.2.7 hereof.

14.7 Non-waiver. Our consent to a transfer of any interest in this Agreement, in you, or in all or substantially all of the assets of the Franchised Business shall not constitute a waiver of any claims we may have against the transferring party, nor shall it be deemed a waiver of our right to demand exact compliance with any of the terms of this Agreement by the transferor or transferee.

15. DEFAULT AND TERMINATION

15.1 Automatic Termination. You shall be deemed to be in default under this Agreement, and all rights granted to you herein shall automatically terminate without notice to you or opportunity to cure, if: You become insolvent or make a general assignment for the benefit of creditors; a petition in bankruptcy is filed by you or such a petition is filed against and not opposed by you; you are adjudicated bankrupt or insolvent; a bill in equity or other proceeding for the appointment of a receiver of you or other custodian for your business or assets is filed and consented to by you; a receiver or other custodian (permanent or temporary) of your assets or property, or any part thereof, is appointed by any court of competent jurisdiction; proceedings for a composition with creditors under any state or federal law should be instituted by or against you; a final judgment remains unsatisfied or of record for thirty (30) days or longer (unless supersedeas bond is filed); you are dissolved; execution is levied against your business or property; suit to foreclose any lien or mortgage against the Premises or equipment is instituted against you and not dismissed within thirty (30) days; or the real or personal property of the Franchised Business shall be sold after levy thereupon by any sheriff, marshal, or constable.

15.2 Notice Without Opportunity to Cure. In addition to the foregoing, upon the occurrence of any of the following events of default, we may, at our option, terminate this Agreement and all rights granted hereunder, without affording you any opportunity to cure the default, effective immediately upon the provision of notice to you (in the manner provided under Section 23 hereof):

15.2.1 If you fail to open and operate the AMRAMP® Business within the time limits provided in Section 5.4 hereof;

15.2.2 If you or the other individuals identified in Section 6.1 fail to complete the Initial Training Program to our satisfaction, or fail to attend additional training as described in Section 6.6 hereof;

15.2.3 If you at any time cease to operate or otherwise abandon the Franchised Business for five (5) or more consecutive business days, or lose the right to possession of the Premises, or otherwise forfeit the right to do or transact business in the jurisdiction where the Franchised Business is located; however, if, through no fault of your own, the Premises are damaged or destroyed by an event such that repairs or reconstruction cannot be completed within sixty (60) days thereafter, then you shall have thirty (30) days after such event in which to apply for our approval to relocate and/or reconstruct the Premises, which approval shall not be unreasonably withheld;

15.2.4 If you fail to attain or exceed Twenty Thousand Dollars (\$20,000) in monthly Gross Revenue at least once during the initial twelve (12) calendar months of this Agreement;

15.2.5 If you, or any of your principals, officers, or directors, are convicted of a felony, a crime involving moral turpitude, or any other crime or offense that we believe is reasonably likely to have an adverse effect on the System, the Proprietary Marks, the goodwill associated therewith or our interest therein; or if you or any of your principals, officers, or directors, commit any acts or engage in any behavior that we believe is reasonably likely to have an adverse effect on the System, the Proprietary Marks, the goodwill associated therewith, or our interest therein, including but not limited to conduct that is fraudulent, unfair, unethical, or deceptive;

15.2.6 If a threat or danger to public health or safety results from the construction, maintenance, or operation of the Franchised Business;

15.2.7 If any purported assignment or transfer of any direct or indirect interest in this Agreement, in you, or in all or substantially all of the assets of the Franchised Business is made to any third party without our prior written consent, or otherwise contrary to the terms of Section 14 hereof;

15.2.8 If an approved transfer is not effected within the time provided following death or mental incapacity, as required by Section 14.6 hereof;

15.2.9 If you fail to comply with the covenants in Section 17.2 hereof or fail to obtain execution of the covenants required under Section 10.2 hereof;

15.2.10 If, contrary to the terms of Sections 9 or 10 hereof, you disclose or divulge the contents of the Operations Manual or other confidential information provided to you by us;

15.2.11 If you intentionally under-report Gross Revenue;

15.2.12 If you knowingly maintain false books or records or submit any false reports or other documentation (including your application for this franchise) to us;

15.2.13 If you misuse or make any unauthorized or improper use of the Proprietary Marks or any other identifying characteristics of the System, or otherwise materially impair the goodwill associated therewith or our rights therein; or if you fail to utilize the Proprietary Marks solely in the manner and for the purposes directed by us;

15.2.14 If you refuse to permit us to inspect the Premises, or the books, records or accounts of you upon demand as provided for herein;

15.2.15 If you, after curing any default pursuant to Section 15.3 hereof, commit the same default again, whether or not cured after notice;

15.2.16 If you sell products or services not previously approved by us, or purchase any product from a supplier not previously approved by us;

15.2.17 If you (or any of your owners) have made any material misrepresentation to us or any other party or omission in connection with your purchase of the Franchised Business; or

15.2.18 If we cure any default by you pursuant to Section 14.4 hereof.

15.3 Notice With Opportunity to Cure. Except as otherwise provided in Sections 15.1 and 15.2 of this Agreement, upon any other default by you, we shall give you written notice of such default (in the manner set forth under Section 23 hereof) and an opportunity to cure such default within thirty (30) days (or such shorter period specified below) of your receipt of such notice. We shall have the right to terminate this Agreement immediately upon notice to you if you fail to cure any default to our satisfaction, and provide proof thereof, within the thirty (30) day period (or such shorter period specified below). If applicable law requires a longer cure period, such period shall apply to our notice. Defaults which are susceptible of cure hereunder include the following illustrative events:

15.3.1 If you fail to substantially comply with any of the requirements imposed by this Agreement, as it may from time to time reasonably be supplemented by the Operations Manual, or fail to carry out the terms of this Agreement in good faith;

15.3.2 If you fail, refuse or neglect promptly to pay any monies owing to us or our affiliates when due, or to submit the financial or other information required by us under this Agreement (You shall have seven (7) days from your receipt of written notice to cure such default);

15.3.3 If you fail to maintain or observe any of the standards or procedures prescribed by us in this Agreement, the Operations Manual, or otherwise in writing;

15.3.4 Except as provided in Section 15.2.7 hereof, if you fail, refuse or neglect to obtain our prior written approval or consent as required by this Agreement;

15.3.5 If, upon inspection by us or a government health inspector, your AMRAMP® Business is in violation of the health, safety, or sanitation standards prescribed by us in this Agreement, the Operations Manual, or otherwise in writing, or is in violation of any health or safety law, codes, or regulation (You shall have twenty-four (24) hours from your receipt of written notice to cure such default);

15.3.6 If you act, or fail to act, in any manner which is inconsistent with or contrary to your lease or sublease for the Premises, or in any way jeopardize your right to renewal of such lease or sublease (You shall have seven (7) days from your receipt of written notice to cure such default);

15.3.7 If you engage in any business or market any service or product under a name or mark which, in our opinion, is confusingly similar to the Proprietary Marks (You shall have seven (7) days from your receipt of written notice to cure such default); or

15.3.8 If you fail to comply with all applicable laws, rules and regulations related to the operation of the AMRAMP® Business (including, without limitation, the applicable provisions of the ADA regarding the construction, design and operation of the AMRAMP® Business).

15.4 Limitation of Services or Benefits. If you receive a notice of default issued pursuant to either Section 15.2 or Section 15.3 and fail to cure such default within the time period permitted in such notice, we shall have the right, in our sole discretion, to temporarily or permanently limit, curtail, or remove certain services or benefits provided or required to be provided to you hereunder in lieu of exercising our right to terminate this Agreement pursuant to its terms, including, without limitation:

15.4.1 To restrict you or any of your staff attendance at any initial training, continuing training, meetings, workshops, or conventions;

15.4.2 To refuse or permit our affiliate to sell or furnish to you any supplies, products, or advertising and promotional materials, including, but not limited to, withholding shipment of additional ramps or other products used in the Franchised Business;

15.4.3 To refuse to provide you ongoing advice about the operation of the AMRAMP® Business;

15.4.4 To refuse any request by you to approve a new supplier; and

15.4.5 To refuse any request by you to approve the use of any advertising or promotional materials.

You agree to hold us harmless with respect to any action taken by us pursuant to this Section 15.4; and you further agree that we shall not be liable for any loss, expense, or damage incurred by you or the AMRAMP® Business because of any action we take pursuant to this Section 15.4. Nothing in this Section 15.4 constitutes a waiver of any of our rights or remedies under this Agreement or any other agreement between the parties; including, without limitation, the right to terminate this Agreement under Sections 15.1, 15.2, and 15.3 hereof. You acknowledge and agree that our exercise of our rights pursuant to this Section 15.4 shall not be deemed a constructive termination of this Agreement or of any other agreement between the parties, and shall not be deemed a breach of any provision of this Agreement by us. Any services or benefits removed, curtailed, or limited pursuant to this Section 15.4 may be reinstated at any time by us in our sole discretion and you hereby agree to accept immediately any such reinstatement of services or benefits so removed, curtailed, or limited. You acknowledge and agree that, if we limit any services or benefits under this Section 15.4, you shall continue to pay timely all fees and payments required under this Agreement and any other agreement between you and us, including, without limitation, any fees associated with services or benefits limited by us. You shall have no right to a refund of any fees paid in advance for such services or benefits.

16. OBLIGATIONS UPON TERMINATION OR EXPIRATION

Upon termination or expiration of this Agreement for any reason, all rights granted hereunder to you shall forthwith terminate, and:

16.1 Cease Operations. You shall immediately cease to operate the Franchised Business, and shall not thereafter, directly or indirectly, represent to the public or hold yourself out as a present or former AMRAMP® franchisee. Immediately upon the expiration or termination hereof, you shall dispose of, and not sell, any AMRAMP® products, equipment or other items sold hereunder.

16.2 Cease Use of Confidential Information and Proprietary Marks. You shall immediately and permanently cease to use, in any manner whatsoever, any confidential methods, procedures and techniques associated with the System, and all Proprietary Marks and distinctive forms, slogans, signs, symbols, colors, and devices associated with the System. In particular, you shall cease to use, without limitation, all signs, advertising materials, displays, stationery, forms, products and any other articles that display the Proprietary Marks. You shall de-identify the premises of the Franchised Business and the Van so that there is no use or display of the Proprietary Marks after the effective date of termination or expiration.

16.3 Cancellation of Registrations. You shall take such action as may be necessary to cancel any assumed name registration or equivalent registration obtained by you which contains the mark “AMRAMP®”, or any other Proprietary Marks, and you shall furnish us with evidence satisfactory to us of compliance with this obligation within five (5) days after termination or expiration of this Agreement.

16.4 Assignment of Lease. You shall, at our option, assign to us any interest which you have in any lease or sublease for the Premises. In the event we do not elect to exercise our option to acquire the lease or sublease for the Premises, you shall make such modifications or alterations to the Premises (including, without limitation, the changing of, and the assigning to us of, the telephone number) immediately upon termination or expiration of this Agreement as may be necessary to distinguish the appearance of the Premises from that of the AMRAMP® Business under the System, and shall make such specific additional changes thereto as we may reasonably request for that purpose. In the event you fail or refuse to comply with the requirements of this Section 16.4, we shall have the right to enter upon the Premises, without being guilty of trespass or any other tort, for the purpose of making or causing to be made such changes as may be required, at the expense of you, which expense you agree to pay upon demand.

16.5 Subsequent Use of Proprietary Marks Prohibited. You agree, in the event you continue to operate or subsequently begin to operate any other business, not to use any reproduction, counterfeit, copy or colorable imitation of the Proprietary Marks, either in connection with such other business or the promotion thereof, which, in our sole discretion, is likely to cause confusion, mistake or deception, or which, in our sole discretion, is likely to dilute our rights in and to the Proprietary Marks. You further agree not to utilize any designation of origin, description or representation (including but not limited to reference to AMRAMP®,

the System or the Proprietary Marks) which, in our sole discretion, suggests or represents a present or former association or connection with us, the System or the Proprietary Marks.

16.6 Payment. You shall promptly pay all sums owing to us and our affiliates. In the event of termination due to your default, such sums shall include all damages, costs, and expenses, including reasonable attorneys' fees, incurred by us as a result of the default, which obligation shall give rise to and remain, until paid in full, a lien in our favor against any and all of the personal property, furnishings, equipment, signs, fixtures, and inventory owned by you and on the Premises operated hereunder at the time of default.

16.7 Liquidated Damages Upon Termination Due to Your Default. In the event this Agreement is terminated prior to the end of its term due to your default hereunder, in addition to the amounts set forth in Section 16.6 above, you shall promptly pay to us a lump sum payment (as damages and not as a penalty) for breaching this Agreement in an amount equal to: (a) the average monthly royalty fee and Brand Fund fee payable by you under Sections 4.2 and 12.3 above over the twelve (12) month period immediately preceding the date of termination (or such shorter time period if the AMRAMP® Business has been open less than twelve (12) months); (b) multiplied by the lesser of (i) thirty-six (36) months or (ii) the number of months then remaining in the then-current term of this Agreement. You acknowledge that a precise calculation of the full extent of the damages we will incur in the event of termination of this Agreement as a result of your default is difficult to determine and that this lump sum payment is reasonable in light of the damages we will incur for your material default causing the premature termination of this Agreement. This lump sum payment shall be in lieu of any damages we may incur as a result of your default, but it shall be in addition to all amounts provided above in Section 16.6 and any attorneys' and accountants' fees and other costs and expenses to which we are entitled under the terms of this Agreement, including but not limited to, Section 26.8 below. Your payment of this lump sum shall not affect our right to obtain appropriate injunctive relief and remedies to enforce this Section 16 and the covenants set forth in Sections 10 and 17.

16.8 Return Manuals and Confidential Information. You shall immediately deliver to us the Operations Manual, paper and electronic spreadsheets and checklists and all other records, correspondence and instructions containing confidential information relating to the operation of the AMRAMP® Business, including, but not limited to, computer software, customer lists, and customer information, all of which are acknowledged to be our property, and shall retain no copy or record of any of the foregoing, with the exception of your copy of this Agreement, any correspondence between the parties and any other documents which you reasonably need for compliance with any provision of law.

16.9 Websites. You shall cease use of any AMRAMP® business domain name, URL, or home page address, and shall not establish any Website using any similar or confusing domain name, URL, and/or home page address.

16.10 Our Option to Purchase Equipment. We shall have the option, to be exercised within thirty (30) days after termination, to purchase from you any or all of the equipment, signs, inventory, materials, supplies and fixtures related to the operation of the AMRAMP® Business at

fair market value or at sixty percent (60%) of your original investment, whichever is less. If the parties cannot agree within such time on the price of any such items, an independent appraisal shall be conducted at our expense by an appraiser we select, and the appraiser's determination shall be binding. If we elect to exercise any option to purchase herein provided, it shall have the right to set off all amounts due from you, and the cost of the appraisal, if any, against any payment therefor.

16.11 Compliance With Covenants. You shall comply with the covenants contained in Sections 10.1 and 17.3 of this Agreement.

16.12 Assignment of Customer Contracts. You agree to assign all of your customer accounts and contracts to us or to our designee within fifteen (15) days after the effective date of termination or expiration of this Agreement. The assignment shall permit us to collect and retain customer payments past due, in addition to customer payments owed after the date of assignment.

17. COVENANTS

17.1 Best Efforts. You covenant that, during the term of this Agreement, except as otherwise approved in writing by us, you (or, if you are a corporation, partnership or limited liability company, one of your principals, general partners or members) shall devote full time, energy, and best efforts to the management and operation of the AMRAMP® Business.

17.2 In-Term Covenants. You specifically acknowledge that, pursuant to this Agreement, you will receive valuable, specialized training and confidential information, including, without limitation, information regarding the operational, sales, promotional, and marketing methods and techniques used by us and the System. You covenant that during the term of this Agreement, except as otherwise approved in writing by us, you shall not, either directly or indirectly, for yourself, or through, on behalf of, or in conjunction with any person or legal entity:

17.2.1 Divert or attempt to divert any present or prospective business or customer of any AMRAMP® business to any competitor, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Proprietary Marks and the System;

~~17.2.2 — Employ or seek to employ any person who is at that time employed by us, our affiliates, or by any of our other franchisees, or otherwise directly or indirectly induce such person to leave his or her employment; or~~

~~17.2.3~~ 17.2.2 Own, maintain, operate, engage in, act as a consultant for, perform services for, or have any interest in any retail business which: (a) is the same as, or substantially similar to, an AMRAMP® business; or (b) offers to sell or sells Ramps, Additional Approved Products, or other services, equipment, products or items which are the same as, or substantially similar to, any of the services, equipment, product or other items offered by an AMRAMP® business. The prohibitions in this Section 17.2 shall not apply to interests in or activities performed in connection with the AMRAMP® Business.

17.3 Post-Term Covenants. You covenant that, except as otherwise approved in writing by us, you shall not, for a continuous, uninterrupted period of two (2) years commencing upon the date of (a) a transfer permitted under Section 14 of this Agreement, (b) expiration of this Agreement, (c) termination of this Agreement (regardless of the cause for termination), or (d) a final order of a duly authorized arbitrator, panel of arbitrators, or a court of competent jurisdiction (after all appeals have been taken) with respect to any of the foregoing or with respect to enforcement of this Section 17.3, either directly or indirectly, for itself, or through, on behalf of, or in conjunction with any person or legal entity, own, maintain, operate, engage in, be employed by, provide assistance to, or have any interest in (as owner or otherwise) any retail business that: (a)(i) is the same as, or substantially similar to, an AMRAMP® business; or (ii) offers to sell or sells Ramps, Additional Approved Products, or any other services, equipment, products or items which are the same as, or substantially similar to, any of the services, equipment, products or other items offered by an AMRAMP® business; and (b) is, or is intended to be, located at or within:

17.3.1 your Territory;

17.3.2 One hundred (100) miles of the Approved Location; or

17.3.3 Fifty (50) miles of any business operating under the System and the Proprietary Marks.

The prohibitions of Sections ~~17.2.3~~[17.2.2](#) and 17.3 shall not apply to your interests in or operation of an AMRAMP® Business under a written Franchise Agreement.

17.4 No Application to Equity Securities. Sections 17.2.3 and 17.3 shall not apply to ownership by you of a less than five percent (5%) beneficial interest in the outstanding equity securities of any corporation which has securities registered under the Securities Exchange Act of 1934.

17.5 Reduction of Scope of Covenants. You understand and acknowledge that we shall have the right, in our sole discretion, to reduce the scope of any covenant set forth in Sections 17.2 and 17.3, or any portion thereof, without your consent, effective immediately upon receipt by you of written notice thereof; and you agree that you shall comply forthwith with any covenant as so modified, which shall be fully enforceable.

17.6 Compliance With Anti-Terrorism Laws. You acknowledge that under applicable U.S. law, including, without limitation, Executive Order 13224, signed on September 23, 2001 (the “Executive Order”), we are prohibited from engaging in any transaction with any person engaged in, or with a person aiding any person engaged in, acts of terrorism, as defined in the Executive Order. Accordingly, you represent and warrant to us that as of the date of this Agreement, neither you nor any person holding any ownership interest in you, controlled by you, or under common control with you, are designated under the Executive Order as a person with whom business may not be transacted by us, and that you (a) do not, and hereafter shall not, engage in any terrorist activity; (b) are not affiliated with and does not support any individual or entity engaged in, contemplating, or supporting terrorist activity; and (c) are not acquiring the

rights granted under this Agreement with the intent to generate funds to channel to any individual or entity engaged in, contemplating, or supporting terrorist activity, or to otherwise support or further any terrorist activity.

17.7 No Defense. You expressly agree that the existence of any claims you may have against us, whether or not arising from this Agreement, shall not constitute a defense to the enforcement by us of the covenants in this Section 17. You agree to pay all costs and expenses (including reasonable attorneys' fees) incurred by us in connection with the enforcement of this Section 17.

17.8 Independent Covenants. The parties agree that each of the foregoing covenants shall be construed as independent of any other covenant or provision of this Agreement. If all or any portion of a covenant in this Section 17 is held unreasonable or unenforceable by a court, arbitrator, or agency having valid jurisdiction in an unappealed final decision to which we are a party, you expressly agree to be bound by any lesser covenant subsumed within the terms of such covenant that imposes the maximum duty on you permitted by law, as if the resulting covenant were separately stated in and made a part of this Section 17.

17.9 Irreparable Injury. You acknowledge that your violation of any of the terms of this Section 17 would result in irreparable injury to us for which no adequate remedy at law may be available, and you accordingly consent to the issuance of an injunction prohibiting any conduct by you in violation of the terms of this Section 17.

17.10 Our Costs and Expenses. You shall pay us all damages, costs, and expenses, including reasonable attorneys' fees, incurred by us in obtaining injunctive or other relief for the enforcement of any provision of this Section 17.

18. CORPORATE, PARTNERSHIP OR LIMITED LIABILITY COMPANY FRANCHISEE

18.1 Franchisee Corporation. If you are a corporation, you shall comply with the following requirements:

18.1.1 You shall be newly organized and your charter shall at all times provide that its activities are confined exclusively to operating the Franchised Business;

18.1.2 Copies of your Articles of Incorporation, Bylaws and other governing documents, and any amendments thereto, including the resolution of the Board of Directors authorizing entry into this Agreement, shall be promptly furnished to us;

18.1.3 You shall maintain stop-transfer instructions against the transfer on your records of any equity securities; and shall issue no certificates for voting securities upon the face of which the following printed legend does not legibly and conspicuously appear:

The transfer of this stock is subject to the terms and conditions of a Franchise Agreement with AMRAMP, LLC dated

_____. Reference is made to the provisions of the said Franchise Agreement and to the Articles and Bylaws of this Corporation.

Notwithstanding the above, the requirements of this Section 18.1.3 shall not apply to a “publicly-held corporation.” A “publicly-held corporation” for purposes of this Agreement shall mean a corporation registered pursuant to the Securities and Exchange Act of 1934; and

18.1.4 You shall maintain a current list of all owners of record and all beneficial owners of any class of voting securities or securities convertible into voting securities of you and shall furnish the list to us upon request.

18.2 Franchisee Partnership. If you or any of your successors or assignees are a partnership, you shall comply with the following requirements:

18.2.1 You shall be newly organized and shall furnish us with a copy of your partnership agreement as well as such other documents as we may reasonably request, and any amendments thereto;

18.2.2 The partnership agreement shall at all times note conspicuously that partnership rights are held subject to, and that further assignment or transfer thereof are subject to, all restrictions imposed upon assignments by the Franchise Agreement; and

18.2.2 You shall prepare and furnish to us, upon request, a list of all your general and limited partners.

18.3 Franchisee Limited Liability Company. If you or any of your successors or assignees are a limited liability company, you shall comply with the following requirements:

18.3.1 You must be newly organized and the articles of incorporation must at all times provide that your activities are confined exclusively to operating the Franchised Business;

18.3.2 You shall furnish us with a copy of the articles of organization and operating agreement as well as such other governing documents as we may reasonably request, and any amendments thereto;

18.3.3 The articles of organization or operating agreement shall at all times note conspicuously that membership rights are held subject to, and that further assignment or transfer thereof are subject to, all restrictions imposed upon assignments by the Franchise Agreement; and

18.3.4 You shall prepare and furnish to us, upon request, a list of your members or parties that hold any ownership interest in you.

18.4 Guaranty and Indemnification. If you are a corporation, partnership or limited liability corporation, or if any of your successors or assignees are a partnership or limited liability

corporation, then all of the principals thereto shall execute a Guarantee, Indemnification, and Acknowledgment in the form attached hereto as Exhibit D.

18.5 Disclosure. If you are a corporation, partnership or limited liability corporation, you must complete the Disclosure of Franchisee Owners attached to this Franchise Agreement as Exhibit E. You shall notify us of any changes to any of your shareholders, partners or members (“Franchisee Owners”). You acknowledge that a change in the identity or ownership percentage of any Franchisee Owner shall constitute a Transfer and is governed by Paragraph 14 of this Agreement.

19. TAXES, PERMITS, AND INDEBTEDNESS

19.1 Payment of Taxes. You shall promptly pay when due all taxes levied or assessed, including, without limitation, employer’s portion of employment-related taxes (FICA, Medicare and unemployment taxes) and sales taxes, and all accounts and other indebtedness of every kind incurred by you in the operation of the Franchised Business. You shall pay us an amount equal to any state or local taxes, including, without limitation, sales, use, service, occupation, employment related, excise, gross receipts, income, property or other taxes, that may be imposed on us as a result of our receipt or accrual of the initial franchise fee, royalty fees, advertising fees, renewal fees, and all other fees that are referenced in this Agreement, whether assessed against you through withholding or other means or whether paid by us directly, unless the tax is credited against income tax otherwise payable by us. In such event, you shall pay to us (or to the appropriate governmental authority) such additional amounts as are necessary to provide us, after taking such taxes into account (including any additional taxes imposed on such additional amounts), with the same amounts that we would have received or accrued had such withholding or other payment, whether by you or by us, not been required.

19.2 Contesting Taxes. In the event of any bona fide dispute as to your liability for taxes assessed or other indebtedness, you may contest the validity or the amount of the tax or indebtedness in accordance with procedures of the taxing authority or applicable law, but in no event shall you permit a tax sale or seizure by levy or execution or similar writ or warrant, or attachment by a creditor, to occur against the Premises, or any improvements thereon.

19.3 Permits and Licenses. You shall comply with all federal, state, and local laws, rules, and regulations, including without limitation, those regulations relating to brokers and salesperson, occupational hazards, health, workers’ compensation and unemployment insurance, and the applicable provisions of the ADA regarding the construction, design, and operation of the Franchised Business. You shall also timely obtain any and all permits, certificates, or licenses necessary for the full and proper conduct of the Franchised Business, including, without limitation, licenses to do business, fictitious name registrations, occupancy licenses, sales tax permits, construction permits, health permits, building permits, handicap permits and fire clearances.

19.4 Notification of Adverse Action. You shall immediately notify us in writing of the commencement of any action, suit, or proceeding, and of the issuance of any order, writ, injunction, award, or decree of any court, agency, or other governmental instrumentality, which may adversely affect the operation or financial condition of the Franchised Business.

20. INDEPENDENT CONTRACTOR AND INDEMNIFICATION

20.1 Independent Contractor. The parties agree that this Agreement does not create a fiduciary relationship between them for any purpose, and acknowledge that you shall be an independent contractor, and that nothing in this Agreement is intended to constitute either party an agent, legal representative, subsidiary, joint venturer, joint employer, partner, employee, or servant of the other for any purpose whatsoever. During the term of this Agreement, you shall hold yourself out to the public as an independent contractor operating the Franchised Business pursuant to a franchise agreement with us. You agree to take such action as may be necessary to do so, including, without limitation, exhibiting a notice of that fact in a conspicuous place at the Premises, the content of which we reserve the right to specify or approve. You acknowledge and agree that our usual business is the offering and selling rights to operate AMRAMP® businesses using the Proprietary Marks and System, developing enhancements to the System, and providing assistance to AMRAMP® franchisees, and, accordingly, our usual business is different from your usual business of operating a retail AMRAMP® business. Notwithstanding any other provision of this Agreement, you and we acknowledge and agree that you are solely responsible for all personnel and employment decisions relating to the AMRAMP® Business.

20.2 No Authority to Contract. Nothing in this Agreement authorizes you to make any contract, agreement, warranty or representation on our behalf, or to incur any debt or other obligation in our name; and we shall in no event assume liability for, or be deemed liable hereunder as a result of, any such action; nor shall we be liable by reason of any act or omission by you in your operation of the business franchised hereunder or for any claim or judgment arising therefrom against you or us.

20.3 Indemnification. You shall indemnify and hold us and our affiliates, and their respective officers, directors and employees harmless against any and all claims, losses, costs, expenses, liabilities and damages arising directly or indirectly from, as a result of, or in connection with your operation of the Franchised Business, the business conducted under this Agreement, or your breach of this Agreement, including, but not limited to, those alleged to be caused by our negligence, unless (and then only to the extent that) the claims, obligations, and damages are determined to be caused solely by our gross negligence or willful misconduct according to a final, unappealable ruling issued by a court or arbitrator with competent jurisdiction, as well as the costs, including reasonable attorneys' fees, of defending against them. In the event we incur any costs or expenses, including, without limitation, legal fees, travel expenses, and other charges, in connection with any proceeding involving you in which we are not a party, you shall reimburse us for all such costs and expenses promptly upon presentation of invoices. You acknowledge and agree that your indemnification and hold harmless obligations under this Section shall survive the termination or expiration of this Agreement. Nothing herein shall preclude us from choosing our own legal counsel to represent us in any lawsuit, arbitration, or other dispute resolution.

21. APPROVALS AND WAIVERS

21.1 Approval and Consent. Whenever this Agreement requires our prior approval or consent, you shall make a timely written request to us therefor, and such approval or consent must be obtained in writing.

21.2 No Warranties or Guarantees. We make no warranties or guarantees upon which you may rely, and assume no liability or obligation to you, by providing any waiver, approval, consent, or suggestion to you in connection with this Agreement, or by reason of any neglect, delay or denial of any request therefor.

21.3 No Waiver. No failure by us to exercise any power reserved to us by this Agreement, or to insist upon strict compliance by you with any obligation or condition hereunder, and no custom or practice of the parties at variance with the terms hereof, shall constitute a waiver of our right to demand exact compliance with any of the terms hereof. Our waiver of any particular default by you shall not affect or impair our rights with respect to any subsequent default of the same, similar, or different nature; nor shall any delay, force, or omission by us to exercise any power or right arising out of any breach of default by you of any of the terms, provisions, or covenants hereof, affect or impair our right to exercise the same, nor shall such constitute a waiver by us of any right hereunder, or the right to declare any subsequent breach or default and to terminate this Agreement prior to the expiration of its term. Our subsequent acceptance of any payments due to us hereunder shall not be deemed to be a waiver by us of any preceding breach by you of any terms, covenants, or conditions of this Agreement.

22. GRANT OF SECURITY INTEREST

As security for the payment of all amounts from time to time owing by you to us under this Agreement and all other agreements between the parties, and performance of all obligations to be performed by you, you hereby grant to us a security interest in all of your assets, including, without limitation, all equipment, furniture, fixtures, and building and road signs, as well as all proceeds of the foregoing (the "Collateral"). You warrant and represent that the security interest granted hereby is prior to all other security interests held by financial institutions, if any. You agree not to remove the Collateral, or any portion thereof, from the Premises without our prior written consent. Upon the occurrence of any event entitling us to terminate this Agreement or any other agreement between the parties, we shall have all the rights and remedies of a secured party under the Uniform Commercial Code of the state in which the Franchised Business is located, including, without limitation, the right to take possession of the Collateral. You agree to execute and deliver to us financing statements or such other documents as we reasonably deem necessary to perfect our interest in the Collateral within ten (10) days of receipt by you of such documents from us. Any notices delivered or mailed in accordance with Section 23 hereof at least fifteen (15) days prior to disposition of the Collateral, or any portion thereof, and, in reference to a private sale, need state only that you intend to negotiate such a sale.

23. NOTICES

25.2 Survival. Any provision or covenant in this Agreement which expressly or by its nature imposes obligations beyond the expiration, termination or assignment of this Agreement (regardless of cause for termination), shall survive such expiration, termination or assignment, including but not limited to Sections 10, 17, and 26.

25.3 No Rights or Remedies Conferred. Except as expressly provided to the contrary herein, nothing in this Agreement is intended, nor shall be deemed, to confer upon any person or legal entity other than you, us, our officers, directors, shareholders, agents, and employees, and such of our successors and assigns as may be contemplated by Section 14 hereof, any rights or remedies under or by reason of this Agreement.

25.4 Promises and Covenants. You expressly agree to be bound by any promise or covenant imposing the maximum duty permitted by law which is subsumed within the terms of any provision hereof, as though it were separately articulated in and made a part of this Agreement, that may result from striking from any of the provisions hereof any portion or portions which a court, arbitrator, or agency having valid jurisdiction may hold to be unreasonable and unenforceable in an unappealed final decision to which we are a party, or from reducing the scope of any promise or covenant to the extent required to comply with such a court, arbitrator, or agency order.

25.5 Captions and Headings. All captions in this Agreement are intended solely for the convenience of the parties, and none shall be deemed to affect the meaning or construction of any provision hereof.

26. APPLICABLE LAW AND DISPUTE RESOLUTION

26.1 Applicable Law. This Agreement shall be interpreted and construed exclusively under the laws of the Commonwealth of Massachusetts. In the event of any conflict of law, the laws of Massachusetts shall prevail, without regard to the application of Massachusetts conflict-of-law rules. If, however, any provision of this Agreement would not be enforceable under the laws of Massachusetts and if you are located outside of Massachusetts and such provision would be enforceable under the laws of the state in which you are located, then such provision shall be interpreted and construed under the laws of that state.

26.2 Mediation. Except as otherwise provided herein, if a dispute arises out of or relates to this Agreement, the breach hereof, the rights and obligations of the parties hereto, or the making, interpretation, or performance of either party under this Agreement, the parties agree first to try in good faith to settle the dispute by mediation administered by JAMS before resorting to arbitration, litigation, or some other dispute resolution procedure. Such mediation shall take place before a sole mediator at a location nearest to our principal business address or at such other location as determined by us in our sole discretion. The parties shall each bear all of their own costs of mediation; provided, however, the fees of the mediator shall be divided equally between the parties. The parties hereto agree that mediation shall not be required with respect to: (a) any claim or dispute involving any payment obligation of you that is more than forty five (45) days past due; (b) any claim or dispute involving actual or threatened disclosure or misuse of our confidential information; (c) any claim or dispute involving the ownership, validity, or use of the

Proprietary Marks; (d) any claim or dispute involving the insurance or indemnification provisions of this Agreement; or (e) any action by us to enforce the covenants set forth in Section 17 of this Agreement.

26.3 Arbitration. Except as otherwise provided herein, any dispute, claim or controversy arising out of or relating to this Agreement, the breach hereof, the rights and obligations of the parties hereto, or the entry, making, interpretation, or performance of either party under this Agreement, which cannot be resolved by mediation under Section 26.2 or is not subject to mediation under the terms of this Agreement, shall be settled by arbitration administered by JAMS in accordance with its Comprehensive Arbitration Rules and Procedures. Such arbitration shall take place before a sole arbitrator at the JAMS Resolution Center that is nearest to our principal business address or at such other location we determine in our sole discretion, and you agree not to file an objection to such locale. Judgment on the award rendered by the arbitrator may be entered in any court of competent jurisdiction. The arbitrator shall, in the award, allocate all of the costs of the arbitration, including the fees of the arbitrator and the reasonable attorneys' fees of the prevailing party, against the party who did not prevail. To the extent permitted by applicable law, no issue of fact or law shall be given preclusive or collateral estoppel effect in any arbitration hereunder, except to the extent such issue may have been determined in another proceeding between the parties. This agreement to arbitrate shall survive any termination or expiration of this Agreement. No arbitration, action, or proceeding under this Agreement shall add as a party, by consolidation, joinder, or in any other manner, any person or party other than you and us and any person in privity with, or claiming through, in the right of, or on behalf of, you or us, unless both parties consent in writing. We have the absolute right to refuse such consent.

26.4 Jurisdiction and Venue. Any action that is not otherwise subject to arbitration under Section 26.3 (including any challenge of an arbitral award granted hereunder), whether or not arising out of, or relating to, this Agreement, brought by you (or any principal thereof) against us shall be brought in Suffolk County, Massachusetts. We shall have the right to commence an action against you in any court of competent jurisdiction in Suffolk County, Massachusetts. You hereby waive all objections to personal jurisdiction or venue for purposes of this Section 26.4 and agree that nothing in this Section 26.4 shall be deemed to prevent us from removing an action from state court to federal court.

26.5 No Exclusivity. No right or remedy conferred upon or reserved to us or you by this Agreement is intended to be, nor shall be deemed, exclusive of any other right or remedy herein or by law or equity provided or permitted, but each shall be cumulative of every other right or remedy.

26.6 Injunctive Relief. Nothing herein contained (including, without limitation, Sections 26.2, 26.3, and 26.4 above) shall bar our right to obtain injunctive relief from any court of competent jurisdiction against threatened conduct that will cause us loss or damage, under the usual equity rules, including the applicable rules for obtaining specific performance, restraining orders, and preliminary injunctions.

26.7 Limitation of Claims. You agree that any and all claims by you against us arising out of, or relating to, this Agreement may not be commenced by you unless brought before the earlier of (a) the expiration of one (1) year after the act, transaction, or occurrence upon which such claim is based. You agree that any claim or action not brought within the period required under this Section 26.7 shall forever be barred as a claim, counterclaim, defense, or set off.

26.8 Our Costs and Expenses. Except as expressly provided by Sections 26.2 and 26.3 hereof, you shall pay all expenses, including attorneys' fees and costs, incurred by us, our affiliates, and our successors and assigns (a) to remedy any of your defaults of, or enforce any of our rights under, this Agreement; (b) to effect termination of this Agreement; and (c) to collect any amounts due under this Agreement.

26.9 WAIVER OF RIGHT TO A JURY AND PUNITIVE DAMAGES. THE PARTIES HEREBY KNOWINGLY, VOLUNTARILY, AND INTENTIONALLY AGREE AS FOLLOWS:

26.9.1 THE PARTIES BOTH EXPRESSLY WAIVE THE RIGHT EITHER MAY HAVE TO A TRIAL BY JURY IN ANY ACTION, PROCEEDING, OR COUNTERCLAIM BROUGHT BY OR AGAINST EITHER PARTY; AND

26.9.2 THE PARTIES BOTH EXPRESSLY WAIVE ANY CLAIM FOR PUNITIVE, MULTIPLE, AND/OR EXEMPLARY DAMAGES, EXCEPT THAT WE SHALL BE FREE AT ANY TIME HEREUNDER TO BRING AN ACTION FOR WILLFUL TRADEMARK INFRINGEMENT AND, IF SUCCESSFUL, TO RECEIVE AN AWARD OF MULTIPLE DAMAGES AS PROVIDED BY LAW.

27. FORCE MAJEURE

27.1 Non-Performance or Delay. Neither party shall be responsible to the other for non-performance or delay in performance occasioned by causes beyond its control, including without limiting the generality of the foregoing: (a) acts of God; (b) acts of war, terrorism, or insurrection; (c) strikes, lockouts, labor actions, boycotts, floods, fires, hurricanes, tornadoes, pandemics, and/or other casualties; and/or (d) our inability and/or the inability of our affiliates or suppliers to manufacture, purchase, and/or cause delivery of any products used in the operation of the AMRAMP® Business.

27.2 Delay in Making Payments. The inability of either party to obtain and/or remit funds shall be considered within control of such party for the purpose of this Section. If any such delay occurs, any applicable time period shall be automatically extended for a period equal to the time lost; provided, however, that the party affected makes reasonable efforts to correct the reason for such delay and gives to the other party prompt notice of any such delay; and further provided, however, that you shall remain obligated to promptly pay all fees due and owing to us hereunder, without any such delay or extension.

28. ACKNOWLEDGMENTS

28.1 Independent Investigation. You acknowledge that you have conducted an independent investigation of the business franchised hereunder, and recognize that the business venture contemplated by this Agreement is speculative and involves business risks, and that its success depends to a material extent upon your ability (or, if you are a corporation, partnership or limited liability company, the ability of your principals) as an independent businessperson, as well as other factors. We expressly disclaim the making of, and you acknowledge that you have not received, any warranty or guarantee, express or implied, as to the potential volume, profits, or success of the business venture contemplated by this Agreement, and you represent and warrant that you have not entered into this Agreement in reliance upon any representation, oral or written, by us as to potential or expected sales or profits.

28.2 Site Approval. You hereby acknowledge and agree that our approval of the site for the AMRAMP® Business does not constitute an assurance, representation or warranty of any kind, express or implied, as to the suitability of the AMRAMP® Business' site, the AMRAMP® Business' profitability or success, or for any other purpose, or of its compliance with any applicable zoning or land-use regulations or ordinances and any federal, state and local laws, codes and regulations including, without limitation, the applicable provisions of the Americans with Disabilities Act (the "ADA") regarding the construction, design and operation of the AMRAMP® Business. You acknowledge and agree that you, and not us, have the duty and obligation to locate and, if necessary, lease a site for the AMRAMP® Business, that we make no representation, warranty, or guarantee that a suitable and acceptable site will be located, and that our approval of a site is not a guarantee or warranty that an acceptable lease can be negotiated or executed.

28.3 Acknowledgment of Receipt. You represent and agree that you received our Franchise Disclosure Document (with all its exhibits and this Agreement with all its exhibits) at least fourteen (14) calendar days before your signing of this Agreement or the payment of any monies to us under this Agreement or earlier upon your reasonable request. You represent and agree that you received a completed copy of this Agreement and all related agreements attached to the Franchise Disclosure Document with any changes to such agreements unilaterally and materially made by us at least seven (7) calendar days before executing this Agreement.

28.4 Acknowledgment of Understanding; Opportunity to Consult. You acknowledge that you have read and understood this Agreement, the attachments hereto, and agreements relating thereto, if any, and that we have accorded you ample time and opportunity to consult with an attorney or other advisor of your own choosing about the potential benefits and risks of entering into this Agreement.

[SIGNATURE PAGE FOLLOWS]

IN WITNESS WHEREOF, the parties hereto have duly executed this Agreement on the date first above written.

AMRAMP, LLC

AMRAMP, LLC

Witness/Attest

By: _____

Name: _____

Title: _____

FRANCHISEE:

Witness/Attest

By: _____

Name: _____

Title: _____

FRANCHISEE:

Witness/Attest

By: _____

Name: _____

Title: _____

**EXHIBIT A TO
AMRAMP®**

~~FRANCHISE AGREEMENT~~
FRANCHISE AGREEMENT

TERRITORY AGREEMENT

1. **APPROVED LOCATION.** You, as Franchisee, shall establish and operate your AMRAMP® Business at the location set forth below:

2. **TERRITORY.** Your Territory is the area described below and you shall operate the AMRAMP® Business only within the area set forth below, as described in this Agreement, and as described in the attached map:

We have not made, and do not make, any representation or forecast about your Approved Location or Territory or the success or profitability of your AMRAMP® Business.

[SIGNATURE PAGE FOLLOWS]

IN WITNESS WHEREOF, the parties hereto have duly executed this Territory Agreement on the date first above written.

AMRAMP, LLC

Witness/Attest

By: _____
Name: _____
Title: _____

FRANCHISEE:

-AMRAMP, LLC

Witness/Attest

By: _____
Name: _____
Title: _____

FRANCHISEE:

Witness/Attest By: _____
Name: _____
Title: _____

FRANCHISEE:

Witness/Attest By: _____
Name: _____
Title: _____

**EXHIBIT B TO
AMRAMP®**

~~FRANCHISE AGREEMENT~~

FRANCHISE AGREEMENT

ADA CERTIFICATION

AMRAMP LLC (hereinafter referred to as “we, “us” or “our”) and _____ (hereinafter referred to as “you” or “your”) are parties to a franchise agreement dated _____, 20____ (the “Franchise Agreement”) for the operation of an AMRAMP® Business at _____. In accordance with Section ~~5.4~~5.5 of the Franchise Agreement, you certify to us that, to the best of your knowledge and to the extent required by law, the AMRAMP® Business and its adjacent areas comply with all applicable federal, state and local accessibility laws, statutes, codes, rules, regulations and standards, including but not limited to the Americans with Disabilities Act. You acknowledge that we have relied on the information contained in this certification. Furthermore, you agree to indemnify us and our officers, directors, and employees in connection with any and all claims, losses, costs, expenses, liabilities, compliance costs, and damages incurred by the indemnified party(ies) as a result of any matters associated with your compliance with the Americans with Disabilities Act, as well as the costs, including attorneys’ fees, related to the same.

IN WITNESS WHEREOF, the undersigned has duly executed this ADA Certification on the date first above written.

FRANCHISEE:

By: _____

Witness/Attest

Name: _____

Title: _____

FRANCHISEE:

By: _____

Witness/Attest

Name: _____

Title: _____

**EXHIBIT C TO
AMRAMP®**

FRANCHISE AGREEMENT

CONFIDENTIALITY AND NON-COMPETITION AGREEMENT

Directions. Each Franchisee employee with access to Franchisor’s Confidential Information or independent contractor of Franchisee that is a sales representative or installer shall complete and sign one copy of this Confidentiality and Non-Competition Agreement, and the Franchisee shall return it to the Franchisor.

Print your name		
Your <u>Print your</u> address (street, town, state, ZIP)	Street	
	<u>City/Town</u>	
	State	ZIP
Your phone number (with area code)	()	
Name of the Franchisee (the “Franchisee”) who is your employer or with whom you have an independent contractor agreement		
City and state in which the Franchisee is located	City	State
Identify the position you hold or will hold with the Franchisee		

In consideration of your position or independent contractor relationship with the above Franchisee, you, the undersigned, hereby acknowledge and agree that:

1. **Confidentiality Agreement.** The Franchisee operates a franchised AMRAMP® Business (the “Franchised Business”) under a franchise agreement with AMRAMP, LLC (the “Franchisor”). During the term of your employment or independent contractor relationship arrangement with the Franchisee and for all time thereafter, you agree not to communicate,

divulge, or use for the benefit of any person or entity (such as a partnership, association, limited liability company, corporation, or other entity) any confidential information, knowledge, or know-how concerning the training you receive and the methods of operation of the Franchised Business that may be communicated to you by virtue of your employment, affiliation, or independent contractor relationship with the Franchisee. Any and all information, knowledge, know-how, techniques, and other data that the Franchisor designates as confidential shall be deemed confidential for purposes of this Confidentiality and Non-competition Agreement (the “Agreement.”)

2. **Non-Competition Agreement.** You agree you will receive certain valuable information about the Franchisor’s system of operation (the ~~“System”~~), and this information would not have been given to you, without your execution of this Agreement. You covenant that while you are employed by, or have an independent contractor relationship with, the Franchisee and for a continuous uninterrupted period of two (2) years beginning when your employment, affiliation or independent contractor relationship with the Franchisee ends, you shall not in any way (directly or indirectly, for yourself, or through, on behalf of, or in conjunction with any person or entity): (a) divert or attempt to divert any present or prospective business or customer of any AMRAMP® ~~Business~~business to any competitor, by direct or indirect inducement or otherwise, or do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Franchisor’s marks or its System; or (b) own, maintain, operate, engage in, act as a consultant for, perform services for, or have any interest in any retail business which: (a) is the same as, or substantially similar to, an AMRAMP® business; or (b) offer to sell or sell any services, equipment, product or other item which is the same as, or substantially similar to, any of the services, equipment, product or other items offered by an AMRAMP® business.

3. **Exceptions to the restrictions in ~~this~~ Paragraph 2.** After ~~your~~the termination of your employment, affiliation, or independent contractor relationship with the Franchisee, the restrictions in ~~this~~ Paragraph 2 apply only to such a business located within: (a) the Territory of the Franchisee’s AMRAMP® ~~business~~Business (which you acknowledge has been explained to you); (b) one hundred (100) miles of the Franchisee’s AMRAMP® ~~business~~Business; or (c) fifty (50) miles of any other AMRAMP® business. The Franchisor has the right, but not the obligation, at any time, to reduce the scope of any covenant in ~~this~~ Paragraph 2 or any portion of any covenant in ~~this~~ Paragraph 2, without your consent, effective immediately upon receipt by you of written notice; and you shall comply immediately with any covenant as so modified, which shall be fully enforceable without regard to any other provision of ~~this~~ Paragraph 2.

4. **Third-party beneficiary.** The Franchisor is a third-party beneficiary of this Agreement and may enforce it, solely or jointly with the Franchisee at the Franchisor’s sole discretion. Any violation of this Agreement will cause the Franchisor and the Franchisee irreparable harm, and, therefore, the Franchisor or the Franchisee, or both, may apply for the issuance of an injunction preventing you from violating this Agreement, in addition to any other remedies it or they may have hereunder, at law or in equity.

I have read and understand this Confidentiality and Non-competition Agreement. I agree to be bound by this Confidentiality and Non-competition Agreement. I have a copy of this Confidentiality and Non-competition Agreement.

This Agreement shall be construed under the laws of the Commonwealth of Massachusetts. Except as provided in Paragraph ~~23~~ above, the only way this Agreement can be changed is in a writing signed by the Franchisor, the Franchisee and you.

ACKNOWLEDGED BY YOU

Name: _____

Date: _____

**EXHIBIT D TO
AMRAMP®
FRANCHISE AGREEMENT**

GUARANTEE, INDEMNIFICATION, AND ACKNOWLEDGMENT

As an inducement to AMRAMP, LLC (“Franchisor”) to execute the Franchise Agreement between Franchisor and _____ (“Franchisee”) dated _____, 20____ (the “Agreement”), the undersigned (the “Guarantors”), jointly and severally, hereby unconditionally guarantee to Franchisor and its successors and assigns that all of Franchisee’s obligations under the Agreement will be punctually paid and performed.

Upon demand by Franchisor, the Guarantors will immediately make each payment to Franchisor required of Franchisee under the Agreement. The Guarantors hereby waive any right to require Franchisor to: (a) proceed against Franchisee for any payment required under the Agreement; (b) proceed against or exhaust any security from Franchisee; or (c) pursue or exhaust any remedy, including any legal or equitable relief, against Franchisee. Without affecting the obligations of the Guarantors under this Guarantee, Franchisor may, without notice to the Guarantors, extend, modify, or release any indebtedness or obligation of Franchisee, or settle, adjust, or compromise any claims against Franchisee. The Guarantors waive notice of amendment of the Agreement and notice of demand for payment by Franchisee, and agree to be bound by any and all such amendments and changes to the Agreement.

The Guarantors hereby agree to defend, indemnify, and hold Franchisor harmless against any and all losses, damages, liabilities, costs, and expenses (including, but not limited to, reasonable attorneys’ fees, reasonable costs of investigation, court costs, and mediation fees and expenses) resulting from, consisting of, or arising out of or in connection with any failure by Franchisee to perform any obligation of Franchisee under the Agreement, any amendment thereto, or any other agreement executed by Franchisee referred to therein.

The Guarantors hereby acknowledge and agree to be individually bound by all of the confidentiality provisions and non-competition covenants contained in Sections 10 and 17 of the Agreement.

This Guarantee shall terminate upon the termination or expiration of the Agreement or upon the transfer or assignment of the Agreement by Franchisee, except that all obligations and liabilities of the Guarantors which arose from events which occurred on or before the effective date of such termination, expiration, transfer, or assignment of the Agreement shall remain in full force and effect until satisfied or discharged by the Guarantors, and all covenants which by their terms continue in force after the termination, expiration, transfer, or assignment of the Agreement shall remain in force according to their terms. This Guarantee shall not terminate upon the transfer or assignment of the Agreement or this Guarantee by Franchisor. Upon the death of an individual guarantor, the estate of such guarantor shall be bound by this Guarantee,

but only for defaults and obligations hereunder existing at the time of death; and the obligations of the other guarantors will continue in full force and effect.

Unless specifically stated otherwise, the terms used in this Guarantee shall have the same meaning as in the Agreement, and shall be interpreted and construed in accordance with Section 26 of the Agreement. This Guarantee shall be interpreted and construed under the laws of the Commonwealth of Massachusetts. In the event of any conflict of law, the laws of Massachusetts shall prevail, without regard to, and without giving effect to, the application of the Massachusetts conflict of law rules.

The Guarantors agree that the dispute resolution and attorney fee provisions in Section 26 of the Agreement are hereby incorporated into this Guarantee by reference, and references to “You” and the “Franchise Agreement” therein shall be deemed to apply to “Guarantors” and this “Guarantee,” respectively, herein.

Any and all notices required or permitted under this Guarantee shall be in writing and shall be personally delivered, sent by registered mail, or sent by other means which affords the sender evidence of delivery or rejected delivery (including, without limitation, private delivery or courier service), which shall not include electronic communication, such as e-mail, to the respective parties at the following addresses, unless and until a different address has been designated by written notice to the other party:

Notices to Franchisor: AMRAMP, LLC
 ~~202 West First~~358 North Street
 ~~South Boston, MA 02127-1110~~Randolph, MA 02368
 Attn: President

Notices to Guarantors: _____

 Attn: _____
 Fax: (_____) _____

Any notice by a method which affords the sender evidence of delivery or rejected delivery shall be deemed to have been given at the date and time of receipt or rejected delivery.

~~REMAINDER OF PAGE LEFT INTENTIONALLY BLANK~~SIGNATURE PAGE
FOLLOWS

IN WITNESS WHEREOF, each of the Guarantors has signed this Guarantee as of the date of the Agreement.

GUARANTORS

Witness/Attest

By: _____

Name: _____

**EXHIBIT E TO
AMRAMP®**

FRANCHISE AGREEMENT

DISCLOSURE OF FRANCHISEE OWNERS

**(To be completed only if Franchisee is a Corporation,
Partnership, or Limited Liability Company)**

Under Paragraph 18.5 of the Franchise Agreement:

1. **Franchisee Owners.** You acknowledge and agree that the following is a complete list of all of the shareholders, partners, or members of Franchisee and the percentage interest of each individual as of the Agreement Date set forth in the Franchise Agreement:

<u>Name</u>	<u>Position</u>	<u>Percent interest</u>

2. **Changes in Franchisee Owners.** You agree to notify in writing the Franchisor of any changes to the Franchisee Owners.

IN WITNESS WHEREOF, the Franchisee has executed this Exhibit E on the Agreement Date set forth in the Franchise Agreement.

Name of Franchisee <i>(Enter the same name that appears before<u>after</u> Paragraph 1 of this Agreement<u>Disclosure</u>):</i>	
---	--

Print name	Signature	Title
Print name	Signature	Title
Print name	Signature	Title

Print name

Signature

Title

**EXHIBIT F TO
AMRAMP®
FRANCHISE AGREEMENT**

FRANCHISE DISCLOSURE QUESTIONNAIRE

As you know, AMRAMP, LLC (“we,” “us” or “Franchisor”) and you are preparing to enter into a Franchise Agreement for the operation of a Franchised Business. The purpose of this Questionnaire is to determine whether any statements or promises were made to you that we have not authorized and that may be untrue, inaccurate or misleading. Please review each of the following questions carefully and provide honest and complete responses to each question.

1. Have you received and personally reviewed our Franchise Agreement and each exhibit and schedule attached to it?

Yes___ No___

2. Do you understand all of the information contained in the Franchise Agreement and each exhibit and schedule attached to it?

Yes___ No___

If “No,” what parts of the Franchise Agreement do you not understand? (Attach additional pages, if necessary)

3. Did you receive a copy of the Franchise Agreement at least seven (7) days prior to signing it?

Yes___ No___

4. Have you received and personally reviewed the Disclosure Document we provided to you?

Yes___ No___

5. Do you understand all of the information contained in the Disclosure Document?

Yes____ No____

If “No”, what parts of the Disclosure Document do you not understand? (Attach additional pages, if necessary)

6. Did you receive a copy of the Disclosure Document at least fourteen (14) days prior to signing any agreement with us or paying us any money?

Yes____ No____

7. Have you discussed the benefits and risks of operating a Franchised Business with an attorney, accountant or other professional advisor and do you understand those risks?

Yes____ No____

8. Do you understand that the success or failure of your business will depend in large part upon your skills and abilities, competition from other businesses, interest rates, inflation, labor and supply costs, lease terms and other economic and business factors?

Yes____ No____

9. Has any employee or other person speaking on our behalf made any statement or promise concerning the revenues, profits or operating costs of a Franchised Business operated by us or our franchisees?

Yes____ No____

10. Has any employee or other person speaking on our behalf made any statement or promise concerning the Franchised Business that is contrary to, or different from, the information contained in the Disclosure Document?

Yes____ No____

11. Has any employee or other person speaking on our behalf made any statement or promise regarding the amount of money you may earn in operating a Franchised Business?
Yes____ No____
12. Has any employee or other person speaking on our behalf made any statement or promise concerning the total amount of revenue a Franchised Business will generate?
Yes____ No____
13. Has any employee or other person speaking on our behalf made any statement or promise regarding the costs you may incur in operating a Franchised Business that is contrary to, or different from, the information contained in the Disclosure Document?
Yes____ No____
14. Has any employee or other person speaking on our behalf made any statement or promise concerning the likelihood of success that you should or might expect to achieve from operating a Franchised Business?
Yes____ No____
15. Has any employee or other person speaking on our behalf made any statement, promise, or agreement concerning the advertising, marketing, training, support service or assistance that we will furnish you that is contrary to, or different from, the information contained in the Disclosure Document?
Yes____ No____
16. If you have answered “Yes” to any of questions seven (7) through thirteen (13), please provide a full explanation of your answer in the following blank lines. (Attach additional pages, if necessary, and refer to them below.) If you have answered “No” to each of such questions, please leave the following lines blank.

-
17. Do you understand that in all dealings with you, our officers, directors, employees and agents act only in a representative capacity and not in an individual capacity and such dealings are solely between you and the Franchisor?

Yes____ No____

18. Do you understand that nothing in the Franchise Agreement or in our communications with one another is intended to make, or in fact makes, either you or us a general or limited partner, general or special agent, joint venturer, or employee of the other for any purpose, that the Franchise Agreement does not create a fiduciary relationship between you and us, and that we and you are and will be independent contractors during the term of the Franchise Agreement?

Yes____ No____

By signing this Questionnaire, you agree that you understand that your answers are important to us and that we will rely on them, and you are representing that you have responded truthfully to the above questions.

FRANCHISE APPLICANT

Print Name

Date: _____, 20__

EXHIBIT F

TIER 2 AMENDMENT TO THE FRANCHISE AGREEMENT

**“TIER 2” AMENDMENT TO THE
AMRAMP® FRANCHISE AGREEMENT**

This “Tier 2” Amendment to the AMRAMP® Franchise Agreement (“Amendment”) is made and entered into this _____ day of _____, 20____, by and between AMRAMP, LLC, a limited liability company formed under Delaware law, with its principal business address at ~~202 West First~~358 North Street, ~~Boston~~Randolph, MA ~~02127-1110~~02368 (referred to in this Amendment as “we,” “us,” or “our”), and _____, a _____ with its principal place of business at _____ (referred to in this Amendment as “you,” “your,” or “owner.”)

WHEREAS, the parties have entered into an AMRAMP® Franchise Agreement dated _____, 20____ (the “Franchise Agreement”) for the operation of an AMRAMP® Business under the System and Proprietary Marks; and

WHEREAS, you currently operate an affiliated company identified in Exhibit A to this Amendment that offers for sale and sells the products and services described in Exhibit A (the “Affiliated Company”) and you wish to continue to operate the Affiliated Company;

NOW, THEREFORE, the parties, in recognition of the unique characteristics of the “Tier 2” arrangement, and in consideration of the undertakings and commitments of each party to the other party set forth herein, agree as follows:

1. Section 1.3.3 of the Franchise Agreement shall be deleted in its entirety and shall be of no force or effect. You are not obligated to attain any minimum amount of monthly Gross Revenue.

2. Section 1.4 of the Franchise Agreement shall be deleted in its entirety and shall be of no force or effect.

3. Section 2.2.9 of the Franchise Agreement shall be replaced with the following language:

2.2.9 You shall pay us a renewal fee (“Renewal Fee”) in an amount equal to Five Thousand Dollars (\$5,000); and

4. Section 7.3 of the Franchise Agreement relating to minimum revenue shall be deleted in its entirety and shall be of no force or effect.

5. Section 11 of the Franchise Agreement relating to Accounting and Records shall apply to records of sales from products and services sold by your AMRAMP® Business. If we have reason to believe that your affiliate is offering or selling products or services other than those listed in Exhibit A to this Amendment, we reserve the right to require you to provide records and to examine and audit records from your business that relate to the sale of products and services by your affiliate. If we determine that your affiliate has sold products and services other than those listed in Exhibit A to this Amendment, we reserve the right to collect royalties on the revenue your affiliate generated from the sale of such products and services. The foregoing remedy shall be in addition to any other remedies we may have under ~~this~~the Franchise Agreement or this Amendment.

6. Section 12.1 of the Franchise Agreement shall be deleted in its entirety and shall be of no force or effect. You are not required to conduct any opening advertising or opening promotion.

7. Section 15.2.4 of the Franchise Agreement relating to minimum revenue shall be deleted in its entirety and shall be of no force or effect.

8. Section 15.2 of the Franchise Agreement shall be supplemented with the following language:

15.2.19 If your affiliate or another entity not disclosed in Exhibit A of the Tier 2 Amendment to the Franchise Agreement in which you own an interest ~~offer~~offers for sale or ~~sell~~sells any product not previously approved by us and not listed in Exhibit A to ~~this~~the Tier 2 Amendment to the Franchise Agreement.

9. Section ~~17.2.3~~17.2.2 of the Franchise Agreement shall be replaced with the following language:

~~17.2.3~~17.2.2 Except as otherwise disclosed in Exhibit A to ~~this~~the Tier 2 Amendment to the Franchise Agreement, ~~you~~ own, maintain, operate, engage in, act as a consultant for, perform services for, or have any interest in any retail business which: (a) is the same as, or substantially similar to, an AMRAMP® business; or (b) offer to sell or sell Ramps, Additional Approved Products, or any other services, equipment, product or other item which is the same as, or substantially similar to, any of the services, equipment, product or other items offered by an AMRAMP® business. The prohibitions in this Section 17.2 shall not apply to interests in or activities performed in connection with the AMRAMP® Business.

10. Section 17.3 of the Franchise Agreement shall be replaced with the following language:

17.3 Post-Term Covenants. You covenant that, except as otherwise approved in writing by us and disclosed in Exhibit A to ~~this~~the Tier 2 Amendment to the Franchise Agreement, you shall not, for a continuous, uninterrupted period of two (2) years commencing upon the date of (a) a transfer permitted under Section 14 of this Agreement, (b) expiration of this Agreement, (c) termination of this Agreement (regardless of the cause for termination), or (d) a final order of a duly authorized arbitrator, panel of arbitrators, or a court of competent jurisdiction (after all appeals have been taken) with respect to any of the foregoing or with respect to enforcement of this Section 17.3, either directly or indirectly, for itself, or through, on behalf of, or in conjunction with any person or legal entity, own, maintain, operate, engage in, be employed by, provide assistance to, or have any interest in (as owner or otherwise) any retail business that: (a)(i) is the same as, or substantially similar to, an AMRAMP® business; or (ii) offers to sell or sells Ramps, Additional Approved Products, or any other equipment, products or other items which are the same as, or substantially similar to, any of the equipment, products or other items offered by an AMRAMP® business; and (b) is, or is intended to be, located at or within:

17.3.1 your Territory;

17.3.2 One hundred (100) miles of the Approved Location; or

17.3.3 Fifty (50) miles of any business operating under the System and the Proprietary Marks.

The prohibitions of Sections ~~17.2.3~~17.2.2 and 17.3 shall not apply to your interests in or operation of an AMRAMP® Business under a written Franchise Agreement.

11. The terms used in this Amendment shall have the same meaning as in the Franchise Agreement. This Amendment constitutes an integral part of the Franchise Agreement between the parties hereto, and if there is any conflict between the terms of the Franchise Agreement and this Amendment, then the terms of this Amendment shall control. Except as modified or supplemented by this Amendment, the terms of the Franchise Agreement are hereby ratified and confirmed.

IN WITNESS WHEREOF, the parties hereto have duly executed this "Tier 2" Amendment to the Franchise Agreement on the same date ~~set forth above~~ as that on which the Franchise Agreement was executed.

AMRAMP, LLC

Witness/Attest By: _____

Name: _____

Title: _____

⋮

FRANCHISEE:

By: _____ By: _____

Witness/Attest _____

Name: _____ Name: _____

Title: _____ Title: _____

**EXHIBIT A
TIER 2 AMENDMENT TO THE
AMRAMP® FRANCHISE AGREEMENT**

~~1~~1. Other than the entity created to operate your AMRAMP® Business, provide the name, address, telephone number, type of organization, and date of creation for all entities in which any of ~~franchisee~~Franchisee's owners, partners, members or shareholders have an interest and which offer for sale or sell medical equipment or other products. For each entity, include your percentage of ownership and identify all other owners.

~~2~~2. Provide the names, including, where applicable, the manufacturer, make and model number, and a brief description of all products and services that the entities described in Paragraph 1 offer for sale and sell. If more than one entity is listed in Paragraph 1, identify which entity offers for sale and sells the products and services listed below.

By signing below, you acknowledge that the foregoing answers are complete and accurate.

FRANCHISEE:

By: _____ By: _____

Name: _____ Name: _____

Title: _____ Title: _____

EXHIBIT G

RENEWAL ADDENDUM TO THE FRANCHISE AGREEMENT

**AMRAMP® FRANCHISE AGREEMENT
RENEWAL ADDENDUM**

THIS RENEWAL ADDENDUM (“Addendum”) is made and entered into this ____ day of _____, 20__, by and between AMRAMP, LLC, (referred to in this Addendum as “AMRAMP®” or “our”) and _____ (referred to in this Addendum as “you”, “your” or “owner”) (together, both parties are referred to in this Addendum as “us” or “we”).

WITNESSETH:

WHEREAS, you currently operate an AMRAMP® Business located at _____ (the “Franchised Business”) pursuant to a prior franchise agreement entered into between us dated _____, 20__ (the “Prior Agreement”);

~~WHEREAS, WHEREAS,~~ we have entered into a certain AMRAMP® Franchise Agreement dated _____, 20__ (the “Franchise Agreement” or “Agreement”) for the purpose of renewing your rights granted under the Prior Agreement; ~~and~~

~~WHEREAS, WHEREAS,~~ we desire to amend the terms of the Franchise Agreement as set forth herein.

NOW, THEREFORE, the parties agree as follows:

1. The fifth WHEREAS clause of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

WHEREAS, you have operated an AMRAMP® Business under AMRAMP®’s System and Proprietary Marks under a franchise agreement, and wish to enter into a renewal franchise agreement with AMRAMP® to continue to operate such Franchised Business; and

2. Section 1.2 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

Approved Location. You shall operate the ~~Franchised~~AMRAMP® Business only at _____ (the “Approved Location”). You may operate the AMRAMP® Business from your personal residence; however, you must lease storage space, at your sole cost, sufficient to store all products purchased by you pursuant to this Agreement. You shall not relocate the AMRAMP® Business without our prior written approval. ~~AMRAMP®~~We shall have the right, in our sole discretion, to withhold approval of relocation.

3. Section 1.3.3 of the Franchise Agreement is hereby deleted in its entirety.

4. Section 2.1 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

Term. This Agreement shall be in effect upon our acceptance and execution and, except as otherwise provided herein, the term of this Agreement shall be ten (10) years from the date first above written, which is the expiration date of your original Franchise Agreement, unless this Agreement is sooner terminated pursuant to its terms.

5. Section 2.2 of the Franchise Agreement is hereby deleted in its entirety, and you agree and acknowledge that you have no right to further renew the Franchise Agreement.

6. Section 3.3 of the Franchise Agreement is hereby deleted in its entirety.

7. Section 3.5 shall be amended by the addition of the following language at the end thereof:

You acknowledge that you received a copy of the Manual prior to executing this Agreement.

8. Section 4.1 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

Renewal Fee. In consideration of the renewal franchise rights granted herein, you shall pay to AMRAMP®, on execution of this Agreement, a renewal fee of _____ Thousand Dollars (\$ _____), receipt of which is hereby acknowledged, which is fully earned and non-refundable in consideration of administrative and other expenses incurred by AMRAMP® in entering into this Agreement and for our lost or deferred opportunity to enter into this Agreement with others.

9. Section 4.2 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

Royalty Fee. You shall pay to us a continuing royalty fee in the percentages described in the table below. We identify in the Operations Manual from time to time the specific products and services for which the maximum percentage royalty fees are four percent (4%), six percent (6%), nine percent (9%), or twelve percent (12%) ~~or nine percent (9%) and.~~ We refer to such products ~~below~~ and services as the ~~“12% Products,” or the “9% Products,”~~ “9% Products,” and “12% Products,” respectively. The table below specifies the royalty you must pay us for each type of product each month for the term of the Agreement.

	<u>GROSS REVENUE FROM 4% PRODUCTS</u>	<u>GROSS REVENUE FROM 6% PRODUCTS</u>	<u>GROSS REVENUE FROM 9% PRODUCTS</u>	GROSS REVENUE FROM 12% PRODUCTS	GROSS REVENUE FROM 9%* PRODUCTS
Term of this Agreement	<u>4% of Gross Revenue</u>	<u>6% of Gross Revenue</u>	<u>9% of Gross Revenue</u>	12% of Gross Revenue	9% of Gross Revenue

“Gross Revenue” means all revenues generated from the sale or lease or provision of ~~12%~~ Products ~~or, 6% Products,~~ 9% Products, ~~as appropriate~~ and/or 12% Products, and any other revenue you derive from operating your AMRAMP® Business ~~conducted upon, or~~ from or with respect to the AMRAMP® Business, whether such sales are evidenced by cash, check, credit, charge, account, barter or exchange. Gross Revenue shall include, without limitation, monies or

credit received from the sale of products or services, and from tangible property of every kind and nature, promotional or otherwise. Gross Revenue shall not include good faith refunds, adjustments, credits and allowances actually made by your AMRAMP® Business in compliance with the Operations Manual (described in Section 9). Gross Revenue shall also exclude any sales taxes or other taxes collected from customers by you and paid directly to the appropriate taxing authority, or any amounts paid to employees as approved compensation for meals.

10. The title of Section 5 is hereby deleted in its entirety and replaced with the following language:

5. OPERATION OF FRANCHISED BUSINESS

11. Sections 5.3, 5.4 and 5.5 of the Franchise Agreement are hereby deleted in their entirety.

12. Section 6.1 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

Initial Training Program. At our option, any persons employed by you in the position of manager shall also attend and complete ~~AMRAMP@'s~~our training program, to our satisfaction. This training program consists of five (5) working days of training for you (or your managing shareholder, partner or member) and your employees to be furnished at our training facility or at an operating AMRAMP® business that AMRAMP® designates. You, your manager and other employees shall also attend such additional courses, seminars and other training programs as ~~AMRAMP@~~we may reasonably require from time to time.

13. Section 7.3 of the Franchise Agreement is hereby deleted in its entirety.

14. Section 7.8 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

Inventory. You shall stock and maintain all types of equipment and approved products in quantities sufficient to meet reasonably anticipated customer demand. You agree to immediately notify ~~AMRAMP@~~us if an approved supplier substitutes an unapproved product in place of an approved product. ~~AMRAMP@~~We are is not liable to you for any loss or damage, or deemed to be in breach of this Agreement, if ~~AMRAMP@~~we cannot deliver, or cause to be delivered, or if our affiliates or designated sources or approved suppliers cannot deliver, all of your orders for goods, merchandise, equipment, supplies, etc. where such things are out-of-stock or discontinued.

15. Section 12.1 of the Franchise Agreement is hereby deleted in its entirety.

16. Section 13.4 of the Franchise Agreement is hereby deleted in its entirety and replaced with the following language:

Certificates of Insurance. You shall continue to maintain insurance coverage during the term of this Agreement. At least thirty (30) days prior to the expiration of any policy, you shall deliver to ~~AMRAMP@~~us Certificates of Insurance evidencing the proper types and minimum amounts of coverage. All Certificates shall expressly provide that no less than thirty (30) days' prior

written notice shall be given to AMRAMP@us in the event of material alteration to or cancellation of the coverages evidenced by such Certificates.

17. Section 15.2.1 of the Franchise Agreement is hereby deleted in its entirety.

18. Exhibit B of the Franchise Agreement is hereby deleted in its entirety.

19. Exhibit F of the Franchise Agreement is hereby deleted in its entirety.

20. You and your undersigned principals, for yourselves and your respective assigns, beneficiaries, executors, trustees, administrators, subrogees, agents, representatives, employees, officers, directors, partners, parent corporations, subsidiaries and affiliates (collectively, "Releasers"), do hereby irrevocably and absolutely release and forever discharge AMRAMP® and our affiliates and our respective successors, predecessors, assigns, beneficiaries, executors, trustees, administrators, subrogees, agents, representatives, employees, officers, directors, shareholders, partners, parent corporations, subsidiaries and affiliates (collectively, "Released Parties"), of and from any and all claims, demands, obligations, debts, actions, and causes of action of every nature, character, and description, known or unknown, pursuant to, arising out of, or related to, the Prior Agreement and the ~~Franchised~~ [AMRAMP®](#) Business, which Releasers now own or hold, or have at any time heretofore owned or held, or may at any time own or hold against the Released Parties, arising prior to and including the date of this Agreement.

21. This Addendum constitutes an integral part of the Franchise Agreement between the parties hereto, and the terms of this Addendum shall be controlling with respect to inconsistent provisions and the subject matter hereof. Except as modified or supplemented by this Addendum, the terms of the Franchise Agreement are hereby ratified and confirmed. The section numbering in the Franchise Agreement shall remain the same and shall not be adjusted based on the deletion of any sections as set forth in this Addendum.

IN WITNESS WHEREOF, the parties hereto have duly executed this Addendum [to the Franchise Agreement](#) on the same date ~~first above written~~ [as that on which the Franchise Agreement was executed.](#)

~~FRANCHISEE: —~~ AMRAMP, LLC

By: _____

FRANCHISEE

By: _____

By: _____

Name: _____

Name: _____

Name: _____

Title: _____

Title: _____

EXHIBIT H
RELEASE AGREEMENT

RELEASE AGREEMENT

This Release Agreement (“Agreement”) is made and entered into on this ____ day of _____, 20____, by and between _____, a _____, a _____ (“Franchisee”) and AMRAMP, LLC (“Franchisor”).

WITNESSETH:

WHEREAS, Franchisor and Franchisee are parties to an AMRAMP® Franchise Agreement (the “Franchise Agreement”) dated _____, 20____, granting Franchisee the right to operate an AMRAMP® franchised business under Franchisor’s proprietary marks and system at the following location:

_____.

NOW THEREFORE, in consideration of the mutual covenants and conditions contained in this Agreement, and other good and valuable consideration, receipt of which is hereby acknowledged by each of the parties hereto, the parties hereto agree as follows:

Franchisee, for itself and its successors, predecessors, assigns, beneficiaries, executors, trustees, agents, representatives, employees, officers, directors, shareholders, partners, members, subsidiaries, and affiliates; (jointly and severally, the “Releasors”) irrevocably and absolutely releases and forever discharges Franchisor and its successors, predecessors, assigns, beneficiaries, executors, trustees, agents, representatives, employees, officers, directors, shareholders, partners, members, subsidiaries, and affiliates; (jointly and severally, the “Releasees”) of and from all claims, obligations, actions, or causes of action (however denominated), whether in law or in equity, and whether known or unknown, present or contingent, for any injury, damage, or loss whatsoever arising from any acts or occurrences occurring as of or prior to the date of this Agreement relating to the Franchise Agreement, the business operated under the Franchise Agreement, and/or any other agreement between any of the Releasees and any of the Releasors, except for any liabilities arising under the Maryland Franchise Registration and Disclosure Law, if applicable. The Releasors, and each of them, also covenant not to sue any of the Releasees regarding any of the claims being released under this Agreement.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date first above written.

AMRAMP, LLC

FRANCHISEE

By: _____

By: _____

Name: _____

Name: _____

~~Its: _____~~

~~Its~~

Title: _____

Title: _____

EXHIBIT I
PROMISSORY NOTE

PROMISSORY NOTE

\$ _____
Dated: _____, 20____

FOR VALUE RECEIVED, the undersigned, _____, a
_____ with a principal place of business at
_____ (“MAKER”),
hereby promises to pay to the order of AMRAMP, LLC, a limited liability company formed under
Delaware law, with its principal business address at ~~202 West First~~ 358 North Street, ~~South~~
~~Boston~~ Randolph, MA ~~02127-1110~~ 02368 (“AMRAMP®”), the principal sum of
_____ DOLLARS (\$ _____), [plus interest thereon as
provided herein].

This Note has been executed and delivered pursuant to and in connection with the franchise
agreement, dated _____, 20____ (the “Franchise Agreement”), entered into by and
between MAKER and AMRAMP® for the operation of an AMRAMP® ~~Business~~ business (the
“BUSINESS”) located at _____

1. Payment of Principal [and Interest]. The principal amount of this Note[, plus interest
thereon calculated at the rate of _____ percent (____%) per annum,] will be due and payable in
_____ (____) installments of principal [and accrued interest thereon] in accordance with
the _____ following _____ schedule:
_____. [Interest shall
be computed on the basis of a year of 360 days and paid for actual days for which due, including the date
hereof and each payment date.]

2. Payments, Penalties, and Prepayments.

(a) All payments of principal and interest (if any) shall be made by MAKER when due at
or prior to 10:00 A.M. at the principal business address of AMRAMP® set forth above, or as such other
place as any holder of this Note may designate in writing to MAKER, in lawful money of the United
States of America and in immediately payable funds

(b) If any payments or amounts due hereunder to AMRAMP® whether by acceleration or
otherwise are overdue, MAKER shall pay AMRAMP® immediately upon demand, in addition to the
overdue amount, interest on such amount from the date it was due until paid, at the rate of eighteen
percent (18%) per annum, or the maximum rate permitted by law, whichever is less. Entitlement to such
interest shall be in addition to any other remedies AMRAMP® may have.

(c) Notwithstanding any provision of this Note to the contrary, it is the intent of MAKER
and AMRAMP® that AMRAMP® shall not at any time be entitled to receive, collect or apply, and
MAKER and AMRAMP® shall not be deemed to have contracted for, as interest on the principal
indebtedness evidenced hereby, any amount in excess of the maximum rate of interest permitted to be
charged by applicable law, and in the event AMRAMP® ever receives, collects or applies as interest any
such excess, such excess shall be deemed partial payment of the principal indebtedness evidenced
hereby, and if such principal shall be paid in full, any such excess shall forthwith be paid to MAKER.

(d) This Note may be prepaid at any time, in whole or in part, without interest, penalty or
premium of any kind.

(e) MAKER shall pay AMRAMP® on demand any reasonable out-of-pocket expenses (including reasonable attorneys' fees and disbursements) arising out of, or in connection with, any action or proceeding taken to protect, enforce, determine or assert any provision, right or remedy under this Note (including any action or proceeding arising or related to any insolvency, bankruptcy or reorganization involving or affecting MAKER).

3. Covenants by MAKER. MAKER covenants that until payment in full of this Note, together with interest thereon, and expenses of collection thereof, it will cause to be done all things necessary to preserve and keep in full force its corporate existence, rights and licenses which are necessary and material to MAKER's operations, and comply with ~~all~~ laws applicable to MAKER.

4. Events of Default. An Event of Default includes each of the following:

(a) MAKER shall fail to make any payment due under this Note when due;

(b) MAKER or any of its affiliates defaults in the performance of any obligation, covenant, condition or provision in ~~in~~ this Note; or the Franchise Agreement; or any other agreement between AMRAMP® or any affiliate of AMRAMP® and MAKER or any affiliate of MAKER;

(c) Any proceeding for attachment or garnishment or the like shall be commenced against MAKER by any creditor of MAKER and shall not be dismissed or stayed within ~~ten~~(10) days' notice thereof from AMRAMP® to MAKER;

(d) A proceeding shall have been instituted in a court having jurisdiction in the premises seeking decree or order for relief in respect of MAKER or any guarantor of any indebtedness evidenced by this Note in an involuntary case under any applicable bankruptcy, insolvency or other similar law now or hereafter in effect, or for the appointment of a receiver, liquidator, assignee, custodian, trustee, sequestrator (or similar official) of MAKER or any such guarantor or for any substantial part of its, property, or for the winding-up or liquidation of its affairs, and such proceeding shall remain undismissed or unstayed and in effect for a period of ~~sixty~~(60) consecutive days or such court shall enter a decree order granting any of the relief sought in such proceeding; or

(e) MAKER shall commence a voluntary case under any applicable bankruptcy, insolvency, or other similar law now or hereafter in effect, shall consent to the entry of an order for relief in an involuntary case under any such law, or shall consent to the appointment or taking possession by a receiver, liquidator, assignee, custodian, trustee, sequestrator (or other similar official) of himself or herself or for any substantial part of its property, or shall make a general assignment for the benefit of creditors, or shall fail generally to pay its debts as they become due, or shall admit in writing an inability to pay any of its debts as they become due, or shall take any action in furtherance of any of the foregoing.

5. Consequences of Event of Default. Upon the occurrence of an Event of Default specified in Paragraph 4(a) above, then the whole of the principal of the indebtedness evidenced by this Note, and any other sums then unpaid by MAKER under this Note shall, at the option of the holder hereof, and upon MAKER having failed to cure such default within ~~ten~~(10) days after receipt of written notice of such default, forthwith become due and payable. Upon the occurrence of an Event of Default specified in Paragraph 4(b) above, then the whole of the principal of the indebtedness evidenced by this Note, and any other sums then unpaid by MAKER or any of its affiliates under this Note, the Franchise Agreement, or any other agreement between MAKER and AMRAMP® shall, at the option of the holder hereof and without notice, forthwith become due and payable. Upon the occurrence of an Event of Default specified in Paragraphs 4(c), 4(d) or 4(e) above, then the whole of the principal of the indebtedness evidenced by this Note, any unpaid interest thereon (whether or not yet accrued at such

time), and any other sums then unpaid by MAKER under this Note shall immediately become due and payable without notice or any other act.

6. Notices.

(a) All notices and other communications hereunder shall be in writing and shall be deemed given when delivered by hand or by facsimile transmission, sent by Federal Express or similar type courier, or mailed by registered or certified mail, return receipt requested, postage pre-paid, addressed as follows: (i) if to AMRAMP®, addressed to AMRAMP® at its principal business address set forth above, with a copy to ~~Andrew Loewinger~~ Keri McWilliams, Esq., Nixon Peabody LLP, 401 9th Street, N.W., Suite 900, Washington, DC 20004; (ii) if to MAKER, addressed to MAKER at its principal business address set forth above.

(b) Notices signed by the respective attorneys shall be deemed sufficient within the meaning of this Paragraph 6 without the signature of the parties themselves and such notice shall be deemed to have been given on the date of delivery to the addresses of the party to whom such notice is addressed.

7. Miscellaneous.

(a) All parties now or hereafter liable with respect to this Note, whether MAKER, any guarantor, endorser, or any other person or entity, hereby waive presentment for payment, demand, notice of nonpayment or dishonor, protest and notice of protest.

(b) No delay or omission on the part of AMRAMP® or any holder hereof in exercising its rights under this Note shall operate as a waiver of such rights or any other right of AMRAMP® or any holder hereof, nor shall any waiver by AMRAMP® or any holder hereof, of any such right or rights on any one occasion be deemed a bar to, or waiver of, the same right or rights on any future occasion.

(c) Except as may be agreed by AMRAMP® in writing, MAKER shall not have the right to assign this Note or any of its rights hereunder. This Note shall bind MAKER and the successors and permitted assigns of MAKER, and the benefits hereof shall inure to the benefit of AMRAMP® and its successors and assigns. All references herein to “MAKER” shall be deemed to apply MAKER and its successors and assigns, and all references herein “AMRAMP®” shall be deemed to apply to AMRAMP® and its successors and assigns.

(d) This Note may not be changed or terminated orally, but only by an agreement in writing signed by the parties hereto.

(e) This Note shall be governed by and construed in accordance with the laws of the Commonwealth of Massachusetts, without regard to its conflicts of laws rules.

(f) Any action MAKER commences against AMRAMP® must be brought in a state or federal court of general jurisdiction in Suffolk County, Massachusetts. MAKER and AMRAMP® agree that AMRAMP® may, at its option, institute any action against MAKER in any state or federal court of general jurisdiction in Suffolk County, Massachusetts, and MAKER irrevocably submits to the jurisdiction of such courts and waives any objection MAKER may have to either the jurisdiction of or venue in such courts.

IN WITNESS WHEREOF, MAKER, intending to be legally bound, has executed this Note as of the date and year first above written with the intention that this Note shall constitute a sealed instrument.

WITNESS/ATTEST

MAKER

By: _____

Name: _____

GUARANTEE

As an inducement to AMRAMP, LLC (“AMRAMP®”) to loan to

_____ the principal sum set forth in the Promissory Note dated _____, 20__ (“Note”), to which this Guarantee is attached, the undersigned, jointly and severally, hereby agree to be individually bound by all the terms and conditions of the Note, including all payments required thereunder, and unconditionally guarantee to AMRAMP® and its successors and assigns the payment of all liabilities under the Note.

In WITNESS WHEREOF, each of the undersigned has signed this Guarantee as of the date of the Note.

GUARANTORS

Witness

Name: _____

Witness

Name: _____

Witness

Name: _____

EXHIBIT J

INSURANCE PREMIUM PROGRAM LETTER AGREEMENT

does AMRAMP® make any representations or guarantees with respect to the terms or coverage provided under the insurance policy. If you have any questions regarding the insurance policy, you should contact _____ at Risk Securities Company.

If you decide to participate in the Insurance Premium Payment Program, please sign and return the attached acknowledgment page to AMRAMP®. By signing the acknowledgment page, you agree to be bound by the terms described below. If we do not receive a signed acknowledgment from you within ~~sixty (60)~~ days of the date of this letter, our offer will expire and you may not be eligible to participate in the Insurance Premium Payment Program.

Sincerely,

Julian Gordon

INSURANCE PREMIUM PAYMENT PROGRAM

ACKNOWLEDGEMENT FORM

I hereby acknowledge that I have received a copy of the insurance policy and a letter dated _____, 20____, from AMRAMP® describing the terms of the Insurance Premium Payment Program. I agree to be bound by the terms of the Insurance Premium Payment Program, as described in the letter.

Date: _____, 20____

NAME _____

ADDRESS _____

CITY, STATE _____

Please return this signed acknowledgment form to AMRAMP, LLC at ~~202 West First~~358 North Street, ~~South Boston, Massachusetts 02127-1110~~Randolph, MA 02368.

EXHIBIT K
CONFIDENTIALITY AGREEMENT

CONFIDENTIALITY AND RECEIPT

I hereby acknowledge receipt of the AMRAMP® Operations Manual (“Manual”). By signing below, I hereby acknowledge and agree that: ~~(i)~~ the Manual contains the valuable proprietary and confidential trade secret information of AMRAMP, LLC (“AMRAMP®”), disclosure of which would be detrimental to AMRAMP®, and I agree to hold in strict confidence all information contained in the Manual, and not to copy such information or disclose any of it to any other person or party; and ~~(2)~~i I will have ~~seven~~7 days to review the Manual prior to signing the Franchise Agreement. My agreement to keep this information confidential is in exchange for the opportunity to review the information contained in the Manual and the potential opportunity to become an AMRAMP® franchisee. If I do not become an AMRAMP® franchisee, I further agree to return the Manual to AMRAMP® within ~~thirty (30)~~ days of my receipt thereof, calculated from the date specified below, or immediately upon AMRAMP®’s demand, whichever date occurs sooner.

I am aware that my violation of this Confidentiality and Receipt (“Agreement”) will cause AMRAMP® irreparable harm; therefore, I acknowledge and agree that AMRAMP® may apply to any state or federal court of competent jurisdiction for the issuance of an injunction preventing me from violating this Agreement, in addition to any other remedies it may have hereunder, at law or in equity; and I agree to pay AMRAMP® all the costs it incurs, including without limitation attorneys’ fees, if this Agreement is enforced against me. This Agreement shall be construed under the laws of the Commonwealth of Massachusetts.

ACKNOWLEDGED BY:

Signature: _____

Name: _____

Date: _____

EXHIBIT L
STATE ADDENDA

**ADDENDUM TO THE AMRAMP, LLC
FRANCHISE DISCLOSURE DOCUMENT
REQUIRED BY THE STATE OF CALIFORNIA**

In recognition of the requirements of the California Franchise Investment Law, Cal. Corporations Code Sections 31000 *et seq.*, the Franchise Disclosure Document of AMRAMP, LLC for use in ~~the State of~~ California shall be amended as follows:

1. Neither AMRAMP® nor any person identified in Item 2 of the Franchise Disclosure Document is currently subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities Exchange Act of 1934, 15 U.S.C. 78a, *et seq.*, suspending or expelling such persons from membership in such association or exchange.

2. Item 17 shall be supplemented to include the following:

California Business & Professions Code Sections 20000 through 20043 provide rights to the franchisee concerning termination, transfer, or nonrenewal of a franchise. If the Franchise Agreement contains a provision that is inconsistent with the law, the law will control.

The Franchise Agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 *et seq.*).

The Franchise Agreement contains a covenant not to compete which extends beyond the termination of the agreement. This provision may not be enforceable under California law.

The Franchise Agreement requires binding arbitration. The arbitration will occur at the American Arbitration Association located closest to AMRAMP®'s principal place of business with the costs being borne by the franchisee. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and federal laws (such as Business and Professions Code Section 20040.5, Code of Civil Procedure Section 1281, and the Federal Arbitration Act) to any provisions of a franchise agreement restricting venue to a forum outside the State of California.

The Franchise Agreement requires application of the laws of the State of Massachusetts. This provision may not be enforceable under California law.

You must sign a general release if you transfer your rights under the Franchise Agreement. California Corporations Code 31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code 31000 through 31516). Business and Professions Code 20010 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code 20000 through 20043).

3. Section 31125 of the California Corporation Code requires the Franchisor to give the Franchisee a disclosure document, in a form and containing such information as the Commissioner may by rule or order require, prior to a solicitation of a proposed material modification of an existing franchise.

4. The Franchise Agreement requires that any action be commenced in any court in the judicial district in which AMRAMP® has its principal place of business and that you must irrevocably submit to the jurisdiction of such courts. This provision may not be enforceable under California law.

5. OUR WEBSITE HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF ~~BUSINESS OVERSIGHT~~FINANCIAL PROTECTION AND INNOVATION, ANY COMPLAINTS CONCERNING THE CONTENT OF THIS WEBSITE MAY BE DIRECTED TO THE CALIFORNIA DEPARTMENT OF ~~BUSINESS OVERSIGHT~~FINANCIAL PROTECTION AND INNOVATION AT ~~www.dbo~~WWW.DFPI.ca.gov.

6. THE CALIFORNIA FRANCHISE INVESTMENT LAW REQUIRES THAT A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE BE DELIVERED TOGETHER WITH THE FRANCHISE DISCLOSURE DOCUMENT.

**AMENDMENT TO THE
AMRAMP® FRANCHISE AGREEMENT
REQUIRED BY THE STATE OF CALIFORNIA**

In recognition of the requirements of the California Franchise Investment Law, the parties to the attached AMRAMP® Franchise Agreement (the “Franchise Agreement”) hereby agree as follows:

1. Section 26.7 of the Franchise Agreement, entitled “Limitation of Claims,” shall be amended by adding the following language:

THIS SECTION 26.7 SHALL NOT APPLY TO CLAIMS ARISING UNDER SECTIONS 31300 THROUGH 31306 OF THE CALIFORNIA FRANCHISE INVESTMENT LAW, ALL OF WHICH SHALL BE GOVERNED BY APPLICABLE STATE STATUTES. THIS PROVISION DOES NOT LIMIT FRANCHISEE’S RIGHT TO TERMINATE THIS AGREEMENT IN ANY WAY.

2. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the California Franchise Investment Law, are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed this California Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

AMRAMP, LLC: _____

FRANCHISEE: _____

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

**ADDENDUM TO THE AMRAMP, LLC
FRANCHISE DISCLOSURE DOCUMENT
REQUIRED BY THE STATE OF ILLINOIS**

In recognition of the requirements of the Illinois Franchise Disclosure Act, the Franchise Disclosure Document of AMRAMP, LLC for use in ~~the State of~~ Illinois shall be amended consistent with the following:

1. Illinois law governs the agreements between the parties to this franchise.
2. Section 4 of the Illinois Franchise Disclosure Act provides that any provision in a franchise agreement that designates jurisdiction or venue outside ~~the State of~~ Illinois is void. However, a franchise agreement may provide for arbitration outside of Illinois.
3. Section 41 of the Illinois Franchise Disclosure Act provides that any condition, stipulation of provision purporting to bind any person acquiring any franchise to waive compliance with the Illinois Franchise Disclosure Act or any other law of Illinois is void.
4. Your ~~right~~rights upon termination and non-renewal of a franchise agreement are set forth in Sections 19 and 20 of the Illinois Franchise Disclosure Act.

**AMENDMENT TO THE
AMRAMP® FRANCHISE AGREEMENT
REQUIRED BY THE STATE OF ILLINOIS**

In recognition of the requirements of the Illinois Franchise Disclosure Act of 1987, the parties to the attached AMRAMP® Franchise Agreement (the “Franchise Agreement”) hereby agree as follows:

~~1.~~1. Illinois law governs the agreements between the parties to this franchise.

~~2.~~2. Section 4 of the Illinois Franchise Disclosure Act provides that any provision in a franchise agreement that designates jurisdiction or venue outside ~~the State~~ of Illinois is void. However, a franchise agreement may provide for arbitration outside of Illinois.

~~3.~~3. Section 41 of the Illinois Franchise Disclosure Act provides that any condition, stipulation or provision purporting to bind any person acquiring any franchise to waive compliance with the Illinois Franchise Disclosure Act or any other law of Illinois is void.

~~4.~~4. Your rights upon termination and non-renewal of a franchise agreement are set forth in sections 19 and 20 of the Illinois Franchise Disclosure Act.

IN WITNESS WHEREOF, the parties hereto have duly executed this Illinois Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

AMRAMP, LLC:

FRANCHISEE:

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

**ADDENDUM TO THE AMRAMP, LLC
FRANCHISE DISCLOSURE DOCUMENT
REQUIRED BY THE STATE OF INDIANA**

In recognition of the requirements of the Indiana Franchise Disclosure Law, Indiana Code §§ 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practices Act, Indiana Code §§ 23-2-2.7-1 to 23-2-2.7-10, the Franchise Disclosure Document of AMRAMP, LLC for use in ~~the State of~~ Indiana shall be amended as follows:

1. Item 3, “Litigation,” shall be amended by deleting the paragraph in its entirety and substituting the following language in its place:

Neither AMRAMP[®] nor any person identified in Item 2 above has any administrative, criminal or material civil action pending against them alleging a violation of a franchise antitrust or securities law, unfair or deceptive practices, or comparable allegations.

Neither AMRAMP[®] nor any person identified in Item 2 above, is subject to any currently effective injunctive or restrictive order or decree relating to the franchise or under a federal, state or Canadian franchise, securities, antitrust, trade regulation or trade practice law resulting from a concluded or pending action or proceeding brought by a public agency.

2. Item 12 shall be amended by adding the following language at the end of the Item:

AMRAMP[®] will not compete unfairly with you within your Territory.

3. Items 17(b) and 17(c), under the headings “Renewal or extension of the term” and “Requirements for you to renew or extend,” shall be amended by adding the following language at the end of the Items:

AMRAMP[®] will not refuse to renew the Franchise Agreement without good cause.

4. Item 17(f), under the heading, “Termination by us with cause,” shall be amended by the addition of the following language:

The conditions under which your development rights can be terminated may be affected by the Indiana Franchise Disclosure Law or the Indiana Deceptive Franchise Practices Act.

5. Items 17(q) and 17(r), under the headings entitled “Non-competition covenants during the term of the franchise” and “Non-competition covenants after the franchise is terminated or expires,” shall be amended by adding the following language at the end of each Item:

Notwithstanding the above, your rights will not in any way be abrogated or reduced pursuant to Indiana Code 23-2-2.7-1(9), which limits the scope of non-competition covenants to the exclusive area granted by the Franchise Agreement.

6. Item 17(v), under the heading entitled “Choice of forum,” shall be amended by adding the following language at the end of the Item:

Citizens of the State of Indiana may bring a claim, controversy or dispute under the Franchise Agreement in the courts of Indiana.

7. Item 17(w), under the heading “Choice of law,” for the Franchise Agreement and Development Agreement shall be supplemented with the following language:

This provision may not be enforceable under Indiana law.

8. Each provision of this Addendum to the Franchise Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Indiana Franchise Disclosure Law, Indiana Code §§ 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practices Act, Indiana Code §§ 23-2-2.7-1 to 23-2-2.7-10, are met independently without reference to this Addendum to the Franchise Disclosure Document.

**AMENDMENT TO THE
AMRAMP® FRANCHISE AGREEMENT
REQUIRED BY THE STATE OF INDIANA**

In recognition of the requirements of the jurisdictional requirements of the Indiana Franchise Disclosure Law, Indiana Code §§ 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practices Act, Indiana Code §§ 23-2-2.7-1 to 23-2-2.7-10, the parties to the attached AMRAMP® Franchise Agreement (the “Franchise Agreement”) hereby agree as follows:

1. Section 1.3 of the Franchise Agreement, entitled “Your Territory,” shall be amended by adding the following language after Section 1.3.3:

We are required by the Franchise Agreement to agree not to compete unfairly with you within your Territory.

2. Section 2.2 of the Franchise Agreement, entitled “Renewal,” shall be amended by adding the following language at the end of the Section:

2.2.11 We will not refuse to renew this Agreement without good cause.

3. ~~Sections~~Section 17.2 of the Franchise Agreement, under the headings entitled “In-Term Covenants,” shall be amended by adding the following paragraph at the end of the Section:

Notwithstanding the above, your rights shall not in any way be abrogated or reduced pursuant to Indiana Code § 23-2-2.7-1(9), which limits the scope of non-competition covenants to the exclusive area granted in the Franchise Agreement.

4. Section 15 of the Franchise Agreement, under the heading “Default and Termination,” shall be amended by adding the following language after Section 15.4:

15.5 Indiana law provides that unilateral termination of the Franchise Agreement must be for good cause. Good cause includes, among other things, any material violation of the Franchise Agreement.

5. Section 17.3 of the Franchise Agreement, entitled “Post-Term Covenants,” shall be amended by adding the following language after Section 17.3.3:

17.3.4 To the extent required by either the Indiana Franchise Disclosure Law or the Indiana Deceptive Franchise Practices Act, the post-term covenant not to compete is limited to the exclusive territory.

6. Section 26.1 of the Franchise Agreement, entitled “Applicable Law,” shall be deleted in its entirety, and the following provision shall be substituted in lieu thereof:

26.1 Applicable Law. All matters relating to arbitration will be governed by the FEDERAL ARBITRATION ACT (9 U.S.C. §§ 1 ~~et. seq.~~). Except to the extent governed by the Federal Arbitration Act as required hereby, the UNITED STATES TRADEMARK ACT OF 1946 (LANHAM ACT, 15 U.S.C. §§ 1051 ~~et. seq.~~), other federal law, or any cause of action which arises under the Indiana Franchise Disclosure Law or the Indiana Deceptive Franchise Practices Act, this Agreement, the franchise and all claims arising from the relationship between us and you will be governed by the laws of Massachusetts, without regard to its conflict of laws principles, except that any law regulating the sale of franchises or governing the relationship of a franchisor

and its franchisee will not apply unless jurisdictional requirements are met independently without reference to this Section 26.1.

7. Section 26.4 of the Franchise Agreement, entitled “Jurisdiction and Venue,” shall be deleted in its entirety, and the following provision shall be substituted in lieu thereof:

26.4 Jurisdiction and Venue. Except as described in Sections 26.2 and 26.3 hereof, and except with respect to any cause of action which arises under the Indiana Franchise Disclosure Law or the Indiana Deceptive Franchise Practices Act, any action you institute against us must be brought in a state or federal court of general jurisdiction in Suffolk County, Massachusetts. You and your owners agree that we may, at our option, institute any action against you or your owners in any state or federal court of general jurisdiction in Suffolk County, Massachusetts, and you (and each owner) irrevocably submit to the jurisdiction of such courts and waive any objection you (or he or she) may have to either the jurisdiction of or venue in such courts.

8. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Indiana Franchise Disclosure Law and the Indiana, Indiana Code §§ 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practices Act, Indiana Code §§ 23-2-2.7-1 to 23-2-2.7-10, are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed this Indiana Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

AMRAMP, LLC:

FRANCHISEE:

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

**AMENDMENT TO THE AMRAMP, LLC
FRANCHISE DISCLOSURE DOCUMENT
REQUIRED BY THE STATE OF MARYLAND**

In recognition of the requirements of the Maryland Franchise Registration and Disclosure Law, the Franchise Disclosure Document of AMRAMP, LLC for use in Maryland shall be amended as follows:

1. Item 17(c), under the heading entitled “Requirements for you to renew or extend,” shall be supplemented by adding the following language at the end of the Item:

The general release will not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

2. Item 17(f), under the heading entitled “Termination by us with cause,” shall be supplemented by adding the following language at the end of the Item:

The provision in the Franchise Agreement which provides for termination upon bankruptcy of the franchisee may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101 *et seq.*).

3. Item 17(m), under the heading entitled “Conditions for our approval of transfer,” shall be supplemented by adding the following language at the end of the Item:

However, a general release required as a condition of approval will not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

4. The following language shall be added to the end of Items 17(v) and 17(w):

except that you may sue AMRAMP in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

5. Each provision of this Addendum to the Franchise Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Maryland Franchise Registration and Disclosure Law are met independently without reference to this Addendum to the Franchise Disclosure Document.

**AMENDMENT TO THE
AMRAMP® FRANCHISE AGREEMENT
REQUIRED BY THE STATE OF MARYLAND**

In recognition of the requirements of the Maryland Franchise Registration and Disclosure Law, MD. BUS. REG. CODE ANN. §14-201 et seq. (2010 Repl. Vol. and Supp. 2012), the parties to the attached AMRAMP® Franchise Agreement (“Franchise Agreement”) agree as follows:

1. Section 2.2.7 of the Franchise Agreement shall be amended by adding the following language at the end of the Section:

Provided that all rights enjoyed by you and any causes of action arising in your favor from the provisions of the Maryland Franchise Registration and Disclosure Law shall remain in force; it being the intent of this proviso that the non-waiver provisions of the Law be satisfied. To that effect, the general release shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

2. Section 14.3.4 of the Franchise Agreement shall be amended by adding the following language at the end of the Section:

Provided that all rights enjoyed by you and any causes of action arising in your favor from the provisions of the Maryland Franchise Registration and Disclosure Law shall remain in force; it being the intent of this proviso that the non-waiver provisions of the Law be satisfied. To that effect, the general release shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

3. Section 14.3.5 of the Franchise Agreement shall be amended by adding the following language at the end of the Section:

Provided that all rights enjoyed by you and any causes of action arising in your favor from the provisions of the Maryland Franchise Registration and Disclosure Law shall remain in force; it being the intent of this proviso that the non-waiver provisions of the Law be satisfied. To that effect, the release shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

4. Section 26.4 of the Franchise Agreement, under the heading “Jurisdiction and Venue,” shall be amended by adding the following language at the end of the Section:

Notwithstanding the above, Maryland franchisees are permitted to bring a lawsuit in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

5. Section 26.7 of the Agreement, under the heading “Limitation of Claims,” shall be amended by adding the following language at the end of the Section:

Notwithstanding the above, any claim you may have under the Maryland Franchise Registration and Disclosure Law must be brought within three (3) years of the execution of this Agreement.

6. Section 28 of the Agreement, under the heading "Acknowledgments," shall be amended by adding the following at the end of the Section:

28.5 The foregoing acknowledgments shall not be construed as a waiver or release by you of any claims arising under the Maryland Franchise Registration and Disclosure Law.

7. Each provision of this Amendment shall be effective only to the extent that the jurisdictional requirements of the Maryland Franchise Registration and Disclosure Law, with respect to each such provision, are met independent of the Amendment. This Amendment shall have no force or effect if such jurisdictional requirements are not met.

IN WITNESS WHEREOF, the parties hereto have duly executed this Maryland Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

AMRAMP, LLC:

FRANCHISEE:

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

NOTICE REQUIRED BY THE STATE OF MICHIGAN

The state of Michigan prohibits certain unfair provisions that are sometimes in franchise documents. If any of the following provisions are in the franchise documents, the provision is void and cannot be enforced against you.

Each of the following provisions are void and unenforceable if contained in any document relating to a franchise:

- (a) A prohibition on the right of a franchisee to join an association of franchisees.
- (b) A requirement that a franchisee assent to a release, assignment, novation, waiver, or estoppel which deprives a franchisee of rights and protections provided in this act. This shall not preclude a franchisee, after entering into a franchise agreement, from settling any and all claims.
- (c) A provision that permits a franchisor to terminate a franchise agreement prior to the expiration of its term except for good cause. Good cause shall include the failure of the franchisee to comply with any lawful provision of the franchise agreement and to cure such failure after being given written notice thereof and a reasonable opportunity, which in no event need be more than 30 days, to cure such failure.
- (d) A provision that permits a franchisor to refuse to renew a franchise without fairly compensating the franchisee by repurchase or other means for the fair market value at the time of expiration of the franchisee's inventory, supplies, equipment, fixtures, and furnishings. Personalized materials which have no value to the franchisor and inventory, supplies, equipment, fixtures, and furnishings not reasonably required in the conduct of the franchise business are not subject to compensation. This subsection applies only if:
 - (i) The term of the franchise is less than 5 years and (ii) the franchisee is prohibited by the franchise or other agreement from continuing to conduct substantially the same business under another trademark, service mark, trade name, logotype, advertising, or other commercial symbol in the same area subsequent to the expiration of the franchise, or the franchisee does not receive at least 6 months advance notice of franchisor's intent not to renew the franchise.
- (e) A provision that permits the franchisor to refuse to renew a franchise on terms generally available to other franchisees of the same class or type under similar circumstances. This section does not require a renewal provision.
- (f) A provision requiring that arbitration or litigation be conducted outside this state. This shall not preclude the franchisee from entering into an agreement, at the time of arbitration, to conduct arbitration at a location outside this state.
- (g) A provision which permits a franchisor to refuse to permit a transfer of ownership of a franchise, except for good cause. This subdivision does not prevent a franchisor from exercising a right of first refusal to purchase the franchise. Good cause shall include, but is not limited to:
 - (i) The failure of the proposed transferee to meet the franchisor's then current reasonable qualifications or standards.

- (ii) The fact that the proposed transferee is a competitor of the franchisor or subfranchisor.
 - (iii) The unwillingness of the proposed transferee to agree in writing to comply with all lawful obligations.
 - (iv) The failure of the franchisee or proposed transferee to pay any sums owing to the franchisor or to cure any default in the franchise agreement existing at the time of the proposed transfer.
- (h) A provision that requires the franchisee to resell to the franchisor items that are not uniquely identified with the franchisor. This subdivision does not prohibit a provision that grants to a franchisor a right of first refusal to purchase the assets of a franchise on the same terms and conditions as a bona fide third party willing and able to purchase those assets, nor does this subdivision prohibit a provision that grants the franchisor the right to acquire the assets of a franchise for the market or appraised value of such assets if the franchisee has breached the lawful provisions of the franchise agreement and has failed to cure the breach in the manner provided in subdivision (c).
- (i) A provision which permits the franchisor to directly or indirectly convey, assign, or otherwise transfer its obligation to fulfill contractual obligations to the franchisee unless provision has been made for providing the required contractual services.

The fact that there is a notice of this offering on file with the attorney general does not constitute approval, recommendation, or endorsement by the attorney general.

Any questions regarding this Notice should be directed to the Michigan Department of Attorney General, 670 ~~Law~~[G. Mennen Williams](#) Building, Lansing, Michigan 48913, (517) 373-7117.

**ADDENDUM TO THE AMRAMP, LLC
FRANCHISE DISCLOSURE DOCUMENT
REQUIRED BY THE STATE OF MINNESOTA**

In recognition of the requirements of the Minnesota Franchise Act, Minn. Stat. §§ 80C.01 through 80C.22, and of the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, Minn. Rules §§ 2860.0100 through 2860.9930, the Franchise Disclosure Document of AMRAMP, LLC for use in ~~the State of~~ Minnesota shall be amended as follows:

1. The second to last paragraph under Item 13 shall be deleted in its entirety, and shall be replaced by the following language:

We will defend you against third-party claims, suits or demands arising out of your use of the trademarks. If we, in our sole discretion, determine that you used the trademarks in accordance with the Franchise Agreement, then we will bear the cost of your defense, including the cost of any judgment or settlement. If we, in our sole discretion, determine that you have not used the trademarks in accordance with the Franchise Agreement, then you must bear the cost of your defense, including the cost of any judgment or settlement. Upon any termination of your Franchise Agreement, you must immediately cease all use of the trademarks.

2. Item 17(c), under the heading entitled “Requirements for you to renew or extend,” shall be amended by adding the following language at the end of the Item:

The general release will not apply to any liability under the Minnesota Franchise Law.

3. Items 17(b), 17(f), and 17(k), under the headings entitled “Renewal or extension of the term,” “Termination by us with cause,” and “Transfer” by you ~~—~~ defined,” respectively, shall be amended by adding the following language at the end of each Item:

Minnesota law provides franchisees with certain termination, non-renewal, and transfer rights. In sum, Minn. Stat. § 80C.14 (subd. 3, 4, and 5) currently requires, except in certain specified cases, that a franchisee be given 90 days’ notice of termination (with 60 days to cure) and 180 days’ notice of non-renewal of the Franchise Agreement, and that consent to the transfer of the franchise not be unreasonably denied.

4. Item 17(m), under the heading entitled “Conditions for our approval of transfer,” shall be amended by adding the following language at the end of the Item:

The general release will not apply to any liability under the Minnesota Franchise Law.

5. Item 17(w), under the heading entitled “Choice of law,” shall be amended by adding the following language at the end of the Item:

This provision may not be enforceable under Minnesota law.

6. Item 17(v), under the heading entitled “Choice of forum,” shall be amended by so that it reflects that there is no such provision contained in the Franchise Agreement for use in Minnesota.

7. Item 17 shall be amended by adding the following language at the end of the item:

Minn. Stat. §80C.21 and Minn. Rule 2860.4400J prohibit us from requiring litigation to be conducted outside Minnesota. In addition, nothing in the Franchise Disclosure Document or agreement can abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.

8. Each provision of this Addendum to the Franchise Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Minnesota Franchise Act, Minn. Stat. §§ 80C.01 through 80C.22 and of the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, Minn. Rules §§ 2860.0100 through 2860.9930 are met independently without reference to this Addendum to the Franchise Disclosure Document.

**AMENDMENT TO THE
AMRAMP® FRANCHISE AGREEMENT
REQUIRED BY THE STATE OF MINNESOTA**

In recognition of the requirements of the Minnesota Franchise Act, Minn. Stat. §§ 80C.01 through 80C.22, and of the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, Minn. Rules. §§ 2860.0100 through 2860.9930, the parties to the attached AMRAMP® Franchise Agreement (the “Franchise Agreement”) agree as follows:

1. Sections 2.2, 14, and 15 of the Franchise Agreement, under the headings entitled “Renewal,” “Transfer of Interest”, and “Default and Termination,” respectively, shall be amended by adding the following language at the end of each Section:

Minnesota law provides franchisees with certain termination, non-renewal and transfer rights. In sum, Minn. Stat. § 80C.14 (subd. 3, 4, and 5) currently requires, except specified cases, that a franchisee be given ninety (90) days’ notice of termination (with sixty (60) days to cure) and one hundred eighty days (180) days’ notice of nonrenewal of the Franchise Agreement, and that consent to the transfer of the franchise not be unreasonably withheld.

2. The language in Section 8.2.8 of the Franchise Agreement shall be deleted in its entirety and shall have no force or effect, and shall be replaced by the following language:

8.2.8 NOTIFICATION OF INFRINGEMENTS AND CLAIMS. You agree to notify us immediately of any apparent infringement or challenge to your use of any Marks, or of any claim by any person of any rights in any Marks, and agree not to communicate with any person other than us, our attorneys and your attorneys in connection with any such infringement, challenge or claim. We have sole discretion to take such action as we deem appropriate and the right to control exclusively any litigation, United States Patent and Trademark Office (“USPTO”) proceeding or any other administrative proceeding arising out of any such infringement, challenge or claim or otherwise relating to any Marks. You agree to sign any and all instruments and documents, render such assistance and do such acts and things as, in the opinion of our attorneys, may be necessary or advisable to protect and maintain our interests in any litigation or USPTO proceeding or other proceeding or otherwise to protect and maintain our interests in the Marks. Except to the extent that such litigation is the result of your use of the Proprietary Marks in a manner inconsistent with the terms of this Agreement, we agree to reimburse you for your out-of-pocket costs in doing such acts. We agree to defend you against any third-party claim, suit, or demand arising out of your use of the Marks. If we, in our sole discretion, determine that you have used the Marks in accordance with this Agreement, the cost of such defense, including the cost of any judgment or settlement, shall be borne by us. If we, in our sole discretion, determine that you have not used the Marks in accordance with this Agreement, the cost of such defense, including the cost of any judgment or settlement, shall be borne by you.

3. Section 26 of the Franchise Agreement, entitled “Applicable Law and Dispute Resolution,” shall be amended by adding the following provision after Section 26.9:

26.10 Pursuant to Minn. Stat. § 80C.21, this Section 26 shall not in any way abrogate or reduce any of your rights as provided for in the Minnesota Franchises Law and the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce.

4. Section 26.4 of the Franchise Agreement, entitled “Jurisdiction and Venue,” shall be deleted in its entirety and shall have no force or effect.

5. The language in Section 26.9 of the Franchise Agreement shall be deleted in its entirety and shall have no force or effect, and shall be replaced by the following language:

WAIVER OF RIGHT TO A JURY AND PUNITIVE DAMAGES. Except with respect to your obligation to indemnify us pursuant to Section 20.3 hereof and claims we bring against you for your unauthorized use of the Marks or unauthorized use or disclosure of any Confidential Information, we and you and your respective owners waive to the fullest extent permitted by law any right to or claim for any punitive or exemplary damages against the other and agree that, in the event of a dispute between us, the party making a claim will be limited to equitable relief and to recovery of any actual damages it sustains.

6. Section 26.7 of the Franchise Agreement, entitled “Limitation of Claims,” shall be amended by adding the following language at the end of the Section:

Pursuant to Minn. Stat. § 80C.17 (subd. 5), this Section 26.7 shall not in any way abrogate or reduce the time period for bringing a civil action under Minn. Stat. § 80C.17.

7. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Minnesota Franchise Act, Minn. Stat. §§ 80C.01 through 80C.22, and of the Rules and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, Minn. Rules §§ 2860.0100 through 2860.9930, are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed this Minnesota Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

AMRAMP, LLC: _____

FRANCHISEE: _____

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

STATEMENT REQUIRED BY THE STATE OF NEW YORK

THE FRANCHISOR MAY, IF IT CHOOSES, NEGOTIATE WITH YOU ABOUT ITEMS COVERED IN THE PROSPECTUS. HOWEVER, THE FRANCHISOR CANNOT USE THE NEGOTIATING PROCESS TO PREVAIL UPON A PROSPECTIVE FRANCHISEE TO ACCEPT TERMS WHICH ARE LESS FAVORABLE THAN THOSE SET FORTH IN THIS PROSPECTUS.

**ADDENDUM TO THE AMRAMP, LLC
FRANCHISE DISCLOSURE DOCUMENT
REQUIRED BY THE STATE OF NEW YORK**

In recognition of the requirements of the New York General Business Law, Article 33, Section 680 through 695, and of the Codes, Rules, and Regulations of the State of New York, Title 13, Chapter VII, Section 200.1 through 201.16, ~~the Franchise Disclosure Document of AMRAMP, LLC for use in the State of the Franchise Disclosure Document for AMRAMP, LLC for use in~~ New York shall be amended as follows:

1. ~~Item 3, "Litigation," shall be amended by deleting the Item in its entirety, and substituting the following in lieu thereof:~~

~~Neither AMRAMP®, nor any~~ The following information is added to the cover page of the Franchise Disclosure Document:

THE FRANCHISOR MAY, IF IT CHOOSES, NEGOTIATE WITH YOU ABOUT ITEMS COVERED IN THE FRANCHISE DISCLOSURE DOCUMENT. HOWEVER, THE FRANCHISOR CANNOT USE THE NEGOTIATING PROCESS TO PREVAIL UPON A PROSPECTIVE FRANCHISEE TO ACCEPT TERMS WHICH ARE LESS FAVORABLE THAN THOSE SET FORTH IN THIS FRANCHISE DISCLOSURE DOCUMENT.

2. The following is added at the end of Item 3:

Except as provided above, with regard to the franchisor, its predecessor ~~or principal of~~ AMRAMP®, ~~nor any~~ person identified in Item 2, ~~above,~~ or an affiliate offering franchises under the franchisor's principal trademark:

A. No such party has any administrative, criminal, or ~~a material~~ civil ~~or arbitration~~ action ~~(or a significant number of civil or arbitration actions irrespective of materiality)~~ pending against ~~him~~ that person alleging: a felony, a violation of any franchise ~~law,~~ antitrust, or securities law, fraud, embezzlement, fraudulent conversion, restraint of trade ~~misappropriation of property,~~ unfair or deceptive practices, misappropriation of property, or comparable civil or misdemeanor allegations.

B. No such party has pending actions, other than routine litigation incidental to the business, which are significant in the context of the number of franchisees and the size, nature or financial condition of the franchise system or its business operations.

C. ~~Neither AMRAMP®, nor any predecessor or principal of AMRAMP® nor any person identified in Item 2 above,~~ No such party has been convicted of a felony or pleaded nolo contendere to ~~any other~~ a felony charge or, ~~during~~ within the ~~ten~~ 10-year period immediately preceding the ~~date of this Franchise Disclosure Document~~ application for registration, has been convicted of a ~~misdemeanor~~ or pleaded nolo contendere to any misdemeanor charge or ~~been found liable in an arbitration proceeding or a civil action by final judgment, or~~ has been the subject of ~~any other~~

~~material complaint or legal or arbitration proceeding if such misdemeanor conviction or charge, a civil action, complaint, or other such proceeding involved a alleging: violation of any franchise law, antifraud, or securities law; fraud; embezzlement; fraudulent conversion, restraint of trade, unfair or deceptive practices, misappropriation of property, or misappropriation of property; or unfair or deceptive practices or comparable allegation allegations.~~

D. Neither AMRAMP®, nor any predecessor or principal of AMRAMP®, nor any person identified in Item 2, above, No such party is subject to any currently effective injunctive or restrictive order or decree relating to franchises the franchise, or under any federal, state Federal, State, or Canadian franchise, securities, antitrust, trade regulation, or trade practice law as a result of, resulting from a concluded or pending action or proceeding brought by a public agency; or is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities and Exchange Act of 1934, suspending or expelling such person from membership in such association or exchange; or is subject to a currently effective injunctive or restrictive order relating to any other business activity as a result of an action brought by a public agency or department, including, without limitation, actions affecting a license as a real estate broker or sales agent.

~~2. Item 4, “Bankruptcy,” shall be amended by deleting the Item in its entirety, and substituting the following in lieu thereof:~~

~~Neither AMRAMP®, nor any affiliate, predecessor, officer or general partner during the 10 year period immediately before the date of the Franchise Disclosure Document: (a) filed as debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code; (b) obtained a discharge of its debts under the bankruptcy code; or (c) was a principal officer of a company or a general partner in a partnership that either filed as a debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code or that obtained a discharge for its debts under the U.S. Bankruptcy Code during or within 1 year after the officer or general partner of the franchisor held this position in the company or partnership.~~

~~3. Item 7, “Estimated Initial Investment,” shall be amended by adding the following language after Note 3 at the end of the Item:~~

~~THERE ARE NO OTHER DIRECT OR INDIRECT PAYMENTS TO AMRAMP® IN CONJUNCTION WITH THE PURCHASE OF THE FRANCHISE~~

~~3. The following is added to the end of the “Summary” sections of Item 17(c), titled “Requirements for franchisee to renew or extend,” and Item 17(m), entitled “Conditions for franchisor approval of transfer”:~~

~~However, to the extent required by applicable law, all rights you enjoy and any causes of action arising in your favor from the provisions of Article 33 of the General Business Law of the State of New York and the regulations issued thereunder shall remain in force; it being the intent of~~

this proviso that the non-waiver provisions of General Business Law Sections 687.4 and 687.5 be satisfied.

4. ~~Item 9, “Franchisee’s Obligations,” shall be amended by adding the~~The following language ~~at~~replaces the ~~end~~“Summary” section of the Item:

~~AMRAMP® imposes no further restrictions or conditions on the purchasing, leasing, or renting of goods or services by you.~~

- ~~5. Item 15, “Obligation to Participate in the Actual Operation of the Franchised Business,” shall be amended by adding the following language at the end of the first paragraph:~~

~~There is no specific amount of equity interest that the on-premises supervisor must own.~~

- ~~6. Item 17(d), under the heading entitled~~titled “**Termination by you,**” ~~shall be amended by adding the following language at the end of the Item~~franchisee:

You may terminate the ~~Franchise Agreement upon~~agreement on any grounds available by law.

- ~~7. Item 17(b), under the heading entitled “Renewal or extension of the term”, shall be supplemented with the following:~~

~~All rights enjoyed by you and any causes of action arising in your favor from the provisions of the New York General Business Law Sections 680-695 and its regulations will remain in force.~~

- ~~8. Item 17(j), under the heading entitled “Assignment of contract by us,” shall be amended by adding the following language at the end of the Item:~~

~~However, no assignment shall be made except to an assignee who, in our good faith judgment, is willing and able to assume our obligations under the Franchise Agreement.~~

- ~~9. Item 17(q), under the heading entitled “Non-competition covenants during the term of the franchise,” shall be amended by adding the following language at the end of the Item:~~

~~You acknowledge that any violation of the terms of the covenants not to compete would result in irreparable injury to AMRAMP® for which no adequate remedy of law may be available, and you accordingly agree that we may seek an injunction prohibiting any conduct by you in violation of the terms of the covenant not to compete.~~

~~10. —~~

5. The following is added to the end of the “Summary” sections of Item 17(v), titled “Choice of forum”, and Item 17(w) for the Franchise Agreement and Development Agreement, under the subheading entitled, titled “**Choice of law,**” ~~shall be supplemented by adding the following language:~~

However, the

The foregoing choice of law ~~will~~should not be considered a waiver of any right conferred upon ~~you~~the franchisor or upon the franchisee by ~~the provisions of~~ Article 33 of the General Business Law of the State of New York.”

~~11. — Each provision of this Addendum to the Franchise Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of New York General Business Law, Article 33, Section 680 through 695, and of the Codes, Rules, and Regulations of the State of New York, Title 13, Chapter VII, Section 200.1 through 201.16 are met independently without reference to this Addendum to the Franchise Disclosure Document.~~

* * *

**AMENDMENT TO THE
AMRAMP® FRANCHISE AGREEMENT
REQUIRED BY THE STATE OF NEW YORK**

In recognition of the requirements of the New York General Business Law, Article 33, the parties to the attached AMRAMP® Franchise Agreement (the “Franchise Agreement”) agree as follows:

1. Section 2.2.7 of the Franchise Agreement, under the heading “Term and Renewal,” shall be deleted in its entirety, and shall have no force or effect; and the following paragraph shall be substituted in lieu thereof:

You shall execute a general release, in a form prescribed by us, of any and all claims against us and our affiliates, and their respective officers, directors, agents, and employees; provided, however, that all rights enjoyed by you and any causes of action arising in its favor from the provisions of New York General Business Law Sections 680-695 and the regulations issued thereunder, shall remain in force; it being the intent of this provision that the non-waiver provisions of N.Y. Gen. Bus. Law Sections 687.4 and 687.5 be satisfied;

2. Section 9 of the Franchise Agreement, under the heading “Confidential Operations Manual,” shall be amended by adding the following language after Section 9.4:

Revisions to the Operations Manual shall not unreasonably affect your obligations, including economic requirements, under this Agreement.

3. Section 14.1 of the Franchise Agreement, under the heading “Our Right to Transfer,” shall be amended by adding the following language at the end of the Section:

However, no assignment shall be made except to an assignee who, in the good faith judgment of us, is willing and able to assume our obligations under this Agreement.

4. Section 14.3 of the Franchise Agreement, under the heading “Conditions of Transfer,” shall be deleted in its entirety, and shall have no force or effect; and the following paragraph shall be substituted in lieu thereof:

That the transferor shall have executed a general release, in a form satisfactory to us, of any and all claims against us and our affiliates, and our respective officers, directors, agents, shareholders, and employees; provided, however, that all rights enjoyed by the transferor and any causes of action arising in its favor from the provisions of New York General Business Law Sections 680-695 and the regulations issued thereunder, shall remain in force; it being the intent of this provision that the non-waiver provisions of N.Y. Gen. Bus. Law Sections 687.4 and 687.5 be satisfied;

5. Section 26.1 of the Franchise Agreement, under the heading “Applicable Law” shall be amended by adding the following language at the end of the Section:

except that the foregoing choice of law should not be considered a waiver of any right conferred upon you by General Business Law of New York State, Sections 680-695.

6. Section 26.9 of the Franchise Agreement, under the heading “Waiver of Right to a Jury and Punitive Damages” shall be supplemented by the following paragraph:

Nothing herein contained shall bar our right to seek injunctive relief against threatened conduct that shall cause us loss or damages, under the usual equity rules, including the applicable rules for obtaining restraining orders and preliminary injunctions.

7. Each provision of this Amendment to the Franchise Agreement shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of New York General Business Law, Article 33, Section 680 through 695, and of the Codes, Rules, and Regulations of the State of New York, Title 13, Chapter VII, Section 200.1 through 201.16 are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed this New York Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

AMRAMP, LLC:

FRANCHISEE:

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

**AMENDMENT TO THE
AMRAMP® FRANCHISE AGREEMENT
REQUIRED BY THE STATE OF OHIO**

In recognition of the requirements of the Ohio Business Opportunity Purchasers Protection Act, Ohio Revised Code §1334.01 et seq., the parties to the attached AMRAMP® Franchise Agreement (“Franchise Agreement”) agree as follows:

1. Section 28 of the Franchise Agreement, entitled “Acknowledgements,” shall be amended by adding the following language at the end of the Section:

28.5 Cancellation. You, the purchaser, may cancel this transaction at any time prior to midnight of the fifth business day after the date you sign this Agreement. See the attached notice of cancellation for an explanation of this right.

2. Each provision of this Amendment shall be effective only to the extent that the jurisdictional requirements of the Ohio Business Opportunity Purchasers Protection Act, with respect to each such provision, are met independent of the Amendment. This Amendment shall have no force or effect if such jurisdictional requirements are not met.

IN WITNESS WHEREOF, the parties hereto have duly executed this California Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

AMRAMP, LLC:

FRANCHISEE:

By:

By:

Name:

Name:

Title:

Title:

[Notice of Cancellation form (in duplicate) follows]

Notice of Cancellation

_____, 20____

You may cancel this transaction, without penalty or obligation, within five business days from the above date. If you cancel, any payments made by you under the Agreement, and any negotiable instrument executed by you will be returned within ten business days following the seller's receipt of your cancellation notice, and any security interest arising out of the transaction will be cancelled. If you cancel, you must make available to the seller at your business address all goods delivered to you under this Agreement; or you may if you wish, comply with the instructions of the seller regarding the return shipment of the goods at the seller's expense and risk. If you do make the goods available to the seller and the seller does not pick them up within twenty days of the date of your notice of cancellation, you may retain or dispose of them without further obligation. If you fail to make the goods available to the seller, or if you agree to return them to the seller and fail to do so, then you remain liable for the performance of all obligations under this Agreement. To cancel this transaction, mail or deliver a signed and dated copy of this cancellation notice or any other written notice, or send a telegram, to AMRAMP, LLC at 358 North Street, Randolph, MA 02368, or send a fax to AMRAMP, LLC at _____, or an e-mail to AMRAMP, LLC at _____, not later than midnight of _____, 20____.

I hereby cancel this transaction.

_____, 20____

(Date) _____ (Purchaser's signature)

(Print name)

Notice of Cancellation

_____, 20____

You may cancel this transaction, without penalty or obligation, within five business days from the above date. If you cancel, any payments made by you under the Agreement, and any negotiable instrument executed by you will be returned within ten business days following the seller's receipt of your cancellation notice, and any security interest arising out of the transaction will be cancelled. If you cancel, you must make available to the seller at your business address all goods delivered to you under this Agreement; or you may if you wish, comply with the instructions of the seller regarding the return shipment of the goods at the seller's expense and risk. If you do make the goods available to the seller and the seller does not pick them up within twenty days of the date of your notice of cancellation, you may retain or dispose of them without further obligation. If you fail to make the goods available to the seller, or if you agree to return them to the seller and fail to do so, then you remain liable for the performance of all obligations under this Agreement. To cancel this transaction, mail or deliver a signed and dated copy of this cancellation notice or any other written notice, or send a telegram, to AMRAMP, LLC at 358 North Street, Randolph, MA 02368, or send a fax to AMRAMP, LLC at _____, or an e-mail to AMRAMP, LLC at _____, not later than midnight of _____, 20____.

I hereby cancel this transaction.

_____, 20____

(Date) _____ (Purchaser's signature)

(Print name)

**ADDENDUM TO THE AMRAMP, LLC
FRANCHISE DISCLOSURE DOCUMENT
REQUIRED BY THE COMMONWEALTH OF VIRGINIA**

Notwithstanding anything to the contrary set forth in the Franchise Disclosure Document, the following provisions will supersede and apply:

1. In recognition of the restrictions contained in Section 13.1-564 of the Virginia Retail Franchising Act, Item 17.h. of the Franchise Disclosure Document shall be amended as follows:

Pursuant to Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to cancel a franchise without reasonable cause. If any ground for default or termination stated in the development agreement does not constitute “reasonable cause,” as that term may be defined in the Virginia Retail Franchising Act or the laws of Virginia, that provision may not be enforceable.

2. Each provision of this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Virginia Retail Franchising Act are met independently without reference to this Addendum.

ADDENDUM TO THE AMRAMP, LLC
FRANCHISE DISCLOSURE DOCUMENT
REQUIRED BY THE STATE OF WASHINGTON

In recognition of the requirements of the Washington Franchise Investment Protection Act, §§ 19.100.010 through 19.100.940, the Franchise Disclosure Document of AMRAMP, LLC for use in ~~the State of~~ Washington shall be amended as follows:

1. ~~Item 17 shall be amended by adding the following language at the end of the item: The Washington Franchise Investment Protection Act provides additional rights to franchisees concerning termination and non-renewal. If any of the provisions of the Franchise Agreement conflict with the Washington Franchise Investment Protection Act~~In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will ~~control.~~prevail.

~~Washington law provides that, except in specified cases, a franchisee be given the opportunity to cure a default after being given written notice thereof and a reasonable opportunity, no more than thirty (30) days, to cure such default, or if thirty (30) days is not adequate to cure such default, to initiate within thirty (30) days a substantial and continuing action to cure such default.~~

2. RCW 19.100.180 may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise. There may also be court decisions which may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.

3. In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site shall will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator. ~~In the event of a conflict of laws,~~ or mediator at the provisions time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW shall prevail in Washington.

2

4. A release or waiver of rights executed by a franchisee may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.

5. Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated

or actual costs in effecting a transfer.

6. Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employee's earnings from the party seeking enforcement, when annualized, exceed \$100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed \$250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.

7. RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.

8. Each provision of this Addendum to the ~~Franchise~~ Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Washington Franchise Investment Protection Act, ~~§§ 19.100.010 through 19.100.940~~ Chapter 19.100 RCW, are met independently without reference to this Addendum ~~to the Franchise Disclosure Document~~.

**AMENDMENT TO THE
AMRAMP® FRANCHISE AGREEMENT
REQUIRED BY THE STATE OF WASHINGTON**

In recognition of the requirements of the Washington Franchise Investment Protection Act, §§ 19.100.010 through 19.100.940, the parties to the attached AMRAMP® Franchise Agreement (the “Franchise Agreement”) agree as follows:

1. Section 1.3 of the Franchise Agreement, under the heading “Your Territory,” shall be amended by adding the following language after Section 1.3.3:

1.3.4 We agree not to compete unfairly with you within your Territory.

2. Section 26.1 of the Franchise Agreement, under the heading “Applicable Law” shall be amended by adding the following language at the end of the Section:

Notwithstanding anything to the contrary herein, no provision of this Franchise Agreement shall be deemed to constitute a waiver of compliance with any provision of the Washington Franchise Investment Protection Act.

If any of the provisions of this Franchise Agreement conflict with the Washington Franchise Investment Protection Act, the provisions of the Washington Franchise Investment Protection Act shall prevail with regard to any franchise sold in Washington.

3. Section 26.3 of the Franchise Agreement, under the heading “Arbitration” shall be amended by adding the following language at the end of the Section:

Notwithstanding anything to the contrary herein, in any arbitration involving a franchise purchased in Washington, the arbitration site shall be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration, or as determined by the arbitrator. In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW shall prevail.

3. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Washington Franchise Investment Protection Act, §§ 19.100.010 through 19.100.940 are met independently without reference to this Amendment.

IN WITNESS WHEREOF, the parties hereto have duly executed, sealed, and delivered this Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

AMRAMP, LLC:

FRANCHISEE:

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

EXHIBIT M

STATE EFFECTIVE DATES

State Effective Dates

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the states, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered, or exempt from registration, as of the Effective Date stated below:

<u>State</u>	<u>Effective Date</u>
<u>California</u>	<u>Pending</u>
<u>Illinois</u>	<u>Pending</u>
<u>Indiana</u>	<u>Pending</u>
<u>Maryland</u>	<u>Pending</u>
<u>Michigan</u>	<u>Pending</u>
<u>Minnesota</u>	<u>Pending</u>
<u>New York</u>	<u>Pending</u>
<u>Virginia</u>	<u>Pending</u>
<u>Washington</u>	<u>Pending</u>
<u>Wisconsin</u>	<u>Pending</u>

Other states may require registration, filing, or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.

EXHIBIT N

RECEIPT (IN DUPLICATE)

RECEIPT
(Franchisee Copy)

This disclosure document summarizes certain provisions of the Franchise Agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If AMRAMP, LLC offers you a franchise, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale.

If AMRAMP, LLC does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and the relevant state agency as noted ~~on~~in Exhibit A.

We authorize the agents listed in Exhibit B to receive service of process for us.

The name, principal business address, and telephone number of the franchise seller(s) offering this franchise is/are identified with a check mark below:

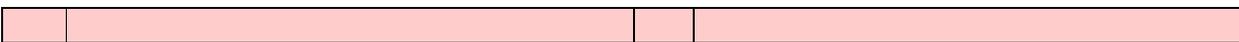
<u>Julian Gordon</u>	<u>James Lutz</u>
<u>Justin Gordon</u>	<u>Arthur Card</u>

~~The name, principal business address, and telephone number of the franchise seller(s) offering this franchise is/are identified with a check mark below:~~

Julian Gordon	Patrick Arnold	<u>Jon Gordon</u>
Jon Gordon	Barbara Gayton	<u>Anne Hayes</u>
<u>Justin Gordon</u>		<u>Arthur Card</u>

~~The principal business address and telephone number for the individuals listed above is: 202 West First Street, South Boston, Massachusetts, 02127-1110, (800) 649-5215.~~

Name	Pr in ci pa l B us in es s A d dr es s	Telephone
<u>Conor Sweeney</u>		



The principal business address and telephone number for the individuals listed above is 358 North Street, Randolph, MA 02368, (800) 649-5215.

Issuance Date: ~~April 19, 2018~~ August 18, 2022 (see Exhibit M for state effective dates).

I received a disclosure document dated ~~April 19~~ August 18, 2018 ~~2018~~ 2022, that included the following Exhibits:

- | | | | |
|---|--|---|--|
| A | List of State Administrators | H | Release Agreement |
| B | List of Agents for Service of Process | I | Promissory Note |
| C | List of Current and Former AMRAMP® Franchisees | J | Insurance Premium Program Letter Agreement |
| D | Financial Statements | K | Confidentiality Agreement |
| E | Franchise Agreement (with exhibits) | L | State Addenda |
| F | Tier 2 Amendment to the Franchise Agreement | M | Receipt (in duplicate) <u>State Effective Dates</u> |
| G | Renewal Addendum to the Franchise Agreement | N | <u>Receipt (in duplicate)</u> |

~~Date: _____~~ Prospective Franchisee: Date: _____

Print Name: _____

PLEASE RETAIN THIS COPY FOR YOUR RECORDS

RECEIPT
(Franchisor Copy)

This disclosure document summarizes certain provisions of the Franchise Agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If AMRAMP, LLC offers you a franchise, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale.

If AMRAMP, LLC does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and the relevant state agency as noted ~~on~~in Exhibit A.

We authorize the agents listed in Exhibit B to receive service of process for us.

The name, principal business address, and telephone number of the franchise seller(s) offering this franchise is/are identified with a check mark below:

<u>Julian Gordon</u>	<u>James Lutz</u>
<u>Justin Gordon</u>	<u>Arthur Card</u>

~~The name, principal business address, and telephone number of the franchise seller(s) offering this franchise is/are identified with a check mark below:~~

Julian Gordon	Patrick Arnold	<u>Jon Gordon</u>
Jon Gordon	Barbara Gayton	<u>Anne Hayes</u>
<u>Justin Gordon</u>		<u>Arthur Card</u>

~~The principal business address and telephone number for the individuals listed above is: 202 West First Street, South Boston, Massachusetts, 02127-1110, (800) 649-5215.~~

Name	Pr in ci pa l B us in es s A d dr es s	Telephone
<u>Conor Sweeney</u>		

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The principal business address and telephone number for the individuals listed above is 358 North Street, Randolph, MA 02368, (800) 649-5215.

Issuance Date: ~~April 19, 2018~~ August 18, 2022 (see Exhibit M for state effective dates).

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- | | |
|--|--|
| A List of State Administrators | H Release Agreement |
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| D Financial Statements | K Confidentiality Agreement |
| E Franchise Agreement (with exhibits) | L State Addenda |
| F Tier 2 Amendment to the Franchise Agreement | M Receipt (in duplicate) <u>State Effective Dates</u> |
| G Renewal Addendum to the Franchise Agreement | N <u>Receipt (in duplicate)</u> |

~~Date: _____~~ Prospective Franchisee: Date: _____

Print Name: _____

PLEASE RETURN THIS COPY TO AMRAMP, LLC
~~202 West First~~ 358 North Street, ~~South Boston~~ Randolph, MA ~~02127-1110~~ 02368