

Note 9: Allowances – Those items shown as an allowance mean that you pay the actual cost of the goods or service from the amounts allocated. If the actual cost is less than the allowance, the difference remains in your Working Capital account. If it is more, the difference is paid from your Working Capital account.

Note 10: Initial Development Expense Allocation – These fees are included in the start-up expenses of a company for the time noted. The activities are considered essential to company development and are pre-paid to ensure that funds are available for necessary costs of sales support services.

Note 11: All fees are applied uniformly within our system.

ITEM 7. ESTIMATED INITIAL INVESTMENT

YOUR ESTIMATED INITIAL INVESTMENT

Type of Expenditure	Amount	Method of Payment ¹	When Due	To Whom Payment is to be Made
Franchise Fee ⁷	\$30,000	Lump Sum	Prior to Commencement of Business	EC
Inventory Allowance (Supplies and Equipment)	\$18,500 \$14,000 ¹	Lump Sum	Prior to Commencement of Business	EC
Training Allowance	\$11,000 ²	Lump Sum	Prior to Commencement of Business ²	EC
Prepaid Expense Allowance	\$ 65,000 60,000 ³	Lump Sum	Prior to Commencement of Business	EC
Operating Capital ⁴	\$10,000 ⁴	Lump Sum	Prior to Commencement of Business ⁴	EC
Additional Funds – 6 months ⁵	Depends on rate of growth - \$0 - \$15,000 ⁴	As Incurred	As Incurred	Employees, Suppliers, Utilities
Telesales	\$ 3844,000 3,500 ⁶	Lump Sum	Prior to Commencement of Business ⁶	EC
TOTAL:	\$112,115,500 115,500 - \$130,500			

NOTES:

Note 1: This expenditure is included in the Development Expense Payment of \$7275,500 (see Item 5). The supplies and equipment are purchased by the Franchisee as needed from a supplier of their choice. It also includes a computer and software system for automated record keeping and communication with the Franchisor's bookkeeping department. Payment for these initial purchases is made from the Development Expense funds despite the supplier used. You are not required to purchase any supplies or equipment described above from EC.

Note 2: This expenditure pays for transportation, tuition, materials, lodging, and per diem to a five (5) day Company Development Seminar; eight (8) days of on-site sales training and four (4) days of additional on-site training. Five Hundred Dollars (\$500) of the allowance for each four (4) day on-site training is paid to the Franchisor as a training fee.

Note 3: This expenditure prepays the first twelve (12) months of website access and access to financial data. (\$1,500), in addition to Salesforce expenses for Telesales for the first year (\$34,500).

The franchise consists of an exclusive territory in which a building maintenance service is operated under the name of Environment Control.

The total investment necessary to begin operation of an Environment Control franchise is ~~\$112,500~~ \$115,500 - \$130,500. This includes ~~\$112,500~~ \$115,500 - \$130,500 that must be paid to the Franchisor or to the custodial bank account managed by the Corporate Office for expenditures expected within the first year of operations. In addition, depending on growth, additional funds in the amount of \$0 - \$115,000 may be required to fund payroll, supplies, and equipment costs.

This Disclosure Document summarizes certain provision 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 fourteen (14) calendar days before you sign a binding agreement with, or make any payment to the Franchisor or any Affiliate in connection with the proposed franchise sale. **Note: However, 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 for you. To discuss the availability of disclosures in different formats, contact Jeff LaBenne (Ext. 148) or Doug Kraft (Ext. 124) at (208) 772-8200; or by mail at 6485 North Mineral Drive, Coeur d'Alene, Idaho 83815-8788.

The terms of your Franchise Agreement ("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 the decision that is best for you. 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 ("FTC"). 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: July 19, 20242025