

and materials, government institutions storing equipment and supplies. The business has seasonal elements. As examples, we noticed more residential moving activity in the March through October time frame, especially between Easter and Labor Day and less moving activity from November through February. Storage for retail businesses can vary based on holiday needs. Businesses in different industries or circumstances may also have varying seasonal needs.

You will compete with other businesses that offer moving and storage services including national, regional and local van lines, movers and forwarders. Competitors include company-owned and franchised businesses in the same business as us, as well as full service moving, self-storage and truck rental companies.

Industry Specific Regulations:

The Federal Motor Carrier Safety Administration (FMCSA) regulates interstate household moves under the Safe, Accountable, Flexible and Efficient Transportation Equity Act: A Legacy for Users (SAFETEA-LU). SAFETEA-LU requires interstate moving companies to obtain authority from FMCSA to conduct household goods moves and to comply with federal requirements. As examples, household goods carriers must meet licensing and registration requirements, comply with rules regarding estimates and release of goods, and provide consumers with information on their rights and responsibilities.

Many states regulate the business of providing moving services occurring entirely within the state. The regulatory agency may require registration and/or licensing of moving companies and vehicles, and impose safety, insurance, bond and other requirements. Several states regulate the self-storage and self-contained storage units industries. Laws in these states typically govern rights between a self-storage or self-contained-storage business and its customers when a customer does not pay on time, permit and regulate liens, and set procedures to notify customers and sell stored property to collect unpaid fees.

Your choice of location for your business will be subject to local laws and ordinances including zoning regulations that govern where your business can be located. Local ordinances may also govern the placement of containers on customer premises, how long containers can remain at customer property and permits that may be required.

You must also comply with federal, state and local laws that apply to operating any business, such as business tax registration, building codes, health and safety laws, laws requiring accessibility by persons with disabilities and prohibiting this and other forms of discrimination, laws against employing persons who are not authorized to work in the United States and regulations concerning land use, hazardous substance and waste disposal.

~~Laws vary at different times and in different places and constantly change. You should consult with your attorney and accountant about laws you must comply with.~~

ITEM 2 **BUSINESS EXPERIENCE**

Chief Executive Officer: Christopher Walls

Mr. Walls has been our Chief Executive Officer and President since June 1, 2020. From December 2019 to May 2020 Mr. Walls served as interim President and a Consultant to Go Mini's Franchising, LLC. From September 2018 to December 2019 Mr. Walls was the General Counsel and Corporate Secretary of Tangoe, Inc, a private equity funded international technology Company in Shelton, Connecticut. Mr. Walls has served on the Board of Advisors for Simulmedia since August 2018.

low estimate assumes you buy a vehicle with estimated installment payments of \$1,750 per month. You must get our consent to each vehicle you intend to buy or lease.

Note 12 - Travel, Salary, Living Expenses –Training. We provide training to a new franchisee for you and your manager at no additional charge. You and your manager must complete our training to our satisfaction. This is expected to last about three days. The low estimate of \$0 assumes you are not paying salaries, travel, lodging, and food and you are located close to the training location the location we select, so there is no travel, lodging or meal expenses. The higher estimates are for travel, lodging, food, miscellaneous costs and salary, totaling about \$650 per day for your manager. The estimates assume you do not receive a salary. If you ask and we agree to train additional managers or if we require you to have additional managers trained, you pay our standard rate which currently is \$1,000 per day. This additional charge is not anticipated and therefore is not included in the estimate.

Note 13 – Go Mini’s Technology Fee. This is the estimated Technology Fee contribution for the first 3 months of operation and includes the monthly subscription fee to use our proprietary software. You must pay \$225 each month per location you own to be provided a web page for your location and to participate in the proprietary Go Mini’s quote and reservation system.

Note 14 - Business licenses and permits. These are estimates for licenses, permits and the like that may be required by your state and localities, such as a business license, tax permit, alarm permit, sign permit, and filing and publication of a fictitious business name statement. These are only examples; licenses and permits needed in your locality may differ. The low estimate of \$200 assumes you already have an entity formed and only need to file a fictitious business name.

Note 15 - Professional fees. ~~You should consult an attorney and accountant regarding this franchise offering, and to review your proposed form of customer agreement.~~ The low estimate assumes your fees for the lawyer and accountant are minimal. The high estimate assumes you have more extensive consultation with your lawyer and accountant and that their fees are at higher rates.

Note 16 - Forming an entity. The low estimate of \$0 assumes you do not form a corporation or limited liability company because you sign the Franchise Agreement individually, or you already have such an entity. The high estimate assumes you incur these professional and government fees to form a corporation or limited liability company to be the franchisee.

Note 17 – Insurance. You must obtain and maintain the following insurance through carriers satisfactory to us: (i) comprehensive general liability coverage including personal injury, contractual liability and automobile liability coverage of at least \$2,000,000, also naming us and our members, managers, officers and employees and insuring against any loss, liability, personal injury, death, property damage, property loss or expense arising or occurring on or in connection with the business; (ii) fire and casualty, extended coverage, vandalism, malicious mischief and sprinkler leakage insurance; (iii) worker’s compensation, employer’s liability, unemployment and state disability insurance as required by applicable law; and (iv) Employment Practices Liability Insurance with a co-defendant endorsement in our favor. These policies must state that we will receive at least 30 days prior written notice of any intent to reduce coverage or policy limits, cancel or otherwise amend the policy. All policies must name Go Mini’s Franchising, LLC, and Go Mini’s, LLC as additional insureds and annual certificates of insurance must be provided to us. The high estimate assumes a higher priced policy and that you pay the annual premium in a lump sum. If you get less expensive policies and pay premiums in monthly or quarterly installments your initial investment in this category may be less. The low estimate of \$800 assumes you already have additional businesses and insurance but may need to increase coverage or add to the policy.

Note 18 - Grand Opening Advertising. You must develop and obtain our consent to a grand opening advertising plan for the period from one month before opening through 60 days of operation, with a budget of at least \$6,000. If you voluntarily elect to spend more, your cost will exceed the high estimate.

Note 19 – Other costs. This estimate is for other uncategorized promotional materials, equipment and incidental expenses.

Note 20 - Additional Funds – 3 Months. You need to have at least these amounts of working capital for operating expenses, like employee salaries, fuel, and other expenses in the start-up phase of the business, which this table assumes will be about three months. Additional working capital may be needed, particularly if sales are low or expenses are high. The low estimate assumes you are in the moving and storage industry or similar business, and do not need to add to your additional capital as a result of signing the Franchise Agreement. In formulating the additional funds estimate, we used the experience of our management in operating Go Mini's dealer businesses and based the estimate on a very approximate relationship to the various other investment categories (other than the cost of containers), including the possibility of variances in these categories, ~~as well as potential for there to be some other, unique un-estimated category of expense particular to a new franchisee.~~

Note 21 – Total. This total estimates your initial investment and expenses during about the first three months of operation.

Note 22 - Generally none of the expenses in this chart is refundable, except security deposits may be refundable and some of the premium may be refunded when an insurance policy is cancelled before its term ends.

Note 23 - We do not offer direct or indirect financing of the initial investment.

ITEM 8

RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES

The location you choose for your business must meet criteria we set. Some of our criteria concern zoning, adequate space, neighborhood character, and security. We'll provide you our criteria in writing after you sign the Franchise Agreement. We can modify the criteria from time to time on 30 days written notice.

You tell us all the information we request, regarding any location you propose. This may include a description, photos and other details about the location and area. We'll consider that information and confer with you about the location. You also submit the proposed lease to us. The lease must include various terms we specify. You must first get our approval to a proposed location and lease before signing any lease or starting to develop a business there. Because we may not approve a particular location or lease, it is possible that you might have to research and propose multiple locations before we approve.

The Franchise Agreement says your signs, advertising, promotion material, equipment (also including computer), software, supplies, products, furnishings, fixtures and other products we designate, must meet standards and specifications we set. You must buy insurance we specify, from carriers satisfactory to us, and containing terms we require. As of the effective date of this Disclosure Document, you must obtain and maintain the following insurance: (i) comprehensive general liability coverage including advertising injury, contractual liability and automobile liability coverage of at least \$2,000,000, also naming us and our members, managers, officers and employees and insuring against any loss, liability, personal injury, death, property damage, property loss or expense arising or occurring on or in connection with the business; (ii) fire and casualty, extended coverage, vandalism, malicious mischief and sprinkler leakage insurance; (iii) worker's compensation, employer's liability, unemployment and state disability insurance as required by applicable law; and (iv) Employment Practices Liability Insurance with a co-defendant endorsement in our favor. These policies must state that we will receive at least 30 days prior written notice of any intent to reduce coverage or

**GROSS SALES AND NUMBER OF CONTAINERS AT FRANCHISED GO MINI'S OUTLETS
OPEN FOR AT LEAST 12 MONTHS ON DECEMBER 31, 2024 (NOTES 1- 10)**

Number of Franchised Territories (Note 1)	Number of Reporting Franchisees (Notes 1 and 2)	Total Number of Territories in Operation (Notes 1 and 2)	Total Gross Sales (Notes 3 and 4)	<u>High/Low Total Gross Sales (Note 5)</u>	Average Gross Sales (Notes 3 and 6)	Median Gross Sales (Notes 3 and 7)	Total Number of Containers (Notes 7 and 9)	Average Number of Containers (Notes 7 and 9)	Median Number of Containers (Notes 7 and 11)
Franchisees with 4-7 Franchise Territories	6	33	\$5,534,034	<u>\$2,405,557/ \$414,597</u>	\$922,339	\$677,739	3,047	508	404
Franchisees with 2-3 Franchise Territories	13	31	\$5,506,197	<u>\$1,123,393/ \$65,092</u>	\$423,554	\$331,508	2,879	221	128
Franchisees with 1 Franchise Territory	32	32	\$8,267,286	<u>\$1,013,244/ \$8,241</u>	\$258,353	\$229,516	5,122	160	195

(CONTINUED ON NEXT PAGE)

NOTE 4:

The Total Gross Sales listed is for the 6 Reporting Franchisees each operating in 4-7 territories for at least 12 months in 2024; 13 Reporting Franchisees each operating in 2-3 territories for at least 12 months in 2024; and 32 Reporting Franchisees each operating in 1 territory for at least 12 months in 2024.

NOTE 5:

The High/Low Total Gross Sales listed is for the Reporting Franchisees with the highest and lowest Gross Sales operating in 4-7 territories for at least 12 months in 2024; 2-3 territories for at least 12 months in 2024; and 1 territory for at least 12 months in 2024. The Reporting Franchisees with the lowest Gross Sales operating in 2-3 territories for at least 12 months in 2024 and 1 territory for at least 12 months in 2024 have lower Gross Sales than our other franchisees because they are Go Mini's Dealers that converted to franchised locations under different terms than the terms of our current franchisees and as a result, are not required to purchase additional containers or expand their territories.

NOTE 6:

The Average Gross Sales for the 6 Reporting Franchisees each operating in 4-7 territories for at least 12 months in 2024 is the sum of all Gross Sales reported to us by those Reporting Franchisees, divided by the number of Reporting Franchisees (6).

Average Gross Sales for the 13 Reporting Franchisees each operating in 2-3 territories for at least 12 months in 2024 is the sum of all Gross Sales reported to us by those Reporting Franchisees, divided by the number of Reporting Franchisees (13).

The Average Gross Sales for the 32 Reporting Franchisees each operating in 1 territory for at least 12 months in 2024 is the sum of all Gross Sales reported to us by those Reporting Franchisees, divided by the number of Reporting Franchisees (32).

NOTE 7:

The Median Gross Sales for the 6 Reporting Franchisees each operating in 4-7 territories for at least 12 months in 2024 is the data point at the center of all data points. In this even numbered sequence, the two numbers in the middle of this 6 data point set are the third and fourth numbers, which are \$718,774 and \$636,704. By adding these together ($\$718,774 + \$636,704 = \$1,355,478$), and dividing by two ($\$1,355,478/2$), the median is \$677,739.

The Median Gross Sales for the 13 Reporting Franchisees each operating in 2-3 territories for at least 12 months in 2024 is the data point at the center of all data points. In this odd numbered sequence, the median is the number in the middle of this 13 data point set, which is \$331,508.

The Median Gross Sales for the 32 Reporting Franchisees each operating in 1 territory for at least 12 months in 2024 is the data point at the center of all data points. In this even numbered sequence, the two numbers in the middle of this 32 data point set are the sixteenth and seventeenth numbers, which are \$247,081 and \$211,951. By adding these together ($\$247,081 + \$211,951 = \$459,032$), and dividing by two ($\$459,032/2$), the median is \$229,516.

NOTE 8:

The Total Number of Containers means the sum of all containers the Reporting Franchisees have in all the territories in which they operate.

NOTE 98:

This column identifies the Total Number of Containers owned by the 6 Reporting Franchisees each operating in 4-7 territories for at least 12 months in 2024; the Total Number of Containers owned by the 13 Reporting Franchisees each operating in 2-3 territories for at least 12 months in 2024; and the Total Number of Containers owned by the 32 Reporting Franchisees each operating in 1 territory for at least 12 months in 2024.

NOTE 109:

The Average Number of Containers for the 6 Reporting Franchisees each operating in 4-7 territories for at least 12 months in 2024 is the sum of all Containers reported to us by those Reporting Franchisees, divided by the number of Reporting Franchisees (6).

The Average Number of Containers for the 13 Reporting Franchisees each operating in 2-3 territories for at least 12 months in 2024 is the sum of all Containers reported to us by those Reporting Franchisees, divided by the number of Reporting Franchisees (13).

The Average Number of Containers for the 32 Reporting Franchisees each operating in 1 territory for at least 12 months in 2024 is the sum of all Containers reported to us by those Reporting Franchisees, divided by the number of Reporting Franchisees (32).

NOTE 110:

The Median Number of Containers for the 6 Reporting Franchisees each operating in 4-7 territories for at least 12 months in 2024 is the data point at the center of all data points. In this even numbered sequence, the two numbers in the middle of this 6 data point set are the third and fourth numbers, which are 419 and 389. By adding these together ($419 + 389 = 808$), and dividing by two ($808/2$), the median is 404.

The Median Number of Containers for the 13 Reporting Franchisees each operating in 2-3 territories for at least 12 months in 2024 is the data point at the center of all data points. In this odd numbered sequence, the median is the number in the middle of this 13 data point set, which is 128.

The Median Number of Containers for the 32 Reporting Franchisees each operating in 1 territory for at least 12 months in 2024 is the data point at the center of all data points. In this even numbered sequence, the two numbers in the middle of this 32 data point set are the sixteenth and seventeenth numbers, which are 214 and 176. By adding these together ($214 + 176 = 390$), and dividing by two ($390/2$), the median is 195.

Other than the financial performance representations listed above, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned, affiliate-owned or franchised business. We do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing business, however, we may provide you with the actual records of that business. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting Chris Walls, 9160 Forum Corporate Parkway, Suite 350, Ft. Myers, Florida 33905. Telephone: 877-604-6464, the Federal Trade Commission and the appropriate state regulatory agencies.

State Effective Dates

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the state, 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:

State	Effective Date
<u>California</u>	<u>May 2, 2025, amended May 6, 2025</u>
Hawaii	Pending
Illinois	Pending
Indiana	Pending
Maryland	Pending
Minnesota	Pending
New York	Pending
<u>Rhode Island</u>	<u>Pending</u>
Virginia	Pending
Washington	Pending
Wisconsin	Pending

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.