

## FRANCHISE DISCLOSURE DOCUMENT



THAT 1 PAINTER FRANCHISING LLC

A Texas limited liability company

2851 Joe DiMaggio Boulevard, #14

Round Rock 12357-C Riata Trace Parkway, Suite

150-200

Austin, Texas 78665-78727

(512) 270-0161

Franchise@that1painter.com

www.that1painterfranchise.com



The franchisee will operate a residential and commercial painting and cosmetic repair service business under the “That 1 Painter” trademarks. The total investment necessary to begin operation of a That 1 Painter franchise varies depending upon whether you use subcontractors or employee painters in your That 1 Painter business.

The total investment necessary to begin operation of a That 1 Painter franchise (Subcontractor Model) ranges from \$99,500 to \$144,113,000 to \$142,000. This includes \$6680,500 to \$84,50087,000 that must be paid to the franchisor or its affiliates.

The total investment necessary to begin operation of a That 1 Painter franchise (Employee Model) ranges from \$139,750 to \$189,000. This includes \$80,500 to \$87,000 that must be paid to the franchisor or its affiliates.

The total investment necessary to begin operation of a That 1 Painter multi-unit development business (Subcontractor Model) ranges from \$148,500162,000 to \$232269,000. This includes \$115,500108,000 to \$172,500186,000 that must be paid to the franchisor and/or its affiliate(s). The low end of our estimate assumes a development fee for two start-up Businesses. The high end of our estimate assumes a development fee for threefour start-up Businesses.

The total investment necessary to begin operation of a That 1 Painter multi-unit development business (Employee Model) ranges from \$188,750,000 to \$316,000. This includes \$108,000 to \$186,000 that must be paid to the franchisor and/or its affiliate(s). The low end of our estimate assumes a development fee for two start-up Businesses. The high end of our estimate assumes a development fee for four start-up Businesses.

The total investment necessary to begin operation of five That 1 Painter franchises ranges from \$512,750 to \$693,500. This includes \$290,000 to \$349,000 that must be paid to the franchisor or its affiliate(s).

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 the 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 government agency has verified the information contained in this document.**

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 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, DC 20580. You can also visit the FTC's home page at [www.ftc.gov](http://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 ~~26, 2023~~ 22, 2024.

## How to Use This Franchise Disclosure Document

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

QUESTION	WHERE TO FIND INFORMATION
<b>How much can I earn?</b>	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 F.
<b>How much will I need to invest?</b>	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.
<b>Does the franchisor have the financial ability to provide support to my business?</b>	Item 21 or Exhibit D includes financial statements. Review these statements carefully.
<b>Is the franchise system stable, growing, or shrinking?</b>	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
<b>Will my business be the only That 1 Painter business in my area?</b>	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
<b>Does the franchisor have a troubled legal history?</b>	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
<b>What's it like to be That 1 Painter franchisee?</b>	Item 20 or Exhibit F lists current and former franchisees. You can contact them to ask about their experiences.
<b>What else should I know?</b>	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.

## 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 franchisors to register before offering or selling franchises in the state. 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.

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(s) be highlighted:

1. **Out-of-state dispute resolution.** The franchise agreement requires you to resolve disputes with us by mediation and litigation only in Texas. Out-of-state mediation and litigation may force you to accept a less favorable settlement for disputes. It may also cost you more to mediate and litigate with us in Texas than in your own state.
2. **Spouse Liability.** Your spouse must sign a document that makes your spouse liable for your financial obligations under the franchise agreement, even though your spouse has no ownership interest in the business. This guarantee will place both your and your spouse's personal and marital assets, perhaps including your house, at risk if your franchise fails.
3. **Sales Performance Required.** You must maintain minimum sales performance levels. Your inability to maintain these levels may result in loss of any territorial rights you are granted, termination of your franchise and loss of your investment.
4. **Short Operating History.** The franchisor is at an early stage of development and has a limited operating history. This franchise is likely to be a riskier investment than a franchise in a system with a longer operating history.
5. **Mandatory Minimum Payments.** You must make minimum advertising fund payments, regardless of your sales levels. Your inability to make the payments may result in termination of your franchise and loss of your investment.
6. **Financial Condition.** The franchisor's financial condition, as reflected in its financial statements (see Item 21), calls into question the franchisor's financial ability to provide services and support to you.
7. **Unopened Franchises.** The franchisor has signed a significant number of franchise agreements with franchisees who have not yet opened their outlets. If other franchisees are experiencing delays in opening their outlets, you also may experience delays in opening your outlet.

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.

## **DISCLOSURE 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 THESE FRANCHISE DOCUMENTS, THE PROVISIONS ARE VOID AND CANNOT BE ENFORCED AGAINST YOU:**

- (a) A prohibition on the right of a franchisee to join an association of franchises.
- (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 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 thirty (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 five (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 six (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) 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 obligations 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.**

If the franchisor's most recent financial statements are unaudited and show a net worth of less than \$100,000, franchisee has the right to request an escrow arrangement.

Any questions regarding this notice should be directed to:

Consumer Protection Division  
Attn: Katharyn Barron  
Michigan Department of Attorney General  
525 W. Ottawa Street, 1<sup>st</sup> Floor  
Lansing, Michigan 48933  
(517)335-7567

**THAT 1 PAINTER FRANCHISING LLC**  
**Franchise Disclosure Document**

**Table of Contents**

<del>ITEM 1: THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES .....</del>	<del>1</del>
<del>ITEM 2: BUSINESS EXPERIENCE .....</del>	<del>2</del>
<del>ITEM 3: LITIGATION .....</del>	<del>2</del>
<del>ITEM 4: BANKRUPTCY .....</del>	<del>3</del>
<del>ITEM 5: INITIAL FEES .....</del>	<del>3</del>
<del>ITEM 6: OTHER FEES .....</del>	<del>3</del>
<del>ITEM 7: ESTIMATED INITIAL INVESTMENT .....</del>	<del>8</del>
<del>ITEM 8: RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES .....</del>	<del>11</del>
<del>ITEM 9: FRANCHISEE'S OBLIGATIONS .....</del>	<del>13</del>
<del>ITEM 10: FINANCING .....</del>	<del>15</del>
<del>ITEM 11: FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS AND TRAINING .....</del>	<del>15</del>
<del>ITEM 12: TERRITORY .....</del>	<del>21</del>
<del>ITEM 13: TRADEMARKS .....</del>	<del>23</del>
<del>ITEM 14: PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION .....</del>	<del>24</del>
<del>ITEM 15: OBLIGATIONS OF THE FRANCHISEE TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS .....</del>	<del>26</del>
<del>ITEM 16: RESTRICTION ON WHAT FRANCHISEE MAY SELL .....</del>	<del>26</del>
<del>ITEM 17: RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION .....</del>	<del>26</del>
<del>ITEM 18: PUBLIC FIGURES .....</del>	<del>34</del>
<del>ITEM 19: FINANCIAL PERFORMANCE REPRESENTATIONS .....</del>	<del>34</del>
<del>ITEM 20: OUTLETS AND FRANCHISEE INFORMATION .....</del>	<del>35</del>
<del>ITEM 21: FINANCIAL STATEMENTS .....</del>	<del>38</del>
<del>ITEM 22: CONTRACTS .....</del>	<del>38</del>
<del>ITEM 23: RECEIPT .....</del>	<del>38</del>
<u>ITEM 1: THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES .....</u>	<u>1</u>
<u>ITEM 2: BUSINESS EXPERIENCE .....</u>	<u>4</u>
<u>ITEM 3: LITIGATION .....</u>	<u>5</u>
<u>ITEM 4: BANKRUPTCY .....</u>	<u>6</u>
<u>ITEM 5: INITIAL FEES .....</u>	<u>6</u>
<u>ITEM 6: OTHER FEES .....</u>	<u>8</u>
<u>ITEM 7: ESTIMATED INITIAL INVESTMENT .....</u>	<u>16</u>
<u>ITEM 8: RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES .....</u>	<u>25</u>
<u>ITEM 9: FRANCHISEE'S OBLIGATIONS .....</u>	<u>27</u>
<u>ITEM 10: FINANCING .....</u>	<u>29</u>



ITEM 11: FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS AND TRAINING.....	29
ITEM 12: TERRITORY .....	36
ITEM 13: TRADEMARKS.....	38
ITEM 14: PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION.....	39
ITEM 15: OBLIGATIONS OF THE FRANCHISEE TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS.....	41
ITEM 16: RESTRICTION ON WHAT FRANCHISEE MAY SELL .....	41
ITEM 17: RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION.....	42
ITEM 18: PUBLIC FIGURES.....	50
ITEM 19: FINANCIAL PERFORMANCE REPRESENTATIONS .....	50
ITEM 20: OUTLETS AND FRANCHISEE INFORMATION.....	62
ITEM 21: FINANCIAL STATEMENTS .....	66
ITEM 22: CONTRACTS .....	67
ITEM 23: RECEIPT .....	67

#### LIST OF EXHIBITS

EXHIBIT A: List of State Franchise Administrators and Agents for Service of Process  
EXHIBIT B: Franchise Agreement  
EXHIBIT C: Multi-Unit ~~Development Agreement~~Addendum  
EXHIBIT D: Financial Statements  
EXHIBIT E: Operations Manual Table of Contents  
EXHIBIT F: List of Franchised Outlets  
EXHIBIT G: State Addenda  
State Effective Dates  
Receipts

## **ITEM 1: THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES**

To simplify the language in this disclosure document, the terms “Franchisor”, or “we” or “us” means That 1 Painter Franchising LLC, the Franchisor. The terms “we”, “us” and “Franchisor” do not include you, the “Franchisee”. We refer to the purchaser(s) of a That 1 Painter franchise, as “you” or “Franchisee”, whether an individual, a partnership, corporation, or limited liability company. If you are a corporation, partnership or other entity, our Franchise Agreement also will apply to your owners, officers and directors. If you are married and your spouse is not a partner in the franchise business, certain provisions of our Franchise Agreement will also apply to that spouse.

We were formed as a limited liability company in the State of Texas on November 18, 2020. Our principal business address is ~~2851 Joe DiMaggio Boulevard, #14, Round Rock~~ 12357-C Riata Trace Parkway, Suite 150-200, Austin, Texas, ~~78665 78727~~. We do business under our company name, “That 1 Painter” and its associated design (the “Marks”). We do not own or operate any businesses of the type you will be operating. We have not offered franchises in any other line of business. We only offer franchises which operate under the “That 1 Painter” Marks. We began offering franchises on May 28, 2021.

The principal business addresses of our agents for service of process are shown on Exhibit A.

### **Our Parents, Predecessors and Affiliates**

We have no predecessor company.

Our Parent is ResiBrands LLC, a Texas limited liability company, with a principal business address of 203 Munro Street, Liberty Hill, Texas, 78642. ResiBrands LLC was formed on September 8, 2022, and has not offered franchises in this or any other line of business.

We have an affiliated company, That 1 Painter Holdings LLC, a Texas limited liability company, which was formed on November 19, 2020, and is located at our headquarters. That 1 Painter Holdings LLC is the owner of the Marks and licenses them exclusively to us. That 1 Painter Holdings LLC has not offered franchises in this or any other line of business.

We have an affiliated company, ~~Resi-Creative~~ ResiCreative LLC, a Texas limited liability company, which was formed in September 2022 and is located at our headquarters. ~~Resi-Creative~~ ResiCreative LLC is our required advertising vendor. ~~Resi-Creative~~ ResiCreative LLC has not offered franchises for sale in this or any other line of business.

We have an affiliated company, Garage Up Franchising, LLC, a Texas limited liability company which was formed on November 14, 2022, and is located at our headquarters. Garage Up Franchising, LLC offers franchises to operate Garage Up businesses offering garage renovation businesses. Garage Up Franchising, LLC began offering franchises in April 2023 and had 2 franchises and 1 company owned location operating as of December 31, 2023.

We have an affiliated company, Pink’s Franchising LLC, a Texas limited liability which was formed on May 10, 2023, and is located at our headquarters. Pink’s Franchising LLC offers franchises to operate Pink’s Window Services businesses offering window cleaning and pressure washing services. Pink’s Franchising LLC began offering franchises in 2023 and had one franchise and one company owned location operating as of December 31, 2023.

We have an affiliated company, ResiConnect LLC, a Texas limited liability company, which was formed in September 2022 and is located at our headquarters. ResiConnect LLC provides scheduling services through the appointment center for franchisees. ResiConnect LLC has not offered franchises for sale in this or any other line of business.

### **The Franchise Offered:**

We offer franchises for the right to operate a comprehensive residential and commercial painting and cosmetic repair services business under the That 1 Painter Marks and using our distinctive operating procedures and standards in a ~~designated area~~ Territory (the "Franchised Business"). The Franchised Business will offer painting and certain repair services for residential and commercial structures. The distinguishing characteristics of the Franchised Business include, but are not limited to, our distinctive and uniform trade dress standards, operations procedures, service methods, and methods for management, training, and marketing, all of which may be changed, improved or further developed by us at any time (the "System").

You will have the ability to operate the Franchised Business pursuant to two separate models. The first model is the subcontractor model, which assumes that you will subcontract out the painting and cosmetic repair services. The second model is the employee model, which assumes that you will engage employees to provide the painting and cosmetic repair services.

### **Multi-Unit Offering**

We also offer qualified ~~individuals~~ parties the right to ~~open two or more start-up franchise businesses~~ enter into a Multi-Unit Addendum to operate the Franchised Business in a designated area under the terms of a multi-unit development agreement. You must sign the then-current form of franchise agreement for each Franchised Business to be developed under the multi-unit development agreement, which may differ from the current Franchise Agreement included with multiple Territories, which is attached to this Franchise Disclosure Document, ~~as Exhibit C (the "Multi-Unit Addendum").~~

Subject to the terms of the Multi-Unit Addendum, you will be granted the right to execute multiple Franchise Agreements to open and operate the Franchised Business in multiple Territories in accordance with a defined development schedule (the "Development Schedule"). We will mutually agree upon your Development Schedule and the Development Schedule will depend on factors such as (i) how many Territories you purchase the right to operate in, and (ii) where the Territories are located. While each Territory is typically contiguous with one another, we may, at our discretion, grant you the right to operate the Franchised Business in multiple Territories that are not contiguous to one another.

We also offer qualified parties the right to open a Franchised Business in five (5) or more Territories under our CEO Model, which is a subcontractor model. Under the CEO Model, you will either (i) serve as the Regional Director, or (ii) hire a Regional Director to manage all local Territory managers.

### **Market and Competition:**

The market for your Franchised Business consists of residential and commercial real estate contractors, independent contractors, and other painting and cosmetic repair service businesses. The market for our services is not seasonal but does have peak periods. The market may also be affected by economic conditions in your designated territory.

You will compete with painting and cosmetic repair businesses, including national, regional and local companies, offering services similar to those offered by your Franchised Business. There are other painting and cosmetic repair franchises, as well as independent businesses and individual providers that may offer similar services and products.

### **Industry Specific Regulations:**

There are federal, state, and in some cases, local regulations pertaining specifically to the painting industry, the building and construction industry, and your franchise, which vary and can change over time. These regulations pertain to contractor licensing or registration, lead paint removal and disposal, asbestos handling and removal, and hazardous waste handling and disposal. In addition, there are also worker safety laws with which you will have to comply. Among the federal regulations that are applicable to your franchise are the Federal Hazardous Waste Management laws regulating the handling and disposal of wastewater and Occupational Safety and Health Administration (“OSHA”) regulations pertaining to worker safety and health in the workplace. OSHA has also issued regulations pertaining to exposure to airborne concentrations of lead above certain levels. On April 22, 2010, the EPA’s Renovation, Repair and Maintenance Final Rule went into effect. This RRP details both information that must be given to certain homeowners, as well as processes and procedures that must be followed in homes and other structures built before 1978. See <http://www.epa.gov/opptintr/lead/index.html>. Many states and municipalities also have laws regulating the handling and disposal of hazardous materials, including paint and solvents, as well as laws and regulations pertaining to worker safety and health in the workplace. There are also many state and local laws, codes, or ordinances regarding contractor licensing and/or registration requirements.

You should investigate whether there are any state or local laws, regulations or requirements that may apply in the geographic area in which you intend to conduct business. You are responsible for obtaining licenses required in your locality. Accordingly, if you are located in a state with these requirements, you may need to prove that you have the requisite level of experience before you can obtain your license to operate the That 1 Painter Business. One source of information regarding laws and regulations is Painting and Decorating Contractors Association at [www.pdca.org](http://www.pdca.org). You should consider both the effect of any such laws and regulations on your business and the cost of compliance.

~~There~~ Some states may have licensing, certification or registration requirements applicable to some or all of the services you will be providing through your Franchised Business. You may be required to pay a fee to the state agency or association responsible for enforcing these requirements. Some states may require a minimum level of education or related work experience to obtain licenses.

~~You must comply with all local, state and federal laws and regulations that apply to the operation of your Franchised Business, including, among others, business operations, insurance, discrimination, and employment laws. Your advertising of the Franchised Business is regulated by the Federal Trade Commission. There may be federal, state and local laws which affect your Franchised Business in addition to those listed here. You will be responsible for investigating and complying with any such laws in your designated territory. You should consider both their effect on your business and the cost of compliance. You should thoroughly investigate all of these laws and requirements before purchasing a That 1 Painter franchise.~~

are federal, state and possibly local laws covering how to classify workers, for example, whether as independent contractors or employees, or as exempt or non-exempt, for different purposes, such as

tax, wage and hour laws, unemployment compensation and workers' compensation. These laws and regulations can vary from state to state, city to city and at the federal level, and could affect, in some instances materially, the operation of your That 1 Painter Business.

We recommend that before signing the franchise agreement, you engage an attorney or other professional advisor to assist you both in determining which laws, ordinances and regulations may affect the establishment or operation of your That 1 Painter, and the cost of complying with them.

**[The remainder of this page is intentionally left blank.]**

## **ITEM 2: BUSINESS EXPERIENCE**

### **CEO and Founder: Steven Montgomery**

~~Steven Montgomery is our owner and operator. Steven established the That 1 Painter and Marketing concept in 2011, and since then has worked exclusively developing and growing the That 1 Painter brand.~~

<u>Company Name</u>	<u>Title</u>	<u>Dates Employed</u>	<u>Location</u>
<u>That 1 Painter Franchising, LLC</u>	<u>CEO and Founder</u>	<u>November 2020 – Present</u>	<u>Round Rock, Texas</u>
<u>ResiBrands, LLC</u>	<u>CEO and Founder</u>	<u>September 2022 - Present</u>	<u>Round Rock, Texas</u>
<u>That 1 Painter Holdings, LLC</u>	<u>CEO and Founder</u>	<u>November 2020 – Present</u>	<u>Round Rock, Texas</u>
<u>ResiCreative LLC</u>	<u>CEO and Founder</u>	<u>September 2022- Present</u>	<u>Round Rock, Texas</u>
<u>ResiConnect, LLC</u>	<u>CEO and Founder</u>	<u>September 2022 – Present</u>	<u>Round Rock, Texas</u>
<u>Garage Up Franchising, LLC</u>	<u>CEO and Founder</u>	<u>November 2022 - Present</u>	<u>Round Rock, Texas</u>
<u>Pink's Franchising, LLC</u>	<u>CEO and Founder</u>	<u>May 2023 – Present</u>	<u>Round Rock, Texas</u>

### **Chief Growth Officer and Co-Founder: Allan Alarcon**

~~Mr. Alarcon has been our Chief Growth Officer since May 2021. Mr. Alarcon has also been the General Manager of our affiliate, That 1 Painter, LLC, located in Austin, Texas, since 2019. From March 2017 to April 2019, Mr. Alarcon was Co-Founder/Operator of EvoFoam Pest Control in Georgetown, Texas.~~

**Vice President of Operations: Sean Bush**

Mr. Bush has been our VPO since January 2023. From April 2018 to September 2022, Mr. Bush was VPO for LUSA Holdings, LLC located in Austin, Texas, and from September 2011 to February 2018, Mr. Bush was DM of ABC Home & Commercial, LLC located in Austin, Texas.

<u>Company Name</u>	<u>Title</u>	<u>Dates Employed</u>	<u>Location</u>
<u>That 1 Painter Franchising, LLC</u>	<u>CGO and Co-Founder</u>	<u>November 2020 – Present</u>	<u>Round Rock, Texas</u>
<u>ResiBrands, LLC</u>	<u>Co-Founder</u>	<u>January 2023 - Present</u>	<u>Round Rock, Texas</u>
<u>Garage Up Franchising, LLC</u>	<u>CGO and Co-Founder</u>	<u>February 2023 - Present</u>	<u>Round Rock, Texas</u>
<u>Pink's Franchising, LLC</u>	<u>CGO and Co-Founder</u>	<u>May 2023 – Present</u>	<u>Round Rock, Texas</u>
<u>That 1 Painter, LLC</u>	<u>General Manager</u>	<u>April 2019 – June 2021</u>	<u>Round Rock, Texas</u>

**Chief Sales Officer: Sean Bush**

<u>Company Name</u>	<u>Title</u>	<u>Dates Employed</u>	<u>Location</u>
<u>That 1 Painter Franchising, LLC</u>	<u>Chief Sales Officer</u>	<u>May 2023 - Present</u>	<u>Round Rock, Texas</u>
<u>Garage Up Franchising, LLC</u>	<u>Chief Sales Officer</u>	<u>May 2023 - Present</u>	<u>Round Rock, Texas</u>
<u>Pink's Franchising, LLC</u>	<u>Chief Sales Officer</u>	<u>May 2023 - Present</u>	<u>Round Rock, Texas</u>
<u>ResiBrands, LLC</u>	<u>Chief Sales Officer</u>	<u>May 2023 - Present</u>	<u>Round Rock, Texas</u>
<u>LUSA Holdings, LLC</u>	<u>Vice President</u>	<u>April 2018 – September 2022</u>	<u>Austin, Texas</u>

**Chief Development Officer: Jared Nielsen**

<u>Company Name</u>	<u>Title</u>	<u>Dates Employed</u>	<u>Location</u>
<u>That 1 Painter Franchising, LLC</u>	<u>Chief Development Officer</u>	<u>December 2023 – Present</u>	<u>Round Rock, Texas</u>
	<u>VP of Franchise Development</u>	<u>February 2023 – December 2023</u>	<u>Round Rock, Texas</u>
	<u>Director of Operations</u>	<u>January 2023 – February 2023</u>	<u>Round Rock, Texas</u>
	<u>Director of Franchise Operations</u>	<u>March 2022 - March 2023</u>	<u>Round Rock, Texas</u>

	<u>Franchise Operations Specialist</u>	<u>November 2021 – March 2022</u>	<u>Round Rock, Texas</u>
<u>ResiBrands, LLC</u>	<u>Chief Development Officer</u>	<u>December 2023 - Present</u>	<u>Round Rock, Texas</u>
<u>Garage Up Franchising, LLC</u>	<u>Chief Development Officer</u>	<u>December 2023 - Present</u>	<u>Round Rock, Texas</u>
<u>Pink's Franchising, LLC</u>	<u>Chief Development Officer</u>	<u>December 2023 - Present</u>	<u>Round Rock, Texas</u>
<u>That 1 Painter Austin</u>	<u>Project Manager</u>	<u>June 2021 – October 2021</u>	<u>Austin, Texas</u>
<u>EnviroGuard Pest Control</u>	<u>Chief Operating Officer</u>	<u>September 2018 – February 2021</u>	<u>Round Rock, Texas</u>

### **VP of Operations: Tim Lovett**

<u>Company Name</u>	<u>Title</u>	<u>Dates Employed</u>	<u>Location</u>
<u>That 1 Painter Franchising, LLC</u>	<u>VP of Operations</u>	<u>October 2023 - Present</u>	<u>Round Rock, Texas</u>
<u>Trivium Global</u>	<u>Vice President</u>	<u>October 2022 – October 2023</u>	<u>Austin, Texas</u>
<u>CBRE</u>	<u>Broker</u>	<u>March 2022 – December 2022</u>	<u>Columbia, South Carolina</u>
<u>WeWork</u>	<u>Director</u>	<u>August 2019 – March 2022</u>	<u>Austin, Texas</u>

### **ITEM 3: LITIGATION**

No litigation is required to be disclosed in this Item.

### **ITEM 4: BANKRUPTCY**

No bankruptcies are required to be disclosed in this Item.

### **ITEM 5: INITIAL FEES**

#### **Franchise Agreement**

#### **Initial Franchise Fee**

We will charge you an initial franchise fee ("Initial Franchise Fee") when you sign the Franchise Agreement. The Initial Franchise Fee is \$59,000. This payment is fully earned by us and due in lump sum when you sign the Franchise Agreement. The Initial Franchise Fee is not refundable under any circumstance.

#### **Initial Training Fee / Regional Director Training / Optional Commercial Training**



We will charge you an Initial Training Fee of \$1,500 per individual that will attend training. The Initial Training Fee is due in a lump sum when you sign the Franchise Agreement and is not refundable under any circumstances. -You are responsible for travel and other related training expenses for your trainees. Typically, 1-2 individuals attend the training program per territory for a total of \$1,500 - \$3,000.

For franchisees who choose the CEO Model in connection with the purchase of five or more Territories (as described more fully in Item 15), an additional \$3,500 training fee will be applied for training their Regional Director.

There is an optional, additional 2-week Commercial Training offered for a \$10,000 training fee per attendee.

### Grand Opening Advertising

You are required to spend between \$10,000 and \$15,000 90 days prior to the launch of your Franchised Business or 90 days following the launch of your Franchised Business. While neither we nor our affiliate currently collect any of the Grand Opening Advertising, we reserve the right to do so in the future.

If you operate the Franchised Business under our CEO Model, you will spend between \$50,000 to \$75,000 on Grand Opening Advertising.

### Marketing Development Fee

Upon execution of the Franchise Agreement, we will charge you a Marketing Development Fee of \$5,000 to cover initial webpage development, localized SEO, customized graphics and design, custom ad development and copy, ~~and custom video for your location. This fee is per territory/per unit and is due to us when you sign the Franchise Agreement. If you are a multi-unit developer, only the fee for the first outlet to be developed under your Multi-Unit Development Agreement is due upon signing, and the fee for each additional outlet you develop is due upon signing of the applicable Franchise Agreement. This fee is not refundable under any circumstances.~~

~~We will charge you a development fee ("Development Fee") when you sign the Multi-Unit Development Agreement. The Development Fee is equal to \$59,000 for the first That 1 Painter outlet that you are to develop under the Multi-Unit Development Agreement, plus \$49,000 for the second That 1 Painter outlet and \$39,000 for each additional That 1 Painter outlet you commit to develop under the Multi-Unit Development Agreement. The Development Fee is not refundable under any circumstance and due in full upon signing the Multi-Unit Development Agreement. There is a minimum of two units you must purchase for a Multi-Unit Development Agreement. If you operate the Franchised Business under our CEO Model, you will spend between \$5,000 to \$25,000 on the Marketing Development Fee.~~

### Master Class

You are required to pay us a fee equal to \$5,000 for access to our Master Class coaching. This includes two seats to attend our monthly master class meetings.

If you operate the Franchised Business under our CEO Model, you will spend between \$5,000 to \$17,500 on Master Class coaching.



### Discounts

From time to time, we may offer special incentive programs as part of our franchise development activities. We reserve the right to offer, modify or withdraw any incentive program without notice to you.

We currently offer a 10% off for clergy, realtors, young entrepreneurs (age 29 and under-30), first responders, and veterans of the U.S. armed forces who have been honorably discharged from the military and who otherwise meet our requirements. -This discount is only applicable in connection with your purchase of the first territory.

Some franchisees in the previous year paid a discounted Initial Franchise Fee.

### Multi-Unit Addendum

#### Development Fee

We will charge you a development fee ("Development Fee") when you sign the Multi-Unit Addendum. The Development Fee is equal to \$59,000 for the first That 1 Painter Territory that you are required to develop under the Multi-Unit Addendum, plus \$49,000 for the second Territory, and \$39,000 for each additional Territory you commit to develop under the Multi-Unit Addendum (if purchased at the same time). The Development Fee is not refundable under any circumstance and due in full upon signing the Multi-Unit Addendum. There is a minimum of two units you must purchase for a Multi-Unit Addendum.

**[The remainder of this page is intentionally left blank.]**

## **ITEM 6: OTHER FEES**

Type of Fee	Amount	Due Date	Remarks
Continuing Royalty Fee <sup>1</sup>	6% of Gross Revenue	Weekly via ACH on Wednesday following the close of each calendar week (Monday through Sunday)	Payable to us.
Local Advertising <sup>2</sup>	<p>\$3,000 per month for the first year of operation</p> <p>4% of monthly Gross Revenue or \$3,000 per month, whichever is greater, beginning in year two</p>	As required	Payable to third parties or us or an affiliate.
Local Advertising Management Fee <sup>2</sup>	<p>\$500 per month, per unit</p> <p>\$300 per additional unit <u>after the first unit</u>, if the additional units are operated out of one central location</p> <p><u>The Local Advertising Management Fee will not increase by more than 15% each year</u></p>	Monthly, first ACH of the month for the prior month fee	Payable to <del>our</del> <u>third parties or us or an</u> affiliate.
Brand Fund Contribution <sup>3</sup>	2% of weekly Gross Revenue, subject to increase not to exceed 3% of weekly Gross Revenue	Wednesday following the close of each calendar week (Monday through Sunday)	Payable directly to the Brand Fund.
Advertising Cooperative <sup>4</sup>	<p>Currently \$0-</p> <p>If a cooperative is established, 1% of Gross Revenue or \$1,000 per month (whichever is greater) unless a majority of the</p>	As determined by cooperative.	No cooperatives have been established as of the date of this Disclosure Document. You are required to join an advertising cooperative if one is formed. Cooperatives will be comprised of all franchised

Type of Fee	Amount	Due Date	Remarks
	cooperative members agree on a higher contribution		That 1 Painter outlets in a designated geographic area, or we may establish a national cooperative comprised of all franchised That 1 Painter outlets.
Technology Fee <sup>5</sup>	Approximately \$650 to \$1,000- <u>per month</u>  <u>The Technology Fee will not increase by more than 15% each year</u>	Monthly	Payable to third-party suppliers or to us.
Late Charge	\$50	As incurred	If you fail to pay us the Continuing Royalty Fee, Brand Fund Fee, Technology Fee or if you fail to submit your Gross Revenue report when due, we may charge you \$50 for each late submission in addition to interest charges explained below.
Interest Charge	1.5% per month from due date or maximum allowed by law, whichever is higher	As incurred	If you fail to pay us any amount when due, we may charge you interest on the unpaid balance until the payment is received.
Non-sufficient Funds Fee	\$100 per check or ACH	As incurred	If your check is returned or an electronic funds transfer from your bank account is denied for insufficient funds, for each occurrence we may charge you a Non-sufficient Funds Fee.
Successor Agreement Fee	10% of the then-current initial franchise fee-	Before signing renewal agreement	Payable to us. See Item 17.
Transfer Fee	20% of the then-current initial franchise fee- <u>plus any third-party broker costs or referral fees</u>  <u>If you engage us or our affiliate to</u>	Before approval of the transfer	Payable to us. See Item 17

Type of Fee	Amount	Due Date	Remarks
	<u>assist in the resale of your business, then you will pay us an additional 10% of the then-current initial franchise fee, plus the applicable transfer fee set forth above</u>		
Additional Training <sup>6</sup>	\$500 per day and a half of training, plus expenses	As incurred	Payable to us.
Annual Conference or Business Meeting <sup>7</sup>	\$500 to <del>\$2,500</del> \$5,000, plus <u>travel expenses</u>	As incurred	
Remedial Training Fee	\$500 per day, plus travel and living expenses	As incurred	Payable to us if you request remedial training in your territory from time-to-time, or if you are operating below our standards and we require you to have remedial training. You must also pay the costs incurred by our trainer, including but not limited to airfare, transportation, hotel, and meals.
Appointment Center <sup>8</sup>	1% of <del>gross revenue</del> <u>Gross Revenue</u>	Weekly collected at the same time as Royalty payment	Payable to us <u>or an affiliate</u> .
National Accounts and Corporate Sales <sup>9</sup>	5% of <del>gross revenue</del> <u>Gross Revenue</u>	Weekly collected at the same time as Royalty payment	<u>This amount is in addition to your Royalty Fee.</u>  Payable to us.
Relocation Fee	Actual costs and expenses	As incurred	You must pay us our actual costs incurred if we approve your request to relocate your That 1 Painter outlet. Costs include, but are not limited to, wages, travel expenses, professional fees, and demographic reports.
<u>Master Class</u>	<u>\$5,000 for the first two seats, \$2,5000 per</u>	<u>Upon execution of Franchise</u>	

Type of Fee	Amount	Due Date	Remarks
	<u>person thereafter</u>	<u>Agreement and as incurred.</u>	
Interim Management Fee <sup>10</sup>	10% of Gross Revenue earned during the term of interim management, plus all travel-related and other expenses	As incurred	Payable to us (in addition to all regularly occurring fees such as the Continuing Royalty Fee and Brand Fund Contributions) if we provide on-site management of your outlet in your absence or the absence of your general manager or regional director.
Quality Assurance Review	Actual costs and expenses	As incurred	Paid to us or a third-party provider
Examination of Books and Records	Cost of examination plus related expenses.	As incurred	We have the right under the Franchise Agreement to examine your books, records and tax returns. If an examination reveals that you have understated any Gross Revenue report by two percent (2%) or more, you must pay to us the cost of the audit and all travel and related expenses, in addition to repaying monies owed and interest on the monies owed.
Proposed Item or Supplier Evaluation Costs <sup>11</sup>	\$500, plus actual cost of inspection and testing	As incurred	In the event we approve the supplier or product you propose for use by the entire system, we will refund \$250 to you.
Indemnification <sup>12</sup>	Amount of loss or damages plus costs	As incurred	You defend suits at your cost and hold us harmless against suits involving damages resulting from your operation of the Franchised Business.
Non-Compliance Fee <sup>13</sup>	\$500 per documented incident	As incurred	Payable to us.
Reimbursement of Cost and Expenses for Non-compliance <sup>12</sup>	Actual costs and expenses	As incurred	
Reimbursement of legal fees and expenses	Our costs and expenses, including but not	As incurred	Payable to us.

Type of Fee	Amount	Due Date	Remarks
	limited to attorneys' fees, incurred for your failure to pay amounts when due or failure to comply in any way with the Franchise Agreement.		
Insurance	Amount paid by us for your insurance obligations	As incurred	You must reimburse us for any insurance costs we pay on your behalf due to your failure to meet the insurance obligations required by the Franchise Agreement.
Taxes	As assessed by Taxing authority	When incurred	You must reimburse us for any taxes that we must pay to any taxing authority on account of either the operation of your That 1 Painter outlet or payments that you make to us, including, but not limited to any sales taxes or income taxes imposed by any authority.
<del>Computer Systems— Updates/UpgradesLiquidated Damages</del>	<del>\$500 to \$1,000Will vary under circumstances</del>	As incurred	<del>Payable to third party suppliers for maintenance, updates, and upgrades to your Computer System over any five-year period. Payable only if we terminate the Franchise Agreement for your default. Amount equal to: (a) the average weekly Royalty Fee and Brand Fund Contribution payable by Franchisee over the twelve (12) month period immediately prior to the date of termination (or such shorter time period if the Franchised Business has been open less than twelve (12) months); (b) multiplied by the lesser of</del>

Type of Fee	Amount	Due Date	Remarks
			<u>(i) eighteen (18) months, or</u> <u>(ii) the number of months</u> <u>then remaining in the then-</u> <u>current term of the</u> <u>Franchise Agreement.</u>

**All fees and expenses described in this Item 6 are nonrefundable and are uniformly imposed. Except as otherwise indicated in the preceding chart, we impose all fees and expenses listed and you must pay them to us.**

<sup>1</sup> **Continuing Royalty Fee.** “Gross Revenue” includes all sales of every kind and nature at or from your That 1 Painter location or made according to the rights granted to you by the Franchise Agreement, regardless of whether you have collected the amount of the sales. Gross Revenue does not include (a) receipts from any sales tax or similar taxes collected from customers and turned over to the governmental authority imposing the tax, (b) properly documented refunds to customers, or (c) properly documented promotional discounts (i.e., coupons). We must receive your payments on or before Wednesday of each week for the previous calendar week. You are required to set up authorization at your bank to allow us to electronically transfer funds from your bank account to our bank account. Interest and late fees will apply to any late payments or electronic funds transfer requests denied due to insufficient funds.

<sup>2</sup> **Local Advertising Management Fee/ Local Advertising.** Local Advertising expenditures are paid to local suppliers, and our affiliate will manage and administer your Local Advertising with the suppliers. The Local Advertising Management Fee is paid to our affiliate for this management and administration. During the first year of operation, you are required to spend a minimum of \$3,000 per month on local advertising. Thereafter, you are required to spend the greater of 4% of ~~gross revenue~~Gross Revenue or \$3,000 per month.

<sup>3</sup> **Brand Fund Contribution.** Payments are due on Wednesday of each week for the previous calendar week. You are required to set up authorization at your bank to allow the Brand Fund to electronically transfer funds from your bank account to the Brand Fund’s bank account. Interest and late fees will apply to any late payments or electronic funds transfer requests denied due to insufficient funds. If you do not report any sales in a week then the Brand Fund will collect 120% of the last Brand Fund Contribution collected and settle the balance the next week in which you report sales.

<sup>4</sup> **Advertising Cooperative.** Contributions to an advertising cooperative are in addition to your required contributions to the Brand Fund. Any contributions made by you to an advertising cooperative will be credited against your required expenditure for local advertising.

<sup>5</sup> **Technology Fee.** You are required to pay a one-time fee to install House Call Pro. You must also pay all fees required to keep your computer and electronic communications (Internet/Intranet) systems current and functional. These fees include, but are not limited to, computer software license fees, Internet access fees, and help desk fees. Such fees are payable directly to the hardware, software, internet service providers and/or us- or our affiliate.

<sup>6</sup> **Additional Training.** We may offer mandatory additional training programs from time to time. You and your general manager must participate in refresher training for up to five days per year, at a location we designate. You are responsible for any and all incidental expenses incurred by

you and your personnel in connection with additional training and without limitation, costs of travel, lodging, meals and wages.

<sup>7</sup> **Annual Conference or Business Meeting.** We may require you to attend a national business meeting or annual convention for up to five days per year, at a location we designate. You are responsible for any and all incidental expenses incurred by you and your personnel in connection with attendance at a required national business meeting or annual convention.

<sup>8</sup> **Appointment Center.** Our Appointment Center will field telephonic and electronic customer inquiries and arrange appointments with the customer for your follow-up. You must participate in the Appointment Center program. We reserve the right to modify the Appointment Center program as we deem appropriate.

<sup>9</sup> **National Accounts and Corporate Sales.** ~~If you are given a national account or a sale generated from our marketing~~We have the right to negotiate arrangements with customers who have regional or nationwide locations ("National Accounts") or other customers that were generated and sold as part of our marketing ("Corporate Sales"), including pricing, which will bind all franchisees providing services to such National Accounts or Corporate Sales. If you are given a National Account or Corporate Sale, you must pay this National Accounts and Corporate Sales fee for each sale. You must participate in the National Accounts and Corporate Sales program. We reserve the right to modify the National Accounts and Corporate Sales program as we deem appropriate.

<sup>10</sup> **Interim Management Fee.** In the event of your death or disability, your default of the Franchise Agreement, absence of a qualified general manager or regional director, or other reasons, in our sole discretion, we may provide interim on-site management of your That 1 Painter outlet.

<sup>11</sup> **Proposed Item or Supplier Evaluation Costs.** If you wish to purchase, lease or use any, equipment, supplies, services or other items from an unapproved supplier, you must request our prior written approval. As a condition to our approval, we may require inspection of the proposed supplier's facilities and evaluation and testing of the proposed item or service.

<sup>12</sup> **Indemnification.** You must indemnify and hold us, our affiliates, and all of our respective officers, directors, agents and employees harmless from and against any and all claims, losses, costs, expenses, liability and damages arising directly or indirectly from, as a result of, or in connection with your business operations under the Franchise Agreement, as well as the costs, including attorneys' fees, of defending against them.

<sup>13</sup> **Non-Compliance Fee/Reimbursement of Cost and Expenses for Non-compliance.** If you fail to correct any deficiency in the Franchised Business and/or your operation of the Franchised Business, we may correct the deficiency or take steps to modify, alter, or de-identify the Franchised Business upon the termination or expiration of the Franchise Agreement.

**[The remainder of this page is intentionally left blank.]**



## ITEM 7: ESTIMATED INITIAL INVESTMENT

### YOUR ESTIMATED INITIAL INVESTMENT – SINGLE TERRITORY

Type of Expenditure	<u>Subcontractor Model Amount</u>	Employee Model Amount	Method of Payment	When Due	To Whom Payment is to be Made
Initial Franchise Fee	\$59,000	\$59,000	Lump Sum	At signing of FA	Us
Your Training Expenses <sup>1</sup>	<del>\$2,500</del> <u>\$3,000</u> to \$5,500	\$3,000 to \$5,500	As arranged	As incurred	Third parties and Us
Vehicle <del>Lease</del> <sup>2</sup> <u>Lease and Wrap</u> <sup>2</sup>	<del>\$1,500</del> <u>\$2,250</u> to <del>\$3,000</del> <u>\$4,500</u>	\$6,750 to \$18,000	As arranged	As arranged	Third <del>party</del> <u>parties</u>
<del>Vehicle Wrap</del> <u>Master Class</u> <sup>3</sup>	<del>\$1,500</del> to <del>\$45,000</del>	<del>\$5,000</del> <u>As arranged</u>	As arranged	<del>Third party</del> <u>At signing of FA</u>	Us
Business Licenses and <del>Permits</del> <sup>3</sup> <u>Permits</u> <sup>4</sup>	\$250 to \$3,000	<del>\$93,500</del> to <del>\$38,000</del>	As arranged	As incurred	Third parties
Computer <del>Systems</del> <u>Software Set-Up</u> <sup>4</sup> <u>System and Setup</u> <sup>5</sup>	\$500 to \$1,000	\$500 to \$1,000	As arranged	As arranged	Third parties
Uniforms and Branded <del>Materials</del> <sup>5</sup> <u>Material</u> <sup>6</sup>	<del>\$1,000</del> <u>\$2,500</u> to \$4,000	\$2,500 to \$4,000	As arranged	As arranged	Third parties
Office Equipment and <del>Supplies</del> <sup>6</sup> <u>Supplies</u> <sup>7</sup>	\$500 to <del>\$2,000</del> <u>\$500</u>	\$1,500 to \$5,000	As arranged	As arranged	Third parties
Professional <del>Fees</del> <sup>7</sup> <u>Fees</u> <sup>8</sup>	\$500 to <del>\$12,500</del>	\$500 to \$2,500	As arranged	As incurred	Third parties

Type of Expenditure	<u>Subcontractor Model Amount</u>	Employee Model Amount	Method of Payment	When Due	To Whom Payment is to be Made
<u>Marketing Development Fee</u> <sup>9</sup>	<u>\$5,000</u>	<u>\$5,000</u>	<u>As arranged</u>	<u>As incurred</u>	<u>Us or an affiliate</u>
Grand Opening Advertising/ <del>Marketing Development</del> <sup>8</sup> <u>Marketing</u> <sup>10</sup>	<u>\$10,000 to \$15,000 to \$20,000</u>	\$10,000 to \$15,000	As arranged	<del>Within 90 days of commencing operations</del> <u>As incurred</u>	Third parties <del>and Us,</del> <u>us or an affiliate</u>
<del>Insurance</del> <sup>9</sup> <u>Insurance</u> <sup>11</sup>	\$2,500 to <del>\$65,000</del>	\$7,500 to \$13,000	As arranged	As arranged	<del>Third parties</del> <u>Insurance Broker / Company</u>
<del>Maxwell Master Class</del> <sup>40</sup> <u>Equipment</u> <sup>12</sup>	<u>\$5,000</u>	\$3,000 to \$8,000	As arranged	As arranged	Third <del>party</del> <u>parties</u>
Additional Funds <del>three months</del> <sup>14</sup> <u>(3 Months)</u> <sup>13</sup>	<del>\$1022,000</del> to \$30,000	<u>As arranged</u> <u>\$32,000 to \$40,000</u>	As arranged	<u>Cash reserves/Bank accounts</u> <u>As incurred</u>	Third parties
<del>TOTAL</del> <sup>14</sup> <u>TOTAL</u>	<del>\$99,500</del> <u>\$113,000 to \$144,142,000</u>	<u>\$139,750 to \$189,000</u>			

YOUR ESTIMATED INITIAL INVESTMENT - MULTI-UNIT DEVELOPMENT AGREEMENT				
Type of Expenditure	Amount	Method of Payment	When Due	To Whom Payment is to be Made
Development Fee <sup>12</sup>	<del>\$108,000 to \$147,000</del>	Lump Sum	On signing Multi-Unit Development Agreement	Us
Additional Funds <sup>13</sup>	<del>\$40,500 - \$85,000</del>	See first table	See first table	See first table
<b>TOTAL</b>	<b><del>\$148,500 - \$232,000</del></b>			

4

### Notes:

<sup>1</sup> **Your Training Expenses.** The cost of the Initial Management Training Program is \$1,500 per individual trained. and we typically expect 1-2 individuals to attend the training program. The chart estimates the costs for transportation, lodging, and meals for your trainee(s). ~~These incidental costs are not included in the fee and are your responsibility.~~ Your costs will depend on the number of people attending training, their point of origin, method of travel, class of accommodation, and living expenses. The duration of the onsite training program is up to three days. This estimate does not

include ~~employee wages. If you are a multi-unit developer with a Regional Director, we will provide two weeks of training for the Regional Director at no charge to you.~~ (i) the \$10,000 fee in connection with our optional commercial training program, or (ii) employee wages.

<sup>22</sup> **Vehicle Lease and Wrap.** You must use a vehicle of the make, model and age we require, for ~~travel to your clients' properties. Your vehicle must be no more than three years old and in good condition at the time vehicle wrapping occurs, free of noticeable dents or damage. You may use a vehicle you currently own, if we determine, in our sole discretion, that it meets our specifications, and we give our consent.~~ If, and age we require, for travel to your clients' properties. Your vehicle must be no more than three years old and in good condition at the time vehicle wrapping occurs, free of noticeable dents or damage. You may use a vehicle you currently own, if we determine, in our sole discretion, that it meets our specifications, and we give our consent. Our standard offering assumes that you must purchase or will lease at the vehicle, we list current acceptable manufacturer/models in our operations manual. The high end of ~~the above estimate~~ both estimates represents the ~~costs~~ cost of a vehicle ~~deposit or the cost of wrapping~~ lease payments for three months (along with getting the vehicle, wrapped) plus taxes, fees, and registration. The subcontractor model assumes the lease of one vehicle while the employee model assumes the lease of 3-4 vehicles. You must maintain your vehicle in good working order, cleanliness and appearance and promptly repair any visible exterior damage, including but not limited to, dents and scratches. ~~Your actual costs may be higher than the above-listed amount, depending on the quantity of equipment you lease and your credit history. We recommend that you lease this equipment from our approved suppliers. You may elect to purchase, rather than lease, your equipment.~~

<sup>33</sup> **Master Class.** This is a one-time charge for access to our master class coaching. This includes two seats to attend our monthly master class meetings. Each additional seat is \$2,500 per person.

<sup>4</sup> **Business Licenses and Permits.** You are responsible for applying for, obtaining, and maintaining all required permits and licenses necessary to operate your Franchised Business. This estimate includes the cost of local business licenses that typically remain in effect for 1 year. This estimate further includes the initial cost of licenses, certifications and/or permits that may be required by you or your employees to provide services offered by the Franchise. The costs of permits and licenses will vary by location. The subcontractor model estimate assumes that some of the subcontractors will already have some of the business licenses and permits needed to provide the services.

<sup>45</sup> **Computer System and Setup.** We require you to purchase computer systems and software meeting our minimum specifications for use in your Franchised Business. This estimate includes the cost of a laptop, smartphone, tablet, or an iPad, and purchase, installation and access to the software we require. This estimate also includes the cost to install House Call Pro. You must also have Internet and other telecommunications equipment and services in accordance with our standards to permit electronic transmission of reports and revenue and customer information. We reserve the right to change your requirements for computer hardware and software at any time.

<sup>56</sup> **Uniform and Branded Materials.** You are responsible for obtaining shirts, hats, ~~bizbusiness~~ cards, yard signs, truck magnets, and paint can labels for your business.

<sup>6</sup> ~~You are permitted to-~~ <sup>7</sup> **Office Equipment and Supplies.** Our standard offering assumes you will operate from an office in your home. You will need miscellaneous office supplies and consumables. You will need The subcontractor model estimate includes office equipment and supplies for one person while the employee model estimate includes office equipment and supplies for 3-4 people.

<sup>8</sup> **Professional Fees.** You may incur professional fees depending on the scope of work performed, which may include, legal and accounting fees to review franchise documents and costs of forming a laptop, tablet or iPad and a phone.

<sup>7</sup> ~~You may incur professional fees depending on the scope of work performed, which may include, legal and accounting fees to review franchise documents and costs of forming a separate legal entity. This list is not exhaustive. This amount will vary greatly depending on your specific needs and location. We strongly recommend that you seek the assistance of professional advisors when evaluating this franchise opportunity, this disclosure document and the Franchise Agreement.~~ **separate legal entity. This list is not exhaustive. This amount will vary greatly depending on your specific needs and location. We strongly recommend that you seek the assistance of professional advisors when evaluating this franchise opportunity, this Disclosure Document and the Franchise Agreement.** It is also advisable to consult these professionals to review any other contracts that you will enter into as part of starting your Franchised Business.

<sup>89</sup> **Marketing Development Fee.** You are responsible for paying us a Marketing Development Fee of \$5,000 to cover initial webpage development, localized SEO, customized graphics and design, custom ad development.

<sup>10</sup> **Grand Opening Advertising/Marketing.** You are required to spend between \$10,000 to \$15,000 during the 90 days prior to the launch of your business or 90 days following the launch of your business, in addition to \$3,000 per month local ad spend after the launch of your business. ~~In addition, you are responsible for paying us a Marketing Development Fee of \$5,000 to cover initial webpage development, localized SEO, customized graphics and design, custom ad development and copy, and custom video for your location. This fee is per territory/per unit.~~

<sup>911</sup> **Insurance.** Before you open for business, you must purchase and maintain at your sole cost and expense the insurance coverage that we specify. We estimate that you will have to pay your insurance carrier or agent the full annual premium in advance. Insurance costs and requirements may vary widely in different localities. The estimate is for one year of liability insurance coverage. We reserve the right to require additional types of insurance and coverage as provided in the Franchise Agreement.

<sup>10</sup> ~~This is a one-time charge for access to coaching with our brand mentor/coach, John C. Maxwell.~~

<sup>14</sup> ~~This is an estimate of the amount of additional operating capital that you may need to operate your Franchised Business during the first three months after commencing operations. We cannot guarantee that you will not incur additional expenses in starting the business that may exceed this estimate. This estimate includes such items as initial payroll, taxes, bank charges, miscellaneous supplies and equipment, initial staff recruiting expenses, additional marketing costs and other miscellaneous items. These estimates do not include any compensation to you nor do they include debt service.~~

<sup>12</sup> ~~The low end of our estimate assumes a development fee for two start-up Businesses. The high end of our estimate assumes a development fee for three start-up Businesses. The development fee is detailed in Item 5.~~

<sup>13</sup> ~~These are the estimates to build-out your first Franchised Business. Costs associated with building out additional Franchised Businesses are subject to factors that we cannot estimate or control, such as inflation, increased labor costs or increased materials costs.~~

<sup>12</sup> **Equipment.** This estimate is only for the employee model since we assume that under the subcontractor model, your subcontractors will already have the equipment necessary to provide the services. Under the employee model, equipment includes items such as a sprayer, ladder, basic painting equipment such as brushes and other items.

<sup>13</sup> **Additional Funds.** This is an estimate of the amount of additional operating capital that you may need to operate your Franchised Business during the first three months after commencing operations. We cannot guarantee that you will not incur additional expenses in starting the business that may exceed this estimate. This estimate includes such items as initial payroll, taxes, bank charges, miscellaneous supplies and equipment, initial staff recruiting expenses, additional marketing costs and other miscellaneous items. The estimate for the employee model is higher because it assumes that you will need additional funds for payroll in connection with those employees. These estimates do not include any compensation to you nor do they include debt service.

<sup>14</sup> **Total.** We relied upon the experience of our affiliate-owned That 1 Painter outlet to compile these estimates along with amounts provided by our franchisees and suppliers. You should review these figures carefully with a business advisor before making any decision to invest in the franchise. These figures are estimates and we cannot guarantee that you will not have additional expenses starting your Franchised Business. Your additional costs will depend on factors such as how closely you follow our methods and procedures; your management skill, experience, and business acumen; local economic conditions; the local market for our service; competition; and the sales level reached during your initial period. We estimate that a franchisee can expect to put additional cash into the business during at least the first three months, and sometimes longer.

We do not offer direct or indirect financing to franchisees for any other items included in this section.

All fees and payments are non-refundable, unless otherwise stated or permitted by payee.

### **YOUR ESTIMATED INITIAL INVESTMENT – MULTI-UNIT ADDENDUM (BOTH MODELS)<sup>1</sup>**

<u>Type of Expenditure</u>	<u>Offering</u>	<u>Amount</u>	<u>Method of Payment</u>	<u>When Due</u>	<u>To Whom Payment is to be Made</u>
<u>Development Fee</u> <sup>2</sup>	<u>2 Territories</u>	<u>\$108,000</u>	<u>Lump Sum</u>	<u>On signing Multi-Unit Addendum</u>	<u>Us</u>
	<u>3 Territories</u>	<u>\$147,000</u>			
	<u>4 Territories</u>	<u>\$186,000</u>			
<u>Initial Investment to Open the Franchised Business in One Territory (Subcontractor Model)</u> <sup>3</sup>		<u>\$54,000 to \$83,000</u>	<u>See Item 7 Table above for the estimated initial investment to open a Franchised Business (Subcontractor Model)</u>		
<u>Initial Investment to Open the Franchised Business in One Territory (Employee Model)</u> <sup>3</sup>		<u>\$80,750 to \$130,000</u>	<u>See Item 7 Table above for the estimated initial investment to open a Franchised Business (Employee Model)</u>		

<u>Type of Expenditure</u>	<u>Offering</u>	<u>Amount</u>	<u>Method of Payment</u>	<u>When Due</u>	<u>To Whom Payment is to be Made</u>
<u>TOTAL (Subcontractor Model)<sup>4</sup></u>	<u>2 Territories</u>	<u>\$162,000 to \$191,000</u>			<u>This is the total estimated initial investment to enter into a Multi-Unit Addendum for the right to develop two to four Territories (under the Subcontractor Model), as well as the costs to open and commence operating the Franchised Business in the first Territory for the first three months.</u>
	<u>3 Territories</u>	<u>\$201,000 to \$230,000</u>			
	<u>4 Territories</u>	<u>\$240,000 to \$269,000</u>			
<u>TOTAL (Employee Model)<sup>4</sup></u>	<u>2 Territories</u>	<u>\$188,750 to \$238,000</u>			<u>This is the total estimated initial investment to enter into a Multi-Unit Addendum for the right to develop two to four Territories (under the Employee Model), as well as the costs to open and commence operating the Franchised Business in the first Territory for the first three months.</u>
	<u>3 Territories</u>	<u>\$227,750 to \$277,000</u>			
	<u>4 Territories</u>	<u>\$266,750 to \$316,000</u>			

### Notes

<sup>1</sup> All fees and payments are non-refundable, unless otherwise stated or permitted by the payee. This Chart details the estimated initial investment associated with executing a Multi-Unit Addendum for the right to develop between two and four Territories, as well as the initial investment to open your Franchised Business in the first Territory.

<sup>2</sup> The Development Fee is described in greater detail in Item 5 of this Disclosure Document, and this Development Fee is for the right to develop between two to four Territories. The Development Fee is calculated as follows: (i) \$59,000 for the first Territory, (ii) \$49,000 for the second Territory, and (iii) \$39,000 for the third and each additional Territory, if purchased at the same time.

<sup>3</sup> This figure represents the total estimated initial investment required to open the Franchised Business in one Territory. You will be required to enter into all of the Franchise Agreements for the Territories that you purchase the right to develop upon execution of the Multi-Unit Addendum. This range includes all of the items outlined in the first Item 7 Chart above, except for the \$59,000 Initial Franchise Fee because, upon full payment of the Development Fee, you will not be required to pay any Initial Franchise Fee in connection with your initial Territory and each Territory you develop under the Multi-Unit Addendum.

<sup>4</sup> Please note that this row does not include the initial investment you will need to undertake in connection with developing your second and any other Territory you are granted the right to develop under your Multi-Unit Addendum.

**[The remainder of this page is intentionally left blank.]**

**YOUR ESTIMATED INITIAL INVESTMENT – FIVE TERRITORIES**  
**(CEO - SUBCONTRACTOR MODEL ONLY)**

<u>Type of Expenditure</u>	<u>Amount</u>	<u>Method of Payment</u>	<u>When Due</u>	<u>To Whom Payment is to be Made</u>
<u>Initial Franchise Fee</u>	<u>\$225,000</u>	<u>Lump Sum</u>	<u>At signing of FA</u>	<u>Us</u>
<u>Your Training Expenses<sup>1</sup></u>	<u>\$15,000 to \$27,500</u>	<u>As arranged</u>	<u>As incurred</u>	<u>Third parties and Us</u>
<u>Vehicle Lease and Wrap<sup>2</sup></u>	<u>\$13,500 to \$27,000</u>	<u>As arranged</u>	<u>As arranged</u>	<u>Third parties</u>
<u>Regional Director Training and Travel</u>	<u>\$5,000 to \$7,500</u>	<u>As arranged</u>	<u>At signing of FA</u>	<u>Us</u>



<u>Type of Expenditure</u>	<u>Amount</u>	<u>Method of Payment</u>	<u>When Due</u>	<u>To Whom Payment is to be Made</u>
<u>Master Class<sup>3</sup></u>	<u>\$5,000 to \$17,500</u>	<u>As arranged</u>	<u>At signing of FA</u>	<u>Us</u>
<u>Business Licenses and Permits<sup>4</sup></u>	<u>\$250 to \$5,000</u>	<u>As arranged</u>	<u>As incurred</u>	<u>Third parties</u>
<u>Computer System and Setup<sup>5</sup></u>	<u>\$3,000 to \$6,000</u>	<u>As arranged</u>	<u>As arranged</u>	<u>Third parties</u>
<u>Uniforms and Branded Materials<sup>6</sup></u>	<u>\$15,000 to \$24,000</u>	<u>As arranged</u>	<u>As arranged</u>	<u>Third parties</u>
<u>Office Equipment and Supplies<sup>7</sup></u>	<u>\$500 to \$4,000</u>	<u>As arranged</u>	<u>As arranged</u>	<u>Third parties</u>
<u>Professional Fees<sup>8</sup></u>	<u>\$500 to \$5,000</u>	<u>As arranged</u>	<u>As incurred</u>	<u>Third parties</u>
<u>Marketing Development Fee<sup>9</sup></u>	<u>\$5,000 to \$25,000</u>	<u>As arranged</u>	<u>As incurred</u>	<u>Us or an affiliate</u>
<u>Grand Opening Advertising/Marketing<sup>10</sup></u>	<u>\$50,000 to \$75,000</u>	<u>As arranged</u>	<u>As incurred</u>	<u>Third parties, us or an affiliate</u>
<u>Insurance<sup>11</sup></u>	<u>\$15,000 to \$30,000</u>	<u>As arranged</u>	<u>As arranged</u>	<u>Insurance Broker / Company</u>
<u>6 Months RD Salary<sup>12</sup></u>	<u>\$50,000 to \$65,000</u>	<u>As arranged</u>	<u>As arranged</u>	<u>Regional Director</u>
<u>Additional Funds (3 Months)<sup>13</sup></u>	<u>\$110,000 to \$150,000</u>	<u>As arranged</u>	<u>As incurred</u>	<u>Third parties</u>
<b><u>TOTAL<sup>14</sup></u></b>	<b><u>\$512,750 to \$693,500</u></b>			

### **Notes**

**<sup>1</sup> Your Training Expenses.** The cost of the Initial Management Training Program is \$1,500 per individual trained and we typically expect 1-2 individuals to attend the training program. The chart estimates the costs for transportation, lodging, and meals for your trainee(s). Your costs will depend on the number of people attending training, their point of origin, method of travel, class of accommodation, and living expenses. The duration of the onsite training program is up to three days. This estimate does not include (i) the \$10,000 fee in connection with our optional commercial training program, or (ii) employee wages.

**<sup>2</sup> Vehicle Lease and Wrap.** You must use a vehicle of the make, model, and age we require, for travel to your clients' properties. Your vehicle must be no more than three years old and in good condition at the time vehicle wrapping occurs, free of noticeable dents or damage. You may use a vehicle you currently own, if we determine, in our sole discretion, that it meets our specifications.



and we give our consent. Our standard offering assumes that you will lease the vehicle. The high end of both estimates represents the cost of vehicle lease payments for three months (along with getting the vehicle wrapped) plus taxes, fees, and registration. This estimate assumes the lease for six vehicles. You must maintain your vehicle in good working order, cleanliness and appearance and promptly repair any visible exterior damage, including but not limited to, dents and scratches.

<sup>3</sup> **Master Class.** This is a one-time charge for access to our master class coaching. This estimate is for 2 -7 people to attend the Master Classes.

<sup>4</sup> **Business Licenses and Permits.** You are responsible for applying for, obtaining, and maintaining all required permits and licenses necessary to operate your Franchised Business. This estimate includes the cost of local business licenses that typically remain in effect for 1 year. This estimate further includes the initial cost of licenses, certifications and/or permits that may be required to provide services offered by the Franchise. This CEO-Subcontractor model estimate assumes that some of the subcontractors will already have some of the business licenses and permits needed to provide the services.

<sup>5</sup> **Computer System and Setup.** We require you to purchase computer systems and software meeting our minimum specifications for use in your Franchised Business. This estimate includes the cost of a laptop, smartphone, tablet, or an iPad for 6 people. It also includes purchase, installation and access to the software we require, as well as the cost to install House Call Pro. You must also have Internet and other telecommunications equipment and services in accordance with our standards to permit electronic transmission of reports and revenue and customer information. We reserve the right to change your requirements for computer hardware and software at any time.

<sup>6</sup> **Uniform and Branded Materials.** You are responsible for obtaining shirts, hats, business cards, yard signs, truck magnets, and paint can labels for your business.

<sup>7</sup> **Office Equipment and Supplies.** Our standard offering assumes you will operate from an office in your home. You will need miscellaneous office supplies and consumables. This estimate includes office equipment and supplies for 5 Territory Managers and one Regional Director.

<sup>8</sup> **Professional Fees.** You may incur professional fees depending on the scope of work performed, which may include, legal and accounting fees to review franchise documents and costs of forming a separate legal entity. This list is not exhaustive. This amount will vary greatly depending on your specific needs and location. We strongly recommend that you seek the assistance of professional advisors when evaluating this franchise opportunity, this Disclosure Document and the Franchise Agreement. It is also advisable to consult these professionals to review any other contracts that you will enter into as part of starting your Franchised Business.

<sup>9</sup> **Marketing Development Fee.** You are responsible for paying us a Marketing Development Fee of \$5,000 - \$25,000 to cover initial webpage development, localized SEO, customized graphics and design, custom ad development. If all of your Territories are contiguous with one another and the Franchised Business is otherwise operated out of a central location, then you will only be required to pay the Marketing Development Fee of \$5,000 once.

<sup>10</sup> **Grand Opening Advertising/Marketing.** You are required to spend between \$50,000 to \$75,000 (\$10,000 - \$15,000 per Territory) during the 90 days prior to the launch of each Territory or 90 days following the launch of each Territory, in addition to \$3,000 per month per territory local ad spend after the launch of your business.

<sup>11</sup> **Insurance.** Before you open for business, you must purchase and maintain at your sole cost and expense the insurance coverage that we specify. We estimate that you will have to pay your insurance carrier or agent the full annual premium in advance. Insurance costs and requirements may vary widely in different localities. The estimate is for one year of liability insurance coverage. We reserve the right to require additional types of insurance and coverage as provided in the Franchise Agreement.

<sup>12</sup> **6 Months RD Salary.** If you decide to obtain a Regional Director rather than assuming that role yourself, then this estimate includes salary for the Regional Director for 3 months prior to opening and 3 months after opening the Franchised Business.

<sup>13</sup> **Additional Funds.** This is an estimate of the amount of additional operating capital that you may need to operate your Franchised Business during the first three months after commencing operations. We cannot guarantee that you will not incur additional expenses in starting the business that may exceed this estimate. This estimate includes such items as initial payroll, taxes, bank charges, miscellaneous supplies and equipment, initial staff recruiting expenses, additional marketing costs and other miscellaneous items. These estimates do not include any compensation to you nor do they include debt service.

<sup>14</sup> **Total.** We relied upon the experience of our affiliate owned That 1 Painter outlet to compile these estimates along with amounts provided by our franchisees and suppliers. You should review these figures carefully with a business advisor before making any decision to invest in the franchise. These figures are estimates and we cannot guarantee that you will not have additional expenses starting your Franchised Business. Your additional costs will depend on factors such as how closely you follow our methods and procedures; your management skill, experience, and business acumen; local economic conditions; the local market for our service; competition; and the sales level reached during your initial period. If you operate with employees under this model rather than subcontractors, your costs will be higher. We estimate that a franchisee can expect to put additional cash into the business during at least the first three months, and sometimes longer.

We do not offer direct or indirect financing to franchisees for any other items included in this section.

All fees and payments are non-refundable, unless otherwise stated or permitted by payee.

## **ITEM 8: RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES**

We have identified various suppliers, distributors and manufacturers of equipment, inventory, supplies and services that your Franchised Business must use or provide which meets our standards and requirements. You must purchase all equipment, inventory, supplies and services from our designated suppliers and contractors or in accordance with our specifications. We maintain written lists of approved items of equipment, inventory, supplies and services (by brand name and/or by standards and specifications) and a list of designated suppliers and contractors for those items. We will update these lists periodically and issue the updated lists to all franchisees.

We approve suppliers after careful review of the quality of the products and services they provide to us and our franchisees. If you would like us to consider another item or supplier, you must make such request in writing to us and have the supplier give us samples of its product or service and such other information that we may require. If the item and/or supplier meets our specifications, as we determine in our sole discretion, we will approve it as an additional item or supplier. We will

notify you whether we approve or disapprove of the proposed item or supplier within 30 days after we receive all required information to evaluate the product or service. We reserve the right to revoke approval of any item or supplier that does not continue to meet our then-current standards. Our criteria for approving items and suppliers are not available to you. If you request that we approve a proposed item or supplier, we may charge you an evaluation fee of \$500.

Our officers, Steven Montgomery and Allan Alarcon, own an interest in ~~Resi Creative~~ResiCreative LLC. ~~None~~Our officer, Steven Montgomery, owns interest in ResiConnect LLC. Except as set forth herein, none of our officers own ~~any~~any interest in any other supplier; other than us.

~~You will pay our affiliate, Resi Creative LLC, a Local Advertising Management Fee for the management and administration of your Local Advertising in conjunction with the local advertising suppliers. In the fiscal year ending December 31, 2022, our affiliate collected payments of \$42,424 from franchisees resulting from this fee.~~

We will derive revenue from franchisee purchases of paint from our painting supplier. In the fiscal year ending December 31, ~~2022~~2023, we received a rebate from our paint supplier in the amount of ~~\$28,330.83~~78,305.48 and ~~\$1,710.80~~3,516.00 from our business software application. This amounts to 1.25% of our total revenue of \$6,532,279 from 2023.

We also derived the following amounts: (i) \$583,125 in Marketing Development Fees, (ii) \$292,307 from Advertising Management Revenue, and (iii) \$215,350 from Appointment Center Fees. This amounts to 16.69% of our total revenue of \$6,532,279 from 2023.

We estimate that your purchase or lease of products, supplies and services from approved suppliers (or those which meet our specifications) will represent approximately between 20% and 31% of your costs to establish your Franchised Business and approximately ~~18%-~~20% - 25% of your costs for ongoing operation.

In addition to the purchases or leases described above, you must obtain and maintain, at your own expense, the insurance coverage that we periodically require. We may regulate the types, amounts, terms and conditions of insurance coverage required for your Franchised Business and standards for underwriters of policies providing required insurance coverage; our protection and rights under the 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 at your expense if you fail to obtain required coverage; our right to defend claims; and similar matters relating to insured and uninsured claims.

You must obtain the following insurance coverages:

Liability. Comprehensive general liability insurance, including errors and omissions coverage, personal and advertising injury coverage, and in the form of a general liability rider or as a separate policy, in the amount of at least \$1,000,000 per occurrence and \$2,000,000 in the aggregate.

Employment. Worker's compensation coverage in the limits required by state law, employment practices/abuse, and employee dishonesty insurance with third-party coverage of at least \$1,400 must be carried on all of your employees, as well as any other insurance required by state statute or rule in the state where the Franchised Business is located.

Automobile. Commercial automobile insurance of at least a combined single limit for bodily and property damage of \$750,000 or greater if required by state law.

Currently, there are no purchasing or distribution cooperatives. However, we can require that you make your purchases through a cooperative if one is formed.

Although we do not do so currently, we may in the future negotiate purchase arrangements, including price terms, with designated and approved suppliers on behalf of all franchisees.

We provide no material benefits (such as the grant of additional franchises) based on your use of designated sources; however, failure to use approved items or designated suppliers and contractors may be a default under the Franchise Agreement. Additionally, when there is any default under the Franchise Agreement, we reserve the right, in addition to other remedies available under the Franchise Agreement, to direct suppliers to withhold furnishing products and services to you.

## 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 or Article in Franchise Agreement	Section or Article in Multi-Unit <del>Development Agreement</del> <u>Addendum</u>	Item in Franchise Disclosure Document
a. Site Selection and Acquisition/Lease	8.1	Not Applicable	11, 12
b. Pre-Opening Purchase/Leases	8.2, 12.3.1	Not Applicable	7, 11
c. Site Development & other Pre-Opening Requirements	8.1, 8.2, 12.1.1	<del>Article 53</del>	11
d. Initial and Ongoing Training	Article 7	Not Applicable	11
e. Opening	8.2	<del>3 Not Applicable</del>	11
f. Fees	5.2.5, Article 6, 7.4, 12.3.7, 12.8, 12.9, 13.2, 13.3.1, 15.6, 16.4, 18.1.4, 18.1.5, 19.1.5 20.8	<del>Article 42, 4, 5, 7, 8, 9, 10, and 11</del>	5, 6, 7

Obligation	Section or Article in Franchise Agreement	Section or Article in Multi-Unit <del>Development Agreement</del> <u>Addendum</u>	Item in Franchise Disclosure Document
g. Compliance with Standards and Policies/Operating Manual	Article 9, 11.4, Article 12, 19.1.1	Not Applicable	8, 11
h. Trademarks and Proprietary Information	9.3, Article 14, 19.2, 19.3, 19.4	Not Applicable	13, 14
i. Restrictions on Products/Services Offered	12.8	Not Applicable	8
j. Warranty and Customer Service Requirements	12.7	Not Applicable	Not Applicable
k. Territorial Development and Sales Quotas	13.2	<del>Article 5</del> <u>12</u>	12
l. Ongoing Product/Service Purchases	Not Applicable	Not Applicable	8
m. Maintenance, Appearance and Remodeling Requirements	Article 9, 12.1.7, 12.1.9	Not Applicable	Item 11
n. Insurance	Article 15	Not Applicable	7
o. Advertising	12.1.8, Article 13	<del>4, 5, 8, and 9</del> <u>Not Applicable</u>	6, 11
p. Indemnification	12.4, 12.6, 15.6, 16.3.6, 21.1	<u>Not Applicable</u> <del>Article 9</del>	14
q. Owner's Participation, Management, Staffing	11.1, 11.3, 12.1.3, 12.1.4	Not Applicable	11, 15
r. Records/Reports	12.2	<del>6</del> <u>Not Applicable</u>	6
s. Inspections and Audits	12.1.5, 12.2.4, 12.9	Not Applicable	6, 11

Obligation	Section or Article in Franchise Agreement	Section or Article in Multi-Unit <del>Development Agreement</del> <u>Addendum</u>	Item in Franchise Disclosure Document
t. Transfer	Article 16	<del>Article 6</del> <u>10</u>	17
u. Renewal	Article 5	<u>11</u> <del>Not Applicable</del>	17
v. Post-Termination Obligations	Article 18	<u>Not Applicable</u> <del>Section 7.4</del>	17
w. Non-Competition Covenants	19.5	<u>Not Applicable</u> <del>Article 8</del>	17
x. Dispute Resolution	Article 20	<del>Article 10</del> <u>13, 14, and 19</u>	17
y. Guaranty	11.3, Attachment 7	Not Applicable	15

## ITEM 10: FINANCING

We do not offer direct or indirect financing. We do not guarantee any note, lease, or obligation on your behalf.

## ITEM 11: FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS AND TRAINING

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

### 1. Pre-Opening Obligations

Before you open your Franchised Business, we will:

- designate the boundaries of your territory (Franchise Agreement, Section 8.1).
- provide the That 1 Painter Manual and other manuals and training aids we designate for use in the operation of your That 1 Painter outlet, as they may be revised from time to time (Franchise Agreement, Section 10.2).
- provide a written list of equipment, signage, supplies and products that will be required to open the Franchised Business. (Franchise Agreement, Section 10.3).
- provide you with initial training at our headquarters in Austin, Texas. We will determine, in our sole discretion, whether you satisfactorily complete the initial training (Franchise Agreement, Section 7.1).
- provide you with samples or digital artwork of advertising and promotional materials for your initial marketing activities (Franchise Agreement, Section 10.4).

### 2. Time to Open

We estimate the typical length of time between the signing of the Franchise Agreement and the time you open your Franchised Business is 45 to 90 days. Before you may open, you must (a) complete our Initial Management Training Program, (b) hire and train your staff, if required, (c) acquire all equipment, computer systems, software, applications, and vehicle we require, and (d) obtain required licenses to operate the Franchised Business. This timeline assumes that you already have the requisite experience to meet the requirements to obtain a license in your Territory. Factors that may affect this time period include your ability to acquire licenses and permits and completion of required training. If you have not opened your Franchised Business within 90 days after you sign the Franchise Agreement, you must obtain our consent to extend the time to open, which we may or may not grant, at our discretion. Failure to open your Franchised Business within the original time as extended is a default of the Franchise Agreement. (Franchise Agreement, Sections 8.2).

### **3. Obligations After Opening**

During the operation of your franchise, we will:

- a. offer from time to time, in our discretion, mandatory additional training programs. If we require it, you must attend mandatory additional training and/or attend an annual business meeting or franchisee conference for up to five days each year at a location we designate. Failure to attend mandatory additional training or an annual business meeting or conference is a default of the Franchise Agreement. We reserve the right to impose a reasonable fee for tuition and/or attendance for all additional training programs, including the annual business meeting or conference with a fee from \$500 to \$5,000. You must also pay your transportation, lodging, meals and other expenses to attend any mandatory training program. If you fail to attend any mandatory training program, you are required to obtain the training at a location we designate, at your sole cost, which includes tuition at the then-current rate, plus all of your travel costs and our trainer's travel costs. (Franchise Agreement, Section 7.3).
- b. upon your request, or as we determine to be appropriate, provide remedial in-territory training and assistance. For any in-territory training, you must reimburse all costs for the services of our trainer, including but not limited to the trainer's then-current per diem fee and all travel-related expenses, such as transportation, meals and lodging (Franchise Agreement, Section 7.4).
- c. upon your request, provide individualized assistance to you within reasonable limits by telephone, video conference, electronic mail or postage service, subject at all times to availability of our personnel and in reasonable limits (Franchise Agreement, Section 7.5).
- d. from time to time, as may become available, provide you with samples or digital artwork of advertising and promotional materials (Franchise Agreement, Section 10.4).
- e. maintain the That 1 Painter website with a link to your Franchised Business contact information and completed work. (Franchise Agreement, Section 12.3.6).
- f. provide you with any written specifications for required equipment, products and services and provide you with updated lists of any approved suppliers of these items (Franchise Agreement, Section 10.5).



- g. subject to applicable law, recommend minimum and maximum prices for the services and products offered by your Franchised Business. You may provide your Franchised Business services and products at any price that you determine within our parameters. Our suggested prices are not a representation, warranty or guarantee that such prices will enhance your sales or profit (Franchise Agreement, Section 12.5,12.7).
- h. approve or disapprove of all advertising, direct mail, and other promotional material and campaigns you propose in writing to us. We will respond within 30 business days, either accepting or rejecting the proposed material and/or campaign; however, if we do not respond within 30 business days, the proposed material and/or campaign is deemed “disapproved”. (Franchise Agreement, Section 13.6); and
- i. approve your office location, if you choose to relocate to commercial premises, which approval is in our sole discretion (Franchise Agreement, Section 10.1).

#### 4. **Advertising**

##### **Local Advertising** (Franchise Agreement, Sections 13.2, 13.5 and 13.6)

Your initial campaign will include establishing a social media presence in accordance with our standard Grand Opening. You are required to spend between \$10,000 and \$15,000 per Territory during the 90 days prior to the launch of your business or 90 days following the launch of your business. This is in addition to the required \$3,000 monthly local ad expenditure after the launch of your business. While we do not currently collect this amount, both us and our affiliate reserve the right to collect it in the future. You are also responsible for paying us a Marketing Development Fee of \$5,000 per Territory to cover initial webpage development, localized SEO, customized graphics and design, custom ad development and copy, ~~and custom video for your location~~. We reserve the right to collect some or all of your grand opening funds and/or your Local Advertising expenditure and implement grand opening campaign activities and/or Local Advertising on your behalf.

You are required to spend a minimum of \$3,000 per month on local advertising and marketing during the first year of operation. Thereafter you must spend the greater of \$3,000 per month or 4% of gross revenue. We may increase your minimum local advertising expenditure, in our reasonable discretion. Upon our request, you must furnish us with a quarterly report and documentation of local advertising expenditures during the previous calendar quarter.

You will pay our affiliate a Local Advertising Management Fee for the management and administration of your Local Advertising in conjunction with your local advertising suppliers. The Local Advertising Management Fee is \$500 per month per outlet. If you are a multi-unit developer and your all your outlets are operated out of one central location, the Local Advertising Management Fee for each outlet after the first will be \$300 per month per outlet.

You may develop advertising materials for your own use at your own cost, and you may use marketing materials that we may offer to you from time to time. You may not use any advertising or marketing materials, including press releases, unless they have been approved in advance in writing by us, which approval may be withheld in our discretion. We will respond to your request for approval within 30 business days; however, if we do not respond within 30 business days, the proposed advertising or marketing material is deemed “disapproved”.



You must list the Franchised Business in local business directories, including, but not limited to, listings on Internet search engines. If feasible, you may do cooperative advertising with other That 1 Painter franchisees in your area, with our prior written approval. You may not maintain any business profile on Facebook, Twitter, LinkedIn, YouTube or any other social media and/or networking site without our prior written approval.

### **System-wide Brand Fund** (Franchise Agreement, Section 13.3)

You are required to contribute to the Brand Development Fund 2% Gross Revenue per week, which may be increased to up to 3% Gross Revenue per week, in our reasonable discretion. Each That 1 Painter outlet operated by our affiliate or us will contribute to the Brand Development Fund on the same basis as System franchisees. Depending on the year a franchisee executed their franchise agreement, they may be required to contribute different amounts than you.

The Brand Development Fund is administered by our accounting and marketing personnel. We may use Brand Development Fund contributions to pay any and all costs for the development, production and placement of advertising, marketing, promotional and public relations materials and programs. We may also use Brand Development Fund contributions to pay any and all costs of marketing seminars and training programs, market research, soliciting National Accounts, services of advertising and/or public relations agencies, and website development and maintenance. We may further use Brand Development Fund contributions to pay our costs (including personnel and other administrative costs) for advertising that is administered by us or prepared by us, as well as for administration and direction of the Brand Development Fund. The Brand Fund and its earnings shall not otherwise inure to our benefit except that any resulting technology and intellectual property shall be deemed our property.

The Brand Development Fund will not be used to defray any of our other general operating expenses. Brand Development Fund contributions will not be used to solicit new franchise sales; provided however, we reserve the right to include "Franchises Available" or similar language and contact information in advertising produced with Brand Development Fund contributions.

The Brand Development Fund collects and expends the Brand Development Fund contributions for the benefit of the System as a whole. We reserve the right to use the Brand Development Fund contributions to place advertising in national, regional or local media (including broadcast, print, or other media) and to conduct marketing campaigns through any channel, in our discretion, including but not limited to, Internet and direct-mail campaigns. We have no obligation, however, to place advertising or conduct marketing campaigns in any particular area, including the Territory where your Franchised Business is located.

We have no obligation to make expenditures that are equivalent or proportionate to your Brand Development Fund contribution or to ensure that you benefit directly or pro rata from the production or placement of advertising from the Brand Development Fund.

The Brand Development Fund is not audited. An annual unaudited financial statement of the Brand Development Fund is available to any franchisee upon written request.

If we spend more or less than the total of all contributions to the Brand Development Fund in any fiscal year, we may carry forward any surplus or deficit to the next fiscal year.

In the calendar year ended December 31, 2022~~2023~~, Brand Development Fund contributions were spent as follows: ~~7.5% toward marketing, 80.7% toward~~(i) 68% towards administrative expenses

(payroll); (ii) 26% towards advertising; (iii) 3% on software; (iv) 1.5% on dues and health insurance); 6.4% towards subscriptions; and (v) 1.5% on website and email, and 5.4% toward subscriptions and licenses. None of the Brand Development Fund was used principally for the solicitation of franchise sales.

Although the Brand Development Fund is intended to be of perpetual duration, we may terminate it at any time and for any reason or no reason. We will not terminate the Brand Development Fund, however, until all monies in the Brand Development Fund have been spent for advertising or promotional purposes or returned to contributors, without interest, on the basis of their respective contributions.

### **Regional Advertising (Franchise Agreement, Section 13.4)**

Currently, our System has no regional advertising fund or cooperative. However, we may decide to establish a regional fund or cooperative in the future and your participation may be mandatory, in our sole discretion. A regional cooperative will be comprised of all franchised That 1 Painter outlets in a designated geographic area. Our affiliate-owned outlets may participate in a regional cooperative, in our sole discretion. Each That 1 Painter outlet will have one vote in the cooperative. We will determine in advance how each cooperative will be organized and governed. We have the right to form, dissolve, merge or change the structure of the cooperatives. If a cooperative is established during the term of your Franchise Agreement, you must sign all documents we request and become a member of the cooperative according to the terms of the documents. Currently, there are no governing documents available for your review.

If we establish a regional advertising fund or cooperative, you must contribute amounts we require. Your contributions to a regional advertising fund or cooperative will be in addition to your required contributions to the Brand Fund; however, contributions made by you to a regional advertising fund or cooperative will be credited against up to one-half of your required expenditures for local advertising. Fees for the cooperative will not to exceed one-half of the Local Advertising requirement or your pro-rata share of actual cooperative advertising costs, whichever is greater.

### **Advertising Council (Franchise Agreement, Section 9.5)**

We do not have an advertising council composed of franchisees that advises us on advertising policies. The Franchise Agreement gives us the right, in our discretion, to create a franchisee advisory council to communicate ideas, including proposed advertising policies. If created, we will determine in advance how franchisees are selected to the council, which may include factors such as a franchisee's level of success, superior performance and profitability. We reserve the right to change or dissolve the council at any time.

## **5. Computer Systems (Franchise Agreement, Section 12.3)**

You are required to have an internet-capable laptop computer, smartphone, tablet, or an iPad that can operate the latest versions of software and computer platforms we require. You will also need House Call Pro. The cost of purchasing the required software is ~~\$325~~\$500 to \$1,000. The current software access fees are approximately \$800 per month, subject to increase by the vendor.

There are no contractual limitations on the frequency and cost of upgrades and/or updates to the above-described systems. We may in the future modify or establish other service performance or revenue reporting systems, as we deem appropriate, for the accurate and expeditious reporting of

Gross Revenue and delivery of our products and services. You must fully cooperate in implementing any such modifications at your expense.

We have no obligation to maintain, repair, update or upgrade your computer hardware and software. At your cost, you must provide on-going maintenance and repairs to your computer hardware and software. You must upgrade your computer hardware and software as necessary to operate the most current version of our System requirements. The cost of maintaining, updating, and upgrading your computer hardware and software is approximately ~~\$500~~1,000 to ~~\$1,000~~500 for any five-year period.

We reserve the right to have remote and independent access to all information generated by and stored in your computer system, including your revenue information and customer data. There are no contractual limitations on our right to have full access to this information. At our option, we may retrieve, download, analyze and store such information and data at any time. Upon our request, you must sign any documents we require to allow us to independently and electronically access and retrieve the information stored in your computer system. We own all client data stored in your computer system.

## 6. Table of Contents of Operations Manual

The Table of Contents of our Operations Manual, current as of the date of this Disclosure Document is attached as Exhibit E. The Operations Manual ~~has a total 456~~contains approximately 600 pages plus videos.

## 7. Training (Franchise Agreement, Article 7)

You (if the franchisee is an individual) or all of your owners (if the franchisee is a business entity) and your general manager or location operator must complete our Initial Management Training Program, to our satisfaction, before opening your Franchised Business. We will train you at our headquarters in Austin, Texas-, or other location determined by us.

### TRAINING PROGRAM

SUBJECT	HOURS OF VIRTUAL TRAINING	HOURS OF CLASSROOM TRAINING	LOCATION
Orientation <u>&amp; Introduction to System</u>	<del>1 hour</del> <u>2</u>	<del>1 hour</del> <u>5</u>	Austin, Texas / <u>Online</u>
<del>Compliance</del>	<del>1 hour</del>	<del>1 hour</del>	<del>Austin, Texas</del>
<del>Pre-Opening</del>	<del>3 hours</del>	<del>1 hour</del>	<del>Austin, Texas</del>
<del>That 1 Painter—Software</del>	<del>3 hours</del>	<del>1 hour</del>	<del>Austin, Texas</del>
<del>Operations—Admin</del>	<del>2 hours</del>	<del>0 hours</del>	<del>Austin, Texas</del>
<del>Operations—Project Mgr</del>	<del>3 hours</del>	<del>4 hours</del>	<del>Austin, Texas</del>
<del>Operations—Estimating &amp; Sales</del>	<del>3 hours</del> <u>13</u>	<del>3 hours</del> <u>8.5</u>	Austin, Texas / <u>Online</u>

<del>Operations – Sales</del> <u>Project Management</u>	<del>2 hours</del>	<del>3 hours</del> <u>7</u>	Austin, Texas / <u>Online</u>
<del>Operations – Crew</del>	<del>2 hours</del>	<del>1 hour</del>	Austin, Texas / <u>Online</u>
<del>Operations – Services</del>	<del>3 hours</del>	<del>1 hour</del>	<u>Austin, Texas</u>
Managing the Business	<del>3 hours</del> <u>5</u>	<del>1 hour</del> <u>2</u>	Austin, Texas / <u>Online</u>
Human Resources	<del>1 hour</del> <u>3</u>	<del>0 hours</del> <u>1</u>	Austin, Texas / <u>Online</u>
<u>Compliance</u>	<u>1</u>	<u>0</u>	<u>Online</u>
<u>Administration</u>	<u>2</u>	<u>0</u>	<u>Online</u>
<u>Vendors, Suppliers, and Resources</u>	<u>12</u>	<u>0</u>	<u>Online</u>
<u>General Education on Services</u>	<u>18</u>	<u>3</u>	<u>Online</u>
<u>General Education on Products</u>	<u>7</u>	<u>0</u>	<u>Online</u>
Marketing & Advertising	<del>3 hours</del> <u>2</u>	<del>1 hour</del> <u>0</u>	<u>Austin, Texas</u> <u>Online</u>
Safety & Security	<del>1 hour</del>	<del>0 hours</del>	<u>Austin, Texas</u> <u>Online</u>
<b>TOTAL</b>	<b><del>34</del><u>70</u> Hours</b>	<b><del>48</del><u>24</u> Hours</b>	

We periodically conduct our Initial Management Training Program throughout the year, as needed.

~~Our~~The training program is overseen by: (i) our CEO and Founder, Steven Montgomery, who has been with us since our inception and has over 13 years' of experience in the industry; (ii) our Chief Growth Officer, Allan Alarcon, ~~oversee the training program. Steven Montgomery has owned who has been with us since 2021 and operated That~~our affiliate since 2019, and has 4 years' of experience in the industry; (iii) our CSO, Sean Bush, who has been with us since 2023 and has 1 Painter since 2011. Allan has worked exclusively with year of experience in the That industry; and (iv) our VP of Operations, Tim Lovett, who has been with us since 2023 and has 1 Painter brand since 2019. He has years of experience with customer service, sales, regional management, and business year of experience in the industry.

Our training materials consist of videos, reference books, worksheets, and forms and/or our Operations Manual. You will receive both classroom instruction and hands-on training. You may not commence operation of the Franchised Business unless and until we determine that you have successfully completed the Initial Management Training Program.

Our current fee to provide initial training is \$1,500 per person. Typically, 1-2 trainees attend the training program per territory. The cost of our instructors and training materials and up to three days on-site training are included in this Initial Training Fee. You must pay for all of travel and personal expenses, including, but not limited to, all costs for your transportation and most meals for yourself and your personnel. ~~If you are a multi-unit developer with a Regional Director, we will provide two weeks of training for the Regional Director at no cost to you. Additionally, we also offer an optional 2-week commercial training program that costs \$10,000 per person.~~

If you purchase the right to operate in five or more territories, you are required to retain a Regional Director to manage all local territory managers and that Regional Director will be required to complete an additional week of training at our headquarters at a cost of \$3,500 per person.

If you do not complete our Initial Management Training Program to our satisfaction, we reserve the right to require retraining at your expense or terminate the Franchise Agreement.

We may conduct mandatory additional training programs, including an annual conference or national business meeting. If we require it, you or your location operator must attend mandatory additional training and/or attend an annual business meeting or franchisee conference for up to 10 days each year at a location we designate. Failure to attend mandatory additional training or an annual business meeting or conference is a default of the Franchise Agreement. We reserve the right to impose a reasonable fee for tuition and/or attendance for all additional training programs, including the annual business meeting or conference with a fee from \$500 to \$5,000. You must also pay your transportation, lodging, meals, and other expenses to attend any mandatory training program. If you fail to attend any mandatory training program, you are required to obtain the training at a location we designate, at your sole cost, which includes tuition at the then-current rate, plus all of your travel costs and our trainer's travel costs.

## **ITEM 12: TERRITORY**

Under the Franchise Agreement, you have the right to establish and operate one That 1 Painter outlet within a limited ~~protected~~ territory (the "~~Protected Area~~Territory"). Your ~~Protected Area~~Territory is located in all or a portion of a listed town, city, or county, and is identified by a group of contiguous zip codes. The ~~Protected Area~~Territory is determined on an individual basis taking into account demographics, minimum numbers of households, geographic terrain and market potential. Your ~~Protected Area~~Territory will have a population of approximately 200,000, based on the most recent census data and determined by a third-party mapping service. Your ~~Protected Area~~Territory will be defined and attached to your Franchise Agreement as Attachment 3.

You will not receive an exclusive territory. You may face competition from other franchisees, from outlets that we own, or from other channels of distribution or competitive brands that we control.

During the term of your Franchise Agreement, and provided that you are not in default of your Franchise Agreement, we will not open another That 1 Painter outlet or grant the right to anyone else to open a That 1 Painter outlet within the ~~Protected Area~~Territory. However, notwithstanding this limited protection right we grant to you, we reserve all rights to sell, either directly or through others, our products and services under the Marks in the ~~Protected Area~~Territory (a) through alternative distribution channels, as discussed below, (b) to pre-existing clients, and/or (c) at the request of a referral source.

~~If you sign a Multi-Unit Development Agreement, you will not receive an exclusive development area. You may face competition from other franchisees, from outlets that we own, or from other channels of distribution or competitive brands that we control. During the term of your Multi-Unit Development Agreement, provided that you are not in default of your Agreement or development schedule, we will not open another That 1 Painter outlet or grant the right to anyone else to open a That 1 Painter outlet within your development area until the expiration or sooner termination of your Multi-Unit Development Agreement.~~

If you enter into a Multi-Unit Addendum, you will have the right to open and operate a mutually agreed upon number of Franchised Businesses, each with its own Territory. The total number of Franchised Businesses to be opened under your Multi-Unit Addendum and the Territory for each

Franchised Business will be dependent upon a number of factors such as: (i) your financial and operational abilities to operate multiple Franchised Businesses simultaneously; (ii) the location and demographics of the general area where we mutually agree you will be opening these Franchised Businesses; and (iii) other factors that we deem relevant at our sole discretion.

You must simultaneously execute a Franchise Agreement for each Franchised Business that we grant you the right to open under your Multi-Unit Addendum. Your Territory for each Franchised Business under your Multi-Unit Addendum will typically be contiguous geographic areas and you may operate all of the Franchised Businesses under your Multi-Unit Addendum from a home office.

However, notwithstanding this limited protection right we grant to you, we reserve all rights to sell our products and services under the Mark in the development area through alternative distribution channels, as discussed below. We will approve the territory of each future That 1 Painter outlet to be opened under the Multi-Unit ~~Development Agreement~~Addendum based on our then-current site criteria.

You are required to meet the following minimum revenue requirements (per Territory) that are set forth in Attachment 4 of the Franchise Agreement:

<u>Minimum Revenue Requirement (Per Territory)</u>				
YEAR 1	YEAR 2	YEARS 3-5	YEARS 6-7	YEARS 8-10 (and renewal term)
\$400,000	\$500,000	\$600,000	\$750,000	\$1,000,000

If you do not meet these minimum requirements, we have the right to (i) reduce the size of your Territory~~or, (ii) terminate your Franchise Agreement, or (iii) require you to attend, at your own expense, additional training.~~ There is no other market penetration or other contingency that will affect your right to operate in your ~~Protected Area~~Territory during the term of your Franchise Agreement, unless you are in default of your obligations to us. The time periods set forth above start from the time you open your That 1 Painter outlet.

The Franchise Agreement grants you no options, rights of first refusal or similar rights to acquire additional franchises within the ~~Protected Area~~Territory or contiguous territories. We may, but have no obligation to, consider granting to you the right to establish additional That 1 Painter outlets under other franchise agreements if you are in compliance with the Franchise Agreement and propose to open another That 1 Painter Franchise in an area and at a location we approve.

The Franchise Agreement entitles you to operate from an office in your home. You may not change the location of your Franchised Business office, except in accordance with the requirements of Section 8.3 of the Franchise Agreement. You may only relocate the Franchised Business office with our consent. We consider the general location, neighborhood and demographic characteristics of the area when approving a site. You are required to remove all identifying signs and property from the original office location.

We reserve all rights not expressly granted in the Franchise Agreement. For example, we or our affiliates may own, operate, or authorize others to own or operate That 1 Painter outlets outside of the ~~Protected Area~~Territory and may operate other kinds of businesses within the ~~Protected Area~~Territory. Although we do not currently do so and have no plans to do so, we and our affiliates may own, acquire, conduct, or authorize others to conduct, any form of business at any location selling any type of product or service not offered under the Marks, including a product or service



similar to those you will sell at your Franchised Business. We reserve the right to merge with, acquire, or be acquired by, an existing competitive or non-competitive franchise network, chain, or other business; however, we will not convert any acquired business in your Territory to a franchise using our primary trademarks during the Term of your Franchise Agreement.

We also reserve the right to solicit, sell to, ~~negotiated~~negotiate rates with, and service real estate developers that conduct business across multiple areas or have multiple locations either regionally or nationally, such as brokerage firms, builders, property management companies, or residential developers ("Commercial Accounts"). We may offer you the first right to service Commercial Accounts in your ~~Protected Area~~Territory, provided that you accept the negotiated terms.

We reserve the rights to offer (a) other services and products not offered under the Marks, (b) other residential and commercial painting or cosmetic repair concepts or products under the Marks or other trademarks, and (c) products or services through other channels of distribution in the ~~Protected Area~~Territory including, but not limited to, co-branding with other residential or commercial painting and/or cosmetic repair businesses, and products offered through retail stores, the internet or direct marketing ("Alternate Channels of Distribution"). You will receive no compensation for our sales through Alternative Distribution Channels in the Market Area.

Neither we nor any parent or affiliate has established, or presently intends to establish, other franchised or company-owned businesses which sell our products or services under a different trade name or trademark, but we have the right to do so in the future, without first obtaining your consent.

You may not use Alternative Distribution Channels to make sales inside or outside your ~~Protected Area~~Territory; however, we will include a listing on our website of your That 1 Painter Franchised Business contact information.


You may only solicit sales from customers in your ~~Protected Area~~Territory. Your local advertising must target customers in your ~~Protected Area~~Territory, although the reach of your local advertising may extend beyond your ~~Protected Area~~Territory.

You may service a customer located outside of your ~~Protected Area~~Territory, provided that (a) the customer is a prior client of yours and solicited your service to provide commercial or residential painting and/or cosmetic repair services of a property located outside of the ~~Protected Area~~Territory or (b) a referral source in your ~~Protected Area~~Territory requests that you perform commercial or residential painting and/or cosmetic repair services at a property located outside of the ~~Protected Area~~Territory. You can do business by word-of-mouth referral or for commercial work outside of their territory even if it is in another franchisee's territory if you otherwise obtain our prior approval.

### **ITEM 13: TRADEMARKS**

That 1 Painter Holdings LLC ("Licensor") is the owner of the Marks and has granted us the exclusive right to use the Marks and license to others the right to use the Marks in the operation of a That 1 Painter outlet in accordance with the System. The Franchise Agreement will license to you the right to operate your Franchised Business under the That 1 Painter Marks, as described below (the "Principal Marks").

Licensor has registered the following Principal Marks with the United States Patent and Trademark Office:

Mark	Registration Number	Registration Date	Register
 THAT 1 PAINTER	6,612,060	January 11, 2022	Principal
THAT 1 PAINTER	6,612,059	January 11, 2022	Principal

Licensor has filed all required affidavits. No registrations have been required to be renewed as of the date of this disclosure document; however, Licensor has filed with the United States Patent and Trademark Office all required maintenance for the above Marks.

You must notify us immediately when you learn about an infringement of or challenge to your use of the Principal Marks or other Marks. Licensor and we will take any action we think appropriate and, if you have given us timely notice and are in full compliance with the Franchise Agreement, we will indemnify you for all expenses and damages arising from any claim challenging your authorized use of the Principal Marks or other Marks. Licensor and we have the right to control any administrative proceedings or litigation involving the Principal Marks or other Mark licensed by us to you. You must cooperate fully with Licensor and us in defending and/or settling the litigation.

We reserve the right to substitute different Marks if we can no longer use the current Marks, or if we determine that substitution of different Marks will be beneficial to the System. In such event, we may require you, at your expense, to modify or stop using any Mark, including the Principal Marks, or to use one or more additional or substitute Marks.

You must not directly or indirectly contest Licensor's right, or our right, to the Principal Marks or other Marks.

There are no currently effective material determinations of the United States Patent and Trademark Office, the Trademark Trial and Appeals Board, the Trademark Administration of any state, or any court relating to the Marks. There is no pending infringement, opposition or cancellation. There is no pending material federal or state court litigation involving the Principal Marks or other Marks.

There are no currently effective agreements that significantly limit Licensor's or our rights to use or license the use of the Principal Marks or other Marks in a manner material to the franchise.

Our license agreement with Licensor gives us broad rights to use the Marks in connection with the operation of the That 1 Painter franchise System, and to sublicense to franchisees the right to use the Marks, in strict accordance with our Franchise Agreement.

~~As of the date of this Disclosure Document, we~~We know of no superior prior rights or infringing uses that could materially affect your use of the Principal Marks.

#### **ITEM 14: PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION**



We hold no patents and have no pending patent applications that are material to the franchise. We have registered no copyright with the United States Copyright Office. However, we claim copyrights on certain forms, advertisements, promotional materials and other written materials. We also claim copyrights and other proprietary rights in our Operations Manual and the contents of our website.

There are no current material determinations of, or proceedings pending in, the United States Patent and Trademark Office, the U.S. Copyright Office, or any court regarding any of our copyrights discussed above.

There are no agreements currently in effect that limit your right to use any of our copyrights. As of the date of this Disclosure Document, we are unaware of any infringing uses of or superior previous rights to any of our copyrights that could materially affect your use of them.

You must notify us immediately when you learn about an infringement of or challenge to your use of our copyrights. We will take any action we think appropriate and, if you have given us timely notice and are in full compliance with the Franchise Agreement, we will indemnify you for all expenses and damages arising from any claim challenging your authorized use of our copyrights. We have the right to control any administrative proceedings or litigation involving our copyrights licensed by us to you. You must cooperate fully with us in defending and/or settling the litigation.

If you develop any new concept, process, product, service, or improvement ("Improvement") in the operation or promotion of the Franchised Business, you are required promptly notify us and provide us with all requested information relate to the Improvement and sign all documents necessary for us to obtain full proprietary rights to the Improvement. We have no obligation to compensate you for the Improvement or for any cost you incur to sign over your rights to the Improvement to us.

During the term of the Franchise Agreement, you may have access to and become acquainted with our trade secrets, including, but not limited to, methods, processes, customer lists, vendor partnerships and/or relationships, sales and technical information, costs, product prices and names, software tools and applications, website and/or email design, products, services, equipment, technologies and procedures relating to the operation of your Franchised Business; systems of operation, services, programs, products, procedures, policies, standards, techniques, requirements and specifications which are part of the System; the Operations Manual; methods of advertising and promotion; instructional materials; marketing plans, business methods, research, development or know-how, any other information which we may or may not specifically designate as "confidential" or "proprietary", and the components of our System whether or not such information is protected or protectable by patent, copyright, trade secret or other proprietary rights (collectively called the "Confidential Information"). You agree that you will take all reasonable measures to maintain the confidentiality of all Confidential Information in your possession or control and that all such Confidential Information and trade secrets shall remain our exclusive property. You may never during the Initial Term, any Renewal Term, or after the Franchise Agreement expires or is terminated reveal any of our confidential information to another person or use it for any other person or business. You may not copy any of our Confidential Information or give it to a third party except as we authorize in writing to you prior to any dissemination. Any and all of your personnel who have access to our Confidential Information must sign our Confidentiality/Non-Competition Agreement (Franchise Agreement, Attachment 9).

You must promptly tell us when you learn about unauthorized use of any Confidential Information. We are not obligated to take any action, but will respond to this information as we think appropriate.

We will indemnify you for losses brought by a third party concerning your use, in strict compliance with the Franchise Agreement, of the Confidential Information.

We reserve the right to modify or discontinue using the subject matter covered by a patent or copyright. In such event, we may require you, at your expense, to modify or discontinue using the subject matter in the operation of your Franchised Business.

#### **ITEM 15: OBLIGATIONS OF THE FRANCHISEE TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS**

The Franchise Agreement requires that you personally supervise and manage the day-to-day operation of your Franchised Business. ~~You may not appoint a non-owner manager of your Franchised Business unless you receive our prior written approval.~~ Upon approval, your manager must successfully complete our Initial Business Training Program and all other training courses we require. Your manager must devote their full-time and best efforts to the job and cannot have an interest or business relationship with any of our competitors. If the franchisee is a business entity, your manager is not required to have an equity interest in the franchisee entity but must otherwise meet our approval.

If you are a multi-unit developer of five or more outlets, with our prior written approval, you may appoint a non-owner "Regional Director" to ~~manager you manage your~~ Franchised Businesses. However, you also have the ability to serve as the Regional Director under this model as well.

Your manager and all other personnel who will have access to our proprietary and Confidential Information and training must sign our Non-Disclosure/Non-Competition Agreement, which is attached to our Franchise Agreement as Attachment 9. If your Franchised Business is owned by an entity, all owners of the entity must personally sign the Franchise Agreement as a Principal. If you are a married individual, your spouse must sign our Personal Guaranty, which is attached to our Franchise Agreement as Attachment 7.

#### **ITEM 16: RESTRICTION ON WHAT FRANCHISEE MAY SELL**

You may only offer and sell the products and services that are part of the System, and the services and products which we incorporate into the System in the future. You may only offer products and services that we have previously approved and for which you are qualified to provide.

You may not use our Marks for any other business, and you may not conduct any other business at or through your Franchised Business operations or office. You cannot engage in any other business that competes with your Franchised Business, with us or our affiliates, or with That 1 Painter outlets owned by other franchisees, whether such business is inside or outside of the Territory.

We may add to, delete from or modify the products and services that you can and must offer. You must abide by any additions, deletions and modifications. There are no other limits on our rights to make these changes.

You may only sell products and services in the manner we prescribe. You may only solicit sales from customers in your ~~Protected Area Territory~~. Your local advertising must target customers in your ~~Protected Area Territory~~, although the reach of your local advertising may extend beyond your ~~Protected Area Territory~~.

## ITEM 17: RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION

### THE FRANCHISE RELATIONSHIP

This table lists certain important provisions of the franchise 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	Art. 4	Term is 10 years
b.	Renewal or extension of the Term	Art. 5	If you are in good standing as defined below, you can sign a successor agreement for an additional term of 10 years, unless we have determined, in our sole discretion, to withdraw from the geographical area where your Franchise is located.
c.	Requirements for franchisee to renew or extend	Sections 5.1 and 5.2	<p>Be in full compliance, have no more than five events of default during current term, provide written notice to us at least ten months before the end of the term, execute a new franchise agreement, pay us a Successor Agreement Fee of 10% of the then-current initial franchise fee, repair, upgrade or replace the equipment and other Franchised Business assets to meet then-current specifications, execute a general release, comply with then-current qualifications and training requirements, including completion of additional training, subject to state law.</p> <p>You may be asked to sign a new Franchise Agreement with materially different terms and conditions than your original Franchise Agreement.</p>
d.	Termination by franchisee	None	The Franchise Agreement does not give you any right to terminate. You may seek termination upon any grounds permitted by law.
e.	Termination by franchisor without cause	Section 16.7	The Franchise Agreement will terminate upon your death or permanent disability that causes you to be unable to operate/manage and the Franchise must be transferred within six months to a replacement franchisee that we approve
f.	Termination by franchisor with cause	Article 17	We may terminate only if you default, subject to state law. The Franchise Agreement describes defaults throughout. Please read it carefully.
g.	"Cause" defined – curable defaults	Section 17.3	You have 10 days to cure non-payments and any other defaults (except for non-curable defaults listed in the Franchise Agreement and described in h. immediately below).
h.	"Cause" defined - non-curable defaults	Sections 17.1 and 17.2	The Franchise Agreement will terminate automatically, without notice for the following defaults: insolvency; bankruptcy; written admission of inability to pay debts;

	Provision	Section in Franchise Agreement	Summary
			<p>receivership; levy; composition with creditors; unsatisfied final judgment for more than 15 days; or foreclosure proceeding that is not disclosed within 15 days.</p> <p>We may terminate the Franchise Agreement upon notice to you if you: do not obtain required licenses and permits and/or open the Franchised Business within required time frames; falsify any report to us; fail to operate for a period of 15 consecutive days or more; fail to comply with applicable laws; understate Gross Revenue; fail to comply with insurance and indemnification requirements; attempt a transfer in violation of the Franchise Agreement; fail, or your legal representative fails to transfer as required upon your death or permanent disability; misrepresent or omit a material fact in applying for the Franchise; are convicted or plead no contest to a felony or crime that could damage the goodwill or reputation of the Marks or the System; receive an adverse judgment in any proceeding involving allegations of fraud, racketeering or improper trade practices or similar claim that could damage the goodwill or reputation of the Marks or the System; conceal revenues or maintain false books; create a threat or danger to public health or safety; refuse an inspection or audit by us; use the Marks, copyrighted material or Confidential Information in an unauthorized manner; make an unauthorized disclosure of Confidential Information; fail to comply with non-competition covenants; default in the performance of your obligations two or more times during the term or receive two or more default notices in any 12-month period regardless if they were timely cured; default under any other agreement with us or our affiliate; have insufficient funds to honor a check or EFT two or more times within any 12-month period; fails to meet Minimum Performance Standards; or terminate the Franchise Agreement without cause.</p>
i.	Franchisee's obligations on termination/ non-renewal	Article 18	<p>Upon termination, you must: cease operations; cease to identify yourself as a That 1 Painter franchisee; cease to use the Marks; cancel any assumed name registration that contains any Mark; pay us and our affiliates all sums owing; pay us any damages, costs or expenses we incur in obtaining any remedy for any violation of the Franchise Agreement by you, including, but not limited to attorney's fees; deliver to</p>

	Provision	Section in Franchise Agreement	Summary
			us all Confidential Information, the Operations Manual and all records and files related to your Franchised Business; comply with the non-disclosure and non-competition covenants; pay liquidated damages; sell to us, at our option, all fixtures, equipment, inventory and supplies of your Franchised Business; and assign, at our option, your telephone numbers, directory and internet listings, social media and software accounts.
j.	Assignment of contract by franchisor	Section 16.1.1	No restrictions on our right to assign.
k.	"Transfer" by franchisee defined	Section 16.3	Any assignment, sale, transfer, gift, devise or encumbrance of any interest in the Franchise Agreement, the Franchised Business, any assets of the Franchised Business, or in the Franchisee (if the Franchisee is a business entity).
l.	Franchisor approval of transfer by franchisee	Section 16.3	No transfer is allowed without our consent, which we will not unreasonably withhold.
m.	Conditions for franchisor approval of a transfer	Section 16.3 and 16.4	<p>Conditions include: our decision not to exercise our right of first refusal; transferee meets our then-current standards for qualifying franchisees; transferee signs our then-current form of Franchise Agreement, which may have materially different terms from your Franchise Agreement; transferee successfully completes our Initial Management Training Program; you have paid us and third-party creditors all amounts owed; you and the transferee sign a General Release in the form of Attachment 5 to the Franchise Agreement; you shall subordinate any claims you have against the transferee to us; our approval of the material terms and conditions of the transfer; and payment of a transfer fee equal to <del>25</del><u>20</u>% of the then-current initial franchise fee <del>or plus any broker or other third party costs.</del></p> <p><u>If you engage us or our affiliate to assist in the resale of your business, then you will pay us an additional 10% of the then-current initial franchise fee for, plus the applicable transfer to an existing franchisee in good standing fee set forth above.</u></p>

	<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
n.	Franchisor's right of first refusal to acquire franchisee's business	Section 16.6	You must promptly notify us of any written offer to purchase your Franchise. We have 15 days to exercise our first right to buy it on the same terms and conditions, provided that (a) we may substitute cash for any other consideration, (b) we may pay the entire purchase price at closing, (c) our credit is deemed as good as the proposed purchaser, (d) we have at least 30 days to close and (e) you shall give us all customary seller's representations and warranties.
o.	Franchisor's option to purchase franchisee's business	Section 18.2	Upon termination of the Franchise Agreement, we have the option to purchase your equipment, signs, advertising materials, supplies and inventory at your cost or fair market value, whichever is less.
p.	Death or disability of franchisee	Sections 16.3, 16.4 and 16.7	The Franchise Agreement will terminate upon your death or permanent disability, and the Franchise must be transferred within six months to a replacement franchisee that we approve.
q.	Non-competition covenants during the term of the franchise	Section 19.5.1	You may not: divert, or attempt to divert, customers or referral sources of any That 1 Painter outlet (including yours) to any competitor, participate in any capacity, including, but not limited to as an owner, investor, officer, director, employee or agent, in any competing business; do any act that could damage the goodwill of the Marks or System, or disrupt or jeopardize our business or that of our franchisees. Subject to state law.
r.	Non-competition covenants after the franchise is terminated or expires	Section 19.5.2	For 24 months after the termination of the Franchise Agreement, you may not: divert, or attempt to divert, customers or referral sources of any That 1 Painter business (including yours) to any competitor, participate in any capacity, including, but not limited to as an owner, investor, officer, director, employee or agent, in any competing business within 25 miles of your former That 1 Painter Territory or any other That 1 Painter office location; do any act that could damage the goodwill of the Marks or System, or disrupt or jeopardize our business or that of our franchisees. Subject to state law.
s.	Modification of the agreement	Sections 9.4, 14.6, 19.1.4 and 21.4	No oral modifications generally, but we may change the Operations Manual and System standards at any time. You may be required to implement these changes at your own costs. We have the right to modify our Marks at any time upon written notice to you.

	Provision	Section in Franchise Agreement	Summary
t.	Integration/merger clause	Section 21.4	Only the terms of the Franchise Agreement and other related written agreements are binding (subject to applicable state law.) Any representations or promises outside of the disclosure document and Franchise Agreement may not be enforceable. Notwithstanding the foregoing, nothing in any Franchise Agreement is intended to disclaim the express representations made in this Franchise Disclosure Document.
u.	Dispute resolution by arbitration or mediation	Sections 20.1 and 20.2	At our option, claims that are not resolved internally may be submitted to non-binding mediation at our headquarters, subject to state law.
v.	Choice of forum	Section 20.3	Litigation takes place in Texas, subject to applicable state law.
w.	Choice of law	Section 20.3	Texas law applies, subject to applicable state law.

**THE FRANCHISE RELATIONSHIP**  
**(UNDER THE MULTI-UNIT ~~DEVELOPMENT AGREEMENT~~ ADDENDUM)**

This table lists certain important provisions of the multi-unit ~~development agreement~~addendum. You should read these provisions in the agreement attached to this disclosure document.

	Provision	Section in Multi-Unit <del>Development Agreement</del> <u>Addendum</u>	Summary
a.	Length of the franchise term	<del>Art. 43</del>	As determined by you and us based on the number of That 1 Painter <del>outlets</del> <u>Territories</u> you are <del>obligated</del> to develop.
b.	Renewal or extension of the Term	Not Applicable	Not Applicable
c.	Requirements for franchisee to renew or extend	Not Applicable	Not Applicable
d.	Termination by franchisee	Not Applicable	Not Applicable ( <u>Subject to State Law</u> )
e.	Termination by franchisor without cause	<del>Not Applicable</del> <u>Section 6.6</u>	<del>The Multi-Unit Development Agreement will terminate automatically upon your death or permanent disability, unless prohibited by law and the Development Rights are transferred within 6 months to a replacement developer that we approve.</del> <u>Not Applicable</u>
f.	Termination by franchisor with cause	<del>Article 7</del> <u>17</u>	We may terminate only if you default. <del>The Multi-Unit Development Agreement describes defaults throughout. Please read it carefully, and fail to cure within 30 days.</del>



	Provision	Section in Multi-Unit Development AgreementAddendum	Summary
g.	"Cause" defined – curable defaults	<u>Section 7.317</u>	<u>You have five days to cure non-payments and any other defaults (except for non-curable defaults listed in the Multi-Unit Development Agreement and described in h. immediately below). If you breach the Addendum and fail to cure within 30 days or you breach any Franchise Agreement executed in connection with the addendum and we terminate that Franchise Agreement as a result of your failure to cure as set forth in that Franchise Agreement.</u>
h.	"Cause" defined - non-curable defaults	<u>Sections 7.1 and 7.2</u> <u>Not Applicable</u>	<u>The Multi-Unit Development Agreement will terminate automatically, without notice for the following defaults: insolvency; bankruptcy; written admission of inability to pay debts; receivership; levy; composition with creditors; unsatisfied final judgment for more than 30 days; or foreclosure proceeding that is not dismissed within 30 days. We may terminate the Multi-Unit Development Agreement upon notice to you if you: misrepresent or omit a material fact in applying for the Development Rights; falsify any report to us; fail to comply with any federal, state or local law, rule or regulation, applicable to the development and operations of Developer's That 1 Painter outlets, including, but not limited to, the failure to pay taxes; fail to develop the That 1 Painter outlets in accordance with the Mandatory Development Schedule; attempt a transfer in violation of the Franchise Agreement; are convicted or plead no contest to a felony or crime that could damage the goodwill or reputation of our trademarks or the System; receive an adverse judgment in any proceeding involving allegations of fraud, racketeering or improper trade practices or similar claim that could damage the goodwill or reputation of our trademarks or the System; fail to comply with non-competition covenants; default, or your affiliate defaults, under any other agreement, including any Franchise Agreement, with us or any of our affiliates, suppliers or landlord and does not cure such default within the time period provided in such other agreement; or terminate the Multi-Unit Development Agreement without cause.</u> <u>Not Applicable</u>



	Provision	Section in Multi-Unit Development AgreementAddendum	Summary
i.	Franchisee's obligations on termination/ non-renewal	<del>Section 7.4</del> <u>Not Applicable</u>	<del>Upon termination, you must: cease all development operations and comply with the non-disclosure and non-competition covenants.</del> <u>Not Applicable</u>
j.	Assignment of contract by franchisor	<del>Section 6.1</del> <u>22</u>	No restrictions on our right to assign.
k.	"Transfer" by franchisee defined	<del>Section 6.3</del> <u>22</u>	Any assignment, sale, transfer, gift, devise or encumbrance of any interest in the Multi-Unit <del>Development Agreement</del> <u>Addendum</u> or Development Rights.
l.	Franchisor approval of transfer by franchisee	<del>Sections 6.2, 6.3</del> <u>22</u>	<del>No transfer is allowed without our consent, which we will not unreasonably withhold.</del> <u>As set forth in the Franchise Agreements</u>
m.	Conditions for franchisor approval of a transfer	<del>Section 16.3 and 16.4</del> <u>Not Applicable</u>	<del>Conditions include: our decision not to exercise our right of first refusal; transferee meets our then-current standards for qualifying developers; you have paid us all amounts owed; transferee signs our then-current form of Multi-Unit Development Agreement, which may have materially different terms from your Multi-Unit Development Agreement; you and the transferee sign a General Release in the form of Attachment 4 to the Franchise Agreement; you shall subordinate any claims you have against the transferee to us; our approval of the material terms and conditions of the transfer; payment of a transfer fee.</del> <u>Not Applicable</u>
n.	Franchisor's right of first refusal to acquire franchisee's business	<del>Section 6.5</del> <u>Not Applicable</u>	<del>You must promptly notify us of any written offer to purchase your Development Rights. We have 30 days to exercise our first right to buy it on the same terms and conditions, provided that (a) we may substitute cash for any other consideration (b) we may pay the entire purchase price at closing, (c) our credit is deemed as good as the proposed purchaser, (d) we have at least 60 days to close and (e) you shall give us all customary seller's representations and warranties.</del> <u>Not Applicable</u>
o.	Franchisor's option to purchase franchisee's business	Not Applicable	Not Applicable
p.	Death or disability of franchisee	<del>Section 6.6</del> <u>Not Applicable</u>	<del>The Multi-Unit Development Agreement will terminate automatically upon your death or permanent disability, unless prohibited by law and the Development Rights are transferred within six months to a replacement developer that we approve.</del> <u>Not Applicable</u>

	Provision	Section in Multi-Unit Development AgreementAddendum	Summary
q.	Non-competition covenants during the term of the franchise	<del>Section 8.3.1</del> <u>Not Applicable</u>	<del>You may not: divert, or attempt to divert, customers of any That 1 Painter outlet (including yours) to any competitor, participate in any capacity, including, but not limited to as an owner, investor, officer, director, employee or agent, in any competing business; do any act that could damage the goodwill of our trademarks or System, or disrupt or jeopardize our business or that of our franchisees.</del> <u>Not Applicable</u>
r.	Non-competition covenants after the franchise is terminated or expires	<del>Section 8.3.2</del> <u>Not Applicable</u>	<del>For 24 months after the termination of the Franchise Agreement, you may not: divert, or attempt to divert, customers of any That 1 Painter outlet (including yours) to any competitor, participate in any capacity, including, but not limited to as an owner, investor, officer, director, employee or agent, in any competing business within 25 miles of your former That 1 Painter outlet location or any other That 1 Painter outlet location; do any act that could damage the goodwill of our trademarks or System, or disrupt or jeopardize our business or that of our franchisees.</del> <u>Not Applicable</u>
s.	Modification of the agreement	<del>Section 12.4</del> <u>21</u>	No oral modifications. No amendment of the provisions will be binding upon either party unless the amendment has been made in writing and executed by all interested parties.
t.	Integration/merger clause	<del>Section 12.4</del> <u>21</u>	Only the terms of the Multi-Unit Development AgreementAddendum and other related written agreements are binding (subject to applicable state law.) Any representations or promises outside of Multi-Unit Development AgreementAddendum may not be enforceable. Notwithstanding the foregoing, nothing in the Multi-Unit Development AgreementAddendum is intended to disclaim the express representations made in this Franchise Disclosure Document.
u.	Dispute resolution by arbitration or mediation	<del>Sections 10.1, 10.2, 10.3</del> <u>13, 14, and 10.4</u> <u>19</u>	You must first attempt to resolve disputes through our internal dispute resolution program. <u>If such internal dispute resolution program is unsuccessful then, at our option, we can submit a claim to mediation.</u>
v.	Choice of forum	<del>Section 10.2,</del> <u>10.3</u> <u>19</u>	Texas, subject to applicable state law.
w.	Choice of law	<del>Section 10.2,</del> <u>10.3</u> <u>18</u>	Texas law applies, subject to applicable state law.

See the state addenda to this Franchise Disclosure Document, the Franchise Agreement and the Multi-Unit ~~Development Agreement~~Addendum for special state disclosures.

## ITEM 18: PUBLIC FIGURES

We do not currently use any public figures to promote our franchise.

*[The remainder of this page is intentionally left blank.]*

## 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.

~~This Item 19 contains an historical financial performance representation for all outlets—whether affiliate-owned or franchised—in operation for the full 12 months of the calendar year 2022. In 2022, we had one affiliate-owned outlet (Location #1 in the financial performance representation below) and five franchised outlets (Locations #2 through #6 in the financial performance representation below) in operation for the full twelve months of 2022. Of the 33 franchised outlets that opened in 2022, two are included in this Item 19 as they operated the full 12 months of 2022, and the other 31 franchised outlets that opened in 2022 have been excluded because they have not been in operation for at least 12 months.~~

As of December 31, 2023, we had (i) franchisees open and operating in 62 Territories, and (ii) affiliate-owned locations operating in 12 Territories.

Part I of this Financial Performance Representation sets forth the historical total, average, median, high, and low revenue generated during the 2023 calendar year (the "Measurement Period") by (i) the three affiliate-owned locations operating in a total of seven Territories, which have been open and operating for 24 or more months, and (ii) three franchised locations operating in a total of three Territories, which have been open and operating for 24 or more months. Part I excludes data in connection with (i) affiliate-owned locations operating in nine Territories that were not open and operating for 24 or more months, and (ii) franchisees operating in 59 Territories that were not open and operating for 24 or more months.

Part II of this Financial Performance Representation sets forth the historical total, average, median, high, and low revenue generated during the Measurement Period by (i) one affiliate-owned location operating in one Territory for 12-24 months, and (ii) 12 franchised locations operating in 18 Territories, which have been open and operating for 12-24 months. Part II excludes data in connection with (i) affiliate-owned locations operating in 11 Territories that have not been open and operating for 12-24 months, and (ii) franchisees operating in 44 Territories that have not been open and operating for 12-24 months.

Part III of this Financial Performance Representation sets forth the historical total, average, median, high, and low revenue generated during the Measurement Period by (i) 4 affiliate-owned locations operating in eight Territories for 12+ months, and (ii) 14 franchisees operating in 21 Territories for 12+ months. Part III excludes data in connection with (i) affiliate-owned locations operating in four Territories that have not been open and operating for 12+ months, and (ii) franchisees operating in 41 Territories that have not been open and operating for 12+ months.

Part IV of this Financial Performance Representation sets forth the historical total, average, median, high, and low revenue generated by multi-location owners generated during the Measurement Period. Part IV includes data in connection with (i) three affiliate-owned locations operating in 8 territories (Affiliate-Owned Locations 1-4), and (ii) one franchisee operating in three Territories. Part IV excludes (i) affiliate-owned locations operating in four Territories; and (ii) franchisees operating in 59 Territories that were not multi-location owners.

Part V of this Financial Performance Representation sets forth the historical Gross Revenue, as well as Total Cost of Goods Sold and Estimated Franchise Fees during the Measurement Period for (i) one Affiliate-Owned Location that operates in three territories, and (ii) one Affiliate-Owned Location that operates in one Territory. Part V excludes (i) affiliate locations operating in nine Territories since those locations opened during the year or were reacquired and we do not have a full set of financial data for them, and (ii) the franchised locations.

**PART I: TOTAL, AVERAGE, MEDIAN, HIGH, AND LOW GROSS REVENUE  
GENERATED BY THE FRANCHISED LOCATIONS AND AFFILIATE-OWNED  
LOCATIONS THAT HAVE BEEN OPERATING FOR 24 OR MORE MONTHS**

**Average Revenue Per Location – Calendar Year 2022**

Locations with a full calendar year in 2022

<b>2023 Calendar Year</b>			
<b>Location All Franchised Locations Open 24 or More Months</b>	<b>Gross Revenue</b>	<b>Franchised Territories Operating at the Start of 2023</b>	<b>Franchised Territories Operating at the End of 2023</b>
Franchised Location #1	\$726,467.46	\$3,425,181.671	1
Franchised Location #2	\$1,804,086.09	\$2,021,703.441	1
Franchised Location #3	\$607,307.99	1	\$833,476.021
Location #4 Total	\$721,1883,137,861.54	3	3
Location #5 Average	\$1,045,953.85	\$472,580.65	
Median	\$726,467.46	\$424,649	
Location #6 High	\$1,804,086.09		
Low	\$726,467.46		
Number and Percentage that Met or Exceeded Average	1/3 (33%)		

**2022 AUV**

<b>2023 Calendar Year</b>			
<b>All Affiliate-Owned Locations Open 24 or More Months</b>	<b>Gross Revenue</b>	<b>Affiliate-Owned Territories</b>	<b>Affiliate-Owned</b>

		<u>Operating at the Start of 2023</u>	<u>Territories Operating at the End of 2023</u>
<u>Average Revenue By Affiliate-Owned Location 1</u>	<u>\$1,316,463.22</u> <u>3,024,859.15</u>	<u>3</u>	<u>3</u>
<u>Affiliate-Owned Location 2</u>	<u>\$887,472.00</u>	<u>0</u>	<u>2</u>
<u>Affiliate-Owned Location 3</u>	<u>\$714,438.91</u>	<u>0</u>	<u>2</u>
<u>Total</u>	<u>\$4,626,770.06</u>	<u>3</u>	<u>7</u>
<u>Average Revenue By Territory</u>	<u>\$987,347.41</u> <u>1,542,256.09</u>		
<u>Median</u>	<u>\$887,472.00</u>		
<u>High</u>	<u>\$3,024,859.15</u>		
<u>Low</u>	<u>\$714,438.91</u>		
<u>Number and Percentage that Met or Exceeded Average</u>	<u>1/3</u> <u>(33.3%)</u>		

**Average Job Size = \$5,059.85**

4

<u>2023 Calendar Year</u>			
<u>All Locations Open 24 or More Months</u>	<u>Gross Revenue</u>	<u>Territories Operating at the Start of 2023</u>	<u>Territories Operating at the End of 2023</u>
<u>Franchised Location 1</u>	<u>\$726,467.46</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 2</u>	<u>\$1,804,086.09</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 3</u>	<u>\$607,307.99</u>	<u>1</u>	<u>1</u>
<u>Affiliate-Owned Location 1</u>	<u>\$3,024,859.15</u>	<u>3</u>	<u>3</u>
<u>Affiliate-Owned Location 2*</u>	<u>\$887,472.00</u>	<u>0</u>	<u>2</u>
<u>Affiliate-Owned Location 3*</u>	<u>\$714,438.91</u>	<u>0</u>	<u>2</u>
<u>Total</u>	<u>\$7,764,631.60</u>	<u>6</u>	<u>10</u>
<u>Average</u>	<u>\$1,294,105.27</u>		
<u>Median</u>	<u>\$806,969.73</u>		
<u>High</u>	<u>\$3,024,859.15</u>		
<u>Low</u>	<u>\$607,307.99</u>		
<u>Number and Percentage that Met or Exceeded Average</u>	<u>2/6</u> <u>33%</u>		

**[The figures in the above tables remainder of this page is intentionally left blank.]**

**PART II: TOTAL, AVERAGE, MEDIAN, HIGH, AND LOW GROSS REVENUE  
GENERATED BY THE FRANCHISED LOCATIONS AND AFFILIATE-OWNED  
LOCATION THAT HAVE BEEN OPERATING FOR 12-24 MONTHS**

<b>2023 Calendar Year</b>			
<b><u>All Franchised Locations Open 12-24 Months</u></b>	<b><u>Gross Revenue</u></b>	<b><u>Franchised Territories Operating at the Start of 2023</u></b>	<b><u>Franchised Territories Operating at the End of 2023</u></b>
Franchised Location 4	\$753,446.49	1	1
Franchised Location 5	\$921,502.24	1	2
Franchised Location 6	\$555,493.36	1	1
Franchised Location 7	\$506,643.92	1	1
Franchised Location 8	\$961,047.00	1	2
Franchised Location 9	\$842,901.50	1	2
Franchised Location 10	\$414,778.55	1	1

<u>Franchised Location 11</u>	<u>\$691,461.72</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 12</u>	<u>\$518,036.95</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 13</u>	<u>\$680,041.00</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 14</u>	<u>\$463,925.34</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 15</u>	<u>\$347,845.38</u>	<u>1</u>	<u>1</u>
<b><u>Total</u></b>	<b><u>\$7,657,123.45</u></b>	<b><u>12</u></b>	<b><u>18</u></b>
<b><u>Average</u></b>	<b><u>\$638,093.62</u></b>		
<b><u>Median</u></b>	<b><u>\$617,767.18</u></b>		
<b><u>High</u></b>	<b><u>\$961,047.00</u></b>		
<b><u>Low</u></b>	<b><u>\$347,845.38</u></b>		
<b><u>Number and Percentage that Met or Exceeded Average</u></b>	<b><u>6 (50%)</u></b>		

<b><u>2023 Calendar Year</u></b>			
<b><u>Affiliate-Owned Location Open 12-24 Months</u></b>	<b><u>Gross Revenue</u></b>	<b><u>Affiliate-Owned Territories Operating at the Start of 2023</u></b>	<b><u>Affiliate-Owned Territories Operating at the End of 2023</u></b>
<u>Affiliate-Owned Location 4</u>	<u>\$605,477.08</u>	<u>0</u>	<u>1</u>
<b><u>Total</u></b>	<b><u>\$605,477.08</u></b>	<b><u>0</u></b>	<b><u>1</u></b>
<b><u>Average</u></b>	<b><u>\$605,477.08</u></b>		
<b><u>Median</u></b>	<b><u>\$605,477.08</u></b>		
<b><u>High</u></b>	<b><u>\$605,477.08</u></b>		
<b><u>Low</u></b>	<b><u>\$605,477.08</u></b>		
<b><u>Number and Percentage that Met or Exceeded Average</u></b>	<b><u>N/A</u></b>		

<b><u>2023 Calendar Year</u></b>			
<b><u>All Locations Open 12-24 Months</u></b>	<b><u>Gross Revenue</u></b>	<b><u>All Territories Operating at the Start of 2023</u></b>	<b><u>All Territories Operating at the End of 2023</u></b>
<u>Franchised Location 4</u>	<u>\$753,446.49</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 5</u>	<u>\$921,502.24</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 6</u>	<u>\$555,493.36</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 7</u>	<u>\$506,643.92</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 8</u>	<u>\$961,047.00</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 9</u>	<u>\$842,901.50</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 10</u>	<u>\$414,778.55</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 11</u>	<u>\$691,461.72</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 12</u>	<u>\$518,036.95</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 13</u>	<u>\$680,041.00</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 14</u>	<u>\$463,925.34</u>	<u>1</u>	<u>1</u>



<u>Franchised Location 15</u>	<u>\$347,845.38</u>	<u>1</u>	<u>1</u>
<u>Affiliate-Owned Location 4</u>	<u>\$605,477.08</u>	<u>0</u>	<u>1</u>
<u>Total</u>	<u>\$8,262,477.08</u>	<u>12</u>	<u>19</u>
<u>Average</u>	<u>\$635,584.66</u>		
<u>Median</u>	<u>\$605,477.08</u>		
<u>High</u>	<u>\$961,047.00</u>		
<u>Low</u>	<u>\$347,845.38</u>		
<u>Number and Percentage that Met or Exceeded Average</u>	<u>6 (46%)</u>		

[The remainder of this page is intentionally left blank.]

**PART III: TOTAL, AVERAGE, MEDIAN, HIGH, AND LOW GROSS REVENUE  
GENERATED BY THE FRANCHISED LOCATIONS AND AFFILIATE-OWNED  
LOCATION THAT HAVE BEEN OPERATING FOR 12+ MONTHS**

<u>2023 Calendar Year</u>			
<u>All Franchised Locations Open 12+ Months</u>	<u>Gross Revenue</u>	<u>Franchised Territories Operating at the Start of 2023</u>	<u>Franchised Territories Operating at the End of 2023</u>
<u>Franchised Location 1</u>	<u>\$726,467.46</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 2</u>	<u>\$1,804,086.09</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 3</u>	<u>\$607,307.99</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 4</u>	<u>\$753,446.49</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 5</u>	<u>\$921,502.24</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 6</u>	<u>\$555,493.36</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 7</u>	<u>\$506,643.92</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 8</u>	<u>\$961,047.00</u>	<u>1</u>	<u>2</u>

<u>Franchised Location 9</u>	<u>\$842,901.50</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 10</u>	<u>\$414,778.55</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 11</u>	<u>\$691,461.72</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 12</u>	<u>\$518,036.95</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 13</u>	<u>\$680,041.00</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 14</u>	<u>\$463,925.34</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 15</u>	<u>\$347,845.38</u>	<u>1</u>	<u>1</u>
<b><u>Total</u></b>	<b><u>\$10,794,984.99</u></b>	<b><u>15</u></b>	<b><u>21</u></b>
<b><u>Average</u></b>	<b><u>\$719,665.67</u></b>		
<b><u>Median</u></b>	<b><u>\$680,041.00</u></b>		
<b><u>High</u></b>	<b><u>\$1,804,086.09</u></b>		
<b><u>Low</u></b>	<b><u>\$347,845.38</u></b>		
<b><u>Number and Percentage that Met or Exceeded Average</u></b>	<b><u>6/15</u></b> <b><u>(40%)</u></b>		

<b><u>2023 Calendar Year</u></b>			
<b><u>All Affiliate-Owned Locations Open 24 or More Months</u></b>	<b><u>Gross Revenue</u></b>	<b><u>Territories Operating at the Start of 2023</u></b>	<b><u>Territories Operating at the End of 2023</u></b>
<u>Affiliate-Owned Location 1</u>	<u>\$3,024,859.15</u>	<u>3</u>	<u>3</u>
<u>Affiliate-Owned Location 2</u>	<u>\$887,472.00</u>	<u>0</u>	<u>2</u>
<u>Affiliate-Owned Location 3</u>	<u>\$714,438.91</u>	<u>0</u>	<u>2</u>
<u>Affiliate-Owned Location 4</u>	<u>\$605,477.08</u>	<u>0</u>	<u>1</u>
<b><u>Total</u></b>	<b><u>\$5,232,247.14</u></b>	<b><u>3</u></b>	<b><u>8</u></b>
<b><u>Average</u></b>	<b><u>\$1,308,061.79</u></b>		
<b><u>Median</u></b>	<b><u>\$800,955.46</u></b>		
<b><u>High</u></b>	<b><u>\$3,024,859.15</u></b>		
<b><u>Low</u></b>	<b><u>\$605,477.08</u></b>		
<b><u>Number and Percentage that Met or Exceeded Average</u></b>	<b><u>1</u></b> <b><u>(25%)</u></b>		

<b><u>2023 Calendar Year</u></b>			
<b><u>All Franchised Locations Open 12+ Months</u></b>	<b><u>Gross Revenue</u></b>	<b><u>Territories Operating at the Start of 2023</u></b>	<b><u>Territories Operating at the End of 2023</u></b>
<u>Franchised Location 1</u>	<u>\$726,467.46</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 2</u>	<u>\$1,804,086.09</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 3</u>	<u>\$607,307.99</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 4</u>	<u>\$753,446.49</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 5</u>	<u>\$921,502.24</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 6</u>	<u>\$555,493.36</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 7</u>	<u>\$506,643.92</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 8</u>	<u>\$961,047.00</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 9</u>	<u>\$842,901.50</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 10</u>	<u>\$414,778.55</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 11</u>	<u>\$691,461.72</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 12</u>	<u>\$518,036.95</u>	<u>1</u>	<u>2</u>
<u>Franchised Location 13</u>	<u>\$680,041.00</u>	<u>1</u>	<u>2</u>

<u>Franchised Location 14</u>	<u>\$463,925.34</u>	<u>1</u>	<u>1</u>
<u>Franchised Location 15</u>	<u>\$347,845.38</u>	<u>1</u>	<u>1</u>
<u>Affiliate-Owned Location 1</u>	<u>\$3,024,859.15</u>	<u>3</u>	<u>3</u>
<u>Affiliate-Owned Location 2</u>	<u>\$887,472.00</u>	<u>0</u>	<u>2</u>
<u>Affiliate-Owned Location 3</u>	<u>\$714,438.91</u>	<u>0</u>	<u>2</u>
<u>Affiliate-Owned Location 4</u>	<u>\$605,477.08</u>	<u>0</u>	<u>1</u>
<b><u>Total</u></b>	<b><u>\$16,027,232.13</u></b>	<b><u>18</u></b>	<b><u>29</u></b>
<b><u>Average</u></b>	<b><u>\$843,538.53</u></b>		
<b><u>Median</u></b>	<b><u>\$691,461.72</u></b>		
<b><u>High</u></b>	<b><u>\$3,024,859.15</u></b>		
<b><u>Low</u></b>	<b><u>\$347,845.38</u></b>		
<b><u>Number and Percentage that Met or Exceeded Average</u></b>	<b><u>5/19</u></b> <b><u>(26.3%)</u></b>		

**[The remainder of this page is intentionally left blank.]**

**PART IV: TOTAL, AVERAGE, MEDIAN, HIGH, AND LOW GROSS REVENUE**  
**GENERATED BY THE FRANCHISED LOCATION AND AFFILIATE-OWNED**  
**LOCATION THAT OPERATE IN MULTIPLE LOCATIONS**

<b><u>2023 Calendar Year</u></b>			
<b><u>Franchised Owned Multi-Location</u></b>	<b><u>Gross Revenue</u></b>	<b><u>Territories Operating at the Start of 2023</u></b>	<b><u>Territories Operating at the End of 2023</u></b>
<u>Franchised Location 16</u>	<u>\$2,972,311.13</u>	<u>3</u>	<u>3</u>
<b><u>Total</u></b>	<b><u>\$2,972,311.13</u></b>	<b><u>3</u></b>	<b><u>3</u></b>
<b><u>Average</u></b>	<b><u>\$2,972,311.13</u></b>		
<b><u>Median</u></b>	<b><u>\$2,972,311.13</u></b>		
<b><u>High</u></b>	<b><u>\$2,972,311.13</u></b>		
<b><u>Low</u></b>	<b><u>\$2,972,311.13</u></b>		
<b><u>Number and Percentage that Met or Exceeded Average</u></b>	<b><u>N/A</u></b>		

2023 Calendar Year			
<u>Affiliate-Owned Multi-Location</u>	<u>Gross Revenue</u>	<u>Territories Operating at the Start of 2023</u>	<u>Territories Operating at the End of 2023</u>
<u>Affiliate Locations 1 - 4</u>	<u>\$5,232,247.14</u>	<u>3</u>	<u>8</u>
<u>Total</u>	<u>\$5,232,247.14</u>	<u>3</u>	<u>8</u>
<u>Average</u>	<u>\$5,232,247.14</u>		
<u>Median</u>	<u>\$5,232,247.14</u>		
<u>High</u>	<u>\$5,232,247.14</u>		
<u>Low</u>	<u>\$5,232,247.14</u>		
<u>Number and Percentage that Met or Exceeded Average</u>	<u>N/A</u>		

2023 Calendar Year			
<u>All Multi-Location Owners</u>	<u>Gross Revenue</u>	<u>Territories Operating at the Start of 2023</u>	<u>Territories Operating at the End of 2023</u>
<u>Franchised Location 16</u>	<u>\$2,972,311.13</u>	<u>3</u>	<u>3</u>
<u>Affiliate Locations 1 - 4</u>	<u>\$5,232,247.14</u>	<u>3</u>	<u>8</u>
<u>Total</u>	<u>\$8,204,558.27</u>	<u>6</u>	<u>11</u>
<u>Average</u>	<u>\$4,102,279.14</u>		
<u>Median</u>	<u>\$4,102,279.14</u>		
<u>High</u>	<u>\$5,232,247.14</u>		
<u>Low</u>	<u>\$2,972,311.13</u>		
<u>Number and Percentage that Met or Exceeded Average</u>	<u>1 (50%)</u>		

### Notes to Parts I - IV

1. Affiliate-Owned Locations 2 and 3 were reacquired from a franchisee during the 2023 calendar year but have not been audited; open 24 or more months total. The Gross Revenue amounts for Affiliate-Owned Locations 2 and 3 include both the Gross Revenue generated by the franchisee and the affiliate during the 2023 calendar year.

<sup>2</sup> Gross Revenue means-

2. Affiliate-Owned Location 4 operates in one Territory that has a population of approximately 170,598. This is about 30,000 people less than what we typically award for a Territory. This Affiliate-Owned Location was closed for approximately 2.5 months in 2023.

3. "Gross Revenue" includes all revenue from sales of product every kind and services nature at or from outlet operations, less (a) the Franchised Location or Affiliate-Owned Location, as applicable. Gross Revenue does not include (a) receipts from any sales tax or similar taxes collected from customers and turned over to the governmental authority imposing the tax,

(b) properly documented refunds to customers, ~~and/or~~ (c) properly documented promotional discounts. ~~The~~ (i.e., coupons).

4. “Average” means the sum of all data points in a set, divided by the number of data points in that set.
5. “Median” means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and diving by two.
6. “Multi-Location” means a franchisee or ~~affiliate-owned~~ ~~outlet-contributes~~ location that operates in multiple noncontiguous Territories.

**[The remainder of this page is intentionally left blank.]**

**PART V: AFFILIATE-OWNED LOCATION 1 GROSS REVENUE, CERTAIN COGS, LABOR AND OTHER FIXED OPERATING COSTS AND EXPENSES**

<b><u>AFFILIATE-OWNED LOCATION 1</u></b>		
<b><u>2023 CALENDAR YEAR*</u></b>		
<b><u>Category</u></b>	<b><u>Total</u></b>	<b><u>% of Gross Revenue</u></b>
<b><u>Gross Revenue<sup>1</sup></u></b>	<b><u>\$3,024,238.39</u></b>	<b><u>100%</u></b>
<b><u>Job Supplies<sup>2</sup></u></b>	<b><u>\$451,161.13</u></b>	<b><u>14.92%</u></b>
<b><u>Rent – Equipment<sup>3</sup></u></b>	<b><u>\$5,241.82</u></b>	<b><u>0.17%</u></b>
<b><u>Subcontractors<sup>4</sup></u></b>	<b><u>\$1,119,460.26</u></b>	<b><u>37.02%</u></b>

<b>Total Cost of Goods Sold<sup>5</sup></b>	<b>\$1,575,863.21</b>	<b>52.11%</b>
<b>Gross Profit<sup>6</sup></b>	<b>\$1,448,375.18</b>	<b>47.89%</b>
<b>Estimated Franchise Fees</b>		
Appointment Center <sup>7</sup>	\$30,242.38	1.00%
Brand Fund <sup>8</sup>	\$60,484.77	2.00%
Royalty Fees <sup>9</sup>	\$181,454.30	6.00%
<b>Total Franchise Fees<sup>10</sup></b>	<b>\$272,181.46</b>	<b>9.00%</b>
<b>Expenses</b>		
Advertising and Promotion <sup>11</sup>	\$172,674.59	5.71%
Auto – Lease and Expenses <sup>12</sup>	\$55,336.54	1.83%
Total Misc. Expenses <sup>13</sup>	\$124,376.12	4.11%
Total Payroll Expenses <sup>14</sup>	\$282,153.71	9.33%
<b>Total Expenses<sup>15</sup></b>	<b>\$906,722.42</b>	<b>29.98%</b>
<b>Net Income<sup>16</sup></b>	<b>\$541,652.76</b>	<b>17.91%</b>

\*This Affiliate-Owned Location 1 operates in three Territories

**[The remainder of this page is intentionally left blank.]**

**Notes to the Brand Development Fund on Part V:**

- Gross Revenue.** “Gross Revenue” includes all sales of every kind and nature at or from the Affiliate-Owned Location. Gross Revenue does not include (a) receipts from any sales tax or similar taxes collected from customers and turned over to the governmental authority imposing the tax, (b) properly documented refunds to customers, or (c) properly documented promotional discounts (i.e., coupons).
- Job Supplies.** “Job Supplies” includes the cost to purchase certain supplies to perform the services such as paint, brushes, painting tape, among other items.
- Rent – Equipment.** “Rent-Equipment” includes the cost to rent certain equipment such as scaffolds and other miscellaneous items.

4. **Subcontractors.** “Subcontractors” includes the cost to engage labor to provide the residential and commercial painting and cosmetic repair services.
5. **Total Cost of Goods Sold.** “Total Cost of Goods Sold” is calculated by adding Job Supplies, Rent – Equipment, and Subcontractors together.
6. **Gross Profit.** “Gross Profit” is calculated by subtracting Total Cost of Goods Sold from Gross Revenue.
7. **Appointment Center.** While the Affiliate-Location does pay Appointment Center Fees, it does not pay ~~the same basis as Franchisees.~~ amount as franchisees. Accordingly, this line item is estimated by multiplying Gross Revenue by 0.01 (1%), which is the cost you are obligated pay under the Franchise Agreement.

~~<sup>3</sup>Location #1 operates three territories as one business. The area covered by this business is much larger than the area typically granted as a territory to franchisees.~~

~~<sup>4</sup>Of those outlets included in the tables above, two outlets attained or surpassed the average. 33% of outlets by location attained or surpassed the average, and 50 of outlets by territory attained or surpassed the average. The median for the location average is \$777,332.28 and the median for the territory average is \$1,427,589.73.~~

8. **Brand Fund.** While the Affiliate-Location does contribute to the Brand Fund, it does not contribute at the same rate as franchisees. Accordingly, this line item is estimated by multiplying Gross Revenue by 0.02 (2%), which is the amount you are obligated to contribute under the Franchise Agreement.
9. **Royalty Fees.** While the Affiliate-Location does pay Royalty Fees, it does not pay at the same rate as franchisees. Accordingly, this line item is estimated by multiplying Gross Revenue by 0.06 (6%), which is the amount you are obligated to pay under the Franchise Agreement.
10. **Total Franchise Fees.** “Total Franchise Fees” is calculated by adding Appointment Center, Brand Fund, and Royalties together.
11. **Advertising and Promotion.** “Advertising and Promotion” includes the amounts that the Affiliate-Location spent on local advertising and promotion for the business.
12. **Auto – Lease and Expenses.** “Auto – Lease and Expense” includes the amount the Affiliate-Location spent on leases and other expenses in connection with vehicles used to operate the Affiliate-Location.
13. **Total Misc. Expenses.** “Total Misc. Expenses” includes other expenses such as computer and software expenses, fees – legal & accounting and miscellaneous, HouseCall Pro Processing Fee, insurance expenses, meals expense, telephone, internet, Technology Fee, and uniforms.
14. **Total Payroll Expenses.** “Total Payroll Expenses” includes the cost of engaging managers in the operation of the Affiliate-Location. This amount includes payroll taxes.



**15. Total Expenses.** “Total Expenses” is calculated by adding Total Franchise Fees, Advertising and Promotion, Auto-Lease and Expenses, Total Misc. Expenses, and Total Payroll Expenses.

**16. Net Income.** “Net Income” is calculated by subtracting Total Expenses from Gross Profit.

Except as set forth herein, there

~~There~~ are no material financial or operational characteristics of the outlets that are reasonably anticipated to differ materially from future franchise outlet operations. ~~The affiliate-owned outlet is different from the franchise being offered in that affiliate-owned outlets do not pay Royalty Fees or make Brand Fund contributions to us, they do not expend any minimum amount on local advertising, and they are not subject to territorial advertising or service restrictions. Gross Sales does not reflect the costs of sales, operating expenses, royalty or licensing fees and other costs or expenses that must be deducted from the gross sales figures to obtain your net income or profit.~~

Written substantiation of the data used in preparing these figures will be made available to you upon reasonable request.

**Some outlets have earned these amounts. Your individual results may differ. There is no assurance that you'll earn as much.**

Other than the preceding financial performance representation, That 1 Painter Franchising LLC does not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Steven Montgomery, That 1 Painter Franchising LLC, ~~2851 Joe DiMaggio Boulevard, #14, Round Rock, Texas, 78665~~ 12357-C Riata Trace Parkway, Suite 150-200, Austin, Texas 78727, (512)270 - 0161, the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

Table No. 1\*  
System-wide Outlet Summary  
For Years 20202021 to 2023  
2022

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	<u>2020</u> <u>2021</u>	0	0	0
	<u>2021</u> <u>2022</u>	0	<u>328</u>	<u>+328</u>
	<u>2022</u> <u>2023</u>	<u>328</u>	<u>3662</u>	<u>+3334</u>
Company – Owned* <u>#</u>	<u>2020</u> <u>2021</u>	<u>13</u>	<u>14</u>	<u>0+1</u>
	<u>2021</u> <u>2022</u>	<u>14</u>	<u>24</u>	<u>+10</u>
	<u>2022</u> <u>2023</u>	<u>24</u>	<u>112</u>	<u>-1+8</u>
Total Outlets	<u>2020</u> <u>2021</u>	<u>13</u>	<u>14</u>	<u>0+1</u>
	<u>2021</u> <u>2022</u>	<u>14</u>	<u>532</u>	<u>+428</u>

	<del>2022</del> <b>2023</b>	<del>532</del>	<del>3774</del>	<del>+3242</del>
--	-----------------------------	----------------	-----------------	------------------

\* The numbers in this and each Item 20 table represent the number of Territories that our franchisees operate in. Each Territory is governed by its own Franchise Agreement.

#The company-owned outlet is operated by our affiliate-(s).

**Table No. 2**  
**Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)**  
**For Years ~~2020~~**2021** to ~~2023~~**2022****

Column 1 State	Column 2 Year	Column 3 Number of Transfers
<del>Florida</del> <b>None</b>	<del>2020</del> <b>2021</b>	0
	<del>2022</del>	<del>1</del>
	<del>2023</del>	<del>0</del>
<del>Indiana</del>	2021	0
	2022	0
	<del>2020</del> <b>2023</b>	<del>0</del> <b>1</b>
<del>Louisiana</del>	2021	0
	2022	0
	<del>2023</del>	<del>1</del>
<del>Nevada</del>	<del>2021</del>	<del>0</del>
	<del>2022</del>	<del>1</del>
	<del>2023</del>	<del>0</del>
<del>Texas</del>	<del>2021</del>	<del>0</del>
	<del>2022</del>	<del>1</del>
	<del>2023</del>	<del>7</del>
<del>Total</del>	<del>2021</del>	<del>0</del>
	<del>2022</del>	<del>3</del>
	<del>2023</del>	<del>9</del>

**Table No. 3**  
**Status of Franchised Outlets**  
**For Years ~~2020~~**2021** to ~~2023~~**2022****

Column 1 State	Column 2 Year	Column 3 Outlets at Start of Year	Column 4 Outlets Opened	Column 5 Terminations	Column 6 Non-renewals	Column 7 Reacquired by Franchisor	Column 8 Ceased Operations - Other Reasons	Column 9 Outlets at End of the Year
<del>Arizona</del> <b>Florida</b>	<del>2020</del> <b>2021</b>	0	0	0	0	0	0	0
	<del>2021</del> <b>2022</b>	0	0	0	0	0	0	0
	<del>2022</del> <b>2023</b>	0	<del>31</del>	0	0	0	0	<del>31</del>
<del>Idaho</del> <b>Arkansas</b>	<del>2020</del> <b>2021</b>	0	0	0	0	0	0	0
	<del>2022</del>	<del>0</del>	<del>0</del>	<del>0</del>	<del>0</del>	<del>0</del>	<del>0</del>	<del>0</del>

	<u>2023</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
<u>California</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>
	<u>2022</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>2023</u>	<u>0</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>3</u>
<u>Colorado</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>
	<u>2022</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>2023</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
<u>Florida</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>
	<u>2022</u>	<u>0</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>3</u>
	<u>2023</u>	<u>3</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>6</u>
<u>Georgia</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>
	<u>2022</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>2023</u>	<u>0</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>3</u>
<u>Idaho</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>
	<u>2022</u>	<u>0</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>
	<u>2023</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>
<u>Indiana</u>	<del>2020</del> <u>2021</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>2022</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	<u>2023</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1*</u>	<u>0</u>
<u>Iowa</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>
	<u>2022</u>	<u>0</u>	<u>40</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>40</u>
	<u>2023</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
<u>Kentucky</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>
	<u>2022</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>2023</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
<u>Louisiana</u>	<del>2020</del> <u>2021</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>2022</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	<u>2023</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
<u>Missouri</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>
	<u>2022</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>2023</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
<u>Nevada</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>
	<u>2022</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>01**</u>	<u>40</u>
	<u>2023</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<u>North Carolina</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>
	<u>2022</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>2023</u>	<u>0</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>
<u>Oklahoma</u>	<del>2020</del> <u>2021</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>2022</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
	<u>2023</u>	<u>1</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>3</u>
<u>South Carolina</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>
	<u>2022</u>	<u>0</u>	<u>40</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>40</u>
<u>Texas</u>	<del>2020</del> <u>2023</u>	<u>0</u>	<u>01</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>01</u>
<u>Tennessee</u>	<u>2021</u>	<u>0</u>	<u>30</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>30</u>
	<u>2022</u>	<u>30</u>	<u>240</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>240</u>
<u>Utah</u>	<del>2020</del> <u>2023</u>	<u>0</u>	<u>06</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>06</u>
<u>Texas</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>
	<u>2022</u>	<u>0</u>	<u>420</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>420</u>
<u>Total</u>	<del>2020</del> <u>2023</u>	<u>020</u>	<u>014</u>	<u>0</u>	<u>0</u>	<u>07</u>	<u>0</u>	<u>027</u>

<u>Utah</u>	2021	0	30	0	0	0	0	30
	2022	30	330	0	0	0	0	360
	2023	0	2	0	0	0	0	2
<b>Total</b>	2021	0	0	0	0	0	0	0
	2022	0	29	0	0	0	1	28
	2023	28	42	0	0	7	1	62

\*This Franchisee transferred and relocated from Indiana to Texas

\*\*This Franchisee transferred and relocated from Nevada to Tennessee

**Table No. 4**  
**Status of Company Owned\* Outlets**  
**For Years ~~2020~~2021 to ~~2023~~2022**

Column 1 State	Column 2 Year	Column 3 Outlets at Start of Year	Column 4 Outlets Opened	Column 5 Outlets Reacquired from Franchisees	Column 6 Outlets Closed	Column 7 Outlets Sold to Franchisees	Column 8 Outlets at End of the Year
Texas	<del>2020</del> 2021	43	01	0	0	0	44
	2021 <del>2022</del>	44	1	0	0	01	24
	2022 <del>2023</del>	24	03	07	0	42	412
<b>Total</b>	<del>2020</del> 2021	43	01	0	0	0	44
	2021 <del>2022</del>	44	1	0	0	01	24
	2022 <del>2023</del>	24	03	07	0	42	412

\*The company-owned outlet is operated by our affiliate.

**Table No. 5**  
**Projected Openings as of December 31, ~~2023~~2022**

Column 1 State	Column 2 Franchise Agreements Signed But Outlet Not Opened	Column 3 Projected New Franchised Outlets in the Next Fiscal Year	Column 4 Projected New Company Owned Outlets in the Next Fiscal Year
<u>Arizona</u>	6	4	0
<u>Arkansas</u>	1	1	0
<u>California</u>	42	02	0
<u>Colorado</u>	8	5	0
<u>Delaware</u>	1	1	0
Florida	428	410	0
<u>Georgia</u>	3	2	0
<u>Kansas</u>	3	2	0
<u>Kentucky</u> <del>Indiana</del>	43	01	0
<u>Maine</u>	3	2	0

<u>Massachusetts</u>	<u>3</u>	<u>2</u>	<u>0</u>
<u>Michigan</u>	<u>5</u>	<u>3</u>	<u>0</u>
<u>Missouri</u>	<u>2</u>	<u>1</u>	<u>0</u>
<u>Nevada</u>	<u>5</u>	<u>3</u>	<u>0</u>
<u>New Hampshire</u>	<u>4</u>	<u>3</u>	<u>0</u>
<u>New Jersey</u>	<u>16</u>	<u>5</u>	<u>0</u>
<u>New Mexico</u>	<u>2</u>	<u>2</u>	<u>0</u>
<u>New York</u>	<u>7</u>	<u>2</u>	<u>0</u>
<u>North Carolina</u>	<u>13</u>	<u>6</u>	<u>0</u>
<u>Ohio</u>	<u>4</u>	<u>3</u>	<u>0</u>
<u>Oklahoma</u>	<u>2</u>	<u>2</u>	<u>0</u>
<u>Oregon</u>	<u>10</u>	<u>4</u>	<u>0</u>
<u>Pennsylvania</u>	<u>14</u>	<u>8</u>	<u>0</u>
<u>South Carolina</u>	<u>3</u>	<u>2</u>	<u>0</u>
Tennessee	<u>43</u>	<u>02</u>	0
<del>— Texas —</del>	<u>813</u>	<u>47</u>	0
Utah	2	<u>02</u>	0
<u>Virginia</u>	<u>5</u>	<u>3</u>	<u>0</u>
<b>Total</b>	<b><u>47171</u></b>	<b><u>590</u></b>	<b>0</b>

~~Exhibit F lists A list of the location of each That 1 Painter franchisee in names, addresses, and telephone numbers of our System.~~

~~During current franchisees as of the end of our last most recently completed fiscal year, no franchisee has as well as a list of the names, addresses and telephone numbers of our franchisees who have had an outlet a franchise terminated, canceled, not renewed, or has otherwise voluntarily or involuntarily ceased to do business under the franchise agreement or has during the most recently completed fiscal year or who have not communicated with us within 10 weeks of the issuance date of this Disclosure Document. If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.~~

franchise disclosure document, are attached as Exhibit F.

During the last three fiscal years, ~~no~~ some current or former franchisees have signed confidentiality clauses that restrict them from discussing with you their experiences as a franchisee in our franchise system.

There are no trademark-specific franchisee organizations associated with the franchise system being offered in this Franchise Disclosure Document.

## ITEM 21: FINANCIAL STATEMENTS

~~That 1 Painter Franchising LLC was formed on November 18, 2020. Because we have not been in business for three years, we are not able to include the three prior years of audited financial statements normally required by this Item 21. Our audited financial statements for the years ending~~

December 31, 2021, ~~December 31, 2022,~~ and December 31, ~~2022 as well as our unaudited balance sheet and profit and loss statement through April 30, 2023,~~ are included in Exhibit D.

Our fiscal year end is December 31.

## **ITEM 22: CONTRACTS**

Copies of all proposed agreements regarding the franchise offering are included in Exhibit B and C. These include our Franchise Agreement and all attachments to it (Marks, Territory Description, Minimum Sales Requirement, General Release, Statement of Ownership Interests in Franchisee, Spousal Guaranty, Internet, Social Media, Software, and Telephone Account Agreement, and Confidentiality and Non-Compete Agreement) as well as the Multi-Unit ~~Development Agreement~~Addendum and all attachments to it.

## **ITEM 23: RECEIPT**

A receipt in duplicate is attached to this Disclosure Document. You should sign both copies of the receipt. Keep one copy for your own records and return the other signed copy to Steven Montgomery, That 1 Painter Franchising LLC, ~~2851 Joe DiMaggio Boulevard, #14, Round Rock~~12357-C Riata Trace Parkway, Suite 150-200, Austin, Texas, ~~78665~~ 78727, (512) 270-0161.

## EXHIBIT A

### **AGENCIES/AGENTS FOR SERVICE OF PROCESS**

This list includes the names, addresses and telephone numbers of state agencies having responsibility for franchising disclosure/registration laws, and serving as our agents for service of process (to the extent that we are registered in their states). This list also includes the names, addresses and telephone numbers of other agencies, companies or entities serving as our agents for service of process.

State	State Agency	Agent for Service of Process
CALIFORNIA	Commissioner of the Department of Financial Protection and Innovation Department of Financial Protection and Innovation 320 West 4 <sup>th</sup> Street, Suite 750 Los Angeles, CA 90013 (213) 576-7505 Toll-free (866-275-2677)	Commissioner of the Department of Financial Protection and Innovation
CONNECTICUT	State of Connecticut Department of Banking Securities & Business Investments Division 260 Constitution Plaza Hartford, CT 06103-1800 (860) 240-8230	Banking Commissioner
HAWAII	Business Registration Division Department of Commerce and Consumer Affairs 335 Merchant Street, Room 203 Honolulu, HI 96813 (808) 586-2722	Commissioner of Securities of the State of Hawaii
ILLINOIS	Office of Attorney General Franchise Division 500 South Second Street Springfield, IL 62706 (217) 782-4465	Illinois Attorney General
INDIANA	Indiana Secretary of State Securities Division 302 West Washington St., Room E-111 Indianapolis, IN 46204 (317) 232-6681	Indiana Secretary of State 201 State House Indianapolis, IN 46204
MARYLAND	Office of the Attorney General Division of Securities 200 St. Paul Place Baltimore, MD 21202-2020 (410) 576-6360	Maryland Securities Commissioner 200 St. Paul Place Baltimore, MD 21202-2020 (410) 576-6360
MICHIGAN	Michigan Department of Attorney General Consumer Protection Division Antitrust and Franchise Unit 670 Law Building Lansing, MI 48913 (517) 373-7117	Michigan Department of Commerce, Corporations and Securities Bureau



State	State Agency	Agent for Service of Process
MINNESOTA	Minnesota Department of Commerce 85 7 <sup>th</sup> Place East, Suite 280 St. Paul, MN 55101-2198 (651) 539-1500	Minnesota Commissioner of Commerce
NEW YORK	Office of the New York State Attorney General Investor Protection Bureau, Franchise Section 28 Liberty Street, 21 <sup>st</sup> Floor New York, NY 10005 212-416-8222	Attention: New York Secretary of State New York Department of State One Commerce Plaza 99 Washington Avenue, 6 <sup>th</sup> Floor Albany, NY 11231-0001 (518) 473-2492
NORTH DAKOTA	North Dakota Securities Department 600 East Boulevard, 5 <sup>th</sup> Floor Bismarck, ND 58505-0510 (701) 328-4712	North Dakota Securities Commissioner
OREGON	Department of Consumer and Business Services Division of Finance and Corporate Labor and Industries Building Salem, Oregon 97310 (503) 378-4387	Director of the Department of Consumer and Business Services
RHODE ISLAND	Department of Business Regulation Division of Securities 1511 Pontiac Avenue, Building 69-1 Cranston, RI 02920 (401) 462-9585	Director of Rhode Island Department of Business Regulation
SOUTH DAKOTA	Division of Insurance Securities Regulation 124 South Euclid, Suite 104 Pierre, SD 57501 (605) 773-3563	Director of Insurance-Securities Regulation
VIRGINIA	State Corporation Commission Division of Securities and Retail Franchising 1300 East Main Street, 9 <sup>th</sup> Floor Richmond, VA 23219 (804) 371-9051	Clerk of State Corporation Commission 1300 East Main Street, 1 <sup>st</sup> Floor Richmond, VA 23219 (804) 371-9733
WASHINGTON	Department of Financial Institutions Securities Division P.O. Box 9033 Olympia, WA 98507-9033 (360) 902-8760	Director of Washington Financial Institutions Securities Division 150 Israel Road, SW Tumwater, WA 98501
WISCONSIN	Wisconsin Securities Commissioner Securities and Franchise Registration 345 W. Washington Avenue Madison, WI 53703 (608) 266-8559	Commissioner of Securities of Wisconsin

**EXHIBIT B**

**FRANCHISE AGREEMENT**

**THAT 1 PAINTER FRANCHISING, LLC**

**FRANCHISE AGREEMENT**

\_\_\_\_\_  
**FRANCHISEE**

\_\_\_\_\_  
**DATE OF AGREEMENT**

THAT 1 PAINTER FRANCHISING, LLC  
FRANCHISE AGREEMENT

TABLE OF CONTENTS

1.	<del>RECITATIONS</del>	<del>2</del>
2.	<del>GRANT OF FRANCHISE</del>	<del>2</del>
3.	<del>SOLICITATION AND SALES RESTRICTIONS</del>	<del>3</del>
4.	<del>TERM</del>	<del>4</del>
5.	<del>RENEWAL OPTIONS</del>	<del>4</del>
6.	<del>FEES</del>	<del>6</del>
7.	<del>TRAINING</del>	<del>8</del>
8.	<del>FRANCHISED BUSINESS SITE REQUIREMENTS</del>	<del>10</del>
9.	<del>MAINTENANCE AND IMPROVEMENT OF THE FRANCHISED BUSINESS AND SYSTEM</del>	<del>10</del>
10.	<del>FRANCHISOR'S OBLIGATIONS</del>	<del>12</del>
11.	<del>FRANCHISEE'S REPRESENTATIONS, WARRANTIES AND COVENANTS</del>	<del>13</del>
12.	<del>FRANCHISEE'S OPERATIONS</del>	<del>15</del>
13.	<del>ADVERTISING, PROMOTIONS AND RELATED FEES</del>	<del>21</del>
14.	<del>INTELLECTUAL PROPERTY</del>	<del>24</del>
15.	<del>INSURANCE AND INDEMNIFICATION</del>	<del>27</del>
16.	<del>TRANSFERS</del>	<del>28</del>
17.	<del>DEFAULTS</del>	<del>33</del>
18.	<del>POST TERMINATION</del>	<del>36</del>
19.	<del>NON DISCLOSURE AND NON COMPETITION COVENANTS</del>	<del>38</del>
20.	<del>DISPUTE RESOLUTION</del>	<del>42</del>
21.	<del>GENERAL</del>	<del>44</del>
22.	<del>ACKNOWLEDGMENTS</del>	<del>47</del>
1.	RECITATIONS	3
2.	GRANT OF FRANCHISE	3
3.	SOLICITATION AND SALES RESTRICTIONS	4
4.	TERM	5
5.	RENEWAL OPTIONS	5
6.	FEES	7
7.	TRAINING	10
8.	FRANCHISED BUSINESS SITE REQUIREMENTS	12
9.	MAINTENANCE AND IMPROVEMENT OF THE FRANCHISED BUSINESS AND SYSTEM	13
10.	FRANCHISOR'S OBLIGATIONS	13

11.	FRANCHISEE’S REPRESENTATIONS, WARRANTIES AND COVENANTS .....	15
12.	FRANCHISEE’S OPERATIONS.....	18
13.	ADVERTISING, PROMOTIONS AND RELATED FEES .....	23
14.	INTELLECTUAL PROPERTY .....	27
15.	INSURANCE AND INDEMNIFICATION.....	29
16.	TRANSFERS .....	30
17.	DEFAULTS.....	35
18.	POST-TERMINATION.....	39
19.	NON-DISCLOSURE AND NON-COMPETITION COVENANTS .....	40
20.	DISPUTE RESOLUTION .....	45
21.	GENERAL.....	47
22.	ACKNOWLEDGMENTS. ....	50

**List of Attachments:**

ATTACHMENT 1: FRANCHISEE ACKNOWLEDGEMENT STATEMENT  
ATTACHMENT 2: TRADEMARKS  
ATTACHMENT 3: TERRITORY DESCRIPTION AND INITIAL FEE  
ATTACHMENT 4: ANNUAL MINIMUM PERFORMANCE STANDARDS  
ATTACHMENT 5: GENERAL RELEASE  
ATTACHMENT 6: STATEMENT OF OWNERSHIP INTERESTS IN FRANCHISEE/ENTITY  
ATTACHMENT 7: GUARANTY  
ATTACHMENT 8: INTERNET ADVERTISING, SOCIAL MEDIA AND TELEPHONE  
ACCOUNT AGREEMENT  
ATTACHMENT 9: CONFIDENTIALITY AND NON-COMPETE AGREEMENT

THIS FRANCHISE AGREEMENT (this "Agreement") is being entered into on \_\_\_\_\_, (the "Effective Date") by and between That 1 Painter Franchising, LLC, a Texas limited liability company with its principal place of business at ~~2851 Joe DiMaggio Blvd. #14 Round Rock, TX 78665~~ 12357-C Riata Trace Parkway, Suite 150-200, Austin, Texas 78727 (herein "Franchisor"), and \_\_\_\_\_, a(n) \_\_\_\_\_, with its principal place of business located at \_\_\_\_\_ and \_\_\_\_\_'s principals \_\_\_\_\_, an individual residing at \_\_\_\_\_ and \_\_\_\_\_, an individual residing at \_\_\_\_\_ ("Principal(s)"), who shall be collectively referred to in this Agreement as the "Franchisee".

## RECITATIONS

Through the expenditure of considerable time, effort and money, Franchisor has developed and established a business that provides comprehensive residential and commercial painting and cosmetic rehabilitation services, using Franchisor's format, trade dress, methods of marketing and operation, training and assistance, Franchisor's confidential operations manual of business practices and policies (taken together herein the "System").

The System is identified by certain trade names, service marks, trademarks, logos, emblems and indicia of origin, including but not limited to the service mark That 1 Painter, as set forth in Attachment 2, and such other trade names, service marks, and trademarks as are now designated and may hereafter be designated or substituted by Franchisor for use in connection with the System (the "Marks").

Franchisor continues to develop, use, and control the use of such Marks in order to identify for the public the source of services and products marketed under the Marks and the System and to represent the System's high standards of quality, appearance, and service.

Franchisee understands and acknowledges the importance of Franchisor's high and uniform standards of quality, service, and appearance, and the necessity of operating the business franchised hereunder in conformity with Franchisor's standards and specifications.

NOW, THEREFORE, the parties, in consideration of the promises, undertakings and commitments of each party to the other set forth herein, and intending to be legally bound hereby, mutually agree as follows:

**1. RECITATIONS.** The Recitations set out above form part of this Agreement.

**2. GRANT OF FRANCHISE.** Franchisor hereby grants to Franchisee and Franchisee accepts, upon the terms and conditions contained in this Agreement, the license to operate a That 1 Painter franchise that provides comprehensive residential and commercial painting and cosmetic rehabilitation services (the "Franchised Business"), using only the Marks licensed hereunder, in strict conformity with the System, which may be changed, improved and further developed by

Franchisor from time to time. This grant applies only within a territory that is designated in Attachment 3 attached hereto and incorporated herein (the “Territory”).

### 3. SOLICITATION AND SALES RESTRICTIONS

- 3.1 Territory. This Agreement grants Franchisee the right to operate the Franchised Business at a single location and from within the Territory. Subject to Sections 3.2, 3.3 and 3.4 below, Franchisor agrees that during the Term of this Agreement, Franchisor will not permit any other That 1 Painter franchisees, to operate a That 1 Painter business in the Territory using the same Marks as licensed to Franchisee in this Agreement so long as Franchisee (i) meets the minimum performance standards (“Minimum Performance Standards”) set forth in Attachment 4 and (ii) is not in default under this Agreement or this Agreement has not been terminated. Except as otherwise specified in this Agreement, Franchisor reserves the right to open, operate or franchise That 1 Painter franchises around, bordering and adjacent to the Territory. Except as set forth in this Agreement, Franchisee is prohibited from serving and soliciting customers outside of the Territory and from alternative methods of distribution as more fully specified herein.
- 3.2 Minimum Performance Standards. Franchisee acknowledges the importance of actively developing the Territory to achieve maximum revenues, and, to that end, Franchisee agrees to use best efforts to market Franchisee’s Franchised Business to meet the Minimum Performance Standards as outlined in Attachment 4 to this Agreement. Franchisee’s failure to meet the Minimum Performance Standards is a material default of this Agreement, and upon such default, Franchisor is entitled to either (i) reduce the size of the Territory ~~or~~, (ii) terminate this Agreement, (iii) require Franchisee to attend additional training at franchisee’s expense and pay any applicable training fee in connection with the same.
- 3.3 Outside-Area Sales. Franchisee is hereby permitted to perform residential and commercial painting services and cosmetic rehabilitation services outside of the Territory where: (A) the customer is (i) a current in-Territory customer of Franchisee and (ii) solicited the service of Franchisee to provide residential or commercial painting services, or residential or commercial cosmetic rehabilitation services at a property located outside of the Territory, or (B) the customer is (i) a former customer of Franchisee who has relocated outside of the Territory and (ii) solicited the service of Franchisee to provide residential or commercial painting services, or residential or commercial cosmetic rehabilitation services at a property in the customer’s relocation area and (C) You can do business by word of mouth referral or for commercial work outside of their territory even if it is in another franchisee's territory, or (D) Franchisee otherwise obtains Franchisor’s prior approval. Prior to performing any residential or commercial painting services, or residential or commercial cosmetic rehabilitation services pursuant to this Section 3.3, Franchisee shall obtain (x) any and all required licenses to conduct business in the subject location and (y) all required insurance as set forth in Article 15 hereof covering services that Franchisee performs in the subject location. Franchisee hereby acknowledges that other System franchisees have substantially similar rights to service customers outside of their territories, which includes servicing customers that may be within Franchisee’s Territory, and Franchisee hereby agrees that the



exercise of such right by other System franchisees is deemed not to impair or injure Franchisee's rights pursuant to Section 2 hereof.

3.4 Reservation of Rights. Franchisee understands and agrees that all rights to any businesses, other than as specified in this Agreement, are fully reserved to Franchisor within or outside of the Territory. By way of example only, Franchisor reserves the rights to offer (i) other services and products not offered under the Marks, (ii) other residential or commercial painting, and other residential or commercial cosmetic rehabilitation services concepts or products under the Marks or other trademarks, and (iii) products or services through other channels of distribution in the Territory including, but not limited to, co-branding with other residential or commercial painting businesses, and products offered through retail stores, the Internet or direct marketing ("Alternate Channels of Distribution"). Franchisor further specifically reserves the right to solicit, sell to, negotiated rates with, and service residential or commercial properties that conduct business across multiple areas or have multiple locations either regionally or nationally, such as real estate brokerage firms, property management firms, residential investors, and real estate developers ("Commercial Accounts"). Franchisor may offer Franchisee the right to service Commercial Accounts in the Territory, provided that Franchisee accept negotiated terms; otherwise, Franchisor may service the Commercial Accounts either directly or permit another franchisee to provide such service. Franchisee will receive no compensation for Franchisor's sales through Alternate Distribution Channels or declined Commercial Accounts made within the Territory. Franchisee agrees that such implementation of Franchisor's rights pursuant to this Section 3.4 is deemed not to impair or injure Franchisee's rights pursuant to Section 2 hereof.

4. **TERM.** Unless terminated earlier in accordance with the terms set forth in this Agreement, this Agreement and the Franchise granted hereunder shall commence upon the Effective Date set forth above and terminate on the date that is ten (10) years following the Opening Date, as defined in Section 8 hereof (the "Term").

5. **SUCCESSORRENEWAL OPTIONS.** Subject to the terms and conditions of this Agreement, Franchisee shall have the right, following the expiration of the Term hereof, to enter into a new franchise agreement and other agreements then customarily employed by Franchisor and in the form then generally being offered to prospective franchisees in the state in which the Territory is located (the "Successor Franchise Agreement") for one (1) additional term of ten (10) years. The term of each such Successor Franchise Agreement shall commence upon the date of expiration of the immediately preceding term.

5.1 Form and Manner of Successor Agreement. If Franchisee desires to exercise Franchisee's option to enter into a Successor Franchise Agreement, it shall be done in the following manner:

5.1.1 Not less than six (6) months prior to the expiration of the Term of this Agreement, Franchisee shall request from Franchisor in writing, a copy of Franchisor's then current Disclosure Document (including Franchisor's then current franchise agreement).

5.1.2 Franchisee must execute and return to Franchisor all required documents, including any and all ancillary documents, within sixty (60) days after receipt by Franchisee of a copy of Franchisor's then current Disclosure Document.

5.1.3 The Successor Franchise Agreement shall supersede this Agreement in all respects, and Franchisee understands and acknowledges that the terms of such new agreement may differ from the terms of this Agreement, including, without limitation, higher or lower royalty and other fees.

5.1.4 If Franchisee fails to perform any of the acts, or deliver any of the notices required pursuant to this Section 5.1 in a timely fashion, such failure shall be deemed an election by Franchisee not to exercise Franchisee's option to enter into the Successor Franchise Agreement, and such failure shall cause Franchisee's right and option to automatically lapse and expire, without further notice by Franchisor.

~~5.1.5 Franchisee acknowledges that the initial Term of this Agreement provides Franchisee more than a sufficient opportunity to recoup Franchisee's investment in the Franchise, as well as a reasonable return on such investment.~~

5.2 Conditions of Successor Options. Franchisee's right to enter into a Successor- Franchise Agreement is conditioned upon the following:

5.2.1 Franchisee shall be in full compliance with this Agreement and shall have materially performed Franchisee's obligations under this Agreement, Franchisor's operations manual ("Manual") and under all other agreements that may be in effect between Franchisee and Franchisor, including but not limited to all monetary obligations.

5.2.2 Franchisee shall not have committed five (5) or more events constituting default during the then current Term of this Agreement, whether or not such defaults were cured.

5.2.3 Franchisee will have completed any required additional training to Franchisor's reasonable satisfaction.

5.2.4 Franchisee performs such repairs, upgrades and replacements as Franchisor may require causing the Franchised Business equipment, computer system, vehicle(s) and other assets to conform to the then-current specifications for franchised businesses on the renewal date.

5.2.5 Franchisee shall execute a general release of all claims Franchisee may have against That 1 Painter Franchising, LLC, its parent, subsidiaries and affiliates, its officers, directors, shareholders, agents, and employees, whether in their corporate and/or individual capacities, in the form attached hereto as Attachment

5. This release will include all claims arising under any federal, state, or local law, rule, or ordinance.

5.2.6 Franchisee shall pay the required Successor Agreement Fee of 10% of the then-current initial franchise fee and sign the Successor Franchise Agreement.

5.3 Notice Required by Law. If applicable law requires Franchisor to give notice to Franchisee prior to the expiration of the Term, this Agreement shall remain in effect on a month-to-month basis until Franchisor has given the notice required by such applicable law. If Franchisor is not offering new That 1 Painter franchises, is in the process of revising, amending or renewing Franchisor's form of franchise agreement or disclosure document, or Franchisor is not lawfully able to offer Franchisee the then-current form of Successor Franchise Agreement at the time Franchisee advises Franchisor pursuant to Paragraph 5.2 hereof that Franchisee desires to renew, Franchisor may, in Franchisor's sole discretion, (i) offer to renew this Agreement upon the same terms set forth herein for the appropriate successor term or (ii) offer to extend the Term hereof on a month-to-month basis following the expiration of the Term for as long as Franchisor deems necessary or appropriate so that Franchisor may lawfully offer the then current form of Successor Franchise Agreement. Any timeframes specified in this Paragraph 5 shall be inclusive of any state mandated notice periods.

5.4 Additional Reservation of Rights. Notwithstanding anything herein to the contrary, Franchisor reserves the right not to enter into a successor franchise agreement as a result of a decision to withdraw from the Territory in which Franchisee's Franchised Business is located.

## 6. FEES

6.1 Initial Franchise and Royalty Fees.—As part of the consideration for the right to operate the Franchise granted herein, Franchisee shall pay to Franchisor the following fees:

6.1.1 Initial Franchise Fee. Franchisee acknowledges and agrees that the grant of this Franchise and the rights and obligations of the parties under this Agreement constitute the sole and only consideration for the initial franchise fee of Forty-Nine Thousand Dollars (\$49,000.00) (the "Initial Fee"). **The Initial Fee is fully earned at the time this Franchise Agreement is signed and is not refundable under any circumstances.** Franchisee shall pay the full amount of the Initial Fee to Franchisor upon Franchisee's execution of this Agreement. If Franchisee meets one of our incentive programs, Franchisee will receive a 10% discount on the Initial Fee in connection with the purchase of the first Territory only.

6.1.2 Royalty Fee. Franchisee agrees to pay Franchisor, monthly throughout the Term, a royalty fee equal to six percent (6%) of the Gross Revenue, as hereinafter defined, realized from the Franchised Business and from any other revenues received using Franchisor's trademarks, methods, operations and/or trade secrets (the "Royalty Fee"). The term "Gross Revenue" includes all revenues and income from any source

derived or received by Franchisee from, through, by or on account of the operation of the Franchised Business or made pursuant to the rights granted hereunder, including but not limited, any and all other revenues received using Franchisor's trademarks, methods, operations and/or trade secrets whether received in cash, in services, in kind, from barter and/or exchange, on credit (whether or not payment is actually received) or otherwise. Gross Revenues also include all proceeds from any business interruption insurance. Excluded from Gross Revenues are: (1) sales taxes and other taxes separately stated that Franchisee collects from customers and pays to taxing authorities; (2) refunds and credits made in good faith to arms' length customers, provided such credits or refunds are made in accordance with Franchisor's standards and specifications; and (3) the discount value of any voucher or other allowance that Franchisor authorizes at the time Franchisee redeems the customer's voucher or allowance. At Franchisor's option, Franchisee shall submit, or grant Franchisor access to, the Gross Revenue Report by an electronic transfer of data via the POS System at the times and interims then specified by Franchisor.

6.1.3 Gross Revenue Reports. Franchisee shall, on or before the sixth (6<sup>th</sup>) day of each calendar month, furnish Franchisor with a report showing Franchisee's Gross Revenue at or from the Franchised Business and/or made pursuant to the rights granted hereunder during the immediately prior calendar month (the "Gross Revenue Report"). The Gross Revenue Report shall be in such form and shall contain such information as Franchisor may from time to time prescribe. At Franchisor's discretion, Franchisee shall submit the Gross Revenue Report by an electronic transfer of data via the computer information systems ("Computer System") that Franchisor requires Franchisee to use in the operation of the Franchised Business.

6.1.4 Method of Payment. Franchisee shall, together with the submission of the Gross Revenue Report, pay Franchisor the Royalty Fee and the Brand Development Fund Contribution, as defined and more particularly described in Article 13, then due. At Franchisor's request, Franchisee must execute documents that allow Franchisor to automatically take the Royalty Fee and Brand Development Fund Contribution due as well as other sums due Franchisor, from business bank accounts via electronic funds transfers. Franchisee's failure to allow electronic funds transfers on an ongoing basis is a material breach of this Agreement. If Franchisee fails to timely report Gross Revenue, then, in addition to a late fee and interest pursuant to Sections 6.2 and 6.3 hereof, Franchisor shall collect one hundred twenty percent (120%) of the last Royalty Fee payable. Franchisor shall reconcile amounts when Gross Revenues are reported.

6.2 Late Fee. If the Royalty Fee, Brand Development Fund Contribution, other fee due and payable to Franchisor or any Gross Revenue Reports are not received by Franchisor as required by this Agreement, Franchisee shall pay to Franchisor, in addition to the overdue amount, a late fee of Fifty Dollars (\$50.) This late fee is reasonably related to Franchisor's costs resulting from the delay in payment and/or receipt of any report, is not a penalty, and is in addition to any other remedy available to Franchisor under this Agreement for Franchisee's failure to pay the Royalty Fee, the Brand Development Fund

Contribution, and/or submit Gross Revenue Reports in accordance with the terms of this Agreement.

- 6.3 Interest. Any and all amounts that shall become due and owing from Franchisee to Franchisor under the terms hereof shall bear interest from the date due until paid at the rate of 1.5% per month or at the highest rate permitted by law, whichever is higher.
- 6.4 Non-Sufficient Funds Fee. In the event any of Franchisee's checks are returned, or an electronic funds transfer from Franchisee's bank account is denied, for insufficient funds, Franchisee shall pay Franchisor, in addition to the amount due, a non-sufficient funds fee of One Hundred Dollars (\$100.00) per occurrence. This non-sufficient fund fee is reasonably related to Franchisor's costs resulting from the delayed and declined payment, is not a penalty, and is in addition to any other remedy available to Franchisor under this Agreement.
- 6.5 Appointment Center Fee. Upon opening your Franchised Business, you will be enrolled in our Appointment Center program. We will field telephonic and electronic customer inquiries and arrange appointments with the customer for your follow-up. You will be charged a weekly Appointment Center Fee of 1% of gross revenue. You must participate in the Appointment Center program. We reserve the right to modify the Appointment Center program as we deem appropriate. This fee is payable to us or our affiliate.
- 6.6 Technology Fee. Currently \$650 to \$1,000 per month for new or improved technology adopted, developed or otherwise required by Franchisor for the benefit of the System and Franchised Business, including but not limited to, assigned phone numbers and email addresses required for use in the Franchised Business, a franchise portal, benchmarking platform or other operations or communications systems ("Technology Fee"). ~~In~~ Franchisor's sole discretion, Franchisor may (i) increase the amount of the technology fees or (ii) replace the technology with different technology, developed by Franchisor or a third-party, and Franchisee shall pay the then-current fees for the replacement technology and for continuous access thereto. Payment of the Technology Fee will be made in the manner and frequency as reasonably determined by Franchisor. The Technology Fee will not increase by more than 15% each year.
- 6.7 National Accounts- and Corporate Sales. For customers who have regional or nationwide locations ("National Accounts-and-appointments we generate, we") and other customers that are generated and sold as part of Franchisor's marketing efforts ("Corporate Sales"), Franchisor will charge 5% of ~~gross revenue.~~ Gross Revenue. This amount is in addition to the Royalty Fee. If you qualify, you must participate in the National Accounts and Corporate Sales program. We reserve the right to modify the National Accounts and Corporate Sales program as we deem appropriate.
- 6.8 Non-Compliance. If Franchisee is non-compliant with any area of the Operations Manual Franchisor may impose a non-compliance fee of Five Hundred Dollars (\$500) per incident. This is in addition to any other rights or remedies we may have under this Agreement.

6.9 Taxes. If any sales, excise, use or privilege tax is imposed or levied by any government or governmental agency on Franchisor for any Royalty Fee, Brand Development Fund Contribution or other fees due and payable to Franchisor under this Agreement, Franchisee shall pay Franchisor a sum equal to the amount of such tax.

6.10 Master Class. Franchisee must pay Franchisor a fee of \$5,000 for access to the master class (for two seats). Each additional seat is \$2,5000 per person.

## 7. TRAINING

7.1 Initial Management Training Program. Franchisee shall attend and complete to Franchisor's sole and absolute satisfaction, Franchisor's initial management training program ("Initial Management Training Program") prior to the opening of the Franchised Business. The Initial Management Training Program consists of a course conducted at Franchisor's headquarters in Austin, Texas followed by an online course. Franchisor reserves the right to designate an alternate location for the Initial Management Training Program. Franchisee must at all times during the term of this Agreement have a principal who has successfully completed the Initial Management Training Program to Franchisor's sole and complete satisfaction. We will charge you an Initial Training Fee of \$1,500 per individual that will attend training per person and are due prior to the commencement of training. Notwithstanding the foregoing, Franchisee shall be required to pay all of the expenses of the Initial Trainees, including, without limitation, costs of travel, most meals and wages. We also offer an optional commercial training program that is approximately 2-weeks and costs \$10,000 per person.

7.2 Satisfactory Completion. Franchisor shall determine, in Franchisor's sole discretion, whether the Initial Trainees have satisfactorily completed the Initial Management Training Program. If the Initial Management Training Program is not satisfactorily completed by the Initial Trainees, or if Franchisor, in Franchisor's reasonable business judgment based upon the performance of the Initial Trainees, determines that the Initial Management Training Program cannot be satisfactorily completed by Franchisee or a Principal, Franchisor may terminate this Agreement.

7.3 Additional Training. We may offer mandatory additional training programs from time to time. You and your general manager must participate in refresher training for up to five (5) days per year, at a location we designate. We may also require you to attend a national business meeting or annual convention for up to five (5) days per year, at a location we designate. You are responsible for any and all incidental expenses incurred by you and your personnel in connection with additional training or attendance at Franchisor's national business meeting or annual convention including a fee from \$500 to ~~\$2,500~~\$5,000 and without limitation, costs of travel, lodging, meals and wages. The Franchisor reserves the right to impose a reasonable fee for all other additional training programs. Franchisee's failure to attend and/or complete mandatory additional training or failure to attend Franchisor's national business meeting or annual convention is a default of this Agreement. Franchisee or Franchisee's principal(s) shall be required to obtain any missed mandatory additional training at a location Franchisor designates.



Franchisee shall pay all costs and expenses for such additional missed training, including but not limited to, tuition at the then-current rate and any and all transportation, meals and lodging of Franchisee, Franchisee's principal(s) and Franchisor's training personnel. Franchisee shall pay to Franchisor any incurred expenses by Franchisor's training personnel within ten (10) days of Franchisor's billing thereof to Franchisee via ACH.

- 7.4 In-Territory Remedial Training. Upon Franchisee's reasonable request or as Franchisor shall deem appropriate, Franchisor shall, during the term hereof, subject to the availability of personnel, provide Franchisee with additional trained representatives who shall provide phone or screen-share remedial training and assistance to Franchisee's personnel. For any additional on-site training and assistance within the Territory, Franchisee shall pay the per diem fee then being charged to franchisees under the System for the services of such trained representatives, plus their costs of travel, lodging, and meals.
- 7.5 Counseling and Assistance. In addition to visits by Franchisor's field representatives, as Franchisor deems appropriate, Franchisor shall, within reasonable limits and subject to the availability of Franchisor's personnel, upon Franchisee's request and at no charge, unless such assistance is provided in Territory pursuant to Section 7.4, furnish consultation and assistance to Franchisee, either in person or by telephone, video conference, electronic mail or postal service, as determined by Franchisor, in Franchisor's sole discretion, with respect to the operation of the Franchised Business, including consultation and advice regarding employee training, marketing, operation issues, bookkeeping and System improvements.

## 8. FRANCHISED BUSINESS SITE REQUIREMENTS

- 8.1 Franchisee shall commence operation of the Franchised Business from a home-based office. If Franchisee desires to operate out of a commercial office location during ~~the Term after the first year of~~ the Term, such office location is subject to Franchisor's approval, and in accordance with Section 8.3 hereof. Franchisee assumes all cost, liability, expense and responsibility for equipping and outfitting the Franchised Business office as outlined in the Manual.
- 8.2 Time to Open. Franchisee acknowledges that time is of the essence in this Agreement. Upon Franchisee's compliance with the conditions stated below, Franchisee shall open the Franchised Business, which shall be defined herein as the "Opening Date". Prior to the Opening Date, Franchisee shall (i) satisfactorily complete Franchisor's Initial Management Training Program, as further set forth in Article 7, (ii) hire and train staff, if required, (iii) obtain all required licenses to operate the Franchised Business, and (iv) obtain all equipment Franchisor requires, including but not limited to, computer systems, software, applications, and vehicle in accordance with Franchisor's standards. If Franchisee fails to comply with any of such obligations, Franchisor shall have the right to prohibit Franchisee from opening for business. Franchisee's failure to open the Franchised Business and commence business (i) in accordance with the foregoing, and (ii) within thirty to ninety (30-90) days following the date of this Agreement, unless otherwise



extended by Franchisor, shall be deemed a material event of default under this Agreement.

- 8.3 No Relocation. Franchisee's rights to operate the Franchised Business shall be limited to the Territory set forth in Attachment 3, and no other. Franchisee shall not relocate the office of the Franchised Business to commercial premises at any time without Franchisor's written approval, which approval shall be granted only in the sole and complete discretion of Franchisor, and if permitted, shall be at Franchisee's sole expense. In the event such permission is granted, (i) Franchisee shall remove any signs or other property from the original Franchised Business office which identified the original Franchise Business office as part of the System and (ii) the parties shall amend Attachment 3 to reflect the address of the new Franchised Business office location.

## 9. **MAINTENANCE AND IMPROVEMENT OF THE FRANCHISED BUSINESS AND SYSTEM**

- 9.1 Maintenance of Franchised Business Assets. Franchisee shall maintain the Franchised Business office location, all required Franchised Business equipment, Franchisee's vehicle, the Computer System, and all hardware, software and related accessories to the standards of quality, repair and condition required by Franchisor, which standards are specified in the Manual and other written directives, standards and specifications. Franchisee, at Franchisee's expense, shall make such alterations, repairs, refurbishing and replacements as may be required to comply with Franchisor's standards, including, without limitation, periodic repairs or replacement of worn or impaired equipment, vehicles and computer hardware, software and accessories, as Franchisor may direct.
- 9.2 Equipment and Technology Updates. Franchisee shall make any and all upgrades to equipment, including but not limited to, the Computer System, telecommunications hardware and software, payment processing systems, and any technology used in conjunction therewith, as Franchisor requires in its sole and absolute discretion.
- 9.3 System Services. From time to time, Franchisor, in Franchisor's sole discretion, may modify or add to the residential and commercial painting services offered by That 1 Painter. Upon written notice by Franchisor, Franchisee shall incorporate all modifications and additions to the services offered by Franchised Business, and Franchisee shall (i) purchase, or otherwise obtain access to, all necessary equipment, software, applications and/or supplies to perform such modified or additional services and (ii) attend any additional training, in accordance with Section 7.4 hereof, as Franchisor may direct.
- 9.4 Trade Dress Modifications.
- 9.4.1 Franchisee is aware that to maintain and improve the image and reputation of the System, Franchisor, in its sole and absolute discretion, may change and modify identifying elements of the System, including but not limited to, the adoption and use of new or modified color schemes, tag lines, logos or marks (collectively, "Trade Dress Modifications").

9.4.2 Franchisee shall, at Franchisee's sole expense, modify identifying elements of the Franchised Business, as required by Franchisor to conform to Trade Dress Modifications. Franchisee, upon notice by Franchisor and in accordance with Section 14.6 hereof, shall immediately discontinue the use of any Mark that is no longer desirable or available to Franchisor and substitute a different Mark or Marks as Franchisor directs.

9.4.3 Franchisee will accept, use and display any such Trade Dress Modifications as if they were a part of this Franchise Agreement at the time of execution hereof.

9.5 No Liability/Waiver of Claims. Franchisor shall not be liable to Franchisee for any expenses, losses or damages sustained by Franchisee as a result of any of the additions or modifications, including Trade Dress Modifications, required by this Article 9. Franchisee hereby covenants not to commence or join in any litigation or other proceeding against Franchisor or any third party, complaining of any such or seeking expenses, losses or damages caused thereby. Further, Franchisee expressly waives any claims, demands or damages arising from or related to the additions and modifications contemplated by this Article 9, including, without limitation, any claim of breach of contract, breach of fiduciary duty, fraud, and/or breach of the implied covenant of good faith and fair dealing.

9.6 Franchisee Advisory Council. Franchisor reserves the right to create (and if created, the right to change or dissolve) a franchisee advisory council as a formal means for System franchisees to communicate ideas. In the event a franchisee advisory council is created, Franchisor may invite Franchisee to participate in council-related activities and meetings, which invitation may be based on a franchisee's level of success, superior performance and profitability.

## 10 FRANCHISOR'S OBLIGATIONS

Franchisor and/or its designated representative will provide the services described below:

10.1 Territory and Site Determination. Designate the boundaries of Franchisee's Territory, by description and/or mapped boundaries, and set forth same in Attachment 3 attached hereto and incorporated herein. Franchisor shall also approve a commercial site of the Franchised Business office location in accordance with Section 8.3, if applicable.

10.2 Manual. Provide Franchisee access to the Confidential Operations Manual and such other manuals and written materials as Franchisor may hereafter develop for use by franchisees, as the same may be revised by Franchisor from time to time. Such documents may be provided electronically or via the Internet, at Franchisor's sole and absolute discretion.

- 10.3 Pre-Opening Requirements. Provide Franchisee with a written list of other equipment (including vehicle specifications), signage, supplies and products that will be required and/or recommended to open the Franchised Business for business.
- 10.4 Advertising Materials. Provide samples or digital artwork of certain advertising and promotional materials and information developed by Franchisor from time to time for use by Franchisee in marketing and conducting local advertising for the Franchised Business.
- 10.5 List of Suppliers. Make available from time to time, and amend as deemed appropriate by Franchisor, a list of approved and/or recommended suppliers of products and services for System franchisees. This list will be included in the operations manual.
- 10.6 Training. The training programs specified in Article 7 herein.
- 10.7 On-Going Assistance. Post-opening assistance in accordance with the provisions of Article 7.
- 10.8 Brand Development Fund. Administer a Brand Development Fund in accordance with Section 13.3.

## **11 FRANCHISEE'S REPRESENTATIONS, WARRANTIES AND COVENANTS**

- 11.1 Best Efforts. Franchisee, including each of Franchisee's Principals, covenants and agrees that he or she shall make all commercially reasonable efforts to operate the Franchised Business so as to achieve optimum sales.
- 11.2 Corporate Representations. If Franchisee is a corporation, partnership, limited liability company, or other legal entity, Franchisee and each Principal represent, warrant and covenant that:
- 11.2.1 Franchisee is duly organized and validly existing under the state law of its formation;
- 11.2.2 Franchisee is duly qualified and is authorized to do business in the jurisdiction of the Franchised Business location and the Territory;
- 11.2.3 Franchisee's organizational documents shall at all times provide that the activities of Franchisee are confined exclusively to the operation of the Franchise granted herein, unless otherwise consented to in writing by Franchisor, which consent may be withheld by Franchisor in Franchisor's sole discretion;
- 11.2.4 The execution of this Agreement and the consummation of the transactions contemplated hereby are within Franchisee's power and have been duly authorized by Franchisee;

11.2.5 Any financial statements and tax returns provided to Franchisor shall be certified as true, complete and correct and shall have been prepared in conformity with generally accepted accounting principles applicable to the respective periods involved and, except as expressly described in the applicable notes, applied on a consistent basis. No material liabilities, adverse claims, commitments or obligations of any nature exist as of the date of the statements or returns, whether accrued, unliquidated, absolute, contingent or otherwise, that are not reflected as liabilities; and

11.3 Guaranty. If any Franchisee or Principal is a married individual and the Franchisee's or Principal's spouse has not executed this Agreement, such Franchisee or Principal shall cause his or her spouse to personally execute and bind himself or herself to the terms of a Guaranty, in the form attached as Attachment 7 hereof.

11.4 Personal Supervision.

11.4.1 Franchisee shall personally supervise the operation of the Franchised Business and may not appoint a manager, unless Franchisee receives Franchisor's prior written consent. Franchisee accepts full responsibility for, and shall be fully liable to, Franchisor for the acts and omissions of any and all agents, employees or third persons working for or with Franchisee. Franchisee shall ensure that its agents, employees and all third-party business affiliates observe and adhere to all applicable terms, conditions and restrictions contained in this Agreement and in the Manual; including but not limited to quality and service standards, confidentiality, works made for hire, non-compete and the agreement to return all Franchisor proprietary and confidential information. Any breach of a term or condition contained in this Agreement by an agent, employee or third party working for Franchisee shall be deemed to be the same as a direct breach by Franchisee and its Principals; and Franchisor shall have all the same rights and remedies as if the breach occurred through the direct acts or omissions of the Franchisee and/or its named Principals. Franchisee's agents, employees and third-party business affiliates shall further:

- (i) Meet all Franchisor's standards and criteria for such individual(s), as set forth in the Manual.
- (ii) Execute a confidentiality and non-compete agreement in a form substantially similar to Attachment 9.
- (iii) Satisfy the training requirements set forth in Article 7, including completion of the Initial Management Training Program, if required by Franchisor. Franchisee shall pay Franchisor the then-current fee for attendance at the Initial Management Training Program and shall pay all other costs of to attend training, including transportation, lodging, and meals.

11.4.2 Franchisee shall promptly notify Franchisor when any employee, agent or third-party affiliate previously granted access to Franchisor's proprietary or confidential

information ceases to be employed or affiliated with Franchisee, so that any and all access rights to Franchisor proprietary or confidential information may be terminated and all such materials returned to Franchisor. Any failure by Franchisee to comply with the requirements of this Section shall be deemed a material event of default under this Agreement.

- 11.5 Legal Compliance. Franchisee shall comply with all federal, state and local laws, rules and regulations and shall timely obtain any and all permits, certificates or licenses necessary for the full and proper conduct of the Franchised Business. Such laws, rules and regulations shall include, without limitation, licenses to do business, fictitious name registrations, sales and other tax permits, any permits, certificates or licenses required by any industry regulatory agency or association and any other requirement, rule, law or regulation of any federal, state or local jurisdiction.
- 11.6 Claims and Potential Claims. Franchisee shall notify Franchisor in writing within three (3) days of any incident or injury that could lead to, or the actual 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 in any way relating to or affecting the operation or financial condition of the Franchised Business. Any and all media inquiries concerning the Franchised Business, including, but not limited to, the business operation and incidents and occurrences related to a customer or employee, shall be referred to Franchisor. Neither Franchisee, Franchisee's employees nor anyone on Franchisee's behalf may comment to any broadcast medium, except as directed by Franchisor.
- 11.7 Assignment of Numbers and Listings. At Franchisor's request, Franchisee shall execute such forms and documents as Franchisor deems necessary to appoint Franchisor its true and lawful attorney-in-fact, with full power and authority, for the sole purpose of assigning to Franchisor, Franchisee's telephone numbers and listings; and provide Franchisor with passwords and administrator rights for all email, software, social media or other such accounts used or created by Franchisee in order to operate the Franchised Business. Upon the expiration or termination of this Agreement, Franchisor may exercise its authority, pursuant to such documents, to obtain any and all of Franchisee's rights to the telephone numbers of the Franchised Business and all related telephone directory listings and other business listings, and all Internet listings, domain names, Internet advertising, websites, listings with search engines, electronic mail addresses, social media, or any other similar listing or usages related to the Franchised Business.
- 11.8 Access to Tax Filings. Upon execution of this Agreement, and at any time thereafter upon Franchisor's request, Franchisee shall execute such forms and documents as Franchisor deems necessary, to appoint Franchisor its true and lawful attorney-in-fact with full power and authority, for the sole purpose of obtaining any and all returns and reports filed by Franchisee with any state or federal taxing authority.
- 11.9 Continuing Obligation. Franchisee and each Principal acknowledge and agree that the representations, warranties and covenants set forth in this Article 11 are continuing

obligations of Franchisee and each Principal, as applicable, and that any failure to comply with such representations, warranties and covenants shall constitute a material event of default under this Agreement. Franchisee and each Principal shall cooperate with Franchisor in any efforts made by Franchisor to verify compliance with such representations, warranties and covenants.

## 12 FRANCHISEE'S OPERATIONS

12.1 Operation of Franchised Business. In order to maintain the highest degree of quality and service on a uniform System-wide basis, Franchisee shall operate the Franchised Business in conformity with the methods, standards and specifications prescribed by Franchisor. Franchisee agrees to comply with the Manual, as it is modified from time to time, and all directives, rules and procedures specified by Franchisor, and will, among other things:

12.1.1 Procure the necessary licenses or permits to allow the operation of the Franchised Business and otherwise comply with all applicable governmental laws, ordinances, rules and regulations;

12.1.2 Conduct sales and service of customers using Franchisor's format, methods, forms, reports and software and otherwise in accordance with Franchisor's standards and specifications;

12.1.3 Employ sufficient employees as prescribed by Franchisor to operate the Franchised Business at its maximum capacity and efficiency as required by Franchisor;

12.1.4 Employ only qualified individuals, in accordance with Section 12.5 below, who are trained and licensed as required by Franchisor and who will at all times conduct themselves in a competent and courteous manner in accordance with this Agreement and the image and reputation of the System. Franchisee shall require Franchisee's employees to wear clothing conforming to Franchisor's specifications as to style, color, and design as Franchisor may from time to time reasonably designate so as to maintain the goodwill and reputation of Franchisor, the System and the Marks. Franchisee acknowledges and agrees that poorly trained employees, sloppy or unclean appearances and incompetent or discourteous service are extremely damaging to the goodwill of the System and the Marks and are a material default of this Agreement;

12.1.5 Permit Franchisor or its agents, to inspect the Franchised Business and any services, products, or equipment, through service call attendance or otherwise, to determine whether they meet Franchisor's then-current standards, specifications and requirements. In addition to any other remedies Franchisor may have, Franchisee shall reimburse Franchisor for Franchisor's inspection costs of any product or service that does not conform to the System standards and specifications;



12.1.6 Maintain in good working order, cleanliness and appearance, all vehicles for use in the Franchised Business. Franchisor reserves the right to set specifications and standards of condition, age and branding, as set forth in the Manual, of vehicles used in the Franchised Business.

12.1.7 Prominently display identifying elements of the System of such nature, form, color, number, location and size, and containing such material, as Franchisor may from time to time reasonably direct or approve in writing; and to refrain from using any sign, advertising media or identifying element of any kind to which Franchisor reasonably objects, including signs and advertising media which have been outdated. Upon giving Franchisee notice of its objection to same or upon termination hereof, Franchisor may at any time enter upon the Franchised Business office location or elsewhere and remove any objectionable or non-approved sign, advertising media or identifying element and keep or destroy same without paying therefor or without being deemed guilty of trespass or any other tort;

12.1.8 Conduct all advertising programs in a manner consistent with Franchisor's standards and specifications, in a manner satisfactory to Franchisor and that will not detract from the reputation of the System or the Marks; and

## 12.2. Bookkeeping and Reports.

12.2.1. Franchisee agrees to keep and maintain complete and accurate books and records of its transactions and business operations using the accounting procedures specified by Franchisor. Franchisee agrees to purchase the computer systems specified in Section 12.3 to maintain the records and accounts of the Franchisee to the standards of the Franchisor. Franchisee acknowledges and agrees that the financial performance of Franchisee's Franchised Business may be published in franchise disclosure document(s) issued by Franchisor following the Effective Date hereof.

12.2.2. Within thirty (30) days after the close of each calendar quarter and within ninety (90) days after the close of each fiscal year, Franchisee will furnish Franchisor a full and complete written statement of income and expense and a profit and loss statement for the operation of the Franchised Business during said period, together with a balance sheet for the Franchised Business, all of which shall be prepared in accordance with generally accepted accounting principles and practice. Franchisee's annual statements and balance sheets shall be prepared by an independent certified public accountant and certified to be correct.

12.2.3. The financial statements required hereunder shall be in such form and contain such information as Franchisor may from time to time reasonably designate.

12.2.4. Franchisor reserves the right to require Franchisee to engage the services of a third-party accounting services firm, designated and approved by Franchisor, in the event that (i) Franchisee fails to keep books and records in accordance with Franchisor's



standards or (ii) Franchisor, in its sole discretion, determines that use of a third-party accounting services firm by all System franchisees is beneficial to the System.

12.2.5. Franchisor shall have the right at all reasonable times to examine, at its expense, Franchisee's books, records, and tax returns. If an examination reveals that you have understated any Gross Revenue report by two percent (2%) or more, you shall reimburse the Franchisor for the cost of such examination and pay the Franchisor the amounts due together with interest thereon at the rate provided herein. Such understatement may be considered a material default hereunder. Two (2) such understatements during the Term of this Agreement may, at the option of Franchisor, be considered an incurable default and thereby subject to termination as provided herein.

### 12.3 Computer Systems.

12.3.1. Franchisee, at Franchisee's sole expense, shall install and maintain the Computer System and other computer hardware and software Franchisor requires for the operation of the Franchised Business and shall follow the procedures related thereto that Franchisor specifies in the Manual or otherwise in writing.

12.3.2. Franchisor may require Franchisee, at Franchisee's sole expense, to install and maintain systems and web-based payment processing and bookkeeping accounts that permit Franchisor to independently and electronically access and retrieve any information stored in Franchisee's Computer System and accounts, including, without limitation, information concerning Gross Revenue. Upon Franchisor's request, Franchisee shall execute such documents as Franchisor deems necessary to permit Franchisor to independently and electronically access and retrieve all information stored on Franchisee's Computer System, other systems and web-based payment processing and bookkeeping accounts.

12.3.3 Any and all customer data collected or provided by Franchisee, retrieved from Franchisee's Computer System, or otherwise collected from Franchisee by Franchisor or provided to Franchisor, is and will be owned exclusively by Franchisor and will be considered to be Franchisor's proprietary and Confidential Information. Franchisor has the right to use such data in any manner without compensation to Franchisee. Franchisor licenses to Franchisee the use of such data solely for the purpose of operating the Franchised Business; provided that, this license shall automatically and irrevocably terminate, without any additional action or notice required by Franchisor, upon the expiration or earlier termination of this Agreement.

12.3.4. Franchisor may require Franchisee, at Franchisee's sole expense, to enter into software license agreements in the form that Franchisor requires for software Franchisor develops or acquires for use in the System.

12.3.5. Franchisee shall have and maintain adequate hardware and software in order to access the Internet at the speed required by Franchisor from time to time.

Franchisee shall use the electronic mail account provided by Franchisor. Franchisee shall promptly read and respond to all electronic mail related to the Franchised Business no less often than on a daily basis and shall accept and acknowledge receipt of all electronic mail sent by Franchisor. Franchisee shall not establish any website or other listing on the Internet except as provided and specifically permitted herein.

12.3.6. Franchisor has established a website that provides information about the System and the services and products offered by the That 1 Painter System (the “Website”). Franchisor has sole discretion and control over the Website. Franchisor shall include a listing on its Website of Franchisee’s contact information and permit Franchisee to upload previous completed work. Franchisee has no ownership or other proprietary rights to Franchisor’s Website and Franchisee will lose all rights to such listing of Franchisee’s contact information upon expiration or termination of this Agreement for any reason.

12.3.7. In addition to Franchisee’s obligations pursuant to Section 6.6 hereof, Franchisee shall pay all fees, whether to Franchisor or to third party vendor(s), and expenses for technology required by this Agreement for operation of the Franchised Business, including but not limited to, the costs of computer hardware and software and applications, installation costs and regularly recurring fees for software, Internet access, license fees, help desk fees, and licensing or user-based fees.

12.3.8 Franchisee is solely responsible for maintaining the security and integrity of the computer and payment processing systems used in the Franchised Business and the customer and other data stored therein. Franchisee, at Franchisee’s sole cost and expense, shall implement all computer hardware, software and Internet security procedures, including required updates or upgrades thereto, that are reasonably necessary to protect Franchisee’s computer and payment processing systems and the data stored therein from viruses, malware, privacy breaches or other unauthorized access.

12.4 Safety and Security. Franchisee is solely responsible for the safe and secure operation of the Franchised Business and the services provided thereby for Franchisee, Franchisee’s personnel, customers, agents, and the general public. All matters of safety and security are within Franchisee’s discretion and control, and Franchisee’s indemnification obligations set forth in Section 15.6 hereof shall apply to any claims made against Franchisor regarding safety or security.

12.5 Prices. Subject to applicable law, Franchisor may recommend or set maximum prices for services and products offered by Franchisee, which may vary depending on geographic and other market conditions. Franchisee acknowledges that Franchisor has made no guarantee or warranty that offering services or products at any particular price will enhance Franchisee’s sales or profits.

12.6 Employee Background Check. Franchisee shall conduct a background review of every prospective employee's criminal history and any other histories that Franchisor requires and that Franchisee determines to be necessary and appropriate, prior to hiring. Franchisee shall not hire any prospective employee for any position involving entrance to a residence if such prospective employee's background review indicates, in Franchisee's sole discretion, a propensity for violence, dishonesty, negligent, reckless or careless behavior, or a conviction for any crime. Notwithstanding the foregoing, all matters of employment and the safety of Franchisee's customers and their clients are within Franchisee's discretion and control. Franchisor shall not be liable to Franchisee, any employee or prospective employee of Franchisee, or any third-party for any act or omission of Franchisee or any employee or agent of Franchisee, and Franchisee's indemnification obligations set forth in Section 15.6 hereof shall apply to any claims, demands or actions against Franchisor arising from any act or omission of Franchisee or any employee or agent of Franchisee (including, without limitation, refusal to hire or discrimination claims or claims asserted by third parties for torts allegedly committed by any employee or agent of Franchisee).

12.7 Customer Dispute Resolution. Franchisee acknowledges Franchisor's philosophy that exceeding customers' expectations is essential to Franchisee's success as well as the reputation and success of the System and other That 1 Painter franchisees and that all System franchisees shall endeavor to go above and beyond expectations and generosity in all customer dealings. Accordingly, Franchisee agrees to: (i) use its best efforts to ensure the complete satisfaction of each of Franchisee's customers; (ii) apply the highest standards of customer service and use good faith in all dealings with customers, potential customers, referral sources, suppliers and creditors; (iii) respond to customer complaints in a courteous, prompt, and professional manner; (iv) use its best efforts to promptly and fairly resolve customer disputes; and (v) within twenty-four (24) hours of receiving a request from Franchisor, provide Franchisor a written summary of the dispute. If Franchisee fails to resolve a dispute with a customer, for any reason whatsoever, Franchisor, in its sole discretion and for the sole purpose of protecting the goodwill and reputation of the System and the Marks, may (but shall not be obligated to) investigate the matter and take such action as Franchisor may deem necessary or appropriate to resolve the dispute fairly and promptly, including, but not limited to, the issuance of a refund on Franchisee's behalf. Within ten (10) days after receiving notice thereof, Franchisee shall reimburse Franchisor for any amounts refunded to a customer on Franchisee's behalf. **Franchisee hereby authorizes Franchisor to take payment of refunded amounts, at Franchisor's option, through electronic funds transfer or ACH payment.** Nothing contained in this Section or any other provision of this Agreement shall be construed to impose liability upon Franchisor to any third party for any action by or obligation of Franchisee.

12.8 Unapproved Item/Suppliers. —If Franchisee desires to purchase, lease or use any unapproved equipment, product, or service or to purchase, lease or use any equipment, product or service from an unapproved supplier, Franchisee shall submit to Franchisor a written request for such approval prior to using such product, service or supplier. Franchisee shall not purchase or lease any item or use any supplier until and unless such item or supplier has been approved in writing by Franchisor. Franchisor shall have the right to require that its representatives be permitted to inspect the supplier's facilities and

to test or otherwise evaluate samples from the supplier. Franchisor reserves the right to charge Franchisee an evaluation fee of Five Hundred Dollars (\$500.00) to offset Franchisor's cost and time for evaluation, inspection and testing. Franchisor shall notify Franchisee whether Franchisor approves or disapproves of the proposed item or supplier within sixty (60) days after Franchisor receives all required information to evaluate the product, service or supplier. If Franchisor approves of the item or service for use by the entire system, Two Hundred Fifty Dollars (\$250.00) of the evaluation fee shall be refunded. Franchisor reserves the right, at its option, to re-inspect from time to time the facilities and products of any such approved supplier and to revoke its approval upon the supplier's failure to continue to meet any of Franchisor's then-current criteria. Nothing in the foregoing shall be construed to require Franchisor to approve any particular item or supplier.

12.9 External Quality Assurance Services. -Franchisor reserves the right to establish quality assurance programs conducted by third-party providers, including, but not limited to, customer surveys and periodic quality assurance audits ("Quality Review Services"). Upon Franchisor's request and at Franchisee's sole cost and expense, Franchisee shall subscribe, to any such third-party provider for Quality Review Services to monitor the operations of the Franchised Business as directed by Franchisor.

12.10 Variations in Standards. -Notwithstanding anything to the contrary contained in this Agreement and this Section 12 in particular, Franchisee acknowledges and agrees that because complete and detailed uniformity under many varying conditions may not be possible or practical, Franchisor specifically reserves the right and privilege, at its sole discretion and as it may deem in the best interests of all concerned in any specific instance, to vary performance standards for some franchisees based upon the peculiarities and characteristics of the particular circumstance, business potential, existing business practices or any other condition which Franchisor deems to be of importance to the successful operation of such particular franchise business. Franchisor has full rights to vary standard specifications and practices for any other franchisee at any time without giving Franchisee comparable rights. Franchisee shall not be entitled to require Franchisor to disclose or grant to Franchisee a like or similar variation.

### **13. ADVERTISING, PROMOTIONS AND RELATED FEES**

13.1 Advertising Programs. -Franchisor may from time to time develop and administer advertising and sales promotion programs designed to promote and enhance the collective success of all Franchised Businesses operating under the System. Franchisee shall participate in all such advertising and sales promotion programs in accordance with the terms and conditions established by Franchisor from time to time for each program. In all aspects of these programs, including, without limitation, the type, quantity, timing, placement and choice of media, market areas and advertising agencies, the standards and specifications established by Franchisor, as modified from time to time, shall be final and binding upon Franchisee.

13.2 Local Advertising.

13.2.1 In addition to the ongoing advertising contributions set forth herein, and following the expenditures set forth in Section 13.2.3 below, Franchisee shall spend monthly, throughout the first year of this Agreement, not less than Three Thousand Dollars (\$3,000.00) per month, subject to reasonable increases by Franchisor, on advertising for the Franchised Business in the Territory (“Local Advertising”). After the first year, Franchisee shall spend monthly, not less than ~~Greater~~the greater of 4% of Gross Revenue or \$3,000 per month ~~thereafter.~~ Franchisor may require Franchisee to allocate to an advertising cooperative, as described in Section 13.4, up to One Thousand Dollars (\$1,000) or 1% Gross Revenue, whichever is greater, per month which can come from the Franchisee’s required Local Advertising expenditures. Such allocation will be in partial satisfaction of Franchisee’s obligations pursuant to this Section 13.2.1. Franchisor reserves the right to collect some or all of Franchisee’s Local Advertising expenditure and implement Local Advertising on Franchisee’s behalf. ~~You~~Franchisee will pay us or an affiliate a Local Advertising Management Fee equal to ~~the greater of \$450 or 15% of your Local Ad Spend~~\$500 per month ~~for, per unit or \$300 per additional unit after the first unit if the management of all local advertising additional units are operated out of one central location. The Local Advertising Management Fee will not increase by more than 15% each year.~~

13.2.2 Within thirty (30) business days of Franchisor’s request, Franchisee shall provide a quarterly expenditure report accurately reflecting Franchisee’s Local Advertising expenditures for the preceding quarterly period. ~~The following costs and expenditures incurred by Franchisee shall not be included in Franchisee’s expenditures on Local Advertising for purposes of this Section, unless approved in advance by Franchisor in writing: (i) incentive programs for employees or agents of Franchisee; (ii) research expenditures; (iv) salaries and expenses of any of Franchisee’s personnel to attend advertising meetings, workshops or other marketing activities; (v) charitable, political or other contributions or donations.~~

13.2.3 In addition to the requirements of Section 13.2.1, Franchisee shall spend Ten Thousand (\$10,000) to Fifteen Thousand (\$15,000) dollars 90 days prior to the launch of your business or 90 days following the launch of your business, to promote the opening of the Franchised Business in addition to \$3,000 per month local ad spend after the launch of your business. You are also responsible for paying us a Marketing Development Fee of \$5,000 to cover initial webpage development, localized SEO, customized graphics and design, custom ad development and copy; ~~and custom video for your location.~~ Franchisee shall conduct Franchisee’s grand opening campaign in accordance with plans approved by Franchisor pursuant to Section 13 and as outlined in the Operations Manual. Franchisor reserves the right to collect some or all of Franchisee’s grand opening funds and implement grand opening campaign activities on Franchisee’s behalf.

### 13.3 Brand Development Fund.



- 13.3.1 Franchisor has established a national fund on behalf of the System for national advertising, marketing, and brand development (the “Brand Development Fund”) on behalf of the System for national advertising and marketing. Franchisee is required to contribute two percent (2%) of weekly Gross Revenue per month, subject to increase in Franchisor’s reasonable discretion not to exceed three percent (3%) of weekly Gross Revenue, to the Brand Development Fund (“Brand Development Fund Contribution”). Payments will be made in the same manner and time as the Royalty Fees.
- 13.3.2. Franchisor shall direct the Brand Fund and shall have sole discretion to approve or disapprove the creative concepts, materials and media used in such programs and the placement and allocation thereof. Franchisee agrees and acknowledges that the Brand Development Fund is intended to maximize general public recognition and acceptance of the Marks and enhance the collective success of all Franchised Businesses operating under the System.
- 13.3.3. Franchisor will contribute to the Brand Development Fund on the same basis as Franchisee with respect to That 1 Painter outlets operated by Franchisor or Franchisor’s affiliates.
- 13.3.4. Franchisor may use the Brand Development Fund to satisfy any and all costs of developing, preparing, producing, directing, administering, conducting, maintaining and disseminating advertising, marketing, promotional and public relations materials, programs, campaigns, sales and marketing seminars and training programs of every kind and nature, through media now existing or hereafter developed (including, without limitation, the cost of television, radio, magazine, social media, newspaper and electronic advertising campaigns; direct mail and outdoor billboard advertising; public relations activities; conducting marketing research, employing advertising agencies to assist therein; developing, enhancing and maintaining the Website; and personnel and other departmental costs for advertising that Franchisor internally administers or prepares).
- 13.3.5. The Brand Development Fund will be operated solely as a conduit for collecting and expending the advertising contributions for the System. The Brand Development Fund will not be used to defray any of Franchisor’s general operating expenses, except for reasonable administrative costs and overhead that Franchisor may incur in activities related to the administration and direction of the Brand Development Fund and such costs and expenses pursuant Section 13.3.4. Franchisor further reserves the right to include “Franchises Available” or similar language and contact information in advertising produced with Brand Development Fund contributions. The Brand Development Fund and its earnings shall not otherwise inure to Franchisor’s benefit except that any resulting technology and intellectual property shall be deemed the property of Franchisor.
- 13.3.6. Franchisor will prepare an unaudited annual statement of the Brand Development Fund’s operations and will make it available to Franchisee upon request. In

administering the Brand Development Fund, Franchisor undertakes no obligation to make expenditures for Franchisee that are equivalent or proportionate to Franchisee's contribution or to ensure that any particular franchisee benefits directly or pro rata from the production or placement of advertising.

13.3.7. Although the Brand Development Fund is intended to be of perpetual duration, Franchisor may terminate it at any time and for any reason or no reason. Franchisor will not terminate the Brand Development Fund, however, until all monies in the Brand Development Fund have been spent for advertising or promotional purposes or returned to contributors, without interest, on the basis of their respective contributions.

13.4 Regional Advertising. Franchisor reserves the right to establish, in Franchisor's sole discretion, a regional advertising cooperative. If a regional cooperative is established during the term of this Agreement, Franchisee agrees to sign all documents Franchisor requests to become a member of the cooperative according to the terms of the documents. If Franchisor establishes a regional cooperative, then, in addition to required Brand Development Fund Contributions, Franchisee agrees to contribute up to one percent (1%) of Gross Revenue per month or One Thousand Dollars (\$1,000.00) per month, whichever is greater, to the cooperative; provided, however, if a vote of the cooperative members increases the required cooperative contribution, Franchisee shall contribute such increased amount. Franchisee's contributions to the cooperative shall be credited against Franchisee's required expenditures for local advertising.

13.5 Social Media Use. Franchisee may not maintain any business profile on Facebook, Instagram, Twitter, LinkedIn, YouTube or any other social media and/or networking site except in strict accordance with Franchisor's requirements, as follows:

13.5.1 Franchisee shall provide Franchisor with all passwords and administrative rights to any and all social media accounts for the Franchised Business, and Franchisee hereby appoints Franchisor its true and lawful agent and attorney-in-fact with full power and authority, for the sole purpose of taking whatever action as is necessary for the best interest of the System, if Franchisee fails to maintain such accounts in accordance with Franchisor's standards.

13.6 Approval of Advertising. All advertising and promotion by Franchisee, in any medium, shall be conducted in a professional manner and shall conform to the standards and requirements of Franchisor as set forth in the Manual or otherwise. Franchisee shall submit to Franchisor for its approval samples of all advertising, press releases, promotional plans and materials and public relations programs that Franchisee desires to use, including, without limitation, any materials in digital, electronic or computerized form, or in any form of media now or hereafter developed that have not been either provided or previously approved by Franchisor. Franchisor shall approve or disapprove such plans and materials within fifteen (15) business days of Franchisor's receipt thereof. If Franchisor fails to respond to Franchisee's submission within ten (10) business days, such plans and materials shall be deemed "disapproved". Franchisee shall not use such unapproved plans or materials until they have been approved by Franchisor in writing

and shall promptly discontinue use of any advertising or promotional plans or materials, whether or not previously approved, upon notice from Franchisor. Any advertising, marketing or sales concepts, programs or materials proposed or developed by Franchisee for the That 1 Painter brand and approved by Franchisor may be used by other System franchisees without any compensation to Franchisee.

## **14. INTELLECTUAL PROPERTY**

### **14.1 Ownership.**

14.1.1. Franchisee expressly understands and acknowledges that That 1 Painter Holdings, LLC or its successor (“Licensor”) is the record owner of the Marks. Franchisor holds the exclusive right to license the Marks to franchisees of the System for use pursuant to the System. Franchisee further expressly understands and acknowledges that Franchisor and/or Licensor claims copyrights on certain material used in the System, including but not limited to its website, documents, advertisements, promotional materials and the Manual, whether or not Franchisor has filed for copyrights thereto with the U.S. Copyright Office. The Marks and copyrights, along with Franchisor’s trade secrets, service marks, trade dress and proprietary systems are hereafter collectively referred to as the “Intellectual Property”.

14.1.2. As between Franchisor and Franchisee, Licensor and Franchisor are the owner of all right, title and interest in and to the Intellectual Property and the goodwill associated with and symbolized by them.

14.2 No Interference. Neither Franchisee nor any Principal shall take any action that would prejudice or interfere with the validity of Franchisor’s or Licensor’s rights with respect to the Intellectual Property. Nothing in this Agreement shall give the Franchisee any right, title, or interest in or to any of the Intellectual Property or any of Franchisor’s or Licensor’s service marks, trademarks, trade names, trade dress, logos, copyrights or proprietary materials, except the right to use the Intellectual Property and the System in accordance with the terms and conditions of this Agreement for the operation of a Franchised Business and only at or from the Franchised Business office location or in approved advertising related to the Franchised Business.

14.3 Goodwill. Franchisee understands and agrees that any and all goodwill arising from Franchisee’s use of the Intellectual Property and the System shall inure solely and exclusively to the benefit of Franchisor and Licensor, and upon expiration or termination of this Agreement and the license herein granted, no monetary amount shall be assigned as attributable to any goodwill associated with Franchisee’s use of the Intellectual Property.

14.4 Validity. Franchisee shall not contest the validity of, or Franchisor’s or Licensor’s interest in, the Intellectual Property or assist others to contest the validity of, or Franchisor’s or Licensor’s interest in, the Intellectual Property.



- 14.5 Infringement. Franchisee acknowledges that any unauthorized use of the Intellectual Property shall constitute an infringement of Franchisor's or Licensor's rights in the Intellectual Property and a material event of default hereunder. Franchisee shall provide Franchisor or Licensor with all assignments, affidavits, documents, information and assistance Franchisor or Licensor reasonably requests to fully vest in Franchisor or Licensor all such rights, title and interest in and to the Intellectual Property, including all such items as are reasonably requested by Franchisor or Licensor to register, maintain and enforce such rights in the Intellectual Property.
- 14.6 Substitution. Franchisor reserves the right to substitute different Marks for use in identifying the System and the Franchised Business, if it in its sole discretion, determines that substitution of different Marks will be beneficial to the System. Franchisor will not be liable to Franchisee for any expenses, losses or damages sustained by Franchisee as a result of any additions, modifications, substitutions or discontinuation of the Marks. Franchisee covenants not to commence or join in any litigation or other proceeding against Franchisor for any of these expenses, losses or damages.
- 14.7 Franchisee's Use of the Intellectual Property. With respect to Franchisee's use of the Intellectual Property pursuant to this Agreement, Franchisee further agrees that:
- 14.7.1 Unless otherwise authorized or required by Franchisor, Franchisee shall advertise the Franchised Business only under the Marks "That 1 Painter" and design. Franchisee shall not use the Marks, or any portions, variations, or derivatives thereof, as part of its corporate or other legal name. All fictitious names used by Franchisee shall bear the designation "a franchisee of That 1 Painter Franchising, LLC".
- 14.7.2. Franchisee shall identify itself as the owner of the Franchised Business and as an independent That 1 Painter franchisee in conjunction with any use of the Intellectual Property, including, but not limited to, uses on invoices, order forms, receipts and contracts, as well as the display of a notice in such content and form and at such conspicuous location upon the office and vehicle(s), as directed by Franchisor, used in the Franchised Business, as Franchisor may designate in writing.
- 14.7.3. Franchisee shall not use the Intellectual Property to incur any obligation or indebtedness on behalf of Franchisor.
- 14.7.4. Any item offered by Franchisee that contains the Marks, must be approved by Franchisor in writing prior to being distributed or sold by Franchisee and such approval may be granted or denied in Franchisor's sole and absolute discretion.
- 14.8 Claims. Franchisee shall notify Franchisor immediately via both email and telephone, of any apparent infringement of or challenge to Franchisee's use of any Intellectual Property and of any claim by any person of any rights in any Intellectual Property. Franchisee shall

not communicate with any person other than Franchisor or any designated affiliate thereof, their counsel and Franchisee's counsel in connection with any such infringement, challenge or claim. Franchisor shall have complete discretion to take such action as it deems appropriate in connection with the foregoing, and the right to control exclusively, or to delegate control to any of its affiliates of, any settlement, litigation or other proceeding arising out of any such alleged infringement, challenge or claim or otherwise relating to any Intellectual Property. Franchisee agrees to execute any and all instruments and documents, render such assistance, and do such acts or things as may, in the opinion of Franchisor, reasonably be necessary or advisable to protect and maintain the interests of Franchisor or any other person or entity in any litigation or other proceeding or to otherwise protect and maintain the interests of Franchisor or any other interested party in the Intellectual Property. Franchisor will indemnify and defend Franchisee against and reimburse Franchisee for actual damages (including settlement amounts) for which Franchisee is held liable in any proceeding arising out of Franchisee's use of any of the Intellectual Property that infringes on the rights of any other party, provided that the conduct of Franchisee with respect to such proceeding and use of the Intellectual Property is in full compliance with the terms of this Agreement.

14.9 Franchisor may use and grant franchises and licenses to others to use the Intellectual Property and the System and to establish, develop and franchise other systems, different from the System licensed to Franchisee herein, without offering or providing Franchisee any rights in, to or under such other systems and Franchisor may modify or change, in whole or in part, any aspect of the Intellectual Property or the System, so long as Franchisee's rights thereto are in no way materially harmed thereby.

14.10 Franchisee shall not register or attempt to register the Intellectual Property in Franchisee's name or that of any other person, firm, entity or corporation.

## 15. INSURANCE AND INDEMNIFICATION

15.1 Procurement. Franchisee shall procure, prior to the commencement of any operations under this Agreement, and thereafter maintain in full force and effect during the term of this Agreement at Franchisee's sole cost and expense and to Franchisor's sole satisfaction, insurance policies protecting Franchisee and Franchisor, and naming Franchisor, its officers, directors, partners, owners, employees and affiliates as additional insureds as their interests may appear, in the following minimum limits (except as additional coverage and higher policy limits may reasonably be specified from time to time in the Manual or otherwise in writing):

15.1.1. Liability. Comprehensive general liability insurance, including errors and omissions coverage, personal and advertising injury coverage, and in the form of a general liability rider or as a separate policy, in the amount of at least One-Million Dollars (\$1,000,000) per occurrence and Two-Million Dollars (\$2,000,000) in the aggregate;

15.1.2. Employment. Worker's compensation coverage in the limits required by state law, employment practices/abuse, and employee dishonesty insurance with third-party

coverage in the amount of at least One-Thousand-Four Hundred Dollars (\$1,400), shall be carried on all of Franchisee's employees, as well as such other insurance as may be required by statute or rule of the state in which the Franchised Business is located and operated;

15.1.3 Automobile. Commercial automobile insurance in the amount of at least a combined single limit for bodily and property damage of at least a One-million dollars (\$1,000,000), or greater if required by state law;

15.2 Evidence of Insurance. Franchisee shall deliver to, and maintain at all times with Franchisor, current Certificates of Insurance evidencing the existence and continuation of the required coverages. In addition, if requested by Franchisor, Franchisee shall deliver to Franchisor a copy of the insurance policy or policies required hereunder.

15.3 Failure to Procure. If, for any reason, Franchisee should fail to procure or maintain the insurance required by this Agreement as revised from time to time for all franchisees by the Manual or otherwise in writing, Franchisor shall have the right and authority (without, however, any obligation) to immediately procure such insurance and to charge Franchisee for the cost thereof together with an administrative fee of five percent (5%) for Franchisor's expenses in so acting, including all attorneys' fees. Franchisee shall pay Franchisor immediately upon notice by Franchisor to Franchisee that Franchisor has undertaken such action and the cost thereof.

15.4 Increase in Coverage. The levels and types of insurance stated herein are minimum requirements. Franchisor reserves the right to raise the required minimum requirements for any type of insurance or add additional types of insurance requirements as Franchisor deems reasonably prudent to require. Within thirty (30) days of any such required new limits or types of coverage, Franchisee must submit proof to Franchisor of Franchisee's coverage pursuant to Franchisor's requirements.

15.5 Additional Insured. All required insurance policies shall name Franchisor, Licensor and their affiliates and their members, officers, agents and employees as additional insureds as their interests may appear. All public liability policies shall contain a provision that the additional insureds, although named as insureds, shall nevertheless be entitled to recover under such policies on any loss caused by Franchisee or Franchisee's servants, agents or employees.

15.6 Indemnification. TO THE FULLEST EXTENT PERMITTED BY LAW, FRANCHISEE AGREES TO EXONERATE AND INDEMNIFY AND HOLD HARMLESS THAT 1 PAINTER FRANCHISING, LLC, THAT 1 PAINTER HOLDINGS, LLC, AND ANY OF THESE COMPANIES' PARENT COMPANY, SUBSIDIARIES, DIVISIONS, AFFILIATES, SUCCESSORS, ASSIGNS AND DESIGNEES AS WELL AS THEIR DIRECTORS, OFFICERS, EMPLOYEES, AGENTS, SHAREHOLDERS, SUCCESSORS, DESIGNEES AND REPRESENTATIVES (COLLECTIVELY REFERRED TO AS THE "THAT 1 PAINTER INDEMNITEES"), FROM ALL CLAIMS BASED UPON, ARISING OUT OF, OR IN ANY WAY RELATED TO THE

OPERATION, CONDITION, OR ANY PART OF FRANCHISEE'S THAT 1 PAINTER FRANCHISE, THE FRANCHISED BUSINESS, THE PRODUCTS, THE PREMISES, OR ANY ASPECT OF THE REAL ESTATE CONNECTED TO FRANCHISEE'S FRANCHISED BUSINESS, WHETHER CAUSED BY FRANCHISEE, FRANCHISEE'S AGENTS OR EMPLOYEES, OR ARISING FROM FRANCHISEE'S ADVERTISING OR BUSINESS PRACTICES. FRANCHISEE AGREES TO PAY FOR ALL THE THAT 1 PAINTER INDEMNITEES' LOSSES, EXPENSES (INCLUDING, BUT NOT LIMITED TO ATTORNEYS' FEES) OR CONCURRENT OR CONTRIBUTING LIABILITY INCURRED IN CONNECTION WITH ANY ACTION, SUIT, PROCEEDING, INQUIRY (REGARDLESS OF WHETHER THE SAME IS REDUCED TO JUDGMENT OR DETERMINATION), OR ANY SETTLEMENT THEREOF FOR THE INDEMNIFICATION GRANTED BY FRANCHISEE HEREUNDER. THE THAT 1 PAINTER INDEMNITEES SHALL HAVE THE RIGHT TO SELECT AND APPOINT INDEPENDENT COUNSEL TO REPRESENT ANY OF THE THAT 1 PAINTER INDEMNITEES IN ANY ACTION OR PROCEEDING COVERED BY THIS INDEMNITY. FRANCHISEE AGREES THAT TO HOLD THE THAT 1 PAINTER INDEMNITEES HARMLESS, FRANCHISEE WILL REIMBURSE THE THAT 1 PAINTER INDEMNITEES AS THE COSTS AND EXPENSES ARE INCURRED BY THE THAT 1 PAINTER INDEMNITEES."

\_\_\_\_\_  
Initial

## 16. TRANSFERS

### 16.1 Transfers by Franchisor.

16.1.1 Franchisor shall have the right to assign this Agreement, and all of Franchisor's rights and privileges hereunder, to any person, firm, corporation or other entity, without Franchisee's permission or prior knowledge, provided that, with respect to any assignment resulting in the subsequent performance by the assignee of Franchisor's obligations, the assignee shall expressly assume and agree to perform Franchisor's obligations hereunder. Specifically, and without limitation to the foregoing, Franchisee expressly affirms and agrees that Franchisor may: (i) sell Franchisor's assets and Franchisor's rights to the Marks and the System outright to a third party; (ii) engage in a public or private placement of some or all of Franchisor's securities; (iii) merge, acquire other corporations, or be acquired by another corporation, including competitors; (iv) undertake a refinancing, recapitalization, leveraged buy-out or other economic or financial restructuring; and (v) with regard to any or all of the above sales, assignments and dispositions, Franchisee expressly and specifically waives any claims, demands or damages arising from or relating to the loss of association with or identification of Franchisor. Nothing contained in this Agreement shall require Franchisor to remain in the business franchised herein or to offer the same products and services, whether or not bearing the Marks, in the event that Franchisor exercises its prerogative hereunder to assign Franchisor's rights in this Agreement.

16.1.2 Franchisee agrees that Franchisor has the right, now or in the future, to purchase, merge, acquire or affiliate with an existing competitive or non-competitive franchise network, chain or any other business regardless of the location of that chain's or business' facilities, and to operate, franchise or license those businesses and/or facilities operating under the Marks or any other marks following Franchisor's purchase, merger, acquisition or affiliation, regardless of the location of the facilities (which Franchisee acknowledges may be within the Territory, proximate thereto, or proximate to any of Franchisee's locations).

16.1.3 If Franchisor assigns its rights in this Agreement, nothing herein shall be deemed to require Franchisor to remain in the residential or commercial painting business or to offer or sell any products or services to Franchisee.

16.2 Restrictions on Transfers by Franchisee. Franchisee's rights and duties under this Agreement are personal to Franchisee as it is organized and with the Principal(s) of the business as they exist on the date of execution of this Agreement, and Franchisor has made this Agreement with Franchisee in reliance on Franchisor's perceptions of the individual and collective character, skill, aptitude, attitude, business ability, and financial capacity of Franchisee. Thus, no transfer, as hereafter defined, may be made without Franchisor's prior written approval. Franchisor may void any transfer made without such approval.

16.3 Transfers by Franchisee. Franchisee shall not directly or indirectly sell, assign, transfer, give, devise, convey or encumber this Agreement or any right or interest herein or hereunder (a "Transfer"), the Franchise, the Franchised Business or any assets thereof (except in the ordinary course of business) or suffer or permit any such assignment, transfer, or encumbrance to occur by operation of law unless it first obtains the written consent of Franchisor. A transfer of any stock in the Franchisee if it is a corporation or a transfer of any ownership rights in Franchisee if it is a partnership, a limited liability company or limited partnership shall be considered a Transfer restricted hereunder. If Franchisee has complied fully with this Agreement and subject to Franchisor's Right of First Refusal set forth in Section 16.6, Franchisor will not unreasonably withhold its consent of a Transfer that meets the following requirements:

16.3.1 The proposed transferee and all its principals must have the demeanor and be individuals of good character and otherwise meet Franchisor's then-applicable standards for franchisees.

16.3.2 The transferee must have sufficient business experience, aptitude and financial resources to operate the Franchised Business and to comply with this Agreement;

16.3.3 The transferee has agreed to complete Franchisor's Initial Management Training Program to Franchisor's satisfaction;

16.3.4 Franchisee has paid all amounts owed to Franchisor and third-party creditors;

16.3.5 The transferee has executed Franchisor's then-standard form of Franchise Agreement, which may have terms and conditions different from this Agreement, except that the transferee shall not be required to pay the Initial Franchise Fee;

16.3.6 Franchisee and the transferee and each of Franchisee's and the transferee's Principals shall have executed a general release, in a form satisfactory to Franchisor, of any and all claims against Franchisor and Franchisor's officers, directors, shareholders, members and employees in their corporate and individual capacities, including, without limitation, claims arising under federal, state, and local laws, rules and ordinances. Franchisee will agree to subordinate any claims Franchisee may have against the transferee to Franchisor, and indemnify Franchisor against any claims by the transferee relating to misrepresentations in the transfer process, specifically excluding those representations made by Franchisor in the Franchise Disclosure Document given to the transferee;

16.3.7 Franchisor has granted written approval of the material terms and conditions of the Transfer, including, without limitation, that the price and terms of payment will not adversely affect the Franchised Business's operation. However, Franchisor's approval of a Transfer is not in any way a representation or warranty of the transferee's success or the soundness of transferee's decision to purchase the Franchise on such terms and conditions. Franchisee shall provide Franchisor all proposed transfer documents for Franchisor's review at least thirty (30) days prior to a closing of the proposed Transfer; and

16.3.8 If Franchisee or any Principal finances any part of the sale price of the Transfer, Franchisee or its Principal have agreed that all obligations of the transferee under any notes, agreements or security interests to Franchisee or its Principal will be subordinate to the transferee's obligations to Franchisor.

16.4 Transfer Fee. As a condition to any Transfer, Franchisee shall pay Franchisor a transfer fee equal to twenty percent (20%) of the then-current initial franchise fee; ~~provided however, for transfers to an existing franchisee in good standing with, plus any third-party broker costs or referral fees. If Franchisee engages Franchisor, or its affiliate to assist in the sale of the Franchised Business, then Franchisee must pay the applicable~~ transfer fee ~~isset forth herein, plus an additional~~ ten percent (10%) of the then-current initial franchise fee.

16.5 Entity Formation Documents. The By-Laws of a corporation or Operating Agreement of a limited liability company of a Franchisee that is an entity must state that (i) the issuance and assignment of any interest in Franchisee are restricted by this Article 16; (ii) Franchisee may conduct no business except the operation of a Franchised Business pursuant to the terms of this Agreement; (iii) transfers of interests in Franchisee are subject to the terms of this Agreement governing transfers; and (iv) stock or member certificates will contain a legend so indicating.

16.6 Franchisor 's Right of First Refusal.



16.6.1 If Franchisee wishes to transfer all or part of its interest in the Franchised Business or this Agreement or if a Principal wishes to transfer any ownership interest in Franchisee, pursuant to any bona fide offer to purchase such interest, then Franchisee or such Principal shall promptly notify Franchisor in writing of each such offer, and shall provide such information and documentation relating to the offer as Franchisor may require.

16.6.2 Franchisor has the right, exercisable by written notice to Franchisee within ten (10) days after receipt of written notification and copies of all documentation required by Franchisor describing such offer, to buy the interest in this Agreement and the Franchised Business or the Principal's interest in Franchisee for the price and on the terms and conditions contained in the offer, subject to Section 16.6.3.

16.6.3 Franchisee further agrees, in the event Franchisor exercises its right of first refusal, notwithstanding anything to the contrary contained in the offer, that (i) Franchisor may substitute cash for any other form of consideration contained in the offer; (ii) at Franchisor's option, Franchisor may pay the entire purchase price at closing; (iii) Franchisor's credit will be deemed equal to the credit of any proposed transferee; (iv) Franchisor will have at least thirty (30) days to close the purchase; and (v) Franchisor will be entitled to receive from the Franchisee all customary representations and warranties given by a seller of the assets of a business or equity interest in an entity, as applicable.

16.6.4 If Franchisor does not exercise its right to buy within fifteen (15) days, Franchisee may thereafter transfer the interest to the transferee on terms no more favorable than those disclosed to Franchisor, provided that such transfer is subject to Franchisor's prior written approval pursuant to Section 16.3 hereof. However, if (i) the sale to the transferee is not completed within forty-five (45) days after the offer is given to Franchisor or (ii) there is any material change in the terms of the offer, the offer will again be subject to Franchisor's right of first refusal.

16.7 Death or Permanent Disability. The grant of rights under this Agreement is personal to Franchisee, and on the death or permanent disability of Franchisee or any of Franchisee's Principals, the executor, administrator, conservator or other personal representative of Franchisee or Principal, as the case may be, shall be required to transfer Franchisee's or Principal's interest in this Agreement within six (6) months from the date of death or permanent disability to a third party approved by Franchisor. Failure to transfer in accordance with the forgoing will constitute a material default and the Franchise granted by this Agreement will terminate. A transfer under this Section 16.7, including without limitation, transfer by devise or inheritance, is subject to the conditions for Transfers in this Article 16 and unless transferred by gift, devise or inheritance, subject to the terms of Section 16.6 above. For purposes of this Agreement, the term "permanent disability" means a mental or physical disability, impairment or condition that is reasonably expected to prevent or actually does prevent such person from providing continuous and

material supervision of the operation of Franchisee's Franchised Business during the six (6)-month period from its onset.

Immediately after the death or permanent disability of such person, or while the Franchise is owned by an executor, administrator, guardian, personal representative or trustee of that person, the Franchised Business shall be supervised by an interim successor manager satisfactory to Franchisor, or Franchisor, in its sole discretion, may provide interim management for a fee equal to the then-current interim management support fee, plus any and all costs of travel, lodging, meals and other expenses reasonably incurred by Franchisor, pending transfer of the Franchise to the deceased or disabled individual's lawful heirs or successors.

16.8 Effect of Consent to Transfer. Franchisor's consent to a Transfer will not waive any claims Franchisor may have against the Franchisee or any Franchisee's Principals nor waive its right to demand that the transferee comply strictly with this Agreement.

16.9 Security Interests to Lender. If Franchisee is in full compliance with this Agreement, Franchisee may pledge or give a security interest in Franchisee's interest in the Assets and the Franchised Business to a lender of the funds needed by Franchisee for Franchisee's initial investment, provided that the security interest is subordinate to Franchisee's obligations to Franchisor, that a foreclosure on such a pledge or security interest and/or any Transfer resulting from such a foreclosure shall be subject to all provisions of this Agreement, and that Franchisee obtains from the lender a written acknowledgement to Franchisor of these restrictions. Notwithstanding the foregoing, in the event Franchisee obtains a loan (an "SBA Loan") from a lender (the "Lender") in which funding is provided with the assistance of the United States Small Business Administration ("SBA"), Franchisee shall be permitted to grant Lender and/or SBA a senior lien on any Uniform Commercial Code collateral Franchisee uses to secure the SBA Loan, and Franchisor agrees to subordinate its interest in any lien on Franchisee's Uniform Commercial Code collateral to that of the Lender and/or SBA as the case may be.

## 17. DEFAULTS

17.1 Default and Automatic Termination. Franchisee shall be deemed to be in material default under this Agreement, and all rights granted herein shall automatically terminate without notice to Franchisee, if Franchisee or Principal shall become insolvent or makes a general assignment for the benefit of creditors; or if Franchisee or Principal files a voluntary petition under any section or chapter of federal bankruptcy law or under any similar law or statute of the United States or any state thereof, or admits in writing an inability to pay debts when due; or if Franchisee or Principal is adjudicated a bankrupt or insolvent in proceedings filed against Franchisee or Principal under any section or chapter of federal bankruptcy laws or under any similar law or statute of the United States or any state; or if a bill in equity or other proceeding for the appointment of a receiver of Franchisee or Principal or other custodian for Franchisee's business or assets is filed and consented to by Franchisee or Principal; or if a receiver or other custodian (permanent or temporary)



of Franchisee's or Principal's assets or property, or any part thereof, is appointed by any court of competent jurisdiction; or if proceedings for a composition with creditors under any state or federal law should be instituted by or against Franchisee or Principal; or if a final judgment remains unsatisfied for of record for fifteen (15) days or longer (unless supersedeas bond is filed); or if Franchisee is dissolved; or if execution is levied against Franchisee's or Principal's business or property; or if suit to foreclose any lien or mortgage against the Franchised Business premises or equipment is instituted against Franchisee and not dismissed within fifteen (15) days.

17.2 Defaults with No Opportunity to Cure. Franchisee shall be deemed to be in material default and Franchisor may, at its option, terminate this Agreement and all rights granted hereunder, without affording Franchisee any opportunity to cure the default, effective immediately upon notice to Franchisee, if Franchisee, or any Principal, as the case may be:

17.2.1 fails to obtain all required licenses and permits before opening or to open the Franchised Business within the time and in the manner specified in Article 8.

17.2.2 falsifies any report required to be furnished Franchisor hereunder;

17.2.3 ceases to operate the Franchised Business for a period of fifteen (15) days or more;

17.2.4 fails to comply with any federal, state or local law, rule or regulation, applicable to the operation of the Franchised Business, including, but not limited to, the failure to pay taxes;

17.2.5 understates Gross Revenue by 2% or more on two (2) occasions or more, whether or not cured on any or all of those occasions;

17.2.6 fails to comply with the covenants in Article 15;

17.2.7 permits a Transfer in violation of the provisions of Article 16 of this Agreement;

17.2.8 fails, or Franchisee's legal representative fails, to transfer the interests in this Franchise Agreement and the Franchised Business upon death or permanent disability of Franchisee or any Principal of Franchisee as required by Section 16.7.

17.2.9 has misrepresented or omitted material facts in applying for the Franchise;

17.2.10 is convicted of, or pleads no contest to, a felony or to a crime that could damage the goodwill associated with the Marks or does anything to harm the reputation of the System or the goodwill associated with the Marks;

17.2.11 receives an adverse judgment or a consent decree in any case or proceeding involving allegations of fraud, racketeering, unfair or improper trade practices or similar claim which is likely to have an adverse effect on the System, or the Marks,

the goodwill associated therewith or Franchisor's interest therein, in Franchisor's sole opinion;

17.2.12 conceals revenues, knowingly maintains false books or records, or knowingly submits any false reports;

17.2.13 creates a threat or danger to public health or safety from operation of the Franchised Business;

17.2.14 refuses to permit Franchisor to inspect or audit Franchisee's books or records;

17.2.15 makes any unauthorized use of the Marks or copyrighted material or any unauthorized use or disclosure of Confidential Information (as defined in Section 19.2);

17.2.16 fails to comply with the non-competition covenants in Section 19.5;

17.2.17 defaults in the performance of Franchisee's obligations under this Agreement five (5) or more times during the term of this Agreement or has been given at least two (2) notices of default in any consecutive twelve (12)-month period, whether or not the defaults have been corrected;

17.2.18 has insufficient funds to honor a check or electronic funds transfer two (2) or more times within any consecutive twelve (12)-month period;

17.2.19 defaults, or an affiliate of Franchisee defaults, under any other agreement, including any other franchise agreement, with Franchisor or any of its affiliates, or suppliers and does not cure such default within the time period provided in such other agreement;

17.2.20 fails to meet Minimum Performance Standards; or

17.2.21 terminates this Agreement without cause.

17.3 Curable Defaults. Franchisee shall be deemed to be in material default and Franchisor may, at its option, terminate this Agreement and all rights granted hereunder, if Franchisee fails to cure the default within the time period set forth in this Section 17.3, effective immediately upon notice to Franchisee, if Franchisee, or any Principal, as the case may be:

17.3.1 fails to pay when due any amounts due to Franchisor under this Agreement or any related agreement and does not correct the failure within ten (10) days after written notice; provided, however, Franchisor has no obligation to give written notice of a late payment more than two (2) times in any twelve (12)-month period, and the 2 such late payment in any twelve (12)-month period shall be a non-curable default under Sections 17.2.17 and/or 17.2.18;

17.3.2 fails to perform any non-monetary obligation imposed by this Agreement (excepting those defaults of obligations set forth in Sections 17.1 and 17.2 for which there is no opportunity to cure) and such default shall continue for thirty (30) days after Franchisor has given written notice of such default, or if the default cannot be reasonably corrected within said thirty (30)-day period, then if it is not corrected within such additional time as may be reasonably required assuming Franchisee proceeds diligently to cure; provided, however, Franchisor has no obligation to give written notice of a non-monetary default more than two (2) times in any twelve (12)-month period, and the third such default, whether monetary or non-monetary, in any twelve (12) – month period shall be a non-curable default under Section 17.2.17.

17.4 Franchisor's Cure of Franchisee's Defaults. In the event of a default by Franchisee, in addition to Franchisor's right to terminate the Franchise Agreement, and not in lieu thereof, Franchisor may, but has no obligation to:

17.4.1 effect a cure on Franchisee's behalf and at Franchisee's expense, and Franchisee shall immediately pay Franchisor the costs incurred by Franchisor upon demand; or

17.4.2 exercise complete authority with respect to the operation of the Franchise Business until such time as Franchisor determines that the default of Franchisee has been cured and that Franchisee is complying with the requirements of this Agreement. Franchisee specifically agrees that a designated representative of Franchisor may take over, control and operate the Franchised Business. In addition to all other fees payable under this Agreement, Franchisee shall pay Franchisor ten percent (10%) of Gross Revenue earned during the term of interim management, plus any and all costs of travel, lodging, meals and other expenses reasonably incurred by Franchisor, until the default has been cured and Franchisee is complying with the terms of this Agreement.

17.5 Notice to Suppliers. In the event of a default by Franchisee, in addition to Franchisor's right to terminate the Franchise Agreement, and not in lieu thereof, Franchisor reserves the right with three (3) days' prior written notice to Franchisee, to direct suppliers to stop furnishing any and all products and services, including, but not limited to products and services sold under Franchisor's discounted pricing schedules, until such time as Franchisee's default is cured. In no event shall Franchisee have recourse against Franchisor for loss of revenue, customer goodwill, profits or other business arising from Franchisor's actions and the actions of suppliers.

- 17.6 Reimbursement of Costs. Franchisee shall reimburse Franchisor all costs and expenses, including but not limited to attorneys' fees, incurred by Franchisor as a result of Franchisee's default, including costs in connection with collection of any amounts owed to Franchisor and/or enforcement of Franchisor's rights under this Agreement.

## 18. POST-TERMINATION

- 18.1 Franchisee's Obligations. Upon termination or expiration of this Agreement, all rights and licenses granted hereunder to Franchisee shall immediately terminate and Franchisee and each Principal shall:
- 18.1.1 immediately cease to operate the Franchised Business, and shall not thereafter, directly or indirectly identify himself, herself or itself as a current That 1 Painter owner, franchisee or licensee;
  - 18.1.2 immediately and permanently cease to use the Marks, any imitation of any Mark, Franchisor's copyrighted material or other intellectual property, confidential or proprietary material or indicia of the Franchised Business, or use any trade name, trade or service mark or other commercial symbol that suggests a current or past association with Franchisor, Licensor, or the System. In particular, Franchisee shall cease to use, without limitation, all signs, billboards, advertising materials, displays, stationery, forms and any other articles, which display the Marks;
  - 18.1.3 take such action as may be necessary to cancel any assumed name or equivalent registration that contains the Mark or any other service mark or trademark of Franchisor, and Franchisee shall furnish Franchisor with evidence of compliance with this obligation, which is satisfactory to Franchisor, within ten (10) days after termination or expiration of this Agreement;
  - 18.1.4 promptly pay all sums owing to Franchisor and its affiliates. Such sums shall include all damages, costs and expenses, including reasonable attorneys' fees, incurred by Franchisor as a result of any default by Franchisee. The payment obligation herein shall give rise to and remain, until paid in full, a lien in favor of Franchisor against any and all of the personal property, furnishings, equipment, fixtures, and inventory or other business assets owned by Franchisee at the time of default;
  - 18.1.5 pay to Franchisor all damages, costs and expenses, including reasonable attorneys' fees, incurred by Franchisor in connection with obtaining any remedy available to Franchisor for any violation of this Agreement and, subsequent to the termination or expiration of this Agreement, in obtaining injunctive or other relief for the enforcement of any provisions of this Agreement that survive its termination;
  - 18.1.6 immediately deliver at Franchisee's sole cost and expense, to Franchisor the Manual and all records, files, instructions, correspondence, invoices, agreements, all confidential, proprietary and copyrighted material and all other materials related to operation of the Franchised Business, including but not limited to customer lists and records, (all of which are acknowledged to be Franchisor's property), delete all electronic copies and retain no copy or record of any of the foregoing, except Franchisee's copy of this Agreement and of any correspondence between the parties

and any other documents that Franchisee reasonably needs for compliance with any provision of law; and

18.1.7 comply with the non-disclosure and non-competition covenants contained in Article 19.

18.1.8 in the event this Agreement is terminated due to Franchisee's default, pay Franchisor a lump sum payment (as liquidated damages and not as a penalty) in an amount equal to: (a) the average weekly Royalty Fee and Brand Fund Contribution payable by Franchisee over the twelve (12) month period immediately prior to the date of termination (or such shorter time period if the Franchised 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. Franchisee acknowledges that a precise calculation of the full extent of the damages Franchisor will incur in the event of termination of this Agreement as a result of Franchisee's default is difficult to determine and that this lump sum payment is reasonable in light thereof. The liquidated damages payable by Franchisee pursuant to this Section 18.1.8 shall be in addition to all other amounts payable under this Agreement and shall not affect Franchisor's right to obtain appropriate injunctive relief and remedies pursuant to any other provision of this Agreement.

## 18.2. Right to Purchase.

18.2.1 Franchisor shall have the option, to be exercised within ten (10) days after termination or expiration of this Agreement, to purchase from Franchisee any or all of the equipment (including any computer systems and vehicles), signs, fixtures, advertising materials, supplies, and inventory of Franchisee related to the operation of the Franchised Business, at Franchisee's cost or fair market value, whichever is less. Franchisor shall purchase Franchisee's assets free and clear of any liens, charges, encumbrances or security interests and Franchisor shall assume no liabilities whatsoever, unless otherwise agreed to in writing by the parties. If the parties cannot agree on the fair market value within ten (10) days of Franchisor's exercise of its option, fair market value shall be determined by two (2) appraisers, with each party selecting one (1) appraiser, and the average of their determinations shall be binding. In the event of such appraisal, each party shall bear its own legal and other costs and shall split the appraisal fees equally. If Franchisor elects to exercise its option to purchase herein provided, it shall have the right to set off (i) all fees for any such independent appraiser due from Franchisee, (ii) all amounts due from Franchisee to Franchisor or any of its affiliates and (iii) any costs incurred in connection with any escrow arrangement (including reasonable legal fees), against any payment therefor and shall pay the remaining amount in cash. Closing of the purchase shall take place no later than thirty (30) days after determination of the fair market value.

18.2.2 With respect to the option described in Section 18.2.1, Franchisee shall deliver to Franchisor in a form satisfactory to Franchisor, such warranties, releases of lien, bills of sale, assignments and such other documents and instruments that Franchisor deems necessary in order to perfect Franchisor's title and possession in and to the

assets being purchased or assigned and to meet the requirements of all tax and government authorities. If, at the time of closing, Franchisee has not obtained all of these certificates and other documents, Franchisor may, in its sole discretion, place the purchase price in escrow pending issuance of any required certificates or documents.

18.2.3 Franchisor shall be entitled to assign any and all of its option in Section 18.2.1 to any other party, without the consent of Franchisee.

18.3 Assignment of Communications. Franchisee, at the option of Franchisor, shall assign to Franchisor all rights to the telephone numbers of the Franchised Business and any related public directory listing or other business listings and execute all forms and documents required by Franchisor and any telephone company at any time, to transfer such service and numbers to Franchisor. Further, Franchisee shall assign to Franchisor any and all social media and internet listings, domain names, internet advertising, websites, listings with search engines, electronic mail addresses or any other similar listing or usage related to the Franchised Business. Notwithstanding any forms and documents that may have been executed by Franchisee under Section 11.7, Franchisee shall provide Franchisor with all passwords and administrative rights, and hereby appoints Franchisor its true and lawful agent and attorney-in-fact with full power and authority, for the sole purpose of taking such action as is necessary to complete such assignment. This power of attorney shall survive the expiration or termination of this Agreement. Franchisee shall thereafter use different telephone numbers, electronic mail addresses, social media accounts or other listings or usages at or in connection with any subsequent business conducted by Franchisee.

18.4 Survival. The rights and obligations of the parties contained in this Article 18 shall survive the expiration or sooner termination of this Agreement.

## 19. NON-DISCLOSURE AND NON-COMPETITION COVENANTS

### 19.1 Operations Manual.

19.1.1 Franchisor has provided to Franchisee, on loan, a current copy of the Manual. The Manual may be in hard copy or made available to Franchisee in digital, electronic or computerized form or in some other form now existing or hereafter developed that would allow Franchisee to view the contents thereof. If the Manual (or any changes thereto) are provided in a form other than physical copy, Franchisee shall pay any and all costs to retrieve, review, use or access the Manual. To protect the reputation and goodwill of Franchisor and to maintain high standards of operation under Franchisor's Marks, Franchisee shall operate all aspects of the Franchised Business in accordance with the Manual, as they may from time to time be modified by Franchisor, other written directives that Franchisor may issue to Franchisee from time to time, whether or not such directives are included in the Manual, and any other manual and materials created or approved for use in the operation of the Franchised Business.



19.1.2 Franchisee and all Principals shall at all times treat the Manual, written directives, and other materials and any other confidential communications or materials, and the information contained therein, as confidential and shall maintain such information as trade secret and confidential in accordance with this Article and this Agreement. Franchisee and Franchisee's Principal(s) shall not divulge and make such materials available to anyone other than those of Franchisee's employees who require the information contained therein to operate the Franchised Business. Franchisee shall, prior to disclosure, fully train and inform its employees on all the restrictions, terms and conditions under which it is permitted to use Franchisor's intellectual, proprietary and confidential information; and shall ensure its employees' compliance with such restrictions, terms and conditions. Franchisee, Franchisee's Principal(s), and any person working with Franchisee shall agree not, at any time to use, copy, duplicate, record or otherwise reproduce these materials, in whole or in part, or otherwise make the same available to any person other than those authorized above, without Franchisor's prior written consent.

19.1.3 The Manual, written directives, and other materials and any other confidential communications provided or approved by Franchisor shall at all times remain the sole property of Franchisor. Franchisee shall maintain the Manual and all Franchisor's confidential and proprietary materials at all times in a safe and secure location, shall take all reasonable measures to prevent unauthorized access thereto, whether any attempted unauthorized access takes the form of physical access or access via computer or telecommunications networks or otherwise, and shall report the theft or loss of the Manual, or any portion thereof, immediately to Franchisor. At a minimum, Franchisee shall, in the case of computer and telecommunications networks, use the latest available firewall, encryption and similar technology to prevent unauthorized access. Franchisee shall delete all electronic copies, and return and cease using any physical copy of the Manual and other confidential and proprietary materials to Franchisor immediately upon request or upon transfer, termination or expiration of this Agreement.

19.1.4 Franchisor may from time to time revise the contents of the Manual and other materials created or approved for use in the operation of the Franchised Business. Franchisee expressly agrees to comply with each new or changed policy, standard or directive. In the event of any dispute as to the contents of the Manual, the terms of the master copy of the Manual maintained by Franchisor shall control.

19.1.5 If Franchisee loses, misplaces or otherwise requests a physical copy of the Manual, Franchisor, in its discretion, may provide such physical copy and Franchisee shall pay Franchisor the then-current replacement fee.

19.2 Confidential Information. Franchisee along with its Principal(s) acknowledge and accept that during the term of this Agreement, Franchisee and any Principal will have access to Franchisor's trade secrets, including, but not limited to, methods, processes, **customer lists, vendor partnerships and/or relationships, sales and technical information, costs, pricing, software tools and applications, website and/or email design**, products,



services, equipment, technologies and procedures relating to the operation of the Franchised Business; the Manual; methods of advertising and promotion; instructional materials; any other information which Franchisor may or may not specifically designate as "confidential" or "proprietary"; and the components of the System, whether or not such information is protected or protectable by patent, copyright, trade secret or other proprietary rights (collectively referred to herein as the "Confidential Information"). Neither Franchisee nor any Principal shall, during the term of this Agreement and thereafter, communicate or divulge to, or use for the benefit of, any other person or entity, and, following the expiration or termination of this Agreement, shall not use for their own benefit, any Confidential Information that may be communicated to Franchisee or any Principal or of which Franchisee or any Principal may be apprised in connection with the operation of the Franchised Business under the terms of this Agreement. Franchisee and any Principal shall not divulge and make any Confidential Information available to anyone other than those of Franchisee's employees who require the Confidential Information to operate the Franchised Business and who have themselves entered into confidentiality and non-compete agreements containing the same provisions as contained in this Agreement, in accordance with Section 19.10 hereof. Franchisee and any Principal shall not at any time copy, duplicate, record or otherwise reproduce any Confidential Information, in whole or in part, or otherwise make the same available to any person other than those authorized above, without Franchisor's prior written consent. The covenant in this Section 19.2 shall survive the expiration, termination or transfer of this Agreement or any interest herein and shall be perpetually binding upon Franchisee and each Principal.

19.3 Protection of Information. Franchisee shall take all steps necessary, at Franchisee's own expense, to protect the Confidential Information and shall immediately notify Franchisor if Franchisee finds that any Confidential Information has been divulged in violation of this Agreement.

19.4 New Concepts. If Franchisee or any Principal develops any new concept, process, product, service, or improvement in the operation or promotion of the Franchised Business ("Improvements"), Franchisee is required to promptly notify Franchisor and provide Franchisor with all related information, processes, products or other improvements, and sign any and all forms, documents and/or papers necessary for Franchisor to obtain full proprietary rights to such Improvements, without compensation and without any claim of ownership or proprietary rights to such Improvements. Franchisee and any Principal acknowledge that any such Improvements will become the property of Franchisor, and Franchisor may use or disclose such information to other franchisees as it determines to be appropriate.

19.5 Noncompetition Covenants. Franchisee and each Principal specifically acknowledge that, pursuant to this Agreement, Franchisee and each Principal will receive valuable training, trade secrets and Confidential Information of the System that are beyond the present knowledge, training and experience of Franchisee, each Principal and Franchisee's employees.— Franchisee and each Principal acknowledge that such specialized training, trade secrets and Confidential Information provide a competitive

advantage and will be valuable to them in the development and operation of the Franchised Business, and that gaining access to such specialized training, trade secrets and Confidential Information is, therefore, a primary reason why Franchisee and each Principal are entering into this Agreement. In consideration for such specialized training, trade secrets, Confidential Information and rights, Franchisee and each Principal covenant that, except as otherwise approved in writing by Franchisor:

19.5.1 During the term of this Agreement, Franchisee and each Principal shall not, either directly or indirectly, for themselves or through, on behalf of, or in conjunction with, any person or entity (i) divert, or attempt to divert, any business, customer or referral source of the Franchised Business or of other franchisees in the System to any competitor, by direct or indirect inducement or otherwise; (ii) participate as an owner, partner, director, officer, employee, consultant or agent or serve in any other capacity in any residential or commercial painting, and residential or commercial cosmetic rehabilitation business similar to the System; or (iii) do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Marks and the System or (iv) in any manner interfere with, disturb, disrupt, decrease or otherwise jeopardize the business of the Franchisor or any That 1 Painter franchisees or Franchisor-affiliated outlets.

19.5.2 Upon the expiration or earlier termination of this Agreement or upon a Transfer and continuing for twenty-four (24) months thereafter, Franchisee and Principals shall not, either directly or indirectly, for themselves or through, on behalf of or in conjunction with any person or entity (i) divert, or attempt to divert, any business, customer or referral source of the Franchised Business, Franchisor or of other franchisees in the System to any competitor, by direct or indirect inducement or otherwise; or (ii) participate as an owner, partner, director, officer, employee, consultant or agent or serve in any other capacity in any residential or commercial painting, and residential or commercial cosmetic rehabilitation business within ~~ten~~twenty-five (25) miles of your former That 1 Painter Territory or any other That 1 Painter office location; or (iii) do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Marks and the System or (iv) in any manner interfere with, disturb, disrupt, decrease or otherwise jeopardize the business of the Franchisor or any That 1 Painter franchisees.

19.6 Reasonableness of Restrictions. Franchisee and each Principal acknowledges and agrees that the covenants not to compete set forth in this Agreement are fair and reasonable and will not impose any undue hardship on Franchisee or Principal(s), since Franchisee or Principal(s), as the case may be, have other considerable skills, experience and education which afford Franchisee or Principal(s), as the case may be, the opportunity to derive income from other endeavors.

19.7 Reduction of Time or Scope. If the period of time or the geographic scope specified above, should be adjudged unreasonable in any proceeding, then the period of time will be reduced by such number of months or the geographic scope will be reduced by the elimination of such portion thereof, or both, so that such restrictions may be enforced for

such time and scope as are adjudged to be reasonable. In addition, Franchisor shall have the right, in its sole discretion, to reduce the scope of any covenant set forth in this Paragraph 19 or any portion thereof, without Franchisee's consent, effective immediately upon receipt by Franchisee of written notice thereof, and Franchisee agrees to forthwith comply with any covenant as so modified.

19.8 Injunction. Franchisee and each Principal acknowledges that a violation of the covenants not to compete contained in this Agreement would result in immediate and irreparable injury to Franchisor for which no adequate remedy at law will be available. Accordingly, Franchisee and each Principal hereby consents to the entry of an injunction prohibiting any conduct by Franchisee or any Principal in violation of the terms of the covenants not to compete set forth in this Agreement.

19.9 No Defense. Franchisee and each Principal expressly agree that the existence of any claims they may have against Franchisor, whether or not arising from this Agreement, shall not constitute a defense to the enforcement by Franchisor of the covenants in this Section.

19.10 Covenants of Employees, Agents and Third Persons. Franchisee shall require and obtain execution of covenants similar to those set forth in this Section (including covenants applicable upon the termination of a person's employment with Franchisee) from all employees, contractors or third persons who will have access to Franchisor's confidential and proprietary information. Such covenants shall be substantially in the form set forth in Attachment 9 as revised and updated from time to time and contained in the Manual.

## 20. DISPUTE RESOLUTION

20.1 Internal Dispute Resolution. Franchisee shall first bring any claim, controversy or dispute arising out of or relating to this Agreement, the Attachments hereto or the relationship created by this Agreement to Franchisor's president and/or chief executive officer for resolution. After providing notice as set forth in Section 21.7 below, Franchisee must exhaust this internal dispute resolution procedure before Franchisee may bring Franchisee's dispute before a third party. This agreement to first attempt resolution of disputes internally shall survive termination or expiration of this Agreement.

20.2 Mediation. At Franchisor's option, any claim, controversy, or dispute that is not resolved pursuant to Section 20.1 hereof shall be submitted to non-binding mediation. Franchisee shall provide Franchisor with written notice of Franchisee's intent to pursue any unresolved claim, controversy, or dispute, specifying in sufficient detail the nature thereof, prior to commencing any legal action. Franchisor shall have up to thirty (30) days following receipt of Franchisee's notice to exercise Franchisor's option to submit such claim, controversy, or dispute to mediation. Mediation shall be conducted through a mediator or mediators in accordance with the American Arbitration Association Commercial Mediation Rules. Such mediation shall take place in the then-current location of Franchisor's corporate headquarters. The costs and expenses of mediation, including compensation and expenses of the mediator (and except for the attorneys' fees

incurred by either party), shall be borne by the parties equally. Franchisor may specifically enforce Franchisor's rights to mediation, as set forth herein.

- 20.3 Governing Law and Venue. -This Agreement is made in, and shall be substantially performed in, the state of Texas. Any claims, controversies, disputes or actions arising out of this Agreement shall be governed, enforced and interpreted pursuant to the laws of the state of Texas. Franchisee and its Principals, except where specifically prohibited by law, hereby irrevocably submit themselves to the sole and exclusive jurisdiction of the state and federal courts in Texas. Franchisee and its Principal(s) hereby waive all questions of personal jurisdiction for the purpose of carrying out this provision.
- 20.4 Mutual Benefit. -Franchisee, each Principal, if any, and Franchisor acknowledge that the parties' agreement regarding applicable state law and forum set forth in Section 20.3 provide each of the parties with the mutual benefit of uniform interpretation of this Agreement and any dispute arising hereunder. Each of Franchisee, Principal(s), and Franchisor further acknowledge the receipt and sufficiency of mutual consideration for such benefit and that each party's agreement regarding applicable state law and choice of forum have been negotiated in good faith and are part of the benefit of the bargain reflected by this Agreement.
- 20.5 Waiver of Jury Trial and Certain Damages. Franchisee and each Principal hereby waive, to the fullest extent permitted by law, any right to or claim for (i) a trial by jury in any action, proceeding or counterclaim brought by or against Franchisor, and (ii) any punitive, exemplary, incidental, indirect, special, consequential or other damages (including, without limitation, loss of profits) against Franchisor, its affiliates, and their respective officers, directors, shareholders, partners, agents, representatives, independent contractors, servants and employees, in their corporate and individual capacities, arising out of any cause whatsoever. Each ~~of~~ Franchisee and Principal(s) agree that in the event of a dispute, Franchisee and each Principal shall be limited to the recovery of any actual damages sustained.
- 20.6 Injunctive Relief. Nothing herein contained (including, without limitation, Sections 20.1 through 20.3 above) shall bar Franchisor from the right to obtain immediate injunctive relief from any court of competent jurisdiction against threatened conduct by Franchisee that may cause Franchisor loss or damage, under the usual equity rules, including the applicable rules for obtaining specific performance, restraining orders, and preliminary injunctions.
- 20.7 Limitations of Claims. Any and all claims asserted by Franchisee arising out of or relating to this Agreement or the relationship among the parties will be barred unless a proceeding for relief is commenced within one (1) year from the date on which Franchisee knew or should have known of the facts giving rise to such claims.
- 20.8 Attorney's Fees. In the event of any action in law or equity by and between Franchisor and Franchisee concerning the operation, enforcement, construction or interpretation of this Agreement, the prevailing party in such action shall be entitled to recover reasonable

attorney's fees and court costs incurred.

20.9 Survival. The provisions of this Article 20 shall continue in full force and effect notwithstanding the expiration or termination of this Agreement or a transfer by Franchisee or any Principal of their respective interests in this Agreement.

## 21. GENERAL

### 21.1 Relationship of the Parties.

21.1.1 Independent Licensee. Franchisee is and shall be an independent licensee under this Agreement, and no partnership shall exist between Franchisee and Franchisor. This Agreement does not constitute Franchisee as an agent, legal representative, or employee of Franchisor for any purpose whatsoever, and Franchisee is not granted any right or authority to assume or create any obligation for or on behalf of, or in the name of, or in any way to bind Franchisor. Franchisee agrees not to incur or contract any debt or obligation on behalf of Franchisor or commit any act, make any representation, or advertise in any manner which may adversely affect any right of Franchisor or be detrimental to Franchisor or other franchisees of Franchisor. Franchisor does not assume any liability, and will not be considered liable, for any agreements, representations, or warranties made by you which are not expressly authorized under this Agreement. Franchisor will not be obligated for any damages to any person or property which directly or indirectly arise from or ~~relate~~relates to your operation of the Franchised Business. Pursuant to the above, Franchisee agrees to indemnify Franchisor and hold Franchisor harmless from ~~any and~~ all liability, loss, attorneys' fees, or damage Franchisor may suffer as a result of claims, demands, taxes, costs, or judgments against Franchisor arising out of any allegation of an agent, partner, or employment relationship.

21.1.2 No Relationship. Franchisee acknowledges and agrees that Franchisee alone exercises day-to-day control over all operations, activities, and elements of the Franchised Business, and that under no circumstance shall Franchisor do so or be deemed to do so. Franchisee further acknowledges and agrees, and will never claim otherwise, that the various restrictions, prohibitions, specifications, and procedures of the System which Franchisee is required to comply with under this Agreement, whether set forth in Franchisor's Operations Manual or otherwise, does not directly or indirectly constitute, suggest, infer or imply that Franchisor controls any aspect or element of the day-to-day operations of the Franchised Business, which Franchisee alone controls, but only constitute standards Franchisee must adhere to when exercising control of the day-to-day operations of the Franchised Business.

21.1.3 Franchisee's Employees. Franchisee acknowledges and agrees that any training Franchisor provides for Franchisee's employees is geared to impart to those employees, with Franchisee's ultimate authority, the various procedures, protocols, systems, and operations of a That 1 Painter outlet and in no fashion reflects any

employment relationship between Franchisor and such employees. If ever it is asserted that Franchisor is the employer, joint employer or co-employer of any of Franchisee's employees in any private or government investigation, action, proceeding, arbitration or other setting, Franchisee irrevocably agree to assist Franchisor in defending said allegation, appearing at any venue requested by Franchisor to testify on Franchisor's behalf participate in depositions, other appearances or preparing affidavits rejecting any assertion that Franchisor is the employer, joint employer or co-employer of any of Franchisee's employees.

21.2 Successors. -This Agreement shall bind and inure to the benefit of the successors and assigns of Franchisor and shall be personally binding on and inure to the benefit of Franchisee (including the individuals executing this Agreement on behalf of the Franchisee entity) and its or their respective heirs, executors, administrators and successors or assigns; provided, however, the foregoing provision shall not be construed to allow a transfer of any interest of Franchisee or Principals in this Agreement or the Franchised Business, except in accordance with Article 16 hereof.

21.3 Invalidity of Part of Agreement. Should any provisions in this Agreement, for any reason, be declared invalid, then such provision shall be invalid only to the extent of the prohibition without in any way invalidating or altering any other provision of this Agreement.

21.4 Entire Agreement. This Agreement, including all attachments, is the entire agreement of the parties, superseding all prior written or oral agreements of the parties concerning the same subject matter, and superseding all prior written or oral representations made to Franchisee, except that nothing herein is intended to disclaim any representations made to Franchisee in Franchisor's Franchise Disclosure Document. No agreement of any kind relating to the matters covered by this Agreement and no amendment of the provisions hereof shall be binding upon either party unless and until the same has been made in writing and executed by all interested parties.

21.5 Construction. -All terms and words used in this Agreement, regardless of the number and gender in which they are used, shall be deemed and construed to include any other number, singular or plural, and any other gender, masculine, feminine or neuter, as the context or sense of this Agreement or any provision herein may require, as if such words had been fully and properly written in the appropriate number and gender. All covenants, agreements and obligations assumed herein by Franchisee and any Principal shall be deemed to be joint and several covenants, agreements, and obligations of each of the persons named as Franchisee, if more than one person is so named.

21.6 Captions. - Captions and section headings are used herein for convenience only. They are not part of this Agreement and shall not be used in construing it.

21.7 Notices. -Whenever notice is required or permitted to be given under the terms of this Agreement, it shall be given in writing, and be delivered personally or by certified mail or courier, postage prepaid, addressed to the party for whom intended, and shall be



deemed given on the date of delivery or delivery is refused. All such notices shall be addressed to the party to be notified at their respective addresses as set forth in the introductory paragraph of this Agreement, or at such other address or addresses as the parties may from time to time designate in writing.

- 21.8 Effect of Waivers. -No waiver, delay, omission, or forbearance on the part of Franchisor to exercise any right, option, duty or power arising from any default or breach by Franchisee shall affect or impair the rights of Franchisor with respect to any subsequent default of the same or of a different kind. Any use by Franchisee of the System or any part thereof at any place other than in the Territory shall not give Franchisee any rights not specifically granted hereunder. Failure to take action to stop such use shall not in any event be considered a waiver of the rights of Franchisor at any time to require Franchisee to restrict said use to the Territory.
- 21.9 Remedies Cumulative. All rights and remedies of the parties to this Agreement shall be cumulative and not alternative, in addition to and not exclusive of any other rights or remedies that are provided for herein or that may be available at law or in equity in case of any breach, failure or default or threatened breach, failure or default of any term, provision or condition of this Agreement or any other agreement between Franchisee or any of its affiliates and Franchisor or any of its affiliates. The rights and remedies of the parties to this Agreement shall be continuing and shall not be exhausted by any one or more uses thereof; and may be exercised at any time or from time to time as often as may be expedient; and any option or election to enforce any such right or remedy may be exercised or taken at any time and from time to time. The expiration, earlier termination or exercise of Franchisor's rights pursuant to Articles 17 and 18 shall not discharge or release Franchisee or any Principal from any liability or obligation then accrued, or any liability or obligation continuing beyond, or arising out of, the expiration, the earlier termination or the exercise of such rights under this Agreement.
- 21.10 Consent to Do Business Electronically. The parties to the Franchise Agreement hereby consent to do business electronically. Pursuant to the Uniform Electronic Transactions Act as adopted by the state of Texas, the parties hereby affirm to each other that they agree with the terms of the Franchise Agreement, and by attaching their digital signature, including any DocuSign signature, to the Franchise Agreement, they are executing the document and intending to attach their digital signature to it. Furthermore, the parties acknowledge that the other parties to the Franchise Agreement can rely on a digital signature, including a DocuSign signature, as the respective party's signature.
- 21.11 Counterparts. -This Agreement may be executed in multiple counterparts, each of which when so executed shall be an original, and all of which shall constitute one and the same instrument.
- 21.12 Survival. -Any obligation of Franchisee or any Principal that contemplates performance of such obligation after termination or expiration of this Agreement or the transfer of any interest of Franchisee or any Principal therein shall be deemed to survive such termination, expiration or transfer.



**22. ACKNOWLEDGMENTS.** Franchisee shall acknowledge the truthfulness of the statements contained in Attachment 1 hereto. Franchisee's acknowledgements are an inducement for us to enter into this Agreement. Franchisee shall immediately notify us, prior to acknowledgment, if any statement in Attachment 1 is incomplete or incorrect.

*Remainder of Page Intentionally Blank*

The parties hereto have executed this Franchise Agreement on the day and year first above written.

FRANCHISEE:  
[ENTITY NAME]

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING, LLC

Name: [PRINCIPAL NAME]  
Title: [Principal's Title]

Name: STEVEN MONTGOMERY  
Title: CEO and Founder

PRINCIPALS:

Name: [PRINCIPAL #1 NAME]

## ATTACHMENT 1

### FRANCHISEE ACKNOWLEDGEMENT STATEMENT

**DO NOT SIGN THIS QUESTIONNAIRE IF YOU RESIDE IN, OR INTEND TO OPERATE THE FRANCHISED BUSINESS IN, ANY OF THE FOLLOWING STATES: CA, HI, IL, MD, MI, MN, NY, ND, RI, SD, VA, WA, AND WI.**

Franchisee hereby acknowledges the following:

1. Franchisee has conducted an independent investigation of all aspects relating to the financial, operational and other aspects of the business of operating the Franchised Business. Franchisee further acknowledges that, except as may be set forth in Franchisor's Disclosure Document, no representations of performance (financial or otherwise) for the Franchised Business provided for in this Agreement has been made to Franchisee by Franchisor and Franchisee and any and all Principals hereby waive any claim against Franchisor for any business failure Franchisee may experience as a franchisee under this Agreement.

\_\_\_\_\_  
Initial

2. Franchisee has conducted an independent investigation of the business contemplated by this Agreement and understands and acknowledges that the business contemplated by this Agreement involves business risks making the success of the venture largely dependent upon the business abilities and participation of Franchisee and its efforts as an independent business operation.

\_\_\_\_\_  
Initial

3. Franchisee agrees that no claims of success or failure have been made to it or him or her prior to signing the Franchise Agreement and that it/she/he understands all the terms and conditions of the Franchise Agreement. Franchisee further acknowledges that the Franchise Agreement contains all oral and written agreements, representations and arrangements between the parties hereto, and any rights which the respective parties hereto may have had under any other previous contracts are hereby cancelled and terminated, and that this Agreement cannot be changed or terminated orally.

\_\_\_\_\_  
Initial

4. Franchisee has no knowledge of any representations by Franchisor or its officers, directors, shareholders, employees, sales representatives, agents or servants, about the business contemplated by the Franchise Agreement that are contrary to the terms of the Franchise

Agreement or the documents incorporated herein. Franchisee acknowledges that no representations or warranties are made or implied, except as specifically set forth in the Franchise Agreement. Franchisee represents, as an inducement to Franchisor's entry into this Agreement, that it has made no misrepresentations in obtaining the Franchise Agreement.

\_\_\_\_\_  
Initial

5. Franchisor expressly disclaims the making of, and Franchisee acknowledges that it has not received or relied upon, any warranty or guarantee, express or implied, as to the potential volume, profits or success of the business venture contemplated by the Franchise Agreement.

\_\_\_\_\_  
Initial

6. Franchisee acknowledges that Franchisor's approval or acceptance of Franchisee's Business location does not constitute a warranty, recommendation or endorsement of the location for the Franchised Business, nor any assurance by Franchisor that the operation of the Franchised Business at the premises will be successful or profitable.

\_\_\_\_\_  
Initial

7. Franchisee acknowledges that it has received the That 1 Painter Franchising, LLC Franchise Disclosure Document with a complete copy of the Franchise Agreement and all related Attachments and agreements at least fourteen (14) calendar days prior to the date on which the Franchise Agreement was executed. Franchisee further acknowledges that Franchisee has read such Franchise Disclosure Document and understands its contents.

\_\_\_\_\_  
Initial

8. Franchisee acknowledges that it has had ample opportunity to consult with its own attorneys, accountants and other advisors and that the attorneys for Franchisor have not advised or represented Franchisee with respect to the Franchise Agreement or the relationship thereby created.

\_\_\_\_\_  
Initial

9. Franchisee, together with Franchisee's advisers, has sufficient knowledge and experience in financial and business matters to make an informed investment decision with respect to the Franchise granted by the Franchise Agreement.

\_\_\_\_\_  
Initial

10. Franchisee is aware of the fact that other present or future franchisees of Franchisor may operate under different forms of agreement(s), and consequently that Franchisor's obligations and rights with respect to its various franchisees may differ materially in certain circumstances.

\_\_\_\_\_  
Initial

11. It is recognized by the parties that Franchisor is also (or may become) a manufacturer or distributor of certain products under the Marks licensed herein; and it is understood that Franchisor does not warrant that such products will not be sold within the Franchisee's Territory by others who may have purchased such products from Franchisor.

\_\_\_\_\_  
Initial

12. BY EXECUTING THE FRANCHISE AGREEMENT, FRANCHISEE AND ANY PRINCIPAL, INDIVIDUALLY AND ON BEHALF OF FRANCHISEE'S AND SUCH PRINCIPAL'S HEIRS, LEGAL REPRESENTATIVES, SUCCESSORS AND ASSIGNS, HEREBY FOREVER RELEASE AND DISCHARGE THAT 1 PAINTER FRANCHISING, LLC AND ANY OF ABOVE'S PARENT COMPANY, SUBSIDIARIES, DIVISIONS, AFFILIATES, SUCCESSORS, ASSIGNS AND DESIGNEES, AND THE FOREGOING ENTITIES' DIRECTORS, OFFICERS, EMPLOYEES, AGENTS, SHAREHOLDERS, SUCCESSORS, DESIGNEES AND REPRESENTATIVES FROM ANY AND ALL CLAIMS, DEMANDS AND JUDGMENTS RELATING TO OR ARISING UNDER THE STATEMENTS, CONDUCT, CLAIMS OR ANY OTHER AGREEMENT BETWEEN THE PARTIES EXECUTED PRIOR TO THE DATE OF THE FRANCHISE AGREEMENT, INCLUDING, BUT NOT LIMITED TO, ANY AND ALL CLAIMS, WHETHER PRESENTLY KNOWN OR UNKNOWN, SUSPECTED OR UNSUSPECTED, ARISING UNDER THE FRANCHISE, SECURITIES, TAX OR ANTITRUST LAWS OF THE UNITED STATES OR OF ANY STATE OR TERRITORY THEREOF. THIS RELEASE SHALL NOT APPLY TO ANY CLAIMS ARISING FROM REPRESENTATIONS MADE BY FRANCHISOR IN FRANCHISOR'S FRANCHISE DISCLOSURE DOCUMENT RECEIVED BY FRANCHISEE.

\_\_\_\_\_  
Initial

FRANCHISEE:  
[ENTITY NAME]

Name: [PRINCIPAL NAME]

Title: [Principal's Title]

PRINCIPALS:

Name: [PRINCIPAL #1 NAME]

## ATTACHMENT 2

Character Mark –

THAT 1 PAINTER

Service Mark –





### ATTACHMENT 3

#### TERRITORY DESCRIPTION AND INITIAL FEE

~~Territory (insert map and/or define by zip codes): \*\*TERRITORY AND ADDRESS TO BE DETERMINED AND INSERTED AFTER A THAT 1 PAINTER PREMISES IS IDENTIFIED BY FRANCHISEE AND APPROVED BY FRANCHISOR, IN ACCORDANCE WITH SECTION 8.1 OF THE FRANCHISE AGREEMENT, IN THE SITE SEARCH AREA OF [CITY & STATE OF WHERE THEY CAN LOOK FOR A LOCATION — IF THERE ISN'T AN APPROVED LOCATION AT SIGNING OF FA, AND ATTACH THE MAP AND GRAPH WHICH SHOWS THE POPULATION.]~~

Territory: \_\_\_\_\_

IF FRANCHISOR AND FRANCHISEE HAVE ALREADY DECIDED ON A TERRITORY, IT WILL BE ATTACHED TO THIS AGREEMENT.

Population = minimum of 200,000 as of the Effective Date.— Notwithstanding any change in population during the Term, the Territory shall not extend beyond the boundaries set forth above.

Initial Franchise Fee: \_\_\_\_\_

## ATTACHMENT 4

### ANNUAL MINIMUM PERFORMANCE STANDARDS

Franchisee shall attain a minimum Gross Revenue for each year of the Term as follows:

<b>Minimum Revenue Requirement (Per Territory)</b>				
<b>YEAR 1</b>	<b>YEAR 2</b>	<b>YEAR 3-5</b>	<b>YEAR 6-7</b>	<b>YEAR 8-10 (and renewal term)</b>
\$400,000	\$500,000	\$600,000	\$750,000	\$1,000,000

Each year set forth above starts when the business opens.

**ATTACHMENT 5**

**GENERAL RELEASE**

\_\_\_\_\_ (“Franchisee”) and its principal(s):

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(collectively, “Franchisee’s Principal(s)”), on behalf of themselves and their respective officers, directors, employees, successors, assigns, heirs, personal representatives, and all other persons acting on their behalf or claiming under them (collectively, the “Franchisee Releasors”), hereby release, discharge and hold harmless That 1 Painter Franchising, LLC (“Franchisor”), their parent company, affiliates, and each of their respective officers, directors, shareholders, employees, agents, attorneys, successors, and assigns (collectively, the “Franchisor Releasees”) from any suits, claims, controversies, rights, promises, debts, liabilities, demands, obligations, costs, expenses, actions, and causes of action of every nature, character and description, in law or in equity, whether presently known or unknown, vested or contingent, suspected or unsuspected arising under, relating to, or in connection with the Franchise Agreement dated \_\_\_\_\_ between Franchisee and Franchisor and any related agreements and the relationship created thereby, or the Franchised Business operated under the Franchise Agreement, or any claims or representations made relative to the sale of the franchise to operate such Franchised Business or under any federal or state franchise or unfair or deceptive trade practice laws, which any of the Franchisee Releasors now own or hold or have at any time heretofore owned or held against the Franchisor Releasees (collectively, the “Franchisee Released Claims”).

FRANCHISEE AND FRANCHISEE’S PRINCIPAL(S) ON BEHALF OF THEMSELVES AND THE FRANCHISEE RELEASORS WAIVE ANY RIGHTS AND BENEFITS CONFERRED BY ANY APPLICABLE PROVISION OF LAW EXISTING UNDER ANY FEDERAL, STATE OR POLITICAL SUBDIVISION THEREOF WHICH WOULD INVALIDATE ALL OR ANY PORTION OF THE RELEASE CONTAINED HEREIN BECAUSE SUCH RELEASE MAY EXTEND TO CLAIMS WHICH THE FRANCHISEE RELEASORS DO NOT KNOW OR SUSPECT TO EXIST IN THEIR FAVOR AT THE TIME OF EXECUTION OF THIS AGREEMENT. The Franchisee Releasors also covenant not to bring any suit, action, or proceeding, or make any demand or claim of any type, against any Franchisor Releasees with respect to any Franchisee Released Claim, and Franchisee and Franchisee’s Principal(s) shall defend, indemnify and hold harmless each of Franchisor Releasees against same.

[**Washington Residents**]: A release or waiver of rights executed by a franchisee shall 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 franchise agreement is in effect and where the franchisee is represented by independent counsel. *See* RCW 19.100.180(g); RCW 19.100.220.

Executed as of \_\_\_\_\_.

FRANCHISEE:

By: \_\_\_\_\_

\_\_\_\_\_,  
(Name, Title)

FRANCHISEE'S PRINCIPAL:

\_\_\_\_\_  
Print Name: \_\_\_\_\_

\_\_\_\_\_  
Print Name: \_\_\_\_\_

\_\_\_\_\_  
Print Name: \_\_\_\_\_

\_\_\_\_\_  
Print Name: \_\_\_\_\_

ATTACHMENT 6

STATEMENT OF OWNERSHIP INTERESTS IN FRANCHISEE/ENTITY

Name

Percentage of Ownership

\_\_\_\_\_ [INDIVIDUAL #1 NAME]  
OWNERSHIP %]

\_\_\_\_\_ [PRINCIPAL #1

\_\_\_\_\_ [INDIVIDUAL #2 NAME]  
OWNERSHIP %]

\_\_\_\_\_ [PRINCIPAL #2

## ATTACHMENT 7

### GUARANTY

This Guaranty and Covenant (this “Guaranty”) is given by the undersigned (“Guarantor”) on \_\_\_\_\_, (the “Effective Date”) to That 1 Painter Franchising, LLC, a Texas limited liability company (“Franchisor”), in order to induce Franchisor to enter into that certain Franchise Agreement dated on or about the Effective Date hereof (the “Franchise Agreement”) with [INDIVIDUAL #1 NAME] \_\_\_\_\_ and [INDIVIDUAL #2 NAME] \_\_\_\_\_ ([jointly/collectively] “Franchisee”).

Guarantor acknowledges that Guarantor is the spouse of Franchisee’s Principal, as that term is used in the Franchise Agreement.

Guarantor acknowledges that Guarantor has read the terms and conditions of the Franchise Agreement and acknowledges that the execution of this Guaranty is in partial consideration for, and a condition to the granting of, the rights granted in the Franchise Agreement to Franchisee, and that Franchisor would not have granted these rights without the execution of this Guaranty by Guarantor.

Guarantor hereby individually makes, agrees to be bound by, and agrees to perform, all of the monetary obligations and non-disclosure and non-competition covenants and agreements of the Franchisee as set forth in the Franchise Agreement, including but not limited to, the covenants set forth in Sections 19.2, 19.5, 19.6, 19.8 and 19.9 of the Franchise Agreement (“Guaranteed Obligations”). Guarantor shall perform and/or make punctual payment to Franchisor of the Guaranteed Obligations in accordance with the terms of the Franchise Agreement or other applicable document forthwith upon demand by Franchisor.

This Guaranty is an absolute and unconditional continuing guaranty of payment and performance of the Guaranteed Obligations. This Guaranty shall not be discharged by renewal of any claims guaranteed by this instrument, change in ownership or control of the Franchisee entity, transfer of the Franchise Agreement, the suffering of any indulgence to any debtor, extension of time of payment thereof, nor the discharge of Franchisee by bankruptcy, operation of law or otherwise. Presentment, demand, protest, notice of protest and dishonor, notice of default or nonpayment and diligence in collecting any obligation under any agreement between Franchisee and Franchisor are each and all waived by Guarantor and/or acknowledged as inapplicable. Guarantor waives notice of amendment of any agreement between Franchisee and Franchisor and notice of demand for payment by Franchisee. Guarantor further agrees to be bound by any and all amendments and changes to any agreement between Franchisee and Franchisor.

Franchisor may pursue its rights against Guarantor without first exhausting its remedies against Franchisee and without joining any other guarantor hereto and no delay on the part of Franchisor in the exercise of any right or remedy shall operate as a waiver of such right or remedy, and no single or partial exercise by Franchisor of any right or remedy shall preclude the further exercise of such right or remedy.



If other guarantors have guaranteed any and or all of the Guaranteed Obligations, their liability shall be joint and several to that of Guarantor.

Until all of the Guaranteed Obligations have been paid in full and/or performed in full, Guarantor shall not have any right of subrogation, unless expressly given to Guarantor in writing by Franchisor.

All Franchisor's rights, powers and remedies hereunder and under any other agreement now or at any time hereafter in force between Franchisor and Guarantor shall be cumulative and not alternative and shall be in addition to all rights, powers and remedies given to Franchisor by law.

Should any one or more provisions of this Guaranty be determined to be illegal or unenforceable, all other provisions nevertheless shall remain effective.

This Guaranty shall extend to and inure to the benefit of Franchisor and its successors and assigns and shall be binding on Guarantor and its successors and assigns.

IN WITNESS WHEREOF, Guarantor has signed this Guaranty as of the date set forth above.

GUARANTOR - SPOUSE OF FRANCHISEE'S PRINCIPAL:

\_\_\_\_\_  
*Signature*

Name: [INDIVIDUAL(S) SPOUSE NAME]

Address: [ADDRESS OF SPOUSE]

## ATTACHMENT 8

### **INTERNET ADVERTISING, SOCIAL MEDIA, SOFTWARE, AND TELEPHONE ACCOUNT AGREEMENT**

**THIS INTERNET ADVERTISING, SOCIAL MEDIA, SOFTWARE, AND  
TELEPHONE ACCOUNT AGREEMENT** (the “Agreement”) is made and entered into ~~this day~~  
~~of~~ \_\_\_\_\_ (the “Effective Date”) by and between That  
1 Painter Franchising, LLC a Texas limited liability company (the “Franchisor”), and  
[INDIVIDUAL #1 NAME], an individual, residing at [INDIVIDUAL #1 RESIDENTIAL  
ADDRESS], and [INDIVIDUAL #2 NAME], an individual, residing at [INDIVIDUAL #2  
RESIDENTIAL ADDRESS] (“Principal(s)”), who shall be [jointly/collectively] referred to in this  
Agreement as the “Franchisee”.

**WHEREAS**, Franchisee desires to enter into a franchise agreement with Franchisor for a  
That 1 Painter business (“Franchise Agreement”) which will allow Franchisee to conduct internet-  
based advertising, maintain social media accounts, software accounts and use telephone listings  
linked to the That 1 Painter brand.

**WHEREAS**, Franchisor would not enter into the Franchise Agreement without  
Franchisee’s agreement to enter into, comply with, and be bound by all the terms and provisions  
of this Agreement.

**NOW, THEREFORE**, for and in consideration of the foregoing and the mutual promises  
and covenants contained herein, and in further consideration of the Franchise Agreement and the  
mutual promises and covenants contained therein, and for other good and valuable consideration,  
the receipt and sufficiency of which are hereby acknowledged, the parties hereto agree as follows:

#### **1. Definitions**

All terms used but not otherwise defined in this Agreement shall have the meanings set  
forth in the Franchise Agreement. “Termination” of the Franchise Agreement shall include, but  
shall not be limited to, the voluntary termination, involuntary termination, or natural expiration  
thereof.

#### **2. Internet Advertising and Telephone Accounts**

**2.1 Interest in Web Sites, Social Media Accounts and Other Electronic Listings.**  
Franchisee may acquire (whether in accordance with or in violation of the Franchise Agreement)  
during the term of Franchise Agreement, certain right, title, or interest in and to certain domain  
names, social media accounts, hypertext markup language, uniform resource locator addresses,  
access to corresponding internet web sites, and the right to hyperlink to certain web sites and  
listings on various internet search engines (collectively, “Electronic Advertising”) related to the  
Franchised Business or the Marks.

2.2 Interest in Telephone Numbers and Listings. Franchisee has or will acquire during the term of the Franchise Agreement, certain right, title, and interest in and to those certain telephone numbers and regular, classified, internet page, and other telephone directory listings (collectively, the “Telephone Listings”) related to the Franchised Business or the Marks.

2.3 Transfer. On Termination of the Franchise Agreement, or on periodic request of Franchisor, Franchisee will immediately:

2.3.1 ~~direct~~Direct all internet service providers, domain name registries, internet search engines, social media companies, and other listing agencies (collectively, the “Internet Companies”) with which Franchisee has Internet Web Sites, Social Media Accounts and other Listings: (i) to transfer all of Franchisee’s Interest in such Internet Web Sites, Social Media Accounts and other Listings to Franchisor; and (ii) to execute such documents and take such actions as may be necessary to effectuate such transfer. In the event Franchisor does not desire to accept any or all such Internet Web Sites, Social Media Accounts and other Listings, Franchisee will immediately direct the Internet Companies to terminate such Internet Web Sites, Social Media Accounts and other Listings or will take such other actions with respect to the Internet Web Sites, Social Media Accounts and other Listings as Franchisor directs; and

2.3.2 ~~direct~~Direct all telephone companies, telephone directory publishers, and telephone directory listing agencies (collectively, the “Telephone Companies”) with which Franchisee has Telephone Numbers and Listings: (i) to transfer all Franchisee’s Interest in such Telephone Numbers and Listings to Franchisor; and (ii) to execute such documents and take such actions as may be necessary to effectuate such transfer. In the event Franchisor does not desire to accept any or all such Telephone Numbers and Listings, Franchisee will immediately direct the Telephone Companies to terminate such Telephone Numbers and Listings or will take such other actions with respect to the Telephone Numbers and Listings as Franchisor directs.

2.4 Appointment; Power of Attorney. Franchisee hereby constitutes and appoints Franchisor and any officer or agent of Franchisor, for Franchisor’s benefit under the Franchise Agreement and this Agreement or otherwise, with full power of substitution, as Franchisee’s true and lawful attorney-in-fact with full power and authority in Franchisee’s place and stead, and in Franchisee’s name or the name of any affiliated person or affiliated company of Franchisee, to take any and all appropriate action and to execute and deliver any and all documents that may be necessary or desirable to accomplish the purposes of this Agreement. Franchisee further agrees that this appointment constitutes a power coupled with an interest and is irrevocable until Franchisee has satisfied all of its obligations under the Franchise Agreement and any and all other agreements to which Franchisee and any of its affiliates on the one hand, and Franchisor and any of its affiliates on the other, are parties, including without limitation this Agreement. Without limiting the generality of the foregoing, Franchisee hereby grants to Franchisor the power and right to do the following:

2.4.1 Direct the Internet Companies to transfer all Franchisee’s Interest in and to the Internet Web Sites, Social Media Accounts and/or other Listings to Franchisor, or alternatively, to direct the Internet Companies to terminate any or all of the Internet Web Sites, Social Media Accounts and/or other Listings;

2.4.2 Direct the Telephone Companies to transfer all Franchisee's Interest in and to the Telephone Numbers and Listings to Franchisor, or alternatively, to direct the Telephone Companies to terminate any or all of the Telephone Numbers and Listings; and

2.4.3 Execute such standard assignment forms or other documents as the Internet Companies and/or Telephone Companies may require in order to effect such transfers or terminations of Franchisee's Interest.

2.5 Certification of Termination. Franchisee hereby directs the Internet Companies and Telephone Companies to accept, as conclusive proof of Termination of the Franchise Agreement, Franchisor's written statement, signed by an officer or agent of Franchisor, that the Franchise Agreement has terminated.

2.6 Cessation of Obligations. After the Internet Companies and the Telephone Companies have duly transferred all Franchisee's Interests as described in paragraph 2.3 above to Franchisor, as between Franchisee and Franchisor, Franchisee will have no further interest in, or obligations with respect to the particular Electronic Advertising and/or Telephone Listing. Notwithstanding the foregoing, Franchisee will remain liable to each and all of the Internet Companies and Telephone Companies for the respective sums Franchisee is obligated to pay to them for obligations Franchisee incurred before the date Franchisor duly accepted the transfer of such Interests, or for any other obligations not subject to the Franchise Agreement or this Agreement.

### 3. Miscellaneous

3.1 Release. Franchisee hereby releases, remises, acquits, and forever discharges each and all of the Internet Companies and/or Telephone Companies and each and all of their parent corporations, subsidiaries, affiliates, directors, officers, stockholders, employees, and agents, and the successors and assigns of any of them, from any and all rights, demands, claims, damage, losses, costs, expenses, actions, and causes of action whatsoever, whether in tort or in contract, at law or in equity, known or unknown, contingent or fixed, suspected or unsuspected, arising out of, asserted in, assertible in, or in any way related to this Agreement.

3.2 Indemnification. Franchisee is solely responsible for all costs and expenses related to its performance, its nonperformance, and Franchisor's enforcement of this Agreement, which costs and expenses Franchisee will pay Franchisor in full, without defense or setoff, on demand. Franchisee agrees that it will indemnify, defend, and hold harmless Franchisor and its affiliates, and its and their directors, officers, shareholders, partners, members, employees, agents, and attorneys, and the successors and assigns of any and all of them, from and against, and will reimburse Franchisor and any and all of them for, any and all loss, losses, damage, damages, claims, debts, claims, demands, or obligations that are related to or are based on this Agreement.

3.3 No Duty. The powers conferred on Franchisor hereunder are solely to protect Franchisor's interests and shall not impose any duty on Franchisor to exercise any such powers.

Franchisee expressly agrees that in no event shall Franchisor be obligated to accept the transfer of any or all of Franchisee's Interest in any matter hereunder.

3.4 Further Assurances. Franchisee agrees that at any time after the date of this Agreement, Franchisee will perform such acts and execute and deliver such documents as may be necessary to assist in or accomplish the purposes of this Agreement.

3.5 Successors, Assigns, and Affiliates. All Franchisor's rights and powers, and all Franchisee's obligations, under this Agreement shall be binding on Franchisee's successors, assigns, and affiliated persons or entities as if they had duly executed this Agreement.

3.6 Effect on Other Agreements. Except as otherwise provided in this Agreement, all provisions of the Franchise Agreement and attachments and schedules thereto shall remain in effect as set forth therein.

3.7 Survival. This Agreement shall survive the Termination of the Franchise Agreement.

3.8 Governing Law. This Agreement shall be governed by and construed under the laws of the state of Texas, without regard to the application of Texas conflict of law rules.

~~Remainder of Page Intentionally Blank~~

The undersigned have executed or caused their duly authorized representatives to execute this Agreement as of the Effective Date.

FRANCHISEE:  
[ENTITY NAME]

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING, LLC

Name: [INDIVIDUAL #1] PRINCIPAL NAME]

Name: STEVEN MONTGOMERY

Title: [Principal's Title]

Title: CEO and Founder

FRANCHISEE PRINCIPALS:

Name: [INDIVIDUAL #2] PRINCIPAL #1  
NAME]

**ATTACHMENT 9**  
**CONFIDENTIALITY AND NON-COMPETE AGREEMENT**

This Confidentiality and Non-Compete Agreement (the “Agreement”) is made and entered into this \_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by \_\_\_\_\_, a(n) \_\_\_\_\_ (“Franchisee”), a franchisee of That 1 Painter Franchising, LLC a Texas limited liability company (“Franchisor”), and \_\_\_\_\_ an \_\_\_\_\_ individual (“Covenantor”) in connection with a Franchise Agreement dated.

**WHEREAS**, Franchisee and Franchisor are parties to a franchise agreement dated \_\_\_\_\_, 20\_\_\_\_ (the “Franchise Agreement”), whereby Franchisor has granted Franchisee the right to use certain trademarks, including, the registered trademark “That 1 Painter” and design mark, and certain proprietary products, services, promotions, and methods (the “System”) for the establishment and operation of a That 1 Painter franchise (the “Franchised Business”).

**WHEREAS**, in connection with his or her duties, it will be necessary for Covenantor to have access to some or all of the confidential information, knowledge, know-how, techniques, contents of the That 1 Painter operations manual and other materials used in or related to the System and/or concerning the methods of operation of the System (collectively referred to as “Confidential Information”).

**WHEREAS**, the Confidential Information provides economic advantages to Franchisor and licensed users of the System, including Franchisee.

**WHEREAS**, Franchisee has acknowledged the importance of restricting the use, access and dissemination of the Confidential Information, and Franchisee therefore has agreed to obtain from Covenantor a written agreement protecting the Confidential Information and further protecting the System against unfair competition; and

**WHEREAS**, Covenantor acknowledges that receipt of and the right to use the Confidential Information constitutes independent valuable consideration for the representations, promises and covenants made by Covenantor herein.

**NOW, THEREFORE**, in consideration of the mutual covenants and obligations contained herein, the parties agree as follows:

**1. Confidentiality Agreement.**

**a.** Covenantor shall, ~~at all times~~always, maintain the confidentiality of the Confidential Information and shall use such Confidential Information only in the course of his or her employment by or association with Franchisee in connection with the operation of a Franchised Business under the Franchise Agreement.

**b.** Covenantor shall not at any time make copies of any documents or compilations containing some or all of the Confidential Information without Franchisor’s express written permission.

**c.** Covenantor shall not at any time disclose or permit the disclosure of the Confidential Information except, and only then to the limited extent necessary, to those employees of Franchisee for training and assisting such employees in the operation of the Franchised Business.



d. Covenantor shall surrender any material containing some or all ~~of~~ the Confidential Information to Franchisee or Franchisor, upon request, or upon termination of employment or association with Franchisee.

e. Covenantor shall not at any time, directly or indirectly, do any act or omit to do any act that would or would likely be injurious or prejudicial to the goodwill associated with the System.

f. Covenantor agrees that no Confidential Information may be reproduced, in whole or in part, without written consent.

## **2. Covenants Not to Compete.**

a. ~~In order to~~To protect the goodwill and unique qualities of the System, and in consideration for the disclosure to Covenantor of the Confidential Information, Covenantor further agrees and covenants that during Covenantor's employment or association with Franchisee, Covenantor shall not, for Covenantor or through, on behalf of or in conjunction with any person or entity:

(i) divert, or attempt to divert, any business, customer or referral source of the Franchised Business or of other That 1 Painter franchisees in the System to any competitor, by direct or indirect inducement or otherwise,

(ii) participate as an owner, partner, director, officer, employee, consultant or agent or serve in any other capacity in any residential or commercial painting business substantially similar to the System.

b. In further consideration for the disclosure to Covenantor of the Confidential Information and to protect the goodwill and unique qualities of the System, Covenantor further agrees and covenants that, upon the termination of Covenantor's employment or association with Franchisee and continuing for twenty-four (24) months thereafter, Covenantor shall not, for Covenantor or through, on behalf of or in conjunction with any person or entity:

(i) divert, or attempt to divert, any business, customer or referral source of the Franchised Business or of other franchisees in the That 1 Painter System to any competitor, by direct or indirect inducement or otherwise,

(ii) participate as an owner, partner, director, officer, employee, consultant or agent or serve in any other capacity in any residential or commercial painting business within the ~~fifty~~twenty-five (25) miles outside of the boundaries of the Franchisee's Territory or within ~~twenty-five~~ (25) miles of any That 1 Painter office location.

c. The parties acknowledge and agree that each of the covenants contained herein are reasonable limitations as to time, geographical area, and scope of activity to be restrained and do not impose a greater restraint than is necessary to protect the goodwill or other business interests of Franchisor.

d. If the period of time or the geographic scope specified Section 2.b. above, should be adjudged unreasonable in any proceeding, then the period of time will be reduced by such number of months or the geographic scope will be reduced by the elimination of such portion thereof, or both, so that such restrictions may be enforced for such time and scope as are adjudged to be reasonable. In addition, Franchisor shall have the right, in its sole discretion, to reduce the scope of any covenant set forth in this Agreement or any portion thereof, without Covenantor's or Franchisee's consent, effective immediately upon receipt by Covenantor of

written notice thereof, and Covenantor agrees to forthwith comply with any covenant as so modified.

### **3. General.**

**a.** Franchisee shall take full responsibility for ensuring that Covenantor acts as required by this Agreement.

**b.** Covenantor agrees that in the event of a breach of this Agreement, Franchisor would be irreparably injured and be without an adequate remedy at law. Therefore, in the event of such a breach, or threatened or attempted breach of any of the provisions hereof, Franchisee is obligated to enforce the provisions of this Agreement and shall be entitled, in addition to any other remedies that are made available to it at law or in equity, to a temporary and/or permanent injunction and a decree for the specific performance of the terms of this Agreement, without the necessity of showing actual or threatened harm and without being required to furnish a bond or other security.

**c.** Covenantor agrees to pay all expenses (including court costs and reasonable attorneys' fees) incurred by Franchisor and Franchisee in enforcing this Agreement.

**d.** Any failure of Franchisee to object to or take action with respect to any breach of any provision of this Agreement by Covenantor shall not operate or be construed as a waiver of or consent to that breach or any subsequent breach by Covenantor.

**e.** THIS AGREEMENT SHALL BE INTERPRETED BY AND CONSTRUED AND ENFORCED IN ACCORDANCE WITH THE LAWS OF THE STATE OF TEXAS. COVENANTOR HEREBY IRREVOCABLY SUBMITS HIMSELF OR HERSELF TO THE JURISDICTION OF THE STATE AND FEDERAL COURTS OF TEXAS. COVENANTOR HEREBY WAIVES ALL QUESTIONS OF PERSONAL JURISDICTION OR VENUE FOR THE PURPOSE OF CARRYING OUT THIS PROVISION. COVENANTOR HEREBY AGREES THAT SERVICE OF PROCESS MAY BE MADE UPON COVENANTOR IN ANY PROCEEDING RELATING TO OR ARISING UNDER THIS AGREEMENT OR THE RELATIONSHIP CREATED BY THIS AGREEMENT BY ANY MEANS ALLOWED BY THE LAWS OF SUCH STATE OR FEDERAL LAW. COVENANTOR FURTHER AGREES THAT VENUE FOR ANY PROCEEDING RELATING TO OR ARISING OUT OF THIS AGREEMENT SHALL BE IN THE STATE OF TEXAS; PROVIDED, HOWEVER, WITH RESPECT TO ANY ACTION THAT INCLUDES INJUNCTIVE RELIEF OR OTHER EXTRAORDINARY RELIEF, FRANCHISOR OR FRANCHISEE MAY BRING SUCH ACTION IN ANY COURT IN ANY STATE THAT HAS JURISDICTION.

**f.** The parties agree that each of the foregoing covenants contained herein shall be construed as independent of any other covenant or provision of this Agreement.

**g.** Covenantor acknowledges and agrees that each of the covenants contained herein will not impose any undue hardship on Covenantor since Covenantor has other considerable skills,

experience and education which affords Covenantor the opportunity to derive income from other endeavors.

**h.** This Agreement contains the entire agreement of the parties regarding the subject matter hereof. This Agreement may be modified only by a duly authorized writing executed by all parties.

**i.** All notices and demands required to be given hereunder shall be in writing and shall be delivered personally or by certified or registered mail, postage prepaid, addressed to the party for whom intended, and shall be deemed given on the date of delivery or the date delivery is refused. All such notices shall be addressed to the party to be notified at the following addresses:

If directed to Franchisee:

\_\_\_\_\_  
\_\_\_\_\_

If directed to Covenantor:

\_\_\_\_\_  
\_\_\_\_\_

Any change in the foregoing addresses shall be affected by giving written notice of such change to the other parties.

**j.** Franchisor is an intended third-party beneficiary of this Agreement, and Franchisor may take whatever action it deems necessary to enforce Covenantor's obligations hereunder. The rights and remedies of Franchisor under this Agreement are fully assignable and transferable and shall inure to the benefit of its respective affiliates, successors and assigns.

**k.** The respective obligations of Franchisee and Covenantor hereunder may not be assigned by Franchisee or Covenantor, without the prior written consent of Franchisor.

IN WITNESS WHEREOF, the undersigned have entered into this Confidentiality and Non-Compete Agreement as witnessed by their signatures below.

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

COVENANTOR:

Name: \_\_\_\_\_

## EXHIBIT C

### MULTI UNIT DEVELOPMENT AGREEMENT ADDENDUM

THAT 1 PAINTER FRANCHISING, LLC  
MULTI-UNIT DEVELOPMENT AGREEMENT

THIS MULTI-UNIT DEVELOPMENT AGREEMENT (this "Agreement") is being entered into this , (the "Effective Date") by and between THAT 1 PAINTER FRANCHISING, LLC, a Texas limited liability company with a principal business address of 2851 Joe Dimaggio Blvd #14, Round Rock, TX 78665 (herein "Franchisor") and \_\_\_\_\_, an individual residing at \_\_\_\_\_ and \_\_\_\_\_, an individual residing at \_\_\_\_\_ (individually and together herein "Developer").

RECITATIONS

Through the expenditure of considerable time, effort and money, Franchisor has developed and established a business that provides comprehensive residential and commercial painting and cosmetic rehabilitation services, using Franchisor's format, trade dress, methods of marketing and operation, training and assistance. Franchisor's confidential operations manual of business practices and policies (taken together herein the "System").

The System is identified by certain trade names, service marks, trademarks, logos, emblems and indicia of origin, including but not limited to the That 1 Painter service marks, as set forth in Attachment 2, and such other trade names, service marks, and trademarks as are now designated and may hereafter be designated or substituted by Franchisor for use in connection with the System (the "Marks").

Franchisor continues to develop, use, and control the use of such Marks in order to identify for the public the source of services and products marketed under the Marks and the System and to represent the System's high standards of quality, appearance, and service.

Pursuant to franchise agreements, Franchisor licenses to others the right to operate Franchised Businesses, using the Marks and System, in strict conformity therewith, which may be changed, improved and further developed by Franchisor from time to time (each a "Franchise Agreement").

Developer understands and acknowledges the importance of Franchisor's high and uniform standards of quality, service, and appearance, and the necessity of operating franchised businesses of the System in conformity with Franchisor's standards and specifications.

Developer desires to obtain the right to further develop and expand the System in accordance with the development schedule described in Section 5.2 hereof (the "Mandatory Development Schedule") within the development area described in Attachment 3 (the "Development Area"), under the System and Marks, on the terms and conditions set forth in this Agreement;

NOW, THEREFORE, the parties, in consideration of the promises, undertakings and commitments of each party to the other set forth herein, and intending to be legally bound hereby, mutually agree as follows:

**1. RECITATIONS.** The Recitations set out above form part of this Agreement.

**2. GRANT OF DEVELOPMENT RIGHTS.**

- 2.1. Grant. Franchisor hereby grants to Developer, and the Developer hereby accepts from the Franchisor, on the terms and conditions set forth in this Agreement, which includes, but is not limited to, the execution of a Franchise Agreement pursuant to Section 4.1 hereof, the right to develop, construct, open and operate one Franchised Business within the Development Area set forth in Attachment 1. Developer shall be granted rights to establish additional Franchised Businesses in the Development Area, up to the total number of outlets set forth in the Mandatory Development Schedule set forth in Section 5.2 hereof, subject to Developer's full compliance with all conditions precedent to the grant of such rights outlined below, which rights shall be exercised in accordance with Section 4.1 hereof.
- 2.2. Reservation of Rights. Notwithstanding the provisions of Section 2.1 above, Developer understands and agrees Franchisor fully reserves all other rights, other than as specified in this Agreement, for sales, solicitation and distribution of That 1 Painter products and services within or outside of the Development Area. This reservation of Franchisor's rights includes, but is not limited to, Franchisor's right to the rights to offer (i) other products or services not offered under the Marks, (ii) other similar business concepts under the Marks or other trademarks, and (iii) products or services through other channels of distribution in the Territory including, but not limited to, co-branding with other residential or commercial painting businesses, and products offered through retail stores, the Internet or direct marketing ("Alternate Channels of Distribution"). Franchisor further specifically reserves the right to solicit, sell to, negotiated rates with, and service residential or commercial properties that conduct business across multiple areas or have multiple locations either regionally or nationally, such as real estate brokerage firms, property management firms, residential investors, and real estate developers ("Commercial Accounts"). Franchisor may offer Franchisee the right to service Commercial Accounts in the Territory, provided that Franchisee accept negotiated terms; otherwise, Franchisor may service the Commercial Accounts either directly or permit another franchisee to provide such service. Franchisee will receive no compensation for Franchisor's sales through Alternate Distribution Channels or declined Commercial Accounts made within the Territory. Franchisee agrees that such implementation of Franchisor's rights pursuant to this Section 2.2 is deemed not to impair or injure Franchisee's rights pursuant to Section 2 hereof.
- 2.3. No License to System and Marks. Developer expressly acknowledges that this Agreement is not a Franchise Agreement and does not grant to Developer any right or license to operate a Franchised Business, distribute any product or service, or use the Marks. This Agreement sets forth conditions which, if fully satisfied, confer upon Developer the rights to enter a Franchise Agreement with Franchisor to establish one or more Franchised Businesses in



the Development Area only. Developer's rights to open and operate a Franchised Business and use the System and Marks shall be derived only through the execution of a Franchise Agreement for each Franchised Business to be established in the Development Area.

**3. TERM.** Unless sooner terminated in accordance with this Agreement, the term of this Agreement and all rights granted by Franchisor under this Agreement shall expire on the date on which Developer successfully and in a timely manner has complied with all of Developer's obligations hereunder and has completed the development obligations in accordance with the Development Schedule.

#### **4. DEVELOPMENT AND FRANCHISE FEES.**

- 4.1. Multi-Unit Development Fee. In consideration of the rights granted under this Agreement, Developer shall pay Franchisor a development fee ("Development Fee") equal to Forty Nine Thousand Dollars (\$49,000) for the first Franchised Business Developer agrees to develop as set forth on the Mandatory Development Schedule plus the initial franchise fee of Thirty Nine Thousand Dollars (\$39,000) for the second Franchised Business and Twenty Nine Thousand Dollars (\$29,000) for each additional Franchised Business Developer agrees to develop as set forth on the Mandatory Development Schedule.

**The Development Fee is fully earned at the time this Multi-Unit Development Agreement is signed and is not refundable under any circumstances.** Developer shall pay the full amount of the Development Fee to Franchisor upon Developer's execution of this Agreement.

- 4.2. Application of Development Fee. Contemporaneous with the execution of this Agreement, Developer shall execute the initial Franchise Agreement for the first Franchised Business to be established pursuant to the Mandatory Development Schedule. Developer shall receive the applicable credit from the Development Fee, which shall be applied to the Initial Franchise Fee due under the initial Franchise Agreement. Provided that Developer is in compliance with the Mandatory Development Schedule and is not otherwise in breach of this Agreement, upon the execution each of additional Franchise Agreement for a Franchised Business to be developed hereunder, Developer shall receive the applicable credit from the Development Fee, which shall be applied to the Initial Franchise Fee payable pursuant to each such additional Franchise Agreement. Upon Franchisor's approval, Developer may enter into the initial Franchise Agreement or any subsequent Franchise Agreement as required under this Agreement using a newly formed entity, such as a limited liability company, corporation or partnership, for the sole purpose of entering into a Franchise Agreement and operating the Franchised Business pursuant thereto, provided that Developer shall also personally sign such Franchise Agreement as a principal.

#### **5. EXERCISE OF DEVELOPMENT RIGHTS.**

- 5.1. Valid Exercise. Developer shall exercise the development rights granted hereunder only by entering into a separate Franchise Agreement with Franchisor for each Franchised

Business for which a development right is granted. Developer shall execute and deliver to Franchisor, concurrently with the execution and delivery of this Agreement, Franchisor's current form of Franchise Agreement for the first Franchised Business to be established by Developer pursuant to the Mandatory Development Schedule. For each subsequent Franchised Business to be established hereunder, Developer shall execute and deliver to Franchisor Franchisor's then-current form of Franchise Agreement, which shall be presented to Developer together with Franchisor's then-current Franchise Disclosure Document. The then-current form of Franchise Agreement may differ from the current form of Franchise Agreement. Further, Developer acknowledges and agrees that Developer shall not receive any initial training related to each additional Franchised Business. Developer hereby waives all obligations by Franchisor to provide any training to Developer contained in each Franchise Agreement, other than the initial Franchise Agreement executed concurrently with this Agreement, by and between Franchisor and Developer. Developer hereby acknowledges and agrees that the training Developer receives pursuant to the initial Franchise Agreement executed concurrently with this Agreement is sufficient to allow Developer to construct, equip, open and operate each of Developer's Franchised Businesses in the Development Area.

- 5.2. Mandatory Development Schedule. Subsequent to Developer's signing of this Agreement and the initial Franchise Agreement, and provided that all conditions in Section 5.4 hereof are satisfied or waived, upon the execution of a lease for or purchase of a vehicle for Developer's first Franchised Business, Developer shall execute an additional Franchise Agreement for the development of the second Franchised Business to be opened under the Mandatory Development Schedule. Provided that all conditions in Section 5.4 hereof are satisfied or waived, upon the execution of a lease for or purchase of a vehicle for each subsequent Franchised Business to be developed by Developer, Developer shall execute an additional Franchise Agreement for the development of the next Franchised Business to be opened under the Mandatory Development Schedule. Notwithstanding the foregoing, Developer shall open the Franchised Businesses in accordance with the following schedule:

Outlet for Development	Mandatory Open Date
1	<u>3</u> months following the Effective Date
2	<u>9</u> months following the Effective Date
3	<u>15</u> months following the Effective Date

Developer acknowledges and agrees that the terms of the Mandatory Development Schedule are reasonable and viable based upon Developer's independent investigation and analysis. Failure by Developer to adhere to the Mandatory Development Schedule (including any extensions thereof approved by Franchisor in writing pursuant to Section 5.3 below) shall constitute a material event of default under this Agreement.

- 5.3. Extension of Mandatory Development Schedule. If Developer is unable to meet the Mandatory Development Schedule for any Franchised Business, Developer may seek a reasonable extension from Franchisor. Any request for an extension must be in writing and submitted to Franchisor at least thirty (30) days prior to the Mandatory Open Date for such outlet. Franchisor shall not unreasonably withhold consent for such reasonable extension provided that Developer has (i) submitted its extension request in a timely manner; (ii) demonstrated diligent efforts to meet the original Mandatory Open Date; and (iii) has at all times acted in good faith and is otherwise fulfilling its obligations under this Agreement.
- 5.4. Conditions to Exercise Developer's Rights. All of the following conditions must be satisfied or waived, in Franchisor's sole discretion, before Franchisor grants Developer the right to develop an additional Franchised Business in accordance with Section 5.1 hereof and pursuant to a Franchise Agreement:
- 5.4.1. Developer shall (i) request Franchisor's then-current Franchise Disclosure Document, (ii) submit to Franchisor all information and other documents requested by Franchisor prior to and as a basis for the issuance of Franchise Agreements in the System, (iii) submit to Franchisor all financial statements reasonably requested by Franchisor, and (iv) satisfy Franchisor's then-current financial criteria for multi-unit franchisees.
- 5.4.2. Developer shall be in full compliance with this Agreement, the Mandatory Development Schedule, and all Franchise Agreements with Franchisor and any other agreement with Franchisor or Franchisor's affiliates; and
- 5.4.3. Developer has demonstrated the management skills necessary for competent operation, organization, customer service and record keeping of an additional Franchised Business as determined by Franchisor, in Franchisor's sole discretion.
- 5.5. Termination for Failure of Condition. Notwithstanding anything to the contrary contained herein, in the event that Franchisor determines, in Franchisor's sole and absolute discretion, that any condition set forth in Section 5.4 hereof cannot be satisfied, Franchisor may terminate this Agreement upon written notice to Developer. Termination of this Agreement in accordance with this Section 5.5 shall have no effect on the validity of any other agreement between Franchisor and Developer, provided that Developer is in full compliance therewith.

## **6. TRANSFER.**

### **6.1. Transfers by Franchisor.**

- 6.1.1. Franchisor shall have the right to assign this Agreement, and all of Franchisor's rights and privileges hereunder, to any person, firm, corporation or other entity, without Developer's permission or prior knowledge, provided that, with respect to any assignment resulting in the subsequent performance by the assignee of Franchisor's obligations, the assignee shall expressly assume and agree to perform Franchisor's obligations hereunder. Specifically, and without limitation to the

foregoing, Developer expressly affirms and agrees that Franchisor may: (i) sell Franchisor's assets and Franchisor's rights to the Marks and the System outright to a third party; (ii) engage in a public or private placement of some or all of Franchisor's securities; (iii) merge, acquire other corporations, or be acquired by another corporation, including competitors; (iv) undertake a refinancing, recapitalization, leveraged buy-out or other economic or financial restructuring; and (v) with regard to any or all of the above sales, assignments and dispositions, Developer expressly and specifically waives any claims, demands or damages arising from or relating to the loss of association with or identification of Franchisor. Nothing contained in this Agreement shall require Franchisor to remain in the business franchised herein or to offer the same products and services, whether or not bearing the Marks, in the event that Franchisor exercises its prerogative hereunder to assign Franchisor's rights in this Agreement.

6.1.2. Developer agrees that Franchisor has the right, now or in the future, to purchase, merge, acquire or affiliate with an existing competitive or non-competitive franchise network, chain or any other business regardless of the location of that chain's or business' facilities, and to operate, franchise or license those businesses and/or facilities operating under the Marks or any other marks following Franchisor's purchase, merger, acquisition or affiliation, regardless of the location of the facilities (which Developer acknowledges may be within the Development Area, proximate thereto, or proximate to any of Developer's Franchised Businesses).

6.1.3. If Franchisor assigns its rights in this Agreement, nothing herein shall be deemed to require Franchisor or any of its affiliates to remain in any line of business (painting or other) or to offer or sell any products or services to Developer.

6.2. Restrictions on Transfers by Developer. Developer's rights and duties under this Agreement are personal to Developer, and Franchisor has made this Agreement with Developer in reliance on Franchisor's perceptions of the individual and collective character, skill, aptitude, attitude, business ability, and financial capacity of Developer. Thus, no transfer, as hereafter defined, may be made without Franchisor's prior written approval. Franchisor may void any transfer made without such approval.

6.3. Transfers by Developer. Developer shall not directly or indirectly sell, assign, transfer, give, devise, convey or encumber this Agreement or any right granted or interest herein or hereunder (a "Transfer") or suffer or permit any such assignment, transfer, or encumbrance to occur by operation of law unless Developer first obtains the written consent of Franchisor, which Franchisor may or may not grant in Franchisor's sole discretion, and subject to the following:

6.3.1. The proposed transferee must be an individual of good moral character and otherwise meet Franchisor's then-applicable standards for multi-unit franchisees.

- 6.3.2. The transferee must have sufficient business experience, aptitude and financial resources to operate multiple Franchised Businesses and to comply with this Agreement;
- 6.3.3. The transferee has agreed to complete Franchisor's Initial Management Training Program to Franchisor's satisfaction;
- 6.3.4. Developer has paid all amounts owed to (i) Franchisor pursuant to this Agreement and all Franchise Agreements and other agreements between Franchisor and/or Franchisor's affiliates and Developer and (ii) third-party creditors;
- 6.3.5. The transferee has executed Franchisor's then-standard form of Multi-Unit Development Agreement, which may have terms and conditions different from this Agreement, for a term no less than the unexpired term of future development obligations due pursuant to the Mandatory Development Schedule of this Agreement;
- 6.3.6. Developer and the transferee shall have executed a general release, in a form satisfactory to Franchisor, of any and all claims against Franchisor and Franchisor's officers, directors, shareholders, members and employees in their corporate and individual capacities, including, without limitation, claims arising under federal, state and local laws, rules and ordinances. Developer agrees to subordinate any claims Developer may have against the transferee to Franchisor and indemnify Franchisor against any claims by the transferee relating to misrepresentations in the transfer process, specifically excluding those representations made by Franchisor in the Franchise Disclosure Document given to the transferee;
- 6.3.7. Franchisor has granted written approval of the material terms and conditions of the Transfer, including, without limitation, that the price and terms of payment will not adversely affect the transferee's development obligations. However, Franchisor's approval of a Transfer is not in any way a representation or warranty of the transferee's success or the soundness of transferee's decision to purchase the Developer's development rights on such terms and conditions. Developer shall provide Franchisor all proposed transfer documents for Franchisor's review at least thirty (30) days prior to a closing of the proposed Transfer; and
- 6.3.8. If Developer, through Developer or any entity, finances any part of the sale price of the Transfer, Developer agrees that all obligations of the transferee under any notes, agreements or security interests to Developer or Developer's entity will be subordinate to the transferee's obligations to Franchisor.
- 6.4. Transfer Fee. As a condition to any Transfer, Developer shall pay Franchisor a transfer fee equal to twenty five percent (25%) of the then-current initial franchise fee multiplied by the number of remaining Franchised Businesses to be developed hereunder; provided however for transfers among the individuals named as Developer in the introductory paragraph of this Agreement the transfer fee shall be waived.

## 6.5. Franchisor 's Right of First Refusal.

6.5.1. If Developer wishes to transfer all or part of his or her interest in this Agreement pursuant to any bona fide offer received from a third party to purchase such interest, then Developer shall promptly notify Franchisor in writing of each such offer, and shall provide such information and documentation relating to the offer as Franchisor may require.

6.5.2. Franchisor has the right, exercisable by written notice to Developer within thirty (30) days after receipt of written notification and copies of all documentation required by Franchisor describing such offer, to buy the interest in this Agreement for the price and on the terms and conditions contained in the offer.

6.5.3. Developer further agrees, in the event Franchisor exercises its right of first refusal, notwithstanding anything to the contrary contained in the third-party offer, that (i) Franchisor may substitute cash for any other form of consideration contained in the offer; (ii) at Franchisor 's option, Franchisor may pay the entire purchase price at closing; (iii) Franchisor 's credit will be deemed equal to the credit of any proposed transferee; (iv) Franchisor will have at least sixty (60) days to close the purchase; and (v) Franchisor will be entitled to receive from Developer all customary representations and warranties given by a seller of franchise development rights.

6.5.4. If Franchisor does not exercise its right to buy within thirty (30) days, Developer may thereafter transfer the interest to the transferee on terms no more favorable than those disclosed to Franchisor, provided that such transfer is subject to Franchisor 's prior written approval pursuant to Section 6.3 hereof. However, if (i) the sale to the transferee is not completed within one hundred twenty (120) days after the offer is given to Franchisor or (ii) there is any material change in the terms of the offer, the offer will again be subject to Franchisor's right of first refusal.

6.6 Death or Permanent Disability. The grant of rights under this Agreement is personal to Developer, and on the death or permanent disability of Developer, the executor, administrator, conservator, or other personal representative of Developer shall be required to transfer Developer's interest in this Agreement within six (6) months from the date of death or permanent disability to a third party approved by Franchisor. Failure to transfer in accordance with the forgoing will constitute a material default and all that is granted by this Agreement will terminate. A transfer under this Section 6.6, including without limitation, transfer by devise or inheritance, is subject to the conditions for Transfers in this Article 6 and unless transferred by gift, devise, or inheritance, subject to the terms of Section 6.5 above. For purposes of this Agreement, the term "permanent disability" means a mental or physical disability, impairment or condition that is reasonably expected to prevent or actually does prevent such person from providing continuous and material supervision of the operation of Developer's That 1 Painter outlet(s) and remaining development schedule during the six (6)-month period from its onset.



Immediately after the death or permanent disability of such person, or while the rights granted under this Agreement is owned by an executor, administrator, guardian, personal representative or trustee of that person, the Developer's That 1 Painter outlet(s) and remaining development schedule shall be supervised by an interim successor manager satisfactory to Franchisor, or Franchisor, in its sole discretion, may provide interim management at a fee equal to ten percent (10%) of the Gross Revenue generated by the Developer's That 1 Painter outlet(s) during Franchisor's operation thereof, plus any and all costs of travel, lodging, meals and other expenses reasonably incurred by Franchisor, pending transfer of the Developer's That 1 Painter outlet(s) and remaining development schedule to the deceased or disabled individual's lawful heirs or successors.

## **7. DEFAULT AND TERMINATION.**

7.1. Default and Automatic Termination. Developer shall be deemed to be in material default under this Agreement, and all rights granted herein shall automatically terminate without notice to Developer, if any Developer shall become insolvent or makes a general assignment for the benefit of creditors; or if any Developer files a voluntary petition under any section or chapter of federal bankruptcy law or under any similar law or statute of the United States or any state thereof, or admits in writing his or her inability to pay debts when due; or if any Developer is adjudicated a bankrupt or insolvent in proceedings filed against any of Developer under any section or chapter of federal bankruptcy laws or under any similar law or statute of the United States or any state; or if a bill in equity or other proceeding for the appointment of a receiver of any Developer or other custodian for Developer's business or assets is filed and consented to by any of Developer; or if a receiver or other custodian (permanent or temporary) of any Developer's assets or property, or any part thereof, is appointed by any court of competent jurisdiction; or if proceedings for a composition with creditors under any state or federal law should be instituted by or against any Developer; or if a final judgment remains unsatisfied or of record for fifteen (15) days or longer (unless supersedeas bond is filed); or if any Developer is dissolved; or if execution is levied against any of Developer's business or property; or if suit to foreclose any lien or mortgage against any of Developer's Franchised Business premises or equipment is instituted against any Developer and not dismissed within fifteen (15) days.

7.2. Defaults With No Opportunity to Cure. Developer shall be deemed to be in material default and Franchisor may, at its option, terminate this Agreement and all rights granted hereunder, without affording Developer any opportunity to cure the default, effective immediately upon notice to Developer, if Developer:

7.2.1. has misrepresented or omitted material facts in applying for the development rights granted hereunder;

7.2.2. falsifies any report required to be furnished Franchisor hereunder;



- 7.2.3. fails to comply with any federal, state or local law, rule or regulation, applicable to the development and operations of Developer's Franchised Businesses, including, but not limited to, the failure to pay taxes;
  - 7.2.4. fails to develop the Franchised Businesses in accordance with the Mandatory Development Schedule.
  - 7.2.5. attempts a Transfer in violation of the provisions of Article 6 of this Agreement;
  - 7.2.6. is convicted of, or pleads no contest to, a felony or to a crime that could damage the goodwill associated with the Marks or does anything to harm the reputation of the System or the goodwill associated with the Marks;
  - 7.2.7. receives an adverse judgment or a consent decree in any case or proceeding involving allegations of fraud, racketeering, unfair or improper trade practices or similar claim which is likely to have an adverse effect on the System, or the Marks, the goodwill associated therewith or Franchisor's interest therein, in Franchisor's sole opinion;
  - 7.2.8. fails to comply with the non-disclosure and non-competition covenants in Article 8 hereof;
  - 7.2.9. defaults, or an affiliate of any Developer defaults, under any other agreement, including any Franchise Agreement, with Franchisor or any of its affiliates, or with suppliers or any Developer's landlord and does not cure such default within the time period provided in such other agreement; or
  - 7.2.10. terminates this Agreement without cause.
- 7.3. Curable Defaults. Developer shall be deemed to be in material default and Franchisor may, at its option, terminate this Agreement and all rights granted hereunder, if Developer fails to cure the default within the time period set forth in this Section 7.3, effective immediately upon notice to Developer, if Developer:
- 7.3.1. fails to pay when due any amounts due to Franchisor under this Agreement or any related agreement and does not correct the failure within five (5) days after written notice; provided, however, Franchisor has no obligation to give written notice of a late payment more than two (2) times in any twelve (12)-month period, and the third such late payment in any twelve (12)-month period shall be a non-curable default under Section 7.2;
  - 7.3.2. fails to perform any non-monetary obligation imposed by this Agreement (excepting those defaults of obligations set forth in Sections 7.1 and 7.2 for which there is no opportunity to cure) and such default shall continue for ten (10) days after Franchisor has given written notice of such default, or if the default cannot be reasonably corrected within said ten (10) day period, then if it is not corrected

within such additional time as may be reasonably required assuming Developer proceeds diligently to cure; provided, however, Franchisor has no obligation to give written notice of a non-monetary default more than two (2) times in any twelve (12)-month period, and the third such default, whether monetary or non-monetary, in any twelve (12) – month period shall be a non-curable default under Section 7.2.

- 7.4. Post-Termination Obligations. Upon termination or expiration of this Agreement, all rights and licenses granted hereunder to Developer shall immediately terminate and Developer shall (i) immediately cease all development operations pursuant to this Agreement; and (ii) comply with the non-disclosure and non-competition covenants contained in Article 8.

## **8. NON-DISCLOSURE AND NON-COMPETITION COVENANTS.**

- 8.1. Confidential Information. Developer acknowledges and accepts that during the term of this Agreement, Developer will have access to Franchisor's trade secrets, including, but not limited to, formulas, recipes, methods, processes, customer lists, vendor partnerships and/or relationships, sales and technical information, financial information, costs, product prices and names, software tools and applications, website and/or email design, products, services, equipment, technologies and procedures relating to the operation of the Franchised Business; the Manual; methods of advertising and promotion; instructional materials; any other information which Franchisor may or may not specifically designate as "confidential" or "proprietary"; and the components of the System, whether or not such information is protected or protectable by patent, copyright, trade secret or other proprietary rights (collectively referred to herein as the "Confidential Information"). Developer shall not, during the term of this Agreement and thereafter, communicate or divulge to, or use for the benefit of, any other person or entity, and, following the expiration or termination of this Agreement, shall not use for Developer's own benefit, any Confidential Information that may be communicated to Developer or of which Developer may be apprised in connection with the development of Franchised Businesses under the terms of this Agreement. Developer shall not at any time copy, duplicate, record or otherwise reproduce any Confidential Information, in whole or in part, or otherwise make the same available to any person, without Franchisor's prior written consent. The covenant in this Section 8.1 shall survive the expiration, termination or transfer of this Agreement or any interest herein and shall be perpetually binding upon Developer.
- 8.2. Protection of Information. Developer shall take all steps necessary, at Developer's own expense, to protect the Confidential Information and shall immediately notify Franchisor if Developer finds that any Confidential Information has been divulged in violation of this Agreement.
- 8.3. Noncompetition Covenants. Developer acknowledges that, pursuant to this Agreement, Developer will receive valuable training, trade secrets and Confidential Information of the System that are beyond the present knowledge, training and experience of Developer. Developer acknowledges that such specialized training, trade secrets and Confidential

Information provide a competitive advantage and will be valuable to him or her in the development and operation of Franchised Businesses, and that gaining access to such specialized training, trade secrets and Confidential Information is, therefore, a primary reason why Developer is entering into this Agreement. In consideration for such specialized training, trade secrets, Confidential Information and rights, Developer covenants that, except as otherwise approved in writing by Franchisor:

- 8.3.1. During the term of this Agreement, Developer shall not, either directly or indirectly, for himself or herself or through, on behalf of, or in conjunction with, any person or entity (i) divert, or attempt to divert, any business or customer of any Franchised Business to be developed hereunder or of other franchisees in the System to any competitor, by direct or indirect inducement or otherwise; (ii) participate as an owner, partner, director, officer, employee, consultant or agent or serve in any other capacity in any painting business similar to the System ("Competitive Business"); or (iii) seek to employ any person who is at that time employed by Franchisor, or otherwise induce such person to leave his or her employment; or (iv) do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Marks and the System or (v) in any manner interfere with, disturb, disrupt, decrease or otherwise jeopardize the business of the Franchisor or any That 1 Painter franchisees or Franchisor-affiliated outlets.
- 8.3.2. Upon the expiration or earlier termination of this Agreement or upon a Transfer and continuing for twenty-four (24) months thereafter, Developer shall not, either directly or indirectly, for himself or herself or through, on behalf of or in conjunction with any person or entity (i) divert, or attempt to divert, any business or customer of the Franchised Businesses to be developed hereunder or of other franchisees in the System to any competitor, by direct or indirect inducement or otherwise; or (ii) participate as an owner, partner, director, officer, employee, consultant or agent or serve in any other capacity in any Competitive Business within twenty five (25) miles of the Territory or any That 1 Painter outlet; or (iii) seek to employ any person who is at that time employed by Franchisor, or otherwise induce such person to leave his or her employment or (iv) do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Marks and the System or (v) in any manner interfere with, disturb, disrupt, decrease or otherwise jeopardize the business of the Franchisor or any That 1 Painter franchisees.
- 8.4. Reasonableness of Restrictions. Developer acknowledges and agrees that the covenants not to compete set forth in this Agreement are fair and reasonable and will not impose any undue hardship on Developer since Developer has other considerable skills, experience and education which afford Developer the opportunity to derive income from other endeavors.
- 8.5. Reduction of Time or Scope. If the period of time or the geographic scope specified above, should be adjudged unreasonable in any proceeding, then the period of time will be reduced by such number of months or the geographic scope will be reduced by the

elimination of such portion thereof, or both, so that such restrictions may be enforced for such time and scope as are adjudged to be reasonable. In addition, Franchisor shall have the right, in its sole discretion, to reduce the scope of any covenant set forth in this Article 8 or any portion thereof, without Developer's consent, effective immediately upon receipt by Developer of written notice thereof, and Developer agrees to forthwith comply with any covenant as so modified.

- 8.6. Injunctive Relief. Developer acknowledges that a violation of the covenants not to compete contained in this Agreement would result in immediate and irreparable injury to Franchisor for which no adequate remedy at law will be available. Accordingly, Developer hereby consents to the entry of an injunction prohibiting any conduct by Developer in violation of the terms of the covenants not to compete set forth in this Agreement.
- 8.7. No Defense. Developer expressly agrees that the existence of any claims he or she may have against Franchisor, whether or not arising from this Agreement, shall not constitute a defense to the enforcement by Franchisor of the covenants in this Section.

**9. INDEMNIFICATION.** TO THE FULLEST EXTENT PERMITTED BY LAW, DEVELOPER AGREES TO EXONERATE AND INDEMNIFY AND HOLD HARMLESS THAT 1 PAINTER FRANCHISING, LLC, THAT 1 PAINTER HOLDINGS, LLC, AND ANY OF THE ABOVE'S PARENT COMPANY, SUBSIDIARIES, DIVISIONS, AFFILIATES, SUCCESSORS, ASSIGNS AND DESIGNEES, AS WELL AS THEIR DIRECTORS, OFFICERS, EMPLOYEES, AGENTS, SHAREHOLDERS, SUCCESSORS, DESIGNEES AND REPRESENTATIVES (COLLECTIVELY REFERRED TO AS THE "THAT 1 PAINTER INDEMNITEES"), FROM ALL CLAIMS BASED UPON, ARISING OUT OF, OR IN ANY WAY RELATED TO THE DEVELOPMENT, OPERATION, CONDITION, OR ANY PART OF ANY OF DEVELOPER'S THAT 1 PAINTER OUTLETS TO BE DEVELOPED HEREUNDER, THE PRODUCTS, THE PREMISES, OR ANY ASPECT OF THE REAL ESTATE CONNECTED TO ANY OF SUCH THAT 1 PAINTER OUTLETS, WHETHER CAUSED BY DEVELOPER'S AGENTS OR EMPLOYEES, OR ARISING FROM DEVELOPER'S ADVERTISING OR BUSINESS PRACTICES. DEVELOPER AGREES TO PAY FOR ALL THE THAT 1 PAINTER INDEMNITEES' LOSSES, EXPENSES (INCLUDING, BUT NOT LIMITED TO ATTORNEYS' FEES) OR CONCURRENT OR CONTRIBUTING LIABILITY INCURRED IN CONNECTION WITH ANY ACTION, SUIT, PROCEEDING, INQUIRY (REGARDLESS OF WHETHER THE SAME IS REDUCED TO JUDGMENT OR DETERMINATION), OR ANY SETTLEMENT THEREOF FOR THE INDEMNIFICATION GRANTED BY DEVELOPER HEREUNDER. THE THAT 1 PAINTER INDEMNITEES SHALL HAVE THE RIGHT TO SELECT AND APPOINT INDEPENDENT COUNSEL TO REPRESENT ANY OF THE THAT 1 PAINTER INDEMNITEES IN ANY ACTION OR PROCEEDING COVERED BY THIS INDEMNITY. DEVELOPER AGREES THAT TO HOLD THE THAT 1 PAINTER INDEMNITEES HARMLESS, DEVELOPER WILL REIMBURSE THE THAT 1 PAINTER INDEMNITEES AS THE COSTS AND EXPENSES ARE INCURRED BY THE THAT 1 PAINTER INDEMNITEES. THAT 1 PAINTER INDEMNITEES.

## 10. DISPUTE RESOLUTION

- 10.1. Internal Dispute Resolution. Developer shall first bring any claim, controversy or dispute arising out of or relating to this Agreement, the Attachments hereto or the relationship created by this Agreement to Franchisor's president and/or chief executive officer for resolution. After providing notice as set forth in Section 12.7 below. Developer must exhaust this internal dispute resolution procedure before Developer may bring Developer's dispute before a third party. This agreement to first attempt resolution of disputes internally shall survive termination or expiration of this Agreement.
- 10.2. Governing Law and Venue. This Agreement is made in and shall be substantially performed in the State of Texas. Any claims, controversies, disputes or actions arising out of this Agreement shall be governed, enforced and interpreted pursuant to the laws of the State of Texas. Developer and its Principals, except where specifically prohibited by law, hereby irrevocably submit themselves to the sole and exclusive jurisdiction of the state and federal courts in Texas. Developer and its Principals, hereby waive all questions of personal jurisdiction for the purpose of carrying out this provision.
- 10.3. Mutual Benefit. Developer and Franchisor acknowledge that the parties' agreement regarding applicable state law and forum set forth in Section 10.2 provide each of the parties with the mutual benefit of uniform interpretation of this Agreement and any dispute arising hereunder. Each of Developer and Franchisor further acknowledge the receipt and sufficiency of mutual consideration for such benefit and that each party's agreement regarding applicable state law and choice of forum have been negotiated in good faith and are part of the benefit of the bargain reflected by this Agreement.
- 10.4. Waiver of Certain Damages. Developer hereby waives, to the fullest extent permitted by law, any right to or claim for any punitive, exemplary, incidental, indirect, special, consequential or other damages (including, without limitation, loss of profits) against Franchisor, its affiliates, and their respective officers, directors, shareholders, partners, agents, representatives, independent contractors, servants and employees, in their corporate and individual capacities, arising out of any cause whatsoever. Each of Developer agrees that in the event of a dispute, Developer shall be limited to the recovery of any actual damages sustained.
- 10.5. Limitations of Claims. Any and all claims by Developer arising out of or relating to this Agreement or the relationship among the parties will be barred unless a proceeding for relief is commenced within one (1) year from the date on which Developer knew or should have known of the facts giving rise to such claims.
- 10.6. Survival. The provisions of this Article 10 shall continue in full force and effect notwithstanding the expiration or termination of this Agreement or a transfer by Franchisee or any Principal of their respective interests in this Agreement.

## 11. WAIVER AND RELEASE OF CERTAIN CLAIMS

- 11.1. Waiver of Claim for Lack of Business Success. Developer acknowledges that Developer has conducted an independent investigation of all aspects relating to the financial, operational and other aspects of the business of developing and operating Franchised Businesses. Developer further acknowledges that no representations of performance (financial or otherwise) for the Franchised Businesses provided for in this Agreement has been made to Developer by Franchisor and Developer hereby waives any claim against Franchisor for any business failure Developer may experience as a developer under this Agreement.

\_\_\_\_\_  
Initial

- 11.2. Release of Prior Claims. BY EXECUTING THIS AGREEMENT, DEVELOPER INDIVIDUALLY AND ON BEHALF OF DEVELOPER'S HEIRS, LEGAL REPRESENTATIVES, SUCCESSORS AND ASSIGNS, HEREBY FOREVER RELEASE AND DISCHARGE THAT 1 PAINTER FRANCHISING, LLC, THE THAT 1 PAINTER INDEMNITEES, AND ALL OF THEIR OFFICERS, DIRECTORS, SHAREHOLDERS, AGENTS AND SUCCESSORS AND ASSIGNS FROM ANY AND ALL CLAIMS, DEMANDS AND JUDGMENTS RELATING TO OR ARISING UNDER THE STATEMENTS, CONDUCT, CLAIMS OR ANY OTHER AGREEMENT BETWEEN THE PARTIES EXECUTED PRIOR TO THE DATE OF THIS AGREEMENT, INCLUDING, BUT NOT LIMITED TO, ANY AND ALL CLAIMS, WHETHER PRESENTLY KNOWN OR UNKNOWN, SUSPECTED OR UNSUSPECTED, ARISING UNDER THE FRANCHISE, SECURITIES, TAX OR ANTITRUST LAWS OF THE UNITED STATES OR OF ANY STATE OR TERRITORY THEREOF.

\_\_\_\_\_  
Initial

## 12. GENERAL

- 12.1. Independent Licensee. Developer is and shall be an independent licensee under this Agreement, and no partnership shall exist between Developer and Franchisor. This Agreement does not constitute Developer as an agent, legal representative, or employee of Franchisor for any purpose whatsoever, and Developer is not granted any right or authority to assume or create any obligation for or on behalf of, or in the name of, or in any way to bind Franchisor. Developer agrees not to incur or contract any debt or obligation on behalf of Franchisor or commit any act, make any representation or advertise in any manner which may adversely affect any right of Franchisor or be detrimental to Franchisor or other developers or franchisees of Franchisor. Pursuant to the above, Developer agrees to indemnify Franchisor and hold Franchisor harmless from any and all liability, loss, attorney's fees, or damage Franchisor may suffer as a result of claims, demands, taxes, costs or judgments against Franchisor arising out of the relationship hereby established which specifically, but not exclusively, includes costs, losses, expenses, attorneys fees relative to assignment or the transfer of right to develop and transactional costs relative thereto, defaults under any leases, subleases, notes, receipt of revenues or any other relationships



arising directly or indirectly out of the development and operation of the Franchised Businesses.

- 12.2. Successors. This Agreement shall bind and inure to the benefit of the successors and assigns of Franchisor and shall be personally binding on and inure to the benefit of Developer and his or her respective heirs, executors, administrators and successors or assigns; provided, however, the foregoing provision shall not be construed to allow a transfer of any interest of Developer in this Agreement, except in accordance with Article 6 hereof.
- 12.3. Invalidity of Part of Agreement. Should any provisions in this Agreement, for any reason, be declared invalid, then such provision shall be invalid only to the extent of the prohibition without in any way invalidating or altering any other provision of this Agreement.
- 12.4. Entire Agreement. This Agreement, including all attachments, is the entire agreement of the parties, superseding all prior written or oral agreements of the parties concerning the same subject matter, and superseding all prior written or oral representations made to Developer, except that nothing in this Agreement or in any related agreement is intended to disclaim the representations Franchisor made to Developer in Franchisor's Franchise Disclosure Document. No agreement of any kind relating to the matters covered by this Agreement and no amendment of the provisions hereof shall be binding upon either party unless and until the same has been made in writing and executed by all interested parties.
- 12.5. Construction. All terms and words used in this Agreement, regardless of the number and gender in which they are used, shall be deemed and construed to include any other number, singular or plural, and any other gender, masculine, feminine or neuter, as the context or sense of this Agreement or any provision herein may require, as if such words had been fully and properly written in the appropriate number and gender. All covenants, agreements and obligations assumed herein by Developer shall be deemed to be joint and several covenants, agreements and obligations of each of the persons named as Developer, if more than one person is so named.
- 12.6. Captions. Captions and section headings are used herein for convenience only. They are not part of this Agreement and shall not be used in construing it.
- 12.7. Notices. Whenever notice is required or permitted to be given under the terms of this Agreement, it shall be given in writing, and be delivered personally or by certified or registered mail, postage prepaid, addressed to the party for whom intended, and shall be deemed given on the date of delivery or delivery is refused. All such notices shall be addressed to the party to be notified at their respective addresses as first above written, or at such other address or addresses as the parties may from time to time designate in writing.
- 12.8. Effect of Waivers. No waiver, delay, omission or forbearance on the part of Franchisor to exercise any right, option, duty or power arising from any default or breach by Developer



shall affect or impair the rights of Franchisor with respect to any subsequent default of the same or of a different kind.

12.9. Remedies Cumulative. All rights and remedies of the parties to this Agreement shall be cumulative and not alternative, in addition to and not exclusive of any other rights or remedies that are provided for herein or that may be available at law or in equity in case of any breach, failure or default or threatened breach, failure or default of any term, provision or condition of this Agreement or any other agreement between Developer or any of its affiliates and Franchisor or any of its affiliates. The rights and remedies of the parties to this Agreement shall be continuing and shall not be exhausted by any one or more uses thereof, and may be exercised at any time or from time to time as often as may be expedient; and any option or election to enforce any such right or remedy may be exercised or taken at any time and from time to time. The expiration, earlier termination or exercise of Franchisor's rights pursuant to Article 7 shall not discharge or release Developer from any liability or obligation then accrued, or any liability or obligation continuing beyond, or arising out of, the expiration, the earlier termination or the exercise of such rights under this Agreement.

12.10. Consent to Do Business Electronically. The parties to this Agreement hereby consent to do business electronically. Pursuant to the Uniform Electronic Transactions Act as adopted by the State of Texas, the parties hereby affirm to each other that they agree with the terms of this Agreement, and by attaching their signature electronically to this Agreement, they are executing the document and intending to attach their electronic signature to it. Furthermore, the parties acknowledge that the other parties to this Agreement can rely on an electronic signature as the respective party's signature.

12.11. Counterparts. This Agreement may be executed in multiple counterparts, each of which when so executed shall be an original, and all of which shall constitute one and the same instrument.

12.10. Survival. Any obligation of Developer that contemplates performance of such obligation after termination, expiration or transfer of this Agreement shall be deemed to survive such termination, expiration or transfer.

13. **ACKNOWLEDGMENTS.** Developer hereby acknowledges the truthfulness of the statements contained in Attachment 1 hereto. Developer's acknowledgments are an inducement for Franchisor to enter into this Agreement. Developer shall immediately notify Franchisor, prior to acknowledgment, if any statement in Attachment 1 is incomplete or incorrect.

**Signature Page To Follow**

The parties hereto have executed this Multi-Unit Development Agreement on the day and year first above written.

FRANCHISOR:

THAT 1 PAINTER FRANCHISING, LLC

By: \_\_\_\_\_

\_\_\_\_\_, \_\_\_\_\_  
(Print Name, Title)

DEVELOPER:

\_\_\_\_\_

\_\_\_\_\_  
(Print Name)

DEVELOPER:

\_\_\_\_\_

\_\_\_\_\_  
(Print Name)

**Attachment 1**  
**DEVELOPER ACKNOWLEDGMENT STATEMENT**

Developer hereby acknowledges the following:

1. Developer has conducted an independent investigation of all aspects relating to the financial, operational and other aspects of the business of developing the Franchised Businesses contemplated hereunder. Developer further acknowledges that, except as may be set forth in Franchisor's Disclosure Document, no representations of performance (financial or otherwise) for the Franchised Businesses to be developed hereunder has been made to Developer by Franchisor and Developer hereby waives any claim against Franchisor for any business failure Developer may experience as a developer under this Agreement.

\_\_\_\_\_  
Initial

2. Developer agrees that no claims of success or failure have been made to him or her prior to signing this Agreement and that he/she understands all the terms and conditions of this Agreement. Developer further acknowledges that this Agreement contains all oral and written agreements, representations and arrangements between the parties hereto, and any rights which the respective parties hereto may have had under any other previous contracts are hereby cancelled and terminated, and that this Agreement cannot be changed or terminated orally.

\_\_\_\_\_  
Initial

3. Developer has no knowledge of any representations by Franchisor or its officers, directors, shareholders, employees, sales representatives, agents or servants, about the business contemplated by this Agreement that are contrary to the terms of this Agreement or the documents incorporated herein. Developer acknowledges that no representations or warranties are made or implied, except as specifically set forth herein. Franchisee represents, as an inducement to Franchisor's entry into this Agreement, that it has made no misrepresentations in obtaining this Agreement.

\_\_\_\_\_  
Initial

4. Franchisor expressly disclaims the making of, and Developer acknowledges that it has not received or relied upon, any warranty or guarantee, express or implied, as to the potential volume, profits or success of the business venture contemplated by this Agreement.

\_\_\_\_\_  
Initial

5. Developer acknowledges that he/she has received the THAT 1 PAINTER FRANCHISING, LLC, Franchise Disclosure Document with a complete copy of this Agreement and all related Attachments and agreements at least fourteen (14) calendar days prior to the date on which this Agreement was executed. Developer further acknowledges that Developer has read such Franchise Disclosure Document and understands its contents.

\_\_\_\_\_  
Initial

6. Developer acknowledges that he/she has had ample opportunity to consult with his/her own attorneys, accountants and other advisors and that the attorneys for Franchisor have not advised or represented Developer with respect to this Agreement or the relationship thereby created.

\_\_\_\_\_  
Initial

7. Developer, together with Developer's advisers, has sufficient knowledge and experience in financial and business matters to make an informed investment decision with respect to the development rights granted by this Agreement.

\_\_\_\_\_  
Initial

8. Release of Prior Claims. BY EXECUTING THIS AGREEMENT, DEVELOPER, INDIVIDUALLY AND ON BEHALF OF DEVELOPER'S HEIRS, LEGAL REPRESENTATIVES, SUCCESSORS AND ASSIGNS, HEREBY FOREVER RELEASE AND DISCHARGE THAT 1 PAINTER FRANCHISING, LLC, THE THAT 1 PAINTER INDEMNITEES, AND ALL OF THEIR OFFICERS, DIRECTORS, SHAREHOLDERS, AGENTS AND SUCCESSORS AND ASSIGNS FROM ANY AND ALL CLAIMS, DEMANDS AND JUDGMENTS RELATING TO OR ARISING UNDER THE STATEMENTS, CONDUCT, CLAIMS OR ANY OTHER AGREEMENT BETWEEN THE PARTIES EXECUTED PRIOR TO THE DATE OF THIS AGREEMENT, INCLUDING, BUT NOT LIMITED TO, ANY AND ALL CLAIMS, WHETHER PRESENTLY KNOWN OR UNKNOWN, SUSPECTED OR UNSUSPECTED, ARISING UNDER THE FRANCHISE, SECURITIES, TAX OR ANTITRUST LAWS OF THE UNITED STATES OR OF ANY STATE OR TERRITORY THEREOF. THIS RELEASE SHALL NOT APPLY TO ANY CLAIMS ARISING FROM REPRESENTATIONS MADE BY FRANCHISOR IN FRANCHISOR'S FRANCHISE DISCLOSURE DOCUMENT RECEIVED BY DEVELOPER.

\_\_\_\_\_  
Initial

DEVELOPER:

\_\_\_\_\_

By: \_\_\_\_\_

\_\_\_\_\_  
(Print Name, Title)

Date: \_\_\_\_\_

PRINCIPAL:

\_\_\_\_\_

\_\_\_\_\_  
(Print Name)

Date: \_\_\_\_\_

PRINCIPAL:

\_\_\_\_\_

\_\_\_\_\_  
(Print Name)

Date: \_\_\_\_\_

## ATTACHMENT 2

Marks –



**ATTACHMENT 3**  
**DEVELOPMENT AREA DESCRIPTION**

(insert map and/or define by zip codes):



**MULTI-UNIT ADDENDUM**  
**THAT 1 PAINTER FRANCHISING LLC**

This Multi-Unit Addendum (the “Addendum”) is made and entered into on \_\_\_\_\_ (the “Effective Date”), by and between: (i) That 1 Painter Franchising LLC, a Texas limited liability company with a business address at 12357-C Riata Trace Parkway, Suite 150-200, Austin, Texas 78727 (“Franchisor”); and (ii) \_\_\_\_\_, with its principal place of business at \_\_\_\_\_ (“Franchisee”).

**BACKGROUND**

A. Contemporaneous with the execution of this Addendum, Franchisor and Franchisee entered into \_\_\_\_\_ Franchise Agreements (collectively, the “Applicable Franchise Agreements”) and, under each such Applicable Franchise Agreement, Franchisee obtained the right and undertook the obligation to operate a franchised business under Franchisor’s then-current proprietary mark(s) (each, a “Franchised Business”).

B. Each Franchised Business has its own designated territory wherein Franchisee is required to actively promote and operate the Franchised Businesses (each, a “Territory” and collectively, the “Territories”).

C. Franchisor and Franchisee now wish to amend and otherwise clarify certain provisions in the Applicable Franchise Agreements, pursuant to the terms and conditions of this Addendum.

**AGREEMENT**

NOW, THEREFORE, for valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

**1. Background; Definitions.**

a. The parties agree and acknowledge that the Background portion of this Addendum, including all definitions, representations and provisions set forth therein, is hereby incorporated by reference as if set forth in this Section.

b. For purposes of this Addendum, if a capitalized term in this Addendum is not specifically defined herein, that term will be given the same definition that the term is afforded in the Applicable Franchise Agreements, as applicable.

**2. Development Fee in Lieu of Initial Fee.** Notwithstanding anything contained in Section 6.1.1 of the Applicable Franchise Agreements, Franchisee will not be required to pay Franchisor an Initial Fee under any Applicable Franchise Agreement. Instead, Franchisee must pay Franchisor a lump-sum development fee amounting to \$\_\_\_\_\_ (the “Development Fee”). The entire Development Fee must be paid upon execution of this Addendum and the Applicable Franchise Agreements, and this fee is deemed fully earned and non-refundable under any circumstances.

**3. Development Obligations.** Section 8.2 (Time to Open) of the Applicable Franchise Agreements is hereby amended in accordance with this Section and Franchisee must ensure that, at a minimum, Franchisee: (i) opens and commences operations of the number of new Franchised Businesses in accordance with the development schedule below (the “Development Schedule”) during each of the development periods (each, a “Development Period”); and (ii) has the minimum cumulative number of

Franchised Businesses open and operating at the expiration of each such Development Period. Franchisor and Franchisee agree and acknowledge that time is of the essence with respect to the foregoing development obligations, and that Franchisee's failure to comply with the Development Schedule in any manner with respect to any Development Period is grounds for immediate termination of this Agreement (and any Franchise Agreement that Franchisee failed to develop within the applicable Development Period) if not timely cured as set forth in this Addendum:

<b>Franchised Business Number (and Territory Name)</b>	<b>Date Franchised Business Must be Opened By</b>
1 (Territory Name)	[Date]
2 (Territory Name)	[Date]
3 (Territory Name)	[Date]
4 (Territory Name)	[Date]
5 (Territory Name)	[Date]

4. **Grand Opening Advertising.** Section 13.2.3 of the Applicable Franchise Agreements is hereby amended to clarify that if the Territories under each Applicable Franchise Agreement are contiguous to one another and the Franchised Business is otherwise operated out of the same central location, then Franchisor may, at its option, only obligate to spend \$10,000 to \$15,000 once in connection with the advertising of the grand opening of the Franchised Business.

5. **Marketing Development Fee.** Section 13.2.3 of the Applicable Franchise Agreements is hereby amended to clarify that if the Territories under each Applicable Franchise Agreement are contiguous to one another and the Franchised Business is otherwise operated out of the same central location, then Franchisee will only be obligated to pay the Marketing Development Fee of \$5,000 once.

6. **Reporting.** Sections 6.1.3 and 12.2 of the Franchise Agreement are hereby amended to clarify that if the Territories under the Franchise Agreements are contiguous to one another, then Franchisee will have the option to report its sales to Franchisor collectively or on an individual basis in each Territory.

7. **Technology Fee.** Section 6.6 of the Applicable Franchise Agreements is hereby amended to clarify that Franchisee is obligated to pay a separate Technology Fee under each Applicable Franchise Agreement.

8. **Local Advertising Management Fee.** Section 13.2 of the Applicable Franchise Agreements is hereby amended to clarify that Franchisee is obligated to pay the Local Advertising Management Fee under each Applicable Franchise Agreement.

9. **Local Advertising.** Section 13.2 of the Applicable Franchise Agreements is hereby amended to clarify that Franchisee is obligated to comply with its Local Advertising requirement under each Applicable Franchise Agreement.

10. **Transfer Fee.** Section 16.4 of the Applicable Franchise Agreements is hereby amended to clarify that Franchisee is required to pay the transfer fee under each Applicable Franchise Agreement, even if multiple Applicable Franchise Agreements are transferred in the same transaction.

11. **Successor Franchise Fee.** Section 5.2.6 of the Applicable Franchise Agreements is hereby amended to clarify that Franchisee is required to pay the Successor Agreement Fee under each Applicable Franchise Agreement, even if Franchisee is renewing multiple Applicable Franchise Agreements at once.

12. **Minimum Performance Standards.** Section 3.2 and Attachment 4 to the Applicable Franchise Agreements is hereby amended to clarify that Franchisee must achieve the Minimum Performance Standard under each Applicable Franchise Agreement separately.

13. **Internal Dispute Resolution.** Franchisee shall first bring any claim, controversy, or dispute arising out of or relating to this Addendum to Franchisor's president and/or chief executive officer for resolution. This agreement to first attempt resolution of disputes internally shall survive termination or expiration of this Addendum.

14. **Mediation.** At Franchisor's option, all claims or disputes between Franchisor and Franchisee or its owners/affiliates arising out of, or in any way relating to, this Addendum or any other agreement by and between Franchisor and Franchisee or its owners/affiliates, or any of the parties' respective rights and obligations arising from such agreement, which are not first resolved through the internal dispute resolution procedure set forth herein, must be submitted first to non-binding mediation, at Franchisor's place of business in Texas, under the auspices of the American Arbitration Association ("AAA"), in accordance with AAA's Commercial Mediation Rules then in effect. Before commencing any legal action against Franchisor or its owners/affiliates with respect to any such claim or dispute, Franchisee must submit a notice to Franchisor, which specifies, in detail, the precise nature and grounds of such claim or dispute. Franchisor will have a period of 30 days following receipt of such notice within which to notify Franchisee as to whether Franchisor or its owners/affiliates elect to exercise its option to submit such claim or dispute to mediation. Franchisee may not commence any action against Franchisor or its owners/affiliates with respect to any such claim or dispute in any court unless Franchisor fails to exercise its option to submit such claim or dispute to mediation, or such mediation proceedings have been terminated either: (I) as the result of a written declaration of the mediator(s) that further mediation efforts are not worthwhile; or (ii) as a result of a written declaration by Franchisor. Franchisor's rights to mediation, as set forth herein, may be specifically enforced by Franchisor.

14.1 Franchisor will not be required to first attempt to mediate a controversy, dispute, or claim through mediation as set forth herein if such controversy, dispute, or claim concerns an allegation that Franchisee has violated (or threatens to violate, or poses an imminent risk of violating): (I) any federally intellectual property rights in Franchisor's marks, the system, or in any confidential/proprietary information of Franchisor; or (ii) any of Franchisee's payment obligations under this Addendum.

15. **Acknowledgment.** Franchisee acknowledges that this Addendum is not a Franchise Addendum and does not confer upon Franchisee any rights to use Franchisor's marks or system.

16. **Notices.** All notices, requests, and reports to be given under this Addendum are to be in writing, and delivered by either hand, overnight mail via recognized courier such as UPS or FedEx, or certified mail, return receipt requested, prepaid, to the addresses set forth above (which may be changed by written notice).

17. **Default of Addendum Constitutes Default Under All Applicable Franchise Agreements.** In the event Franchisee breaches any of the provisions of this Addendum, such breach will constitute a material default of all Applicable Franchise Agreements and must be cured within 30 days from Franchisee's receipt of Franchisor's written notice of such breach as set forth in Section 21.7 of the Applicable Franchise Agreements. If Franchisee fails to cure such breach(es) within the prescribed time

period, Franchisor may, at its option, terminate one or more of the Applicable Franchise Agreements immediately upon providing written notice.

18. **Governing Law.** This Addendum shall be governed by and construed in accordance with the laws of the State of Texas, without reference to this state's conflict of laws principles.

19. **Venue; Forum; Jurisdiction; Dispute Resolution.** Franchisor and Franchisee agree and acknowledge that the venue, forum, jurisdiction, and dispute resolution provisions of the Applicable Franchise Agreements shall also apply to this Addendum.

20. **Ratification of Applicable Franchise Agreements.** Except as amended by this Addendum, any and all other terms and conditions set forth in the Applicable Franchise Agreements are hereby ratified and confirmed as if fully restated herein.

21. **Entire Agreement.** This Addendum constitutes the entire agreement between the parties and supersedes any and all prior negotiations, understandings, representations, and agreements. Nothing in this or in any related agreement, however, is intended to disclaim the representations Franchisor made in the franchise disclosure document that was furnished to Franchisee. This Addendum may not be amended or modified unless such amendment is executed by all parties to this Addendum.

22. **Transfer.** This Addendum may not be transferred (whether by assignment, sale, transfer, gift, devise, or encumbrance) by Franchisee without Franchisor's prior written consent and will be subject to Franchisee complying with the transfer provisions of the Applicable Franchise Agreements. Franchisor may transfer this Addendum at any time.

**IN WITNESS WHEREOF**, the parties hereto, intending to be legally bound hereby, have duly executed and delivered this Addendum as of the Effective Date.

**FRANCHISOR**

**FRANCHISEE**

**THAT 1 PAINTER FRANCHISING LLC**

**[ENTITY NAME (if applicable)]**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: STEVEN MONTGOMERY

Name: [NAME]

Title: CEO and Founder

Title: [TITLE]

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**EXHIBIT D**  
**FINANCIAL STATEMENTS**

# **That 1 Painter Franchising, LLC**

**(A Texas Limited Liability Company)**

**Financial Statements with Report of Independent Auditors  
December 31, 2023 and 2022**

## Table of Contents

Report of Independent Auditors.....	Page 1
Balance Sheets.....	Page 3
Statements of Operations.....	Page 4
Statements of Changes in Members' Equity.....	Page 5
Statements of Cash Flows.....	Page 6
Notes to the Financial Statements.....	Page 7



Report of Independent Auditors

To the Members of  
That 1 Painter Franchising, LLC:

*Opinion*

We have audited the accompanying financial statements of That 1 Painter Franchising, LLC (the Company), a Texas limited liability company, which comprise the balance sheet as of December 31, 2023 and December 31, 2022, and the related statement of operations, changes in members' equity and cashflow for the year ended December 31, 2023 and December 31, 2022, and the related notes to the financial statements.

The financial statements of the Company as of December 31, 2021, and for the year then ended were audited by other auditors who are no longer in operation. Those auditors expressed an unqualified opinion on those financial statements in their report dated April 13, 2022.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Company as of December 31, 2023 and December 31, 2022, and the results of its operations and its cashflows for the year ended December 31, 2023 and December 31, 2022 in accordance with accounting principles generally accepted in the United States of America.

*Basis for Opinion*

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). 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 the Company 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 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 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 the Company's ability to continue as a going concern for one year after March 23, 2024.

*Auditors' 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 auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore not a guarantee that an audit conducted in accordance with GAAS 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 GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audits.

- 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 audits in order to design audit procedures that are appropriate in the circumstance, but not for the purpose of expressing an opinion on the effectiveness of the Company'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 the Company'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 audits, significant audit findings, and certain internal control-related matters that we identified during the audits.

*DA Advisory Group PLLC*

Troy, MI  
March 23, 2024

That 1 Painter Franchising, LLC  
BALANCE SHEETS  
December 31, 2023, 2022, and 2021

	<u>2023</u>	<u>2022</u>	<u>2021</u>
<b>ASSETS</b>			
Current assets:			
Cash and cash equivalents	\$ 1,470,964	\$ 93,429	\$ 54,446
Related party receivables	4,657,052	105,198	-
Deferred commissions (current)	923,333	-	5,503
Accounts receivable	668,026	489,787	-
Prepaid and other current assets	<u>9,305</u>	<u>-</u>	<u>-</u>
Total current assets	7,728,680	688,413	59,949
Noncurrent assets:			
Security deposit	5,000	5,000	5,000
Deferred commissions (long-term)	-	-	60,062
Capitalized finance costs	<u>-</u>	<u>79,435</u>	<u>-</u>
Total noncurrent assets	5,000	84,435	65,062
Total assets	<u>\$ 7,733,680</u>	<u>\$ 772,849</u>	<u>\$ 125,011</u>
<b>LIABILITIES AND MEMBERS' EQUITY</b>			
Current liabilities:			
Accounts payable	\$ 47,392	\$ -	\$ -
Deferred franchise fee revenue (current)	3,606,850	625,000	20,329
Related party payables	191,911	-	-
Accrued expense and other liabilities	140,872	49,098	30,395
Payable to lender (current)	<u>-</u>	<u>90,266</u>	<u>-</u>
Total current liabilities	3,987,025	764,364	50,724
Noncurrent liabilities:			
Deferred franchise fee revenue (long-term)	204,000	-	217,463
Payable to lender	<u>-</u>	<u>173,028</u>	<u>-</u>
Total noncurrent liabilities	204,000	173,028	217,463
Total liabilities	<u>4,191,025</u>	<u>937,392</u>	<u>268,187</u>
Members' equity (deficit)	<u>3,542,655</u>	<u>(164,543)</u>	<u>(143,176)</u>
Total liabilities and members' equity (deficit)	<u>\$ 7,733,680</u>	<u>\$ 772,849</u>	<u>\$ 125,011</u>

see accompanying notes

That 1 Painter Franchising, LLC  
STATEMENTS OF OPERATIONS  
For the Years Ended December 31, 2023, 2022, and 2021

	<u>2023</u>	<u>2022</u>	<u>2021</u>
REVENUE			
Franchise fees	\$ 3,192,450	\$ 978,367	\$ 1,208
Royalty fees	1,298,299	439,238	23,328
Marketing development fee	583,125	99,000	12,500
Brand fees	432,768	223,446	44,068
Advertising management revenue	292,307	42,424	-
Convention revenues	222,172	69,420	-
Appointment center fees	215,350	111,723	22,034
Technology fee	145,410	52,800	-
Other franchise-related revenues	<u>165,008</u>	<u>650</u>	<u>-</u>
Total revenue	6,532,279	2,017,068	103,138
OPERATING EXPENSES			
Selling and administrative expenses	<u>2,751,442</u>	<u>2,067,024</u>	<u>345,155</u>
OTHER INCOME			
Other income	<u>14,610</u>	<u>5,595</u>	<u>5,000</u>
Net other income	<u>14,610</u>	<u>5,595</u>	<u>5,000</u>
Net Income/(Loss)	<u><u>\$ 3,795,447</u></u>	<u><u>\$ (44,361)</u></u>	<u><u>\$ (237,017)</u></u>

see accompanying notes

That 1 Painter Franchising, LLC  
STATEMENTS OF CHANGES IN MEMBERS' EQUITY  
For the Years Ended December 31, 2023, 2022, and 2021

	Total Members' Equity
BALANCE, JANUARY 1, 2021	\$ -
Capital contributions	93,841
Capital distributions	-
Net loss	(237,017)
BALANCE, DECEMBER 31, 2021	\$ (143,176)
Capital contributions	32,915
Capital distributions	(9,921)
Net loss	(44,361)
BALANCE, DECEMBER 31, 2022	\$ (164,543)
Capital contributions	19,000
Capital distributions	(107,250)
Net income	3,795,447
BALANCE, DECEMBER 31, 2023	\$ 3,542,655

see accompanying notes

That 1 Painter Franchising, LLC  
STATEMENTS OF CASH FLOWS  
For the Years Ended December 31, 2023, 2022, and 2021

	<u>2023</u>	<u>2022</u>	<u>2021</u>
CASH FLOWS FROM OPERATING ACTIVITIES			
Net loss	\$ 3,795,447	\$ (44,361)	\$ (237,017)
Change in:			
Accounts receivable	(178,239)	(489,787)	-
Due from / to related parties	(4,359,941)	(105,198)	-
Increase in loan fees	79,435	(79,435)	-
Change in prepaid / other current assets	(9,305)	-	(5,000)
Deferred commissions	(923,333)	65,565	(65,564)
Accounts payable and other current liabilities	139,166	18,703	30,395
Deferred franchise revenue	3,185,850	387,208	237,792
Net cash provided by operating activities	<u>1,729,080</u>	<u>(247,305)</u>	<u>(39,394)</u>
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds / (ayments) on note payable	(263,294)	263,294	-
Member capital contributions	19,000	32,915	93,840
Member capital distributions	(107,250)	(9,921)	-
Net cash provided by financing activities	<u>(351,544)</u>	<u>286,288</u>	<u>93,840</u>
Net change in cash and cash equivalents	\$ 1,377,536	\$ 38,983	\$ 54,446
Cash and cash equivalents at beginning of year	<u>93,429</u>	<u>54,446</u>	<u>-</u>
Cash and cash equivalents at end of year	<u>\$ 1,470,964</u>	<u>\$ 93,429</u>	<u>\$ 54,446</u>
Total cash and cash equivalents	<u>\$ 1,470,964</u>	<u>\$ 93,429</u>	<u>\$ 54,446</u>

see accompanying notes

That 1 Painter Franchising, LLC  
NOTES TO FINANCIAL STATEMENTS  
December 31, 2023 and 2022

1. Organization

That 1 Painter Franchising LLC (“the Company”), a Texas limited liability company, was formed November 18, 2020, to grant the rights to own and to operate a That 1 Painter franchised business providing cosmetic painting and rehabilitation services. The Company was not funded until 2021. The Company shall grant each franchisee a transferable right and license to use the “System,” which consists of methods, procedures, equipment, designs, layouts, standards, specifications, and marks developed by the Company and to provide approved services in accordance with the System. The Company is owned by individual members (“Members”).

For the year ended December 31, 2023 and 2022, total capital contributions were \$19,000 and \$8,465, respectively. For the year ended December 31, 2023 and 2022, total capital distributions were \$107,250 and \$9,921, respectively.

2. Summary of significant accounting policies and nature of operations

Basis of accounting

The Company prepares its financial statements on the accrual basis of accounting consistent with accounting principles generally accepted in the United States of America.

Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Revenue recognition

Operating income consists of franchise sales to customers in addition to revenues earned by the Company from sales of marketing materials and other related services from each franchisee.

For franchise revenues, the Company has obligations to provide franchisees with the franchise rights to open a business within the franchise system, provide training, and assist with site selection. The Company’s revenue recognition policies for franchise fees are in compliance with accounting standards ASC Topic 606, Revenue from Contracts with Customers. In 2020, the Financial Accounting Standards Board (FASB) issued an Accounting Standards Update (ASU), Franchisors-Revenue from Contracts with Customers (Subtopic 952-606) Practical Expedient. The expedient has allowed franchisors that are not public business entities to account for pre-opening activities as a single performance obligation. The Company has concluded that these preopening activities represent performance obligations to which the franchise fee is allocated.

Therefore, initial franchise fees for each agreement are allocated to the Company’s performance obligation and recognized as these preopening activities are performed, which typically aligns with the date a franchisee opens.

That 1 Painter Franchising, LLC  
NOTES TO FINANCIAL STATEMENTS  
December 31, 2023 and 2022

2. Summary of significant accounting policies and nature of operations (continued)

Revenue recognition (continued)

Total initial franchise fees collected for the year ended December 31, 2023 and 2022 was \$6,070,200 and \$1,287,000, respectively.

As of December 31, 2023 and 2022, total deferred franchise fee revenue was \$3,810,850 and \$625,000 respectively, all of which is considered current based on timelines described in each franchise agreement.

The Company also collects royalty fees, brand fees, and appointment center revenue, which are all based on a percentage of gross revenues of each franchisee. The Company also provides other miscellaneous services which are billed separately to franchisees.

Cash and cash equivalents

Cash and cash equivalents include all cash balances on deposit with financial institutions and highly liquid investments with a maturity of three months or less at the date of acquisition.

The Company maintains its cash in bank deposit accounts which, could exceed federally insured limits. The Company has not experienced an instance where cash held in the account exceeded insured limits since their inception and have not had losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash and cash equivalents.

Income taxes

Income taxes on Company income are levied on the Members at the individual level. Accordingly, all profits and losses of the Company are recognized by each Member on their respective tax return.

Royalties and franchise fees receivable

Management considers receivables to be fully collectible. If amounts become uncollectible, they are charged to operations in the period in which that determination is made. Accounting principles generally accepted in the United States of America require that the allowance method be used to recognize bad debts however, the effect of using the direct write-off method for the Company is not materially different from the results that would be obtained under the allowance method. No write-offs were made in the reporting periods.

Advertising

Advertising costs are expensed as incurred. For the year ended December 31, 2023 and 2022, the Company incurred \$90,651 and \$290,430, respectively in advertising costs.

Subsequent events

Subsequent events have been evaluated through March 23, 2024 which is the date the financial statements were available to be issued. No significant events or transactions were identified that would require adjustment to the financial statements or disclosure.



That 1 Painter Franchising, LLC  
NOTES TO FINANCIAL STATEMENTS  
December 31, 2023 and 2022

3. Related party advances

In the years presented in the financial statements, the Company has paid the expenses of related-party entities in addition to related-party entities having incurred costs on behalf of the Company. The transactions have resulted in related receivables from and payable to the related parties. The Company had a total balance due from related parties of \$4,657,052 and \$105,198 as of December 31, 2023 and 2022, respectively. Additionally, the Company had a total balance payable to related parties of \$191,911 and \$0 as of December 31, 2023 and 2022, respectively. The related-party advances bear no interest and have no due date.

4. Payable to lender for factored receivables

In November 2022, the Company sold a portion of their receivable balances to a lender. The total amount sold was \$278,320 for a price of \$198,800 leaving approximately \$79,435 of deferred finance costs. As of December 31, 2023, the total amount payable was \$0. As of December 31, 2022, the total amount payable was \$263,294 (\$90,266 of which was current).



# **That 1 Painter Franchising, LLC**

**Financial Statements with Report of Independent Auditors  
December 31, 2022**

Table of Contents

Report of Independent Auditors.....	Page 1
Balance Sheets.....	Page 2
Statements of Operations.....	Page 3
Statements of Changes in Members' Equity.....	Page 4
Statements of Cash Flows.....	Page 5
Notes to the Financial Statements.....	Page 6

Report of Independent Auditors

To the Members of  
That 1 Painter Franchising, LLC:

*Report on the Financial Statements*

We have audited the accompanying financial statements of That 1 Painter Franchising, LLC (the Company), which comprise the balance sheet as of December 31, 2022, and the related statements of operations, changes in members' capital and cash flows for the year ended December 31, 2022, and the related notes to the financial statements.

The financial statements of That 1 Painter Franchising, LLC as of December 31, 2021, and for the year then ended were audited by other auditors who are no longer in operation. Those auditors expressed an unqualified opinion on those financial statements in their report dated April 13, 2022.

*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 misstatement, whether due to fraud or error.

*Auditors' 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 auditors' 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 auditors consider internal control relevant to the Company'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 Company'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 That 1 Painter Franchising, LLC as of December 31, 2022, and the results of its operations and its cash flows for the year ended December 31, 2022 in accordance with accounting principles generally accepted in the United States of America.

*DA Advisory Group*

Troy, MI  
April 26, 2023

That 1 Painter Franchising, LLC  
BALANCE SHEETS  
December 31, 2022 and December 31, 2021

	<u>2022</u>	<u>2021</u>
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 93,429	54,446
Accounts receivable	489,787	-
	<hr/>	<hr/>
Total current assets	583,215	54,446
Other current assets		
Deferred commissions (current)	-	5,502
Related party receivables	105,198	-
	<hr/>	<hr/>
Total current assets	688,413	59,948
Other assets:		
Deferred commissions (long-term)	-	60,062
Capitalized finance costs	79,435	-
Security deposit	5,000	5,000
	<hr/>	<hr/>
Total other assets	84,435	65,062
Total assets	<u>\$ 772,849</u>	<u>125,011</u>
LIABILITIES AND MEMBERS' EQUITY		
Current liabilities:		
Accrued expenses	\$ -	4,174
Deferred franchise fee revenue (current)	625,000	20,329
Other current liabilities	49,098	26,221
Payable to lender (current)	90,266	-
	<hr/>	<hr/>
Total current liabilities	764,364	50,724
Noncurrent liabilities:		
Deferred franchise fee revenue (long-term)	-	217,463
Payable to lender	173,028	-
	<hr/>	<hr/>
Total noncurrent liabilities	173,028	217,463
Total liabilities	<hr/>	<hr/>
	937,392	268,187
Members' equity (deficit)	<hr/>	<hr/>
	(164,543)	(143,176)
Total liabilities and members' equity (deficit)	<u>\$ 772,849</u>	<u>125,011</u>

see accompanying notes

That 1 Painter Franchising, LLC  
STATEMENTS OF OPERATIONS  
For the Years Ended December 31, 2022 and December 31, 2021

	<u>2022</u>	<u>2021</u>
REVENUE		
Franchise fees	\$ 978,367	1,208.00
Royalty fees	439,238	23,328.00
Brand fees	223,446	44,068.00
Appointment center fees	111,723	22,034.00
Marketing development fee	99,000	12,500.00
Advertising fee	42,424	-
Technology fee	52,800	-
Convention room & board	23,860	-
Convention sponsorship	45,560	-
Sales of product income	650	-
	<hr/>	<hr/>
Total revenue	2,017,068	103,138
OPERATING EXPENSES		
Selling and administrative expenses	<hr/> 2,067,024	<hr/> 345,155
OTHER INCOME		
Other income	<hr/> 5,595	<hr/> 5,000
Net other income	<hr/> 5,595	<hr/> 5,000
Net Income/(Loss)	<hr/> <hr/> \$ (44,361)	<hr/> <hr/> (237,017)

see accompanying notes

That 1 Painter Franchising, LLC  
STATEMENTS OF CHANGES IN MEMBERS' EQUITY  
For the Years Ended December 31, 2022 and December 31, 2021

	Total Members' Equity
BALANCE, JANUARY 1, 2021	<u>\$ -</u>
Capital contributions	93,841
Capital distributions	-
Net loss	<u>(237,017)</u>
BALANCE, December 31, 2021	<u>\$ (143,176)</u>
Capital contributions	32,915
Capital distributions	(9,921)
Net loss	<u>(44,361)</u>
BALANCE, DECEMBER 31, 2022	<u>\$ (164,543)</u>

see accompanying notes

That 1 Painter Franchising, LLC  
STATEMENTS OF CASH FLOWS  
For the Years Ended December 31, 2022 and December 31, 2021

	<u>2022</u>	<u>2021</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net loss	\$ (44,361)	(237,017)
Change in:		
Accounts receivable	(489,787)	-
Due from related parties	(105,198)	-
Increase in loan fees	(79,435)	-
Security deposit	-	(5,000)
Deferred commissions	65,564	(65,564)
Accounts payable and other current liabilities	18,703	30,395
Deferred franchise revenue	387,208	237,792
Net cash provided by operating activities	<u>(247,306)</u>	<u>(39,394)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds of note payable	263,294	-
Member capital contributions	32,915	93,840
Member capital distributions	(9,921)	-
Net cash provided by financing activities	<u>286,288</u>	<u>93,840</u>
Net change in cash and cash equivalents	\$ 38,982	54,446
Cash and cash equivalents at beginning of year	<u>54,446</u>	<u>-</u>
Cash and cash equivalents at end of year	<u>\$ 93,429</u>	<u>54,446</u>
Total cash and cash equivalents	<u>\$ 93,429</u>	<u>54,446</u>

see accompanying notes



That 1 Painter Franchising, LLC  
NOTES TO FINANCIAL STATEMENTS  
December 31, 2022

1. Organization

That 1 Painter Franchising LLC (“the Company”), a Texas limited liability company, was formed November 18, 2020, to grant the rights to own and to operate a That 1 Painter franchised business providing cosmetic painting and rehabilitation services. The Company was not funded until 2021. The Company shall grant each franchisee a transferable right and license to use the “System,” which consists of methods, procedures, equipment, designs, layouts, standards, specifications, and marks developed by the Company and to provide approved services in accordance with the System. The Company is owned by two individuals (“Members”).

For the year ended December 31, 2022, total capital contributions were \$8,465. For the year ended December 31, 2022, total capital distributions were \$9,921.

2. Summary of significant accounting policies and nature of operations

Basis of accounting

The Company prepares its financial statements on the accrual basis of accounting consistent with accounting principles generally accepted in the United States of America.

Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Revenue recognition

Operating income consists of franchise sales to customers in addition to revenues earned by the Company from sales of marketing materials and other related services from each franchisee.

For franchise revenues, the Company has obligations to provide franchisees with the franchise rights to open a restaurant within the franchise system, provide training, and assist with site selection. The Company’s revenue recognition policies for franchise fees are in compliance with accounting standards ASC Topic 606, Revenue from Contracts with Customers. In 2020, the Financial Accounting Standards Board (FASB) issued an Accounting Standards Update (ASU), Franchisors’ Revenue from Contracts with Customers (Subtopic 952-606) Practical Expedient. The expedient has allowed franchisors that are not public business entities to account for pre-opening activities as a single performance obligation. The Company has concluded that these preopening activities represent performance obligations to which the franchise fee is allocated.

Therefore, initial franchise fees for each agreement are allocated to the Company’s performance obligation and recognized as these preopening activities are performed, which typically aligns with the date a franchisee opens. For the year ended December 31, 2022, the Company signed 37 new franchisees with a total of 27 opening in 2022.

That 1 Painter Franchising, LLC  
NOTES TO FINANCIAL STATEMENTS  
December 31, 2022

2. Summary of significant accounting policies and nature of operations (continued)

Revenue recognition (continued)

Total initial franchise fees collected for the year ended December 31, 2022 was \$1,287,000 and franchise fees receivable as of December 31, 2022 was \$190,100.

As of December 31, 2022, total deferred franchise fee revenue was \$625,000, all of which is considered current based on timelines described in each franchise agreement.

The Company also collects royalty fees, brand fees, and appointment center revenue, which are all based on a percentage of gross revenues of each franchisee. The Company also provides other miscellaneous services which are billed separately to franchisees.

Cash and cash equivalents

Cash and cash equivalents include all cash balances on deposit with financial institutions and highly liquid investments with a maturity of three months or less at the date of acquisition.

The Company maintains its cash in bank deposit accounts which, could exceed federally insured limits. The Company has not experienced an instance where cash held in the account exceeded insured limits since their inception and have not had losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash and cash equivalents.

Income taxes

Income taxes on Company income are levied on the Members at the individual level. Accordingly, all profits and losses of the Company are recognized by each Member on their respective tax return.

Royalties and franchise fees receivable

Management considers receivables to be fully collectible. If amounts become uncollectible, they are charged to operations in the period in which that determination is made. Accounting principles generally accepted in the United States of America require that the allowance method be used to recognize bad debts however, the effect of using the direct write-off method for the Company is not materially different from the results that would be obtained under the allowance method. No write-offs were made in the reporting period.

Advertising

Advertising costs are expensed as incurred. For the year ended December 31, 2022, the Company incurred \$290,430 in advertising costs.

Subsequent events

Subsequent events have been evaluated through April 26, 2023 which is the date the financial statements were available to be issued. No significant events or transactions were identified that would require adjustment to the financial statements or disclosure.

That 1 Painter Franchising, LLC  
NOTES TO FINANCIAL STATEMENTS  
December 31, 2022

3. Related party receivables

In 2022, the Company paid some of the expenses of three related parties, which resulted in a receivable to the Company. The amounts paid for, but not yet repaid, are recorded as assets on the balance sheet. The Company had a total balance due from these related parties of \$105,198 as of December 31, 2022. The receivables bear no interest and have no due date.

4. Contingencies

The Company leases office space in Round Rock, Texas. The lease commenced on October 15, 2021 and expires on September 30, 2024. Minimum future rent payments are \$62,264 for 2023 and \$47,740 for 2024. Rent expense for the year ended December 31, 2022 was \$59,219.

5. Payable to lender for factored receivables

In November 2022, the Company sold a portion of their receivable balances to a lender. The total amount sold was \$278,320 for a price of \$198,800 leaving approximately \$79,435 of deferred finance costs. As of December 31, 2022, the total amount left payable was \$263,294 (\$90,266 of which was current).



# **THAT 1 PAINTER FRANCHISING, LLC**

*Financial Statements  
December 31, 2021*

# THAT 1 PAINTER FRANCHISING, LLC

*Table of Contents*  
*December 31, 2021*

---

	PAGE
<b>INDEPENDENT AUDITORS' REPORT .....</b>	<b>1-2</b>
<b>FINANCIAL STATEMENTS</b>	
Balance Sheet.....	3
Statement of Operations .....	4
Statement of Changes in Member's Deficit .....	5
Statement of Cash Flows.....	6
<b>NOTES TO FINANCIAL STATEMENTS .....</b>	<b>7-9</b>

## INDEPENDENT AUDITORS' REPORT

To the Member of  
That 1 Painter Franchising, LLC  
Chicago, Illinois

### Opinion

We have audited the accompanying financial statements of That 1 Painter Franchising, LLC (the "Company"), which comprise the balance sheet as of December 31, 2021, and the related statements of operations, changes in member's deficit, and cash flows for the year 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 That 1 Painter Franchising, LLC as of December 31, 2021, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of That 1 Painter Franchising, LLC and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. 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 the Company's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

### Auditors' 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 auditors' 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 the Company'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 the Company'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.

*Raich Ende Malter & Co. LLP*

**RAICH ENDE MALTER & CO. LLP**

Melville, New York  
April 13, 2022

# THAT 1 PAINTER FRANCHISING, LLC

## Balance Sheet

December 31, 2021

### ASSETS

#### Current Assets

Cash	\$ 54,446
Deferred commissions - current	5,502
	<u>59,948</u>

#### Other Assets

Deferred commissions - net of current portion	60,062
Security deposit	5,000
	<u>65,062</u>
	<u>\$ 125,010</u>

### LIABILITIES AND MEMBER'S DEFICIT

#### Current Liabilities

Accounts payable and accrued expenses	\$ 5,394
Deferred franchise revenue - current	20,329
	<u>25,723</u>

#### Other Liabilities

Deferred franchise revenue - net of current portion	217,463
Deposit	25,000
	<u>242,463</u>

#### Member's Deficit

<u>(143,176)</u>
<u>\$ 125,010</u>



# THAT 1 PAINTER FRANCHISING, LLC

## Statement of Operations

For the Year Ended December 31, 2021

### Revenue

Royalty fees	\$ 23,328
Brand fees	56,568
Appointment center fees	22,034
Franchise fees	1,208
	<u>103,138</u>

### Cost of Revenues

Brand fee	98,022
Appointment center	9,135
Franchise development	53,829
	<u>160,986</u>

### General and Administrative Expenses

Professional	94,528
Wages	21,066
Office	17,199
Rent	14,752
Events and conferences	11,540
Research	8,500
Supplies	5,384
Travel and entertainment	2,934
Computer	2,175
Payroll taxes	2,028
Employee relations	1,841
Dues and subscriptions	1,351
Meals	466
Commissions	236
Postage	169
	<u>184,169</u>

**Loss Before Other Income** (242,017)

### Other Income

Rental	<u>5,000</u>
--------	--------------

**Net Loss** \$ (237,017)

See notes to financial statements.

# THAT 1 PAINTER FRANCHISING, LLC

## *Statement of Changes in Member's Deficit For the Year Ended December 31, 2021*

---

<b>Balance</b> - January 1, 2021	\$ -
Net loss	(237,017)
Contributions from member	<u>93,841</u>
<b>Balance</b> - December 31, 2021	<u>\$ (143,176)</u>

# THAT 1 PAINTER FRANCHISING, LLC

## Statement of Cash Flows

For the Year Ended December 31, 2021

### Cash Flows from Operating Activities

Net loss	\$ (237,017)
Adjustments to reconcile net loss to net cash used in operating activities:	
Changes in operating assets and liabilities:	
(Increase) in:	
Deferred commissions	(65,564)
Security deposit	(5,000)
Increase in:	
Accounts payable and accrued expenses	5,394
Deferred franchise revenue	<u>237,792</u>
	(64,395)

### Cash Flows from Investing Activities

Deposit received	25,000
------------------	--------

### Cash Flows from Financing Activities

Contributions from member	<u>93,841</u>
---------------------------	---------------

### Net Increase in Cash

54,446

Cash - beginning

-

Cash - end

\$ 54,446

See notes to financial statements.

# THAT 1 PAINTER FRANCHISING LLC

Notes to Financial Statements  
December 31, 2021

---

## 1 - ORGANIZATION AND NATURE OF BUSINESS

That 1 Painter Franchising LLC ("the Company"), a Texas limited liability company, was formed November 18, 2020, to grant the rights to own and to operate a That 1 Painter franchised business providing cosmetic painting and rehabilitation services. The Company was not funded until 2021. The Company shall grant each franchisee a transferable right and license to use the "System," which consists of methods, procedures, equipment, designs, layouts, standards, specifications, and marks developed by the Company and to provide approved services in accordance with the System. Through December 31, 2021, the Company has granted eleven franchises, and three have opened.

## 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

- a. **Basis of Accounting** - The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP").
- b. **Cash Equivalents** - Cash equivalents, if any, consist of liquid investments with maturities of three months or less at the time of purchase.
- c. **Revenue Recognition** - Under ASC 606, a performance obligation is a promise within a contract to transfer a distinct good or service, or a series of distinct goods and services, to a customer. Revenue is recognized when performance obligations are satisfied, and the customer obtains control of promised goods or services. The amount of revenue recognized reflects the consideration to which the Company expects to be entitled to receive in exchange for goods or services. Under the standard, a contract's transaction price is allocated to each distinct performance obligation. To determine revenue recognition for arrangements that the Company determines are within the scope of ASC 606, the Company performs the following five steps: (i) identifies the contracts with a customer; (ii) identifies the performance obligations within the contract, including whether they are distinct and capable of being distinct in the context of the contract; (iii) determines the transaction price; (iv) allocates the transaction price to the performance obligations in the contract; and (v) recognizes revenue when, or as, the Company satisfies each performance obligation.

**Franchise Fee Revenue** - Franchise fees, which are typically received prior to completion of the revenue recognition process, are initially recorded as deferred revenue. Initial franchise fees, which are nonrefundable, are recognized per ASC 606 over the life of the franchise agreement, typically ten years. Related direct franchise sales costs are deferred until revenue is recognized.

**Royalty Fee Revenue** - Royalty fee income is recognized weekly based on a percentage of gross weekly revenue, as defined in the franchise agreement.

**Brand Fee Revenue** - The Company administers a system-wide brand fund (the "Fund") for the benefit of the franchisees. Under the Company's franchise agreements, contributions received from franchisees are designated to the Fund where it must be spent on advertising, product development, marketing, and other activities to promote the franchisees. Brand fee income is recognized weekly based on gross revenue, as defined in the franchise agreement.

**Appointment Center Revenue** - Appointment center income is recognized as a percentage of gross monthly revenue, subject to a maximum, as defined in the franchise agreement.

- d. **Estimates** - The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America 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 revenues and expenses during the reporting period. Actual results could differ from those estimates.
- e. **Income Taxes** - The Company is a single member limited liability company that is treated as a disregarded entity for income tax purposes. The Company's taxable income or loss is reportable by its sole member. Therefore, no provision has been made for income taxes.
- f. **Advertising and Marketing** - Advertising and marketing costs are expensed as incurred. Expenses for the year ended December 31, 2021 were \$98,022 and are included in brand fee expenses on the statement of operations.

### **3 - CONCENTRATION OF CREDIT RISK**

The Company's financial instruments that are exposed to concentrations of credit risk consist primarily of cash. The Company places its cash balances with high quality credit institutions. Cash in banks is insured by the Federal Deposit Insurance Corporation ("FDIC") up to \$250,000 per institution. At times, balances may be in excess of the FDIC insurance limit.

### **4 - RELATED PARTY**

During the year ended December 31, 2021, the Company received rental income of \$5,000 from a related party with common ownership that subleases space on a month-to-month basis.

### **5 - DEPOSITS**

The Company has received a \$25,000 deposit from a potential investor in the Company. Negotiations are ongoing during 2022 with the expectation that an ownership interest of ten percent will be sold to this investor.

### **6 - CONTINGENCIES**

The Company leases office space in Round Rock, Texas. The lease commenced on October 15, 2021 and expires on September 30, 2024. Minimum future rent payments are as follows:

<i>For the Years Ended December 31,</i>	
2022	\$ 60,450
2023	62,264
2024	47,740
	<u>\$ 170,454</u>

Rent expense for the year ended December 31, 2021 was \$14,752.

## **7 - COVID-19 PANDEMIC**

The World Health Organization characterized the COVID-19 virus as a global pandemic on March 11, 2020. The duration and economic impact of this pandemic are uncertain. At this time, management is unable to quantify its potential effects on the operations and financial performance of the Company.

## **8 - SUBSEQUENT EVENTS**

The Company's management has evaluated subsequent events through April 13, 2022, the date the financial statements were available to be issued.

~~THESE FINANCIAL STATEMENTS ARE PREPARED  
WITHOUT AN AUDIT. PROSPECTIVE FRANCHISEES  
OR SELLERS OF FRANCHISES SHOULD BE ADVISED  
THAT NO CERTIFIED PUBLIC ACCOUNTANT HAD  
AUDITED THESE FIGURES OR EXPRESSED HIS/HER  
OPINION WITH REGARD TO THE CONTENT OR FORM.~~

# That 1 Painter Franchising LLC

## Balance Sheet As of April 30, 2023

		TOTAL
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
Wells Fargo Checking 7961		35,629.55
<b>Total Bank Accounts</b>		<b>\$35,629.55</b>
Accounts Receivable		
Accounts Receivable		330,037.80
<b>Total Accounts Receivable</b>		<b>\$330,037.80</b>
Other Current Assets		
Due To/From Garage Up LLC		30,428.71
Prepaid Payroll		0.00
Undeposited Funds		0.00
<b>Total Other Current Assets</b>		<b>\$30,428.71</b>
<b>Total Current Assets</b>		<b>\$396,096.06</b>
Fixed Assets		
Accumulated Depreciation		-11,070.67
Equipment		17,715.99
Furniture & Fixtures		2,521.08
<b>Total Fixed Assets</b>		<b>\$9,166.40</b>
Other Assets		
Fora Merchant AR Loan fees		79,435.00
Security Deposit		5,000.00
<b>Total Other Assets</b>		<b>\$84,435.00</b>
<b>TOTAL ASSETS</b>		<b>\$489,697.46</b>
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable		0.00
<b>Total Accounts Payable</b>		<b>\$0.00</b>
Credit Cards		
AMEX Platinum (-2003)		77,584.15
Chase Credit Card - 7640		0.00



# That 1 Painter Franchising LLC

## Balance Sheet As of April 30, 2023

	TOTAL
<b>Total Credit Cards</b>	<b>\$77,584.15</b>
Other Current Liabilities	
Accrued Expense	0.00
Deferred Commissions	0.00
Deferred Commissions - Short-term	0.00
Deferred Franchise Fees	0.00
Deferred Franchise Fees - Short-term	0.00
Due To/From Garage Up Franchising, LLC	0.00
Garnishment Liability	414.00
Loan A. Alarcon	0.00
Payroll Liabilities	-2,027.05
<b>Total Other Current Liabilities</b>	<b>\$ -1,613.05</b>
<b>Total Current Liabilities</b>	<b>\$75,971.10</b>
Long-Term Liabilities	
Fora Merchant Funding	135,417.50
<b>Total Long-Term Liabilities</b>	<b>\$135,417.50</b>
<b>Total Liabilities</b>	<b>\$211,388.60</b>
Equity	
Health Insurance - A. Alarcon	-3,570.66
Health Insurance - S. Montgomery	-4,824.72
Investment A. Alarcon	8,737.78
Owner Contributions	8,464.76
Owner Distributions	-79,654.93
Retained Earnings	152,015.90
Net Income	197,140.73
<b>Total Equity</b>	<b>\$278,308.86</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$489,697.46</b>

# That 1 Painter Franchising LLC

## Profit and Loss

January - April, 2023

	TOTAL
Income	
Ad Management Fee	43,905.00
Appt Center	41,735.74
Brand Fee	83,471.31
Convention Sponsorship	46,000.00
Franchise Fee	1,071,300.00
Marketing Development Fee	135,000.00
Rebates	48,498.55
Royalty Income	283,417.94
Technology Fee	27,150.00
Uncategorized Income	6,000.00
<b>Total Income</b>	<b>\$1,786,478.54</b>
GROSS PROFIT	<b>\$1,786,478.54</b>
Expenses	
Advertise / Promo / Lead Gen	10,638.70
Auto - Lease	13,700.00
Auto and Truck Expenses	11,880.19
Bank Charges	-1,095.42
Broker Fees	449,352.21
Computer & Software Expense	30,939.10
Conferences and Events	15,210.38
Contributions/Donations	10,000.00
Convention Expenses	162.39
Facility Rental	10,500.00
<b>Total Convention Expenses</b>	<b>10,662.39</b>
Discovery Day	238.60
Dues, Licenses, & Subscriptions	33,453.87
Employee Merchandise	366.51
Employee Recruitment	3,049.63
Employee Relations	7,988.00
Fees - Accounting	27,605.60
Fees - Bookkeeping	125.00
Fees - Janitorial	260.00
Fees - Legal	17,000.79
Fees - Professional	85,279.00
Furniture & Fixtures <\$2500	23.79
Gifts	20.00
Insurance - Staff Health/Dental	10,692.46
Insurance Expense	16,000.00
Interest Expense	920.32
Market Development	24,710.16

# That 1 Painter Franchising LLC

## Profit and Loss

January - April, 2023

	TOTAL
Marketing	-278.99
Meals Expense	8,421.20
Merchant Fees	2,200.71
Office Supplies	37,053.12
Parking & Tolls	158.40
Payroll - Staff Bonus	16,312.38
Payroll - Staff Commission	70,241.54
Payroll - Staff Wages	537,579.87
Payroll - Taxes	48,928.19
Postage	1,666.43
Rent Expense	46,890.33
Repairs & Maintenance	1,008.00
Taxes and Licenses	14,624.94
Telephone & Internet	8,314.94
Travel & Lodging	20,338.82
Uniforms	2,334.00
Utilities	662.07
Website & Email	2,539.93
<b>Total Expenses</b>	<b>\$1,598,017.16</b>
NET OPERATING INCOME	<b>\$188,461.38</b>
Other Income	
Other Income - Credit Card Points	8,679.35
<b>Total Other Income</b>	<b>\$8,679.35</b>
NET OTHER INCOME	<b>\$8,679.35</b>
NET INCOME	<b>\$197,140.73</b>

That 1 Painter Operations Manual - Table of Contents (600 Pages)	
Topic	Subtopic
<b>Welcome to ResiBrands</b>	
	Welcome to the Shiver
	Our Story
	Living our Promise
	Core Values E&K
	What's Next for Resi?
	Why Home Services?
	Why Franchising?
	Master Classes
<b>ResiBusiness 101</b>	
	Seven Things To Be Prepared For
	Seven Things They Won't Teach You in Business School
	10 Business Essentials
	Understanding Market Share and Labor Share
	Ownership Mentality
<b>ResiMarketing</b>	
	Welcome to ResiMarketing
	ResiCreative
	Marketing Onboarding Process
	Grand Opening Event
	ResiSocial
	ResiAdvertising
	Search Engine Optimization (SEO)
	ResiConnect
	ResiSupport
<b>ResiLeadership Philosophy</b>	
	Become a Great Leader
	How to Grow as a Leader
	21 Irrefutable Laws of Leadership
<b>ResiSales Philosophy</b>	

	Resi Sales Philosophy
	Sales Resources
	Follow Ups
	Handling Objections and Closing Deals
	Closing on the Spot
<b>Resi Coaching/Management Philosophy</b>	
	Resi Customers
	Resi Management
	Resi Scoreboard
	Resi Culture
<b>Resi Growing Your Business</b>	
	Welcome to the Growth Mindset
	How to Build a Million Dollar Business
	The Five Rs of Revenue
	Eleven Ways to Destroy Your Business
	Breaking Revenue Barriers
	Networking
<b>Welcome to That 1 Painter</b>	
	All About That 1 Painter
	Your Training
<b>Estimating and Sales</b>	
	Introduction to Estimating
	Estimating Basics
	Estimate Walk Throughs
	Writing Profitable Estimates
	Follow Ups
	Closing on the Spot
	Writing Estimates That Get Approved Quickly
	Submitting Estimate for Review
	The Four Cs of Writing a Good Estimate
	Virtual Estimates

	2024 Price Guide
<b>Project Management</b>	
	Intro to Project Management
	Becoming a Great Project Manager
	Recruiting and Managing Subcontractors
	Creating Highly Satisfied Customers
<b>HouseCall Pro</b>	
	HouseCall Pro Tips
	HouseCall Pro Best Practices
<b>Human Resources</b>	
	Introduction to Human Resources
	Location Manager
	Harassment
	Recruiting Employees
	Employee Training
	Employee Termination/Separation
	Who and When to Hire
	Setting Up New Employees
	Employee Evaluation Form
<b>Managing the Business</b>	
	Administration
	Management Tools
	P&L
	Maximizing Profitability
<b>Brand Guide</b>	
	Introduction to the Brand Guide
	Promoting the Brand
<b>The World of Paint</b>	
	Sherwin Williams Partnership
	Understanding Paint Types
	Primers

	Interior Paint Guide
	Exterior Paint Guide
	Enamel Paint Guide
	Pro Industrial Guide
<b>Getting to Know Color</b>	
	Intro to Color
	Top Colors
	SW Color Education
<b>Painter Tools</b>	
	Airless Sprayers
	Brushes and Rollers
	Prep Materials
<b>General Education on Services</b>	
	Caulking
	Stucco
	Popcorn Removal
	Drywall Repair
	Cabinet Painting
	Interior Painting
	Exterior Painting
	Limewash
	Brick Painting - Masonry Flat
	Deck Staining
	Fence Staining
	Vinyl Windows
<b>Safety</b>	
	Safety
	Driving Safety
<b>Vendors</b>	
	General Vendors
	Financial Vendors

	Networking Vendors
<b>Additional Resources</b>	
	That 1 Painter Content
	SW Paint Pro Training - Online Course
	The Idaho Painter Youtube
	Romabio Resources
<b>The Painters Manual</b>	
	How to Use the Painters Manual
	Painting (English)
<b>PCA Manual</b>	
	PCA Manual and Textbook



## EXHIBIT E

### TABLE OF CONTENTS

#### **T1P Manual - Trainual Table of Contents (Titles)**

*This is a live manual that can be updated throughout the year. Updates are marked as "incomplete" so the franchisees know to complete the new sections.*

##### **Policies**

- T1P Manual & Policies
  - Preface
  - Establishing Your Business
  - Use of the Trademark
  - Required Advertising
  - Marketing Fees Per Territory
  - Opening (Launch) Advertising & Grand Opening Event
  - Operational Policies
  - Appointment Center
  - Referral Fee

##### **Processes**

- T1P Processes
  - T1P Welcome to That 1 Painter
  - T1P Estimating/Sales
  - T1P Project Management
  - T1P Administration
  - T1P HouseCall Pro
  - T1P Human Resources
  - T1P Leadership
  - T1P Managing the Business
  - T1P Growing Your Business
  - T1P Brand Guide
  - T1P PCA Manual
  - T1P Painters Manual (English and Spanish)
  - T1P The World of Paint
  - T1P Getting to Know Color
  - T1P Painter Tools
  - T1P General Education on Services
  - T1P Safety
  - T1P Vendors
  - T1P Additional Resources

## EXHIBIT F

### FRANCHISED OUTLETS (as of December 31, ~~2022~~2023)

#### Franchisees:

	<u>Name</u>	<u>Address</u>	<u>Phone Number</u>	<u>City/State</u>	<u>Zip Code</u>	<u>Reference Name</u>
	<u>Jennifer Poole</u>	<u>3604 NW Frontage Road, Suite 6-3</u>	<u>(479) 506-9350</u>	<u>Bentonville, AR</u>	<u>72712</u>	<u>Bentonville</u>
	<u>Tim Harding</u>	<u>8776 E Shea Blvd., Suite 106-1115</u>	<u>(949) 400-0830</u>	<u>Scottsdale, AZ</u>	<u>85260</u>	<u>North Scottsdale</u>
	<u>Tommy Lane</u>	<u>9478 Sidesaddle Drive</u>	<u>(916) 955-2728</u>	<u>Wilton, CA</u>	<u>95693</u>	<u>East Sacramento</u>
	<u>Tommy Lane</u>	<u>9478 Sidesaddle Drive</u>	<u>(916) 955-2728</u>	<u>Wilton, CA</u>	<u>95693</u>	<u>SE Sacramento</u>
	<u>David Wang &amp; Ruth Figueroa</u>	<u>16712 Picadilly Lane</u>	<u>(424) 559-2818</u>	<u>Cerritos, CA</u>	<u>90703</u>	<u>Pasadena</u>
	<u>Peter Johnson</u>	<u>1540 Zamia Ave. #101</u>	<u>(303) 589-1882</u>	<u>Boulder, CO</u>	<u>80304</u>	<u>Boulder</u>
	<u>Tony and Gina Schlicksup</u>	<u>567 Cloisterbane Dr., <del>St Johns, Florida</del></u>	<u>(904) 295-9334</u>	<u><del>First Coast</del> <u>St Johns, FL</u></u>	<u>32259</u>	<u><del>East</del> Atlantic Beach</u>
	<u>Tony and Gina Schlicksup</u>	<u>567 Cloisterbane Dr., <del>St Johns, Florida</del> 32259</u>	<u>(904) 295-9336</u>	<u><del>First Coast</del> <u>St Johns, FL</u></u>	<u>32259</u>	<u>East Jacksonville</u>
	<u>Aaron &amp; Christina Paben</u> <u>Luis Avello</u>	<u><del>36722 Goffaux Loop, Zephyrhills, FL 33541</del> <u>10753 Savannah Landing Circle</u></u>	<u><del>(305) 542-8790</del> <u>(321) 239-8100</u></u>	<u><del>North Tampa</del> <u>Orlando, FL</u></u>	<u><del>North Tampa</del> <u>32832</u></u>	<u>South Orlando</u>
	<u>Bryan Hubbard</u>	<u>28940 Versol Drive Unit 105</u>	<u>(303) 267-2043</u>	<u>Bonita Springs, FL</u>	<u>34135</u>	<u>Naples</u>
	<u>Brandon Klosterman</u>	<u>27225 Rio Vista Circle</u>	<u>(239) 777-0303</u>	<u>Bonita Springs, FL</u>	<u>34135</u>	<u>SWFL</u>
	<u>Tony and Gina Schlicksup</u>	<u>567 Cloisterbane Dr</u>	<u>(904) 295-9334</u>	<u>St Johns, FL</u>	<u>32259</u>	<u>West Jacksonville</u>
	<u>Mike Sage</u>	<u>370 Thrasher Street, Unit 1</u>	<u>(678) 614-7701</u>	<u>Norcross, GA</u>	<u>30071</u>	<u>Alpharetta</u>
	<u>Mike Sage</u>	<u>370 Thrasher Street, Unit 1</u>	<u>(678) 614-7701</u>	<u>Norcross, GA</u>	<u>30071</u>	<u>Embry Hills</u>
	<u>Andrew (AJ) Lotspeich</u>	<u>821 Atlanta Street, Suite 21</u>	<u>(678) 368-1526</u>	<u>Roswell, GA</u>	<u>30075</u>	<u>Maryetta</u>
	<u>Elliott and Jamie Schwind</u>	<u>985 Lincoln Road #101</u>	<u>(563) 484-9025</u>	<u>Bettendorf, IA</u>	<u>52722</u>	<u>Quad Cities</u>

	Ruth Brinton	3603 E Kings Gate Dr, <del>Nampa, ID</del>	(208) 484-0165	<del>Treasure Valley</del> <u>Nampa, ID</u>	83687	Boise
	Ruth Brinton	3603 E Kings Gate Dr, <del>Nampa, ID</del>	(208) 484-0165	<del>Treasure Valley</del> <u>Nampa, ID</u>	83687	Nampa - Meridian
	<del>Phil Myers</del> <u>Aaron White</u>	<del>257 Indiana Ave, Ste D7, Valparaiso, IN 46383</del> <u>11009 Greenock Ct.,</u>	<del>(219) 241-1948</del> <u>(502) 599-6966</u>	<del>NW Indiana, IN</del> <u>Louisville, KY</u>	<del>Valparaiso 40243</del>	Louisville
	Chad Fancher & Dylan Walker	500 Clyde Fant Parkway, Suite 200, <del>Shreveport, LA</del>	(903) 720-8920	Shreveport <del>– Bossier,</del> LA	71101	Shreveport
	<u>John Magner</u>	<u>336 Pebble Acres Drive</u>	<u>(314) 680-1917</u>	<u>St. Louis, MO</u>	<u>63141</u>	<u>St Louis</u>
	<u>Deon Shearn</u>	<u>4509 Creedmoor Road, Suite 201</u>	<u>(919) 236-7333</u>	<u>Raleigh, NC</u>	<u>27612</u>	<u>West Raleigh</u>
	<u>Deon Shearn</u>	<u>4509 Creedmoor Road, Suite 201</u>	<u>(919) 236-7333</u>	<u>Raleigh, NC</u>	<u>27612</u>	<u>North Raleigh</u>
	<u>Marvin Kehl</u>	<u>120 S. Lester Lane</u>	<u>(405) 652-2559</u>	<u>Purcell, OK</u>	<u>73080</u>	<u>Norman OKC</u>
	Cody Dietz	900 Blue Ridge Dr, <del>Edmond, OK</del>	(580) 541-7400	Edmond, OK	73003	Edmond
	<u>Joshua &amp; Misty McGee</u>	<u>7633 E 63<sup>rd</sup> Place Suite 300</u>	<u>(918) 378-7703</u>	<u>Tulsa, OK</u>	<u>74133</u>	<u>South Tulsa</u>
	<u>Chad Cebula</u>	<u>355 S. Main Street, 1<sup>st</sup> Floor</u>	<u>(864) 630-2529</u>	<u>Greenville, SC</u>	<u>29601</u>	<u>Easley</u>
	<u>Caden Hill and Adam Bumpus</u>	<u>9111 Cross Park Drive, D200 #1036</u>	<u>(423) 883-1272</u>	<u>Knoxville, TN</u>	<u>37923</u>	<u>West Knoxville</u>
	<u>Caden Hill and Adam Bumpus</u>	<u>9111 Cross Park Drive, D200 #1036</u>	<u>(423) 883-1272</u>	<u>Knoxville, TN</u>	<u>37923</u>	<u>South Knoxville</u>
	<u>Caden Hill and Adam Bumpus</u>	<u>9111 Cross Park Drive, D200 #1036</u>	<u>(423) 883-1272</u>	<u>Knoxville, TN</u>	<u>37923</u>	<u>East Knoxville</u>
	<u>Caden Hill and Adam Bumpus and Skipworth</u>	<u>100 Powell Place #1629</u>	<u>(615) 904-4153</u>	<u>Nashville, TN</u>	<u>37204</u>	<u>Nashville</u>
	<u>Brandon King</u>	<u>301 S Perimeter Park Dr. Suite 100</u>	<u>(731) 616-0823</u>	<u>Nashville, TN</u>	<u>37211</u>	<u>Brentwood</u>
	<u>Adam Bumpus</u>	<u>808 Chestnut Street #1007</u>	<u>(865) 936-7090</u>	<u>Chattanooga, TN</u>	<u>37402</u>	<u>Chattanooga</u>
	<u>Yaneli Ortiz</u>	<u>10535 Emnora Lane</u>	<u>(254) 733-2621</u>	<u>Houston, TX</u>	<u>77043</u>	<u>Sugar land</u>
	<u>Scott &amp; Wendy Lofgren</u>	<u>1915 Hill Forest Court</u>	<u>(832) 586-8022</u>	<u>Richmond, TX</u>	<u>77406</u>	<u>Fort Bend</u>
	<u>Rick Norton</u>	<u>113 Wood Dale Drive</u>	<u>(817) 371-9171</u>	<u>Burleson, TX</u>	<u>76028</u>	<u>Burleson - Mansfield</u>

	<u>Rick Lucas</u>	<u>6212 Edwards View Court #1928</u>	<u>(512) 690-6366</u>	<u>Fort Worth, TX</u>	<u>76132</u>	<u>Southlake – Keller</u>
	<u>Rick Lucas</u>	<u>6212 Edwards View Court #1928</u>	<u>(512) 690-6366</u>	<u>Fort Worth, TX</u>	<u>76132</u>	<u>Arlington</u>
	<u>Nalini Koduri</u>	<u>6010 W Spring Creek Parkway</u>	<u>(510) 299-2330</u>	<u>Plano, TX</u>	<u>75024</u>	<u>Carrollton – Las Colinas</u>
	<u>Joe and Cristina Valdez</u>	<u>638 Blakeley Dr.</u>	<u>(956) 763-6878</u>	<u>San Antonio, TX</u>	<u>78209</u>	<u>West San Antonio</u>
Jonathan and Mariel Robles		402 N. 8th St, Suite 123, Killeen, TX	(787) 444-4770	—Killeen, TX	76541	Killeen
<u>Jonathan and Mariel Robles</u> <u>Donald Nguyen</u>		<u>7102 W Sam Houston Pkwy 402 N. 8th St, Suite 224, Houston, TX 77040</u>	<u>(713) 577-9677</u> <u>(787) 444-4770</u>	<u>Houston Killeen, TX</u>	<u>76541</u> <u>West Houston – Hunters Creek</u>	<u>Waco</u>
<u>Donald Nguyen</u>		<u>7102 W Sam Houston Pkwy N, Suite 224, Houston, TX 77040</u>	<u>(713) 577-9677</u>	<u>Houston, TX</u>		<u>Jersey Village</u>
<u>Gil, Monica, and Jake Jimenez</u>		<u>147 Country Air Dr, Bastrop, TX 78602</u>	<u>(512) 914-7766</u>	<u>East Austin – Bastrop, TX</u>		
<u>Josh Montana</u>		<u>451 Delta Crest, Maxwell, TX 78656</u>	<u>(210) 793-9651</u>	<u>NE San Antonio, TX</u>		<u>NE San Antonio</u>
<u>Joe and Cristina Valdez</u>		<u>638 Blakeley Dr., San Antonio, TX 78209</u>	<u>(956) 763-6878</u>	<u>San Antonio, TX</u>	<u>78209</u>	<u>North Central San Antonio</u>
<u>Joe and Cristina Valdez</u>		<u>638 Blakeley Dr., San Antonio, TX</u>	<u>(956) 763-6878</u>	<u>San Antonio, TX</u>	<u>78209</u>	<u>Central Sacramento San Antonio</u>
<u>Jesse Ortega</u> <u>Jeremy Seiley</u>		<u>596 Sycamore Dr 363 North Sam Houston Parkway East, Suite 1100 #2033, Houston, TX 77060</u>	<u>(409) 719-6254</u> <u>(832) 771-4790</u>	<u>North Houston Conroe, TX</u>	<u>77302</u> <u>Spring</u>	<u>Conroe</u>
<u>Jeremy Seiley</u> <u>Jennifer Poole</u>		<u>3206 Longmire Drive A 52363 North Sam Houston Parkway East, Suite 1100 #2033, Houston, TX 77060</u>	<u>(979) 324-4210</u> <u>(409) 719-6254</u>	<u>North Houston College Station, TX</u>	<u>77845</u> <u>North Houston</u>	<u>Bryan – College Station</u>
<u>Emmanuel Ocampo</u>		<u>326 N LBJ Dr #192, San Marcos, TX 78666</u>	<u>(512) 825-7244</u>	<u>San Marcos, TX</u>		<u>San Marcos</u>
<u>James Low</u>		<u>1415 E Blanco #7, Boerne, TX,</u>	<u>(214) 202-5667</u>	<u>NW San Antonio Boerne, TX</u>	<u>78006</u>	<u>Far North NW San Antonio</u>
<u>Daniel Kim</u>		<u>4400 TX-121, Suite 300, Lewisville, TX 75056</u>	<u>(469) 360-1155</u>	<u>Frisco – Plano, TX</u>		<u>West Plano</u>
<u>Daniel Kim</u>		<u>4400 TX-121, Suite 300, Lewisville, TX 75056</u>	<u>(469) 360-1155</u>	<u>Frisco – Plano, TX</u>		<u>Carrollton – Las Colinas</u>
<u>Chad Fancher</u> <u>Hunter Estes</u>		<u>13055 County Road 4182 W, Henderson, TX</u>	<u>(888) 625-4258</u>	<u>East Texas Henderson, TX</u>	<u>75654</u>	<u>East Texas</u>
<u>Chad Fancher &amp; Hunter Estes</u>		<u>14493 S Padre Island Dr, Suite A 5027, TX 78418</u>	<u>(903) 649-0711</u>	<u>Corpus Christi, TX</u>		<u>Corpus Christi</u>

	<u>Rick Norton</u>	<u>113 Wood Dale Dr, Burleson, TX</u> <u>76028</u>	<u>(817) 371-</u> <u>9171</u>	<u>Tarrant County</u> <u>South, TX</u>	<u>Burleson</u> <del>Mansfield</del>	
	<u>Rick Lucas</u> <u>Gil,</u> <u>Monica, and Jake</u> <u>Jimenez</u>	<u>6212 Edwards View Court #1928,</u> <u>147 Country Air Dr. Fort Worth, TX</u> <u>76132</u>	<u>(512) 690-</u> <u>6366</u> <u>914-</u> <u>7766</u>	<u>Southlake</u> <u>Bastrop, TX</u>	<u>78602</u> <u>Southlake</u> <u>-Keller</u>	<u>Far East Austin</u>
	<u>Rocky Nudurupati</u>	<u>130 N. Preston Road, STE 459,</u> <u>Prosper, TX 75078</u>	<u>(469) 213-</u> <u>1838</u>	<u>North Texas, TX</u>	<u>North Texas</u>	
	<u>Chad Fancher, Dylan</u> <u>Walker, and</u> <u>Hunter Estes</u>	<u>2640 E League City Parkway, Suite</u> <u>104-114, League City, TX</u>	<u>(903) 649-</u> <u>0711</u>	<u>Galveston</u> <u>County League City,</u> <u>TX</u>	<u>77573</u>	<u>Galveston</u>
	<u>Damen Carlson</u> <u>Deborah Carlson</u>	<u>29219 Hay Meadow Court</u>	<u>(832) 443-</u> <u>0698</u>	<u>Waller, TX</u>	<u>77484</u>	<u>Cypress</u>
	<u>Damen Carlson</u> <u>Deborah Carlson</u>	<u>29219 Hay Meadow Court</u>	<u>(832) 443-</u> <u>0698</u>	<u>Waller, TX</u>	<u>77484</u>	<u>Katy</u>
	<u>Cody Foster</u>	<u>25420 Kuykendahl Road Suite</u> <u>B200-131</u>	<u>(512) 203-</u> <u>3537</u>	<u>Tomball, TX</u>	<u>77375</u>	<u>Woodlands</u>
	<u>Alfonso Alarcon</u> <u>April Alarcon</u>	<u>PO Box 1044</u>	<u>(972) 679-</u> <u>7131</u>	<u>Manor, TX</u>	<u>78653</u>	<u>North Dallas</u>
	<u>Alfonso Alarcon</u> <u>April Alarcon</u>	<u>PO Box 1044</u>	<u>(972) 679-</u> <u>7131</u>	<u>Manor, TX</u>	<u>78653</u>	<u>Downtown</u> <u>Dallas</u>
	<u>Abigail Drysdale</u>	<u>1751 Run River Westbend Suite</u> <u>200</u>	<u>(682) 374-</u> <u>6733</u>	<u>Fort Worth, TX</u>	<u>76107</u>	<u>Fort Worth</u>
	<u>Emmanuel Ocampo</u>	<u>326 N LBJ Dr #192</u>	<u>(512) 825-</u> <u>7244</u>	<u>San Marcos, TX</u>	<u>78666</u>	<u>San Marcos</u>
	<u>Josh Montana</u>	<u>451 Delta Crest, Maxwell</u>	<u>(210) 793-</u> <u>9651</u>	<u>Maxwell, TX</u>	<u>78656</u>	<u>NE San Antonio</u>
	<u>German Hernandez</u>	<u>401 E Sonterra Blvd, Suite 375,</u> <u>San Antonio, TX</u>	<u>(737) 895-</u> <u>4955</u>	<u>New Braunfels</u> <u>San</u> <u>Antonio, TX</u>	<u>78258</u>	<u>New Braunfels</u>
	<u>Alfonso and April</u> <u>Alarcon Hunter Estes</u>	<u>13055 County Road 4182 W PO</u> <u>Box 1044, Manor, TX 78653</u>	<u>(888) 625-</u> <u>4258</u> <u>(972)</u> <u>679-7131</u>	<u>Dallas</u> <u>Henderson, TX</u>	<u>North</u> <u>Dallas</u> <u>75654</u>	<u>Corpus Christi</u>
	<u>Lincoln Selk and</u> <u>Colton Ivins</u>	<u>444 South 1170 West, Spanish</u> <u>Fork, UT</u>	<u>(801) 800-</u> <u>2968</u>	<u>Utah</u> <del>Salt Lake</del> <u>County Spanish Fork,</u> <u>UT</u>	<u>84660</u>	<u>East</u> <u>SE</u> Salt Lake
	<u>Lincoln Selk and</u> <u>Colton Ivins</u>	<u>444 South 1170 West</u>	<u>(801) 800-</u> <u>2968</u>	<u>Spanish Fork, UT</u>	<u>84660</u>	<u>Provo</u>

**LIST OF FRANCHISEES WHO HAVE SIGNED, BUT NOT YET OPENED FOR BUSINESS**

(as of December 31, ~~2023~~2022)

<del>Tommy Lane</del> <u>Name</u>	<del>9478 Sidesaddle Dr,</del> <del>Address</del> <u>Wilton, CA 95693</u>	<del>Telephone Number</del> <u>(916) 955-2728</u>
<del>Tommy Lane</del> <u>Jennifer Poole</u>	<del>9478 Sidesaddle Dr, 3604 NW</del> <del>Frontage Rd Suite 6-3 Bentonville,</del> <del>AR 72712</del> <u>Wilton, CA 95693</u>	<del>512-689-1550 (916) 955-2728</del>
<del>Greg Tomita</del> <u>Tommy Lane</u>	<del>9478 Sidesaddle Dr, 7135 E.</del> <del>Camelback Rd, Suite 230, PMB</del> <del>#EH10, Scottsdale, AZ 85251</del> <u>Wilton,</u> <u>CA 95693</u>	<del>650-224-6918 (916) 955-2728</del>
<del>Greg Tomita</del> <u>Tommy Lane</u>	<del>9478 Sidesaddle Dr, 7135 E.</del> <del>Camelback Rd, Suite 230, PMB</del> <del>#EH10, Scottsdale, AZ 85251</del> <u>Wilton,</u> <u>CA 95693</u>	<del>650-224-6918 (916) 955-2728</del>
<del>Tony and Gina Schlicks</del> <u>up</u> <del>Greg</del> <del>Tomita</del>	<del>7135 E. Camelback Rd, Suite 230,</del> <del>PMB #EH10, Scottsdale, AZ</del> <del>85251</del> <u>567 Cloisterbane Dr, St Johns,</u> <u>Florida 32259</u>	<del>(904) 295-9335</del> <u>650-224-6918</u>
<del>Phil Myers</del> <u>Greg Tomita</u>	<del>257 Indiana Ave, Ste D7,</del> <del>Valparaiso, IN 46383</del> <u>7135 E.</u> <u>Camelback Rd, Suite 230, PMB</u> <u>#EH10, Scottsdale, AZ 85251</u>	<del>(219) 241-1948</del> <u>650-224-6918</u>
<del>Adam Bumpus</del> <u>Greg Tomita</u>	<del>808 Chestnut St #1007, 7135 E.</del> <del>Camelback Rd, Suite 230, PMB</del> <del>#EH10, Scottsdale, AZ</del> <del>85251</del> <u>Chattanooga, TN 37402</u>	<del>650-224-6918 (865) 936-7090</del>
<del>Tim Harding</del> <u>Jesse Ortega</u>	<del>8776 E Shea Blvd Suite #106-1115</del> <del>Scottsdale, AZ 85260</del> <u>596</u> <u>Sycamore Dr, Conroe, TX 77302</u>	<del>(832) 771-4780 (949) 400-0830</del>
<del>Tommy Lane</del> <u>Jonathan and Mariel</u> <u>Robles</u>	<del>9478 Sidesaddle Drive</del> <del>Wilton, CA 95693</del> <u>402 N. 8th St,</u> <u>Suite 123, Killeen, TX 76541</u>	<del>(916) 955-2728 (787) 444-4771</del>
<del>Tommy Lane</del> <u>Jeremy Seiley</u>	<del>9478 Sidesaddle Drive</del> <del>Wilton, CA 95693</del> <u>363 North Sam</u> <u>Houston Parkway East, Suite</u> <u>1100 #2033, Houston, TX 77060</u>	<del>(916) 955-2728 (409) 719-6254</del>
<del>Jennifer Schoepflin</del> <u>Nicolas</u> <u>Gamarra</u>	<del>6780 West 60th Avenue Unit C1</del> <del>Arvada, CO 80003</del> <u>3206 Longmire</u>	<del>512-925-7808 (979) 324-4210</del>

	<u>Drive A52, College Station, TX 77845</u>	
<u>Ken LaFon</u> <u>Nicolas Gamarra</u>	<u>West San Antonio, TX 6780 West 60th Avenue Unit C1 Arvada, CO 80003</u>	<u>512-925-7808</u> <u>West San Antonio</u>
<u>Damen and Deborah Carlson</u> <u>Nicolas Gamarra</u>	<u>29219 Hay Meadow Ct, 6780 West 60th Avenue Unit C1 Arvada, CO 80003</u> <u>Waller, TX 77484</u>	<u>512-925-7808</u> <u>(832)-443-0698</u>
<u>Damen and Deborah Carlson</u> <u>Eric Johnson</u>	<u>29219 Hay Meadow Ct, 1499 West 120th Ave., Suite 110 Westminster, CO 80234</u> <u>Waller, TX 77484</u>	<u>602-697-0934</u> <u>(832)-443-0698</u>
<u>Yaneli Ortiz</u> <u>Eric Johnson</u>	<u>1499 West 120th Ave., Suite 110 Westminster, CO 80234</u> <u>10535 Emnora Lane, Houston, TX 77043</u>	<u>602-697-0934</u> <u>(254)-733-2621</u>
<u>Lincoln Selk and Colton Ivins</u> <u>Eric Johnson</u>	<u>1499 West 120th Ave., Suite 110 Westminster, CO 80234</u> <u>4444 South 1170 West, Spanish Fork, UT 84660</u>	<u>(801)-800-2968</u> <u>602-697-0934</u>
<u>Lincoln Selk and Colton Ivins</u> <u>Eric Johnson</u>	<u>1499 West 120th Ave., Suite 110 Westminster, CO 80234</u> <u>4444 South 1170 West, Spanish Fork, UT 84660</u>	<u>602-697-0934</u> <u>(801)-800-2968</u>
<u>Eric Johnson</u>	<u>1499 West 120th Ave., Suite 110 Westminster, CO 80234</u>	<u>602-697-0934</u>
<u>Kevin &amp; Jennifer Smith</u>	<u>1521 Concord Pike, Suite 301 Wilmington, DE 19803</u>	<u>302-388-3971</u>
<u>Reginald Dickerson</u>	<u>4544 9th Ave N St. Petersburg, FL 33713</u>	<u>407-780-9731</u>
<u>Tony and Gina Schlicksup</u>	<u>567 Cloisterbane Dr, St Johns, Florida 32259</u>	<u>(904) 295- 9334</u>
<u>Tony and Gina Schlicksup</u>	<u>567 Cloisterbane Dr, St Johns, Florida 32259</u>	<u>(904) 295- 9334</u>
<u>Juan Medina</u>	<u>Cra 55 No 80-238 Ap 3 Barranquilla, Atlantico 08002</u>	<u>786-241-2009</u>
<u>Juan Medina</u>	<u>Cra 55 No 80-238 Ap 3 Barranquilla, Atlantico 08002</u>	<u>786-241-2009</u>
<u>Juan Medina</u>	<u>Cra 55 No 80-238 Ap 3 Barranquilla, Atlantico 08002</u>	<u>786-241-2009</u>
<u>Juan Medina</u>	<u>Cra 55 No 80-238 Ap 3 Barranquilla, Atlantico 08002</u>	<u>786-241-2009</u>
<u>John &amp; Cheryl Baldwin</u>	<u>789 SW Federal Hwy, Suite 202 Stuart, FL 34994-2962</u>	<u>561-676-5350</u>
<u>John &amp; Cheryl Baldwin</u>	<u>789 SW Federal Hwy, Suite 202 Stuart, FL 34994-2962</u>	<u>561-676-5350</u>
<u>John &amp; Cheryl Baldwin</u>	<u>789 SW Federal Hwy, Suite 202 Stuart, FL 34994-2962</u>	<u>561-676-5350</u>
<u>John &amp; Cheryl Baldwin</u>	<u>789 SW Federal Hwy, Suite 202 Stuart, FL 34994-2962</u>	<u>561-676-5350</u>

<a href="#"><u>John &amp; Cheryl Baldwin</u></a>	<a href="#"><u>789 SW Federal Hwy, Suite 202 Stuart, FL 34994-2962</u></a>	<a href="#"><u>561-676-5350</u></a>
<a href="#"><u>John &amp; Cheryl Baldwin</u></a>	<a href="#"><u>789 SW Federal Hwy, Suite 202 Stuart, FL 34994-2962</u></a>	<a href="#"><u>561-676-5350</u></a>
<a href="#"><u>John &amp; Cheryl Baldwin</u></a>	<a href="#"><u>789 SW Federal Hwy, Suite 202 Stuart, FL 34994-2962</u></a>	<a href="#"><u>561-676-5350</u></a>
<a href="#"><u>Davis Hasenour</u></a>	<a href="#"><u>410 South Ware Blvd Suite 800 Tampa, FL 33619</u></a>	<a href="#"><u>407-335-9378</u></a>
<a href="#"><u>Davis Hasenour</u></a>	<a href="#"><u>410 South Ware Blvd Suite 800 Tampa, FL 33619</u></a>	<a href="#"><u>407-335-9378</u></a>
<a href="#"><u>Davis Hasenour</u></a>	<a href="#"><u>410 South Ware Blvd Suite 800 Tampa, FL 33619</u></a>	<a href="#"><u>407-335-9378</u></a>
<a href="#"><u>Davis Hasenour</u></a>	<a href="#"><u>410 South Ware Blvd Suite 800 Tampa, FL 33619</u></a>	<a href="#"><u>407-335-9378</u></a>
<a href="#"><u>Davis Hasenour</u></a>	<a href="#"><u>410 South Ware Blvd Suite 800 Tampa, FL 33619</u></a>	<a href="#"><u>407-335-9378</u></a>
<a href="#"><u>Davis Hasenour</u></a>	<a href="#"><u>410 South Ware Blvd Suite 800 Tampa, FL 33619</u></a>	<a href="#"><u>407-335-9378</u></a>
<a href="#"><u>Michael Bolster</u></a>	<a href="#"><u>1309 Thomasville Rd Suite 2 Tallahassee FL 32303</u></a>	<a href="#"><u>717-448-3085</u></a>
<a href="#"><u>Michael Bolster</u></a>	<a href="#"><u>1309 Thomasville Rd Suite 2 Tallahassee FL 32303</u></a>	<a href="#"><u>717-448-3085</u></a>
<a href="#"><u>Curtis Clinard</u></a>	<a href="#"><u>1343 Main St Suite 705 Sarasota FL 34236</u></a>	<a href="#"><u>(253) 549-8511</u></a>
<a href="#"><u>Carlos Eduardo Riveros</u></a>	<a href="#"><u>200 S. Andrews Ave. Suite 504 Fort Lauderdale, FL 33301</u></a>	<a href="#"><u>(754) 551-7889</u></a>
<a href="#"><u>Carlos Eduardo Riveros</u></a>	<a href="#"><u>200 S. Andrews Ave. Suite 504 Fort Lauderdale, FL 33301</u></a>	<a href="#"><u>(754) 551-7889</u></a>
<a href="#"><u>Carlos Eduardo Riveros</u></a>	<a href="#"><u>200 S. Andrews Ave. Suite 504 Fort Lauderdale, FL 33301</u></a>	<a href="#"><u>(754) 551-7889</u></a>
<a href="#"><u>Carlos Eduardo Riveros</u></a>	<a href="#"><u>200 S. Andrews Ave. Suite 504 Fort Lauderdale, FL 33301</u></a>	<a href="#"><u>(754) 551-7889</u></a>
<a href="#"><u>Carlos Eduardo Riveros</u></a>	<a href="#"><u>200 S. Andrews Ave. Suite 504 Fort Lauderdale, FL 33301</u></a>	<a href="#"><u>(754) 551-7889</u></a>
<a href="#"><u>Juan Medina</u></a>	<a href="#"><u>Cra 55 No 80-238 Ap 3 Barranquilla, Atlantico 08002</u></a>	<a href="#"><u>786-241-2012</u></a>
<a href="#"><u>Michael Bolster</u></a>	<a href="#"><u>1309 Thomasville Rd Suite 2 Tallahassee FL 32303</u></a>	<a href="#"><u>717-448-3085</u></a>
<a href="#"><u>Andrew (AJ) Lotspeich</u></a>	<a href="#"><u>821 Atlanta Street, STE 21 Roswell, GA 30075</u></a>	<a href="#"><u>(678) 368-1526</u></a>
<a href="#"><u>Andrew (AJ) Lotspeich</u></a>	<a href="#"><u>821 Atlanta Street, STE 21 Roswell, GA 30075</u></a>	<a href="#"><u>(678) 368-1526</u></a>
<a href="#"><u>Nidal Daraiseh</u></a>	<a href="#"><u>7131 W 135th Street, #1024, Overland Park, KS 66223</u></a>	<a href="#"><u>832.469.0138</u></a>
<a href="#"><u>Nidal Daraiseh</u></a>	<a href="#"><u>7131 W 135th Street, #1024, Overland Park, KS 66223</u></a>	<a href="#"><u>832.469.0138</u></a>
<a href="#"><u>Nidal Daraiseh</u></a>	<a href="#"><u>7131 W 135th Street, #1024, Overland Park, KS 66223</u></a>	<a href="#"><u>832.469.0138</u></a>



<a href="#"><u>John Brannen</u></a>	<a href="#"><u>7262 State Road Cincinnati, OH 45230</u></a>	<a href="#"><u>513.978.6611</u></a>
<a href="#"><u>Bradley Doster</u></a>	<a href="#"><u>1581 Magnolia Avenue Winter Park, FL 32789</u></a>	<a href="#"><u>407.619.2842</u></a>
<a href="#"><u>Bradley Doster</u></a>	<a href="#"><u>1581 Magnolia Avenue Winter Park, FL 32789</u></a>	<a href="#"><u>407.619.2842</u></a>
<a href="#"><u>Anthony and Sue Arsenault</u></a>	<a href="#"><u>40 Lafayette St suite 2 Yarmouth, ME 04096</u></a>	<a href="#"><u>(207) 809-9469</u></a>
<a href="#"><u>Anthony and Sue Arsenault</u></a>	<a href="#"><u>40 Lafayette St suite 2 Yarmouth, ME 04096</u></a>	<a href="#"><u>(207) 809-9469</u></a>
<a href="#"><u>Anthony and Sue Arsenault</u></a>	<a href="#"><u>40 Lafayette St suite 2 Yarmouth, ME 04096</u></a>	<a href="#"><u>(207) 809-9469</u></a>
<a href="#"><u>Anthony and Sue Arsenault</u></a>	<a href="#"><u>40 Lafayette St suite 2 Yarmouth, ME 04096</u></a>	<a href="#"><u>(207) 809-9469</u></a>
<a href="#"><u>Anthony and Sue Arsenault</u></a>	<a href="#"><u>40 Lafayette St suite 2 Yarmouth, ME 04096</u></a>	<a href="#"><u>(207) 809-9469</u></a>
<a href="#"><u>Anthony and Sue Arsenault</u></a>	<a href="#"><u>40 Lafayette St suite 2 Yarmouth, ME 04096</u></a>	<a href="#"><u>(207) 809-9469</u></a>
<a href="#"><u>Adewunmi Adeyemo</u></a>	<a href="#"><u>5450 Murray Court Waterford MI 48327</u></a>	<a href="#"><u>708.446.4968</u></a>
<a href="#"><u>Adewunmi Adeyemo</u></a>	<a href="#"><u>5450 Murray Court Waterford MI 48327</u></a>	<a href="#"><u>708.446.4968</u></a>
<a href="#"><u>Adewunmi Adeyemo</u></a>	<a href="#"><u>5450 Murray Court Waterford MI 48327</u></a>	<a href="#"><u>708.446.4968</u></a>
<a href="#"><u>Adewunmi Adeyemo</u></a>	<a href="#"><u>5450 Murray Court Waterford MI 48327</u></a>	<a href="#"><u>708.446.4968</u></a>
<a href="#"><u>Adewunmi Adeyemo</u></a>	<a href="#"><u>5450 Murray Court Waterford MI 48327</u></a>	<a href="#"><u>708.446.4968</u></a>
<a href="#"><u>Nidal Daraiseh</u></a>	<a href="#"><u>7131 W 135th Street, #1024, Overland Park, KS 66223</u></a>	<a href="#"><u>832.469.0138</u></a>
<a href="#"><u>Nidal Daraiseh</u></a>	<a href="#"><u>7131 W 135th Street, #1024, Overland Park, KS 66223</u></a>	<a href="#"><u>832.469.0138</u></a>
<a href="#"><u>Ryan Gragg</u></a>	<a href="#"><u>5906 Green Meadow Dr. Greensboro, NC 27410</u></a>	<a href="#"><u>336.337.8964</u></a>
<a href="#"><u>Ryan Gragg</u></a>	<a href="#"><u>5906 Green Meadow Dr. Greensboro, NC 27410</u></a>	<a href="#"><u>336.337.8964</u></a>
<a href="#"><u>Ryan Gragg</u></a>	<a href="#"><u>5906 Green Meadow Dr. Greensboro, NC 27410</u></a>	<a href="#"><u>336.337.8964</u></a>
<a href="#"><u>Ryan Gragg</u></a>	<a href="#"><u>5906 Green Meadow Dr. Greensboro, NC 27410</u></a>	<a href="#"><u>336.337.8964</u></a>
<a href="#"><u>Ryan Gragg</u></a>	<a href="#"><u>5906 Green Meadow Dr. Greensboro, NC 27410</u></a>	<a href="#"><u>336.337.8964</u></a>
<a href="#"><u>Paresh Changela</u></a>	<a href="#"><u>412 Holsten Bank Way, Cary, NC 27519</u></a>	<a href="#"><u>919-369-1356</u></a>
<a href="#"><u>Paresh Changela</u></a>	<a href="#"><u>412 Holsten Bank Way, Cary, NC 27519</u></a>	<a href="#"><u>919-369-1356</u></a>
<a href="#"><u>Paresh Changela</u></a>	<a href="#"><u>412 Holsten Bank Way, Cary, NC 27519</u></a>	<a href="#"><u>919-369-1356</u></a>
<a href="#"><u>Paresh Changela</u></a>	<a href="#"><u>412 Holsten Bank Way, Cary, NC 27519</u></a>	<a href="#"><u>919-369-1356</u></a>

<a href="#"><u>Paresh Changela</u></a>	<a href="#"><u>412 Holsten Bank Way, Cary, NC 27519</u></a>	<a href="#"><u>919-369-1356</u></a>
<a href="#"><u>Paresh Changela</u></a>	<a href="#"><u>412 Holsten Bank Way, Cary, NC 27519</u></a>	<a href="#"><u>919-369-1356</u></a>
<a href="#"><u>Paresh Changela</u></a>	<a href="#"><u>412 Holsten Bank Way, Cary, NC 27519</u></a>	<a href="#"><u>919-369-1356</u></a>
<a href="#"><u>Paresh Changela</u></a>	<a href="#"><u>412 Holsten Bank Way, Cary, NC 27519</u></a>	<a href="#"><u>919-369-1356</u></a>
<a href="#"><u>Bradley Doster</u></a>	<a href="#"><u>1581 Magnolia Avenue Winter Park, FL 32789</u></a>	<a href="#"><u>407.619.2844</u></a>
<a href="#"><u>Anthony and Sue Arsenault</u></a>	<a href="#"><u>40 Lafayette St suite 2 Yarmouth, ME 04096</u></a>	<a href="#"><u>(207) 809-9469</u></a>
<a href="#"><u>Anthony and Sue Arsenault</u></a>	<a href="#"><u>40 Lafayette St suite 2 Yarmouth, ME 04096</u></a>	<a href="#"><u>(207) 809-9469</u></a>
<a href="#"><u>Anthony and Sue Arsenault</u></a>	<a href="#"><u>40 Lafayette St suite 2 Yarmouth, ME 04096</u></a>	<a href="#"><u>(207) 809-9469</u></a>
<a href="#"><u>Anthony and Sue Arsenault</u></a>	<a href="#"><u>40 Lafayette St suite 2 Yarmouth, ME 04096</u></a>	<a href="#"><u>(207) 809-9469</u></a>
<a href="#"><u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u></a>	<a href="#"><u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u></a>	<a href="#"><u>646-283-0646</u></a>
<a href="#"><u>Tawana Nicholas</u></a>	<a href="#"><u>17 Chapman Place, Irvington, New Jersey 07111</u></a>	<a href="#"><u>929.519.3105</u></a>
<a href="#"><u>Tawana Nicholas</u></a>	<a href="#"><u>17 Chapman Place, Irvington, New Jersey 07111</u></a>	<a href="#"><u>929.519.3105</u></a>
<a href="#"><u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u></a>	<a href="#"><u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u></a>	<a href="#"><u>646-283-0646</u></a>
<a href="#"><u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u></a>	<a href="#"><u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u></a>	<a href="#"><u>646-283-0646</u></a>
<a href="#"><u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u></a>	<a href="#"><u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u></a>	<a href="#"><u>646-283-0646</u></a>
<a href="#"><u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u></a>	<a href="#"><u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u></a>	<a href="#"><u>646-283-0646</u></a>
<a href="#"><u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u></a>	<a href="#"><u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u></a>	<a href="#"><u>646-283-0646</u></a>
<a href="#"><u>Andrew Michella</u></a>	<a href="#"><u>837 Timber Ridge Ct Neptun, NJ 07753</u></a>	<a href="#"><u>845-820-1017</u></a>
<a href="#"><u>Andrew Michella</u></a>	<a href="#"><u>837 Timber Ridge Ct Neptun, NJ 07753</u></a>	<a href="#"><u>845-820-1017</u></a>
<a href="#"><u>Andrew Michella</u></a>	<a href="#"><u>837 Timber Ridge Ct Neptun, NJ 07753</u></a>	<a href="#"><u>845-820-1017</u></a>
<a href="#"><u>Andrew Michella</u></a>	<a href="#"><u>837 Timber Ridge Ct Neptun, NJ 07753</u></a>	<a href="#"><u>845-820-1017</u></a>
<a href="#"><u>Andrew Michella</u></a>	<a href="#"><u>837 Timber Ridge Ct Neptun, NJ 07753</u></a>	<a href="#"><u>845-820-1017</u></a>
<a href="#"><u>Andrew Michella</u></a>	<a href="#"><u>837 Timber Ridge Ct Neptun, NJ 07753</u></a>	<a href="#"><u>845-820-1017</u></a>
<a href="#"><u>Jeff Plotkin</u></a>	<a href="#"><u>8 Campus Dr, Suite 105-158 Parsippany, NJ 07054</u></a>	<a href="#"><u>516-712-9397</u></a>
<a href="#"><u>Jeff Plotkin</u></a>	<a href="#"><u>8 Campus Dr, Suite 105-158 Parsippany, NJ 07054</u></a>	<a href="#"><u>516-712-9397</u></a>
<a href="#"><u>Todd Truitt</u></a>	<a href="#"><u>5331 Wateka Drive Dallas, TX 75209</u></a>	<a href="#"><u>817-797-4939</u></a>

<u>Todd Truitt</u>	<u>5331 Wateka Drive Dallas, TX 75209</u>	<u>817-797-4939</u>
<u>Jake Rader &amp; Angelee Phillips</u>	<u>9150 Liberty Cap Ct Las Vegas, NV 89178</u>	<u>435.313.4377</u>
<u>Jake Rader &amp; Angelee Phillips</u>	<u>9150 Liberty Cap Ct Las Vegas, NV 89178</u>	<u>435.313.4377</u>
<u>Jake Rader &amp; Angelee Phillips</u>	<u>9150 Liberty Cap Ct Las Vegas, NV 89178</u>	<u>435.313.4377</u>
<u>Jake Rader &amp; Angelee Phillips</u>	<u>9150 Liberty Cap Ct Las Vegas, NV 89178</u>	<u>435.313.4377</u>
<u>Jake Rader &amp; Angelee Phillips</u>	<u>9150 Liberty Cap Ct Las Vegas, NV 89178</u>	<u>435.313.4377</u>
<u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u>	<u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u>	<u>646-283-0646</u>
<u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u>	<u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u>	<u>646-283-0646</u>
<u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u>	<u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u>	<u>646-283-0646</u>
<u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u>	<u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u>	<u>646-283-0646</u>
<u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u>	<u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u>	<u>646-283-0646</u>
<u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u>	<u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u>	<u>646-283-0646</u>
<u>David Ved, Sumeet Datwani, &amp; Amit Datwani</u>	<u>110 Fieldcrest Ave, 3rd Floor, Edison, NJ 08837</u>	<u>646-283-0646</u>
<u>John Brannen</u>	<u>7262 State Road Cincinnati, OH 45230</u>	<u>513.978.6611</u>
<u>John Brannen</u>	<u>7262 State Road Cincinnati, OH 45230</u>	<u>513.978.6611</u>
<u>John Brannen</u>	<u>7262 State Road Cincinnati, OH 45230</u>	<u>513.978.6611</u>
<u>John Brannen</u>	<u>7262 State Road Cincinnati, OH 45230</u>	<u>513.978.6611</u>
<u>Marvin Kehl</u>	<u>120 S. Lester Lane, Purcell, Oklahoma 73080</u>	<u>405 652-2559</u>
<u>Marvin Kehl</u>	<u>120 S. Lester Lane, Purcell, Oklahoma 73080</u>	<u>405 652-2559</u>
<u>Rodney B. Ewing, Jr.</u>	<u>25362 High Pass Rd Junction City, OR 97448</u>	<u>925.628.9647</u>
<u>Rodney B. Ewing, Jr.</u>	<u>25362 High Pass Rd Junction City, OR 97448</u>	<u>925.628.9647</u>
<u>Rodney B. Ewing, Jr.</u>	<u>25362 High Pass Rd Junction City, OR 97448</u>	<u>925.628.9647</u>
<u>Rodney B. Ewing, Jr.</u>	<u>25362 High Pass Rd Junction City, OR 97448</u>	<u>925.628.9647</u>
<u>Rodney B. Ewing, Jr.</u>	<u>25362 High Pass Rd Junction City, OR 97448</u>	<u>925.628.9647</u>
<u>Adam Mock</u>	<u>590 Pearl Street, Suite 300, Eugene OR, 97401</u>	<u>(503)505-1762</u>
<u>Adam Mock</u>	<u>590 Pearl Street, Suite 300, Eugene OR, 97401</u>	<u>(503)505-1762</u>

<a href="#"><u>Adam Mock</u></a>	<a href="#"><u>590 Pearl Street, Suite 300, Eugene OR, 97401</u></a>	<a href="#"><u>(503)505-1762</u></a>
<a href="#"><u>Adam Mock</u></a>	<a href="#"><u>590 Pearl Street, Suite 300, Eugene OR, 97401</u></a>	<a href="#"><u>(503)505-1762</u></a>
<a href="#"><u>Adam Mock</u></a>	<a href="#"><u>590 Pearl Street, Suite 300, Eugene OR, 97401</u></a>	<a href="#"><u>(503)505-1762</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Brian Beers</u></a>	<a href="#"><u>201 Lackawanna Ave Suite 324 Scranton PA 18503</u></a>	<a href="#"><u>215-847-3773</u></a>
<a href="#"><u>Kevin &amp; Jennifer Smith</u></a>	<a href="#"><u>1521 Concord Pike, Suite 301 Wilmington, DE 19803</u></a>	<a href="#"><u>302-388-3971</u></a>
<a href="#"><u>Tyler Austin</u></a>	<a href="#"><u>454 Parkdale Dr Charleston, SC 29414</u></a>	<a href="#"><u>843-278-4661</u></a>
<a href="#"><u>Tyler Austin</u></a>	<a href="#"><u>454 Parkdale Dr Charleston, SC 29414</u></a>	<a href="#"><u>843-278-4661</u></a>
<a href="#"><u>Jonathan and Erin Wortman</u></a>	<a href="#"><u>1213 W. Morehead St. 5th Floor Charlotte, NC 28208</u></a>	<a href="#"><u>973-336-8673</u></a>
<a href="#"><u>Jonathan and Erin Wortman</u></a>	<a href="#"><u>1213 W. Morehead St. 5th Floor Charlotte, NC 28208</u></a>	<a href="#"><u>973-336-8673</u></a>
<a href="#"><u>Brandon King</u></a>	<a href="#"><u>301 S Perimeter Park Dr. Ste 100, Nashville TN 37211</u></a>	<a href="#"><u>731-616-0823</u></a>
<a href="#"><u>Adam Bumpus &amp; Caden Hill</u></a>	<a href="#"><u>9111 Cross Park Dr, D200 #1036 Knoxville, Tennessee 37923</u></a>	<a href="#"><u>(865) 936- 7090</u></a>
<a href="#"><u>Todd Truitt</u></a>	<a href="#"><u>5331 Wateka Drive Dallas, TX 75209</u></a>	<a href="#"><u>817-797-4939</u></a>
<a href="#"><u>Todd Truitt</u></a>	<a href="#"><u>5331 Wateka Drive Dallas, TX 75209</u></a>	<a href="#"><u>817-797-4939</u></a>
<a href="#"><u>Todd Truitt</u></a>	<a href="#"><u>5331 Wateka Drive Dallas, TX 75209</u></a>	<a href="#"><u>817-797-4939</u></a>
<a href="#"><u>Todd Truitt</u></a>	<a href="#"><u>5331 Wateka Drive Dallas, TX 75209</u></a>	<a href="#"><u>817-797-4939</u></a>
<a href="#"><u>Todd Truitt</u></a>	<a href="#"><u>5331 Wateka Drive Dallas, TX 75209</u></a>	<a href="#"><u>817-797-4939</u></a>

<u>Todd Truitt</u>	<u>5331 Wateka Drive Dallas, TX 75209</u>	<u>817-797-4939</u>
<u>Maria and Hugo Cruz Zarate</u>	<u>22126 Birch Valley Drive</u> <u>Katy, Texas 77450</u>	<u>(832)431-2991</u>
<u>Maria and Hugo Cruz Zarate</u>	<u>22126 Birch Valley Drive</u> <u>Katy, Texas 77450</u>	<u>(832)431-2991</u>
<u>Joe and Cristina Valdez</u>	<u>638 Blakeley Dr., San Antonio, TX</u> <u>78209</u>	<u>(956) 763- 6878</u>
<u>Cody Foster</u>	<u>25420 Kuykendahl Rd Ste B200-131</u> <u>Tomball, Tx 77375</u>	<u>(512) 203-3537</u>
<u>Alfonso &amp; April Alarcon</u>	<u>305 E Boyce St, Manor, TX 78653</u>	<u>(512) 796-1393</u>
<u>Nalini Koduri</u>	<u>6010 W Spring Creek Parkway</u> <u>Plano, TX 75024</u>	<u>(510)299-2330</u>
<u>Nalini Koduri</u>	<u>6010 W Spring Creek Parkway</u> <u>Plano, TX 75024</u>	<u>(510)299-2330</u>
<u>Lincoln Selk and Colton Ivins</u>	<u>444 South 1170 West, Spanish Fork,</u> <u>UT 84660</u>	<u>(801) 800- 2968</u>
<u>Lincoln Selk and Colton Ivins</u>	<u>444 South 1170 West, Spanish Fork,</u> <u>UT 84660</u>	<u>(801) 800- 2968</u>
<u>Melissa Riley</u>	<u>10304 Eaton Pl Ste 100, Fairfax, VA,</u> <u>22030</u>	<u>618-581-5888</u>
<u>Melissa Riley</u>	<u>10304 Eaton Pl Ste 100, Fairfax, VA,</u> <u>22030</u>	<u>618-581-5888</u>
<u>Melissa Riley</u>	<u>10304 Eaton Pl Ste 100, Fairfax, VA,</u> <u>22030</u>	<u>618-581-5888</u>
<u>Melissa Riley</u>	<u>10304 Eaton Pl Ste 100, Fairfax, VA,</u> <u>22030</u>	<u>618-581-5888</u>
<u>Melissa Riley</u>	<u>10304 Eaton Pl Ste 100, Fairfax, VA,</u> <u>22030</u>	<u>618-581-5888</u>

### **LIST OF FRANCHISEES WHO HAVE LEFT THE SYSTEM**

(as of December 31, ~~2023~~2022)

*If you buy this*

<u>Name</u>	<u>Address</u>	<u>Phone Number</u>	<u>City/State</u>	<u>Zip Code</u>	<u>Reason</u>
<u>Phil Myers</u>	<u>257 Indiana Ave. Sute D7</u>	<u>(219) 241-1948</u>	<u>Valparaiso, IN</u>	<u>46383</u>	<u>Transfer / Ceased Operations*</u>
<u>Chad Fancher</u>	<u>608 Parkview Street</u>	<u>(903) 736-8398</u>	<u>St. Kilgore, TX</u>	<u>75662</u>	<u>Transfer</u> <u>(Louisiana Territory)</u>
<u>Gil, Monica, and</u> <u>Jake Jimenez</u>	<u>147 Country Air Dr.</u>	<u>(512) 914-7766</u>	<u>Bastrop, TX</u>	<u>78602</u>	<u>Transfer</u>
<u>Chad Fancher</u>	<u>14493 S Padre Island Drive, Suite</u> <u>A 5027</u>	<u>(361) 933-7636</u>	<u>Corpus Christi, TX</u>	<u>78418</u>	<u>Transfer</u>

<u>Chad Fancher</u>	<u>2101 S Wiley Ave</u>	<u>(409) 289-4976</u>	<u>Tyler, TX</u>	<u>75701</u>	<u>Transfer</u>
<u>Donald Nguyen</u>	<u>7102 W Sam Houston Parkway N., Suite 224</u>	<u>(713) 577-9677</u>	<u>Houston, TX</u>	<u>77040</u>	<u>Reacquisition</u>
<u>Donald Nguyen</u>	<u>7102 W Sam Houston Parkway N., Suite 224</u>	<u>(713) 577-9677</u>	<u>Houston, TX</u>	<u>77040</u>	<u>Reacquisition</u>
<u>Jeremy Seiley</u>	<u>363 North Sam Houston Parkway N., Suite 224</u>	<u>(409) 719-6254</u>	<u>Houston, TX</u>	<u>78245</u>	<u>Transfer</u>
<u>Jeremy Seiley</u>	<u>363 North Sam Houston Parkway N., Suite 224</u>	<u>(409) 719-6254</u>	<u>Houston, TX</u>	<u>78245</u>	<u>Reacquisition</u>
<u>Jeremy Seiley</u>	<u>363 North Sam Houston Parkway N., Suite 224</u>	<u>(409) 719-6254</u>	<u>Houston, TX</u>	<u>78245</u>	<u>Reacquisition</u>
<u>Daniel Kim</u>	<u>4400 State Highway 121, Suite 300</u>	<u>(469) 360-1155</u>	<u>Lewisville, TX</u>	<u>75056</u>	<u>Reacquisition</u>
<u>Daniel Kim</u>	<u>4400 State Highway 121, Suite 300</u>	<u>(469) 360-1155</u>	<u>Lewisville, TX</u>	<u>75056</u>	<u>Reacquisition</u>
<u>Rocky Nudurupati</u>	<u>130 N. Preston Road, Suite 459</u>	<u>(469) 213-1838</u>	<u>Prosper, TX</u>	<u>75058</u>	<u>Reacquisition</u>
<u>Benin Mbose &amp; Matondo Nzombo</u>	<u>443 Round Lake Drive</u>	<u>(770) 771-1299</u>	<u>Rosenberg, TX</u>	<u>77469</u>	<u>Transfer</u>
<u>Ken Lafon</u>	<u>1627 Afterlight Drive</u>	<u>(970) 825-4592</u>	<u>San Antonio, TX</u>	<u>78245</u>	<u>Transfer</u>

\*This franchisee started operating in Indiana and thereafter transferred to franchise, your contact information may be disclosed to other buyers when you leave to a new franchise who relocated the franchise system to Texas.

If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

**None.**

## EXHIBIT G

### STATE ADDENDA

#### **CALIFORNIA ADDENDUM TO THE FRANCHISE AGREEMENT AND MULTI-UNIT ~~DEVELOPMENT AGREEMENT~~ ADDENDUM**

1. California Business and Professions Code Sections 20000 through 20043 provide rights to you concerning termination, transfer or non-renewal of a franchise. If the Franchise Agreement or Multi-Unit ~~Development Agreement~~ Addendum contains provisions that are inconsistent with the law, the law will control.
2. The Franchise Agreement ~~and Multi-Unit Development Agreement~~ provide~~provides~~ for termination upon bankruptcy. This provision may not be enforceable under Federal Bankruptcy Law (11 U.S.C.A. Sec. 101 et seq.).
3. The Franchise Agreement ~~and Multi-Unit Development Agreement~~ contains~~contain~~ covenants not to compete which extend beyond the termination of the agreements. These provisions may not be enforceable under California law.
4. Section 31125 of the California Corporation Code requires the franchisor to provide you with a disclosure document before asking you to agree to a material modification of an existing franchise.
6. Neither the franchisor, any person in Item 2 of the Disclosure Document, or any franchise broker is 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.A. 79a et seq., suspending or expelling such persons from membership in such association or exchange.
7. You must sign a general release if you renew or transfer your franchise. California Corporation 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).
8. 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 DISCLOSURE DOCUMENT AT LEAST 14 DAYS PRIOR TO EXECUTION OF AGREEMENT.
9. Pursuant to CA Corp Code § 31512.1 any provision of a franchise agreement, franchise disclosure document, acknowledgment, questionnaire, or other writing, including any exhibit thereto, disclaiming or denying any of the following shall be deemed contrary to public policy and shall be void and unenforceable:
  - (a) Representations made by the franchisor or its personnel or agents to a prospective franchisee.
  - (b) Reliance by a franchisee on any representations made by the franchisor or its personnel or agents.
  - (c) Reliance by a franchisee on the franchise disclosure document, including any exhibit thereto.

- (d) Violations of any provisions of this division.
10. The registration of this franchise offering by the California Department of Financial Protection and Innovation does not constitute approval, recommendation, or endorsement by the commissioner.
11. California law requires that you obtain a contractor's license of the California Contractors State License Board (CSLB) if the total cost (labor and materials) of one or more contracts on the project is \$500 or more. Licenses may be issued to individuals, partnerships, corporations, or joint ventures. The CSLB does not issue licenses to Limited Liability Companies (LLCs).
12. You will not receive an exclusive territory. You may face competition from other franchisees, from outlets that we own, or from other channels of distribution or competitive brands that we control.
13. OUR WEBSITE, [www.that1painterfranchise.com](http://www.that1painterfranchise.com), HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION. ANY COMPLAINTS CONCERNING THE CONTENT OF THIS WEBSITE MAY BE DIRECTED TO THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION AT [www.dfpi.ca.gov](http://www.dfpi.ca.gov).
4414. No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.
15. The Department has determined that we, the franchisor, have not demonstrated we are adequately capitalized and/or that we must rely on franchise fees to fund our operations. The Commissioner has imposed a fee deferral condition, which requires that we defer the collection of all initial fees from California franchisees until we have completed all of our pre-opening obligations and you are open for business. For California franchisees who sign a ~~development agreement~~Multi-Unit Addendum, the payment of the development and initial fees attributable to a specific unit in your development schedule is deferred until that unit is open.

The parties hereto have duly executed, sealed and delivered this Addendum dated this day of \_\_\_\_\_

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_



Title:\_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name:\_\_\_\_\_

\_\_\_\_\_  
Name:\_\_\_\_\_

**ADDENDUM TO THE FRANCHISE DISCLOSURE DOCUMENT  
PURSUANT TO THE ILLINOIS FRANCHISE DISCLOSURE ACT**

Illinois law shall apply to and govern the Franchise Agreement.

In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a franchise agreement that designates jurisdiction and venue in a forum outside of the State of Illinois is void. However, a franchise agreement may provide for arbitration to take place outside of Illinois.

Franchisee's right upon Termination and Non-Renewal are set forth in sections 19 and 20 of the Illinois Franchise Disclosure Act.

In conformance with section 41 of the Illinois Franchise Disclosure Act, 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 is void.

No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Payment of Initial Franchise/Development Fees will be deferred until Franchisor has met its initial obligations to franchisee, and franchisee has commenced doing business. This financial assurance requirement was imposed by the Office of the Illinois Attorney General due to Franchisor's financial condition.

**ADDENDUM TO THE FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF ILLINOIS**

In recognition of the requirements of the Illinois Franchise Disclosure Act, 815 ILCS §§ 705/1 et seq. (1987) (the “Act”), which govern the attached That 1 Painter Franchising LLC Franchise Agreement (the “Franchise Agreement”), the parties thereto agree as follows:

1. To the extent of any inconsistencies, the Franchise Agreement is hereby amended to further state:

“Section 4 of the Act provides that no franchisee shall be required to litigate any cause of action, with the exception of arbitration proceedings, arising under the Franchise Agreement or the Act outside of the State of Illinois.”

2. To the extent of any inconsistencies, the Franchise Agreement is hereby amended to further state:

“Illinois law governs the terms of this Franchise Agreement.”

3. To the extent of any inconsistencies, the Franchise Agreement is hereby amended to further state:

“Section 41 of the Act provides that any condition, stipulation, or provision purporting to bind Franchisee to waive compliance with any provision of the Act, or any other Illinois law is void. The foregoing requirement, however, shall not prevent Franchisee from entering into a settlement agreement or executing a general release regarding a potential or actual lawsuit filed under any of the provisions of the Act, and shall not prevent the arbitration of any claim pursuant to the provisions of Title 9 of the United States Code.”

4. To the extent of any inconsistencies, the Franchise Agreement is hereby amended to further state:

“To the extent any provision regarding termination or renewal of the Franchise Agreement is inconsistent with the Illinois Franchise Disclosure Act §§ 815 ILCS §§ 705/19 and 705/20, the provisions of these sections of the Act will control.”

5. Each provision of this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Act are met independently without reference to this Addendum.

6. No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

7. Payment of the Initial Franchise/Development Fees will be deferred until Franchisor has met its initial obligations to franchisee, and franchisee has commenced doing business. This financial assurance requirement was imposed by the Office of the Illinois Attorney General due to Franchisor’s financial condition.

The parties hereto have duly executed this Illinois Addendum to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

**ADDENDUM TO THE MULTI-UNIT ~~DEVELOPMENT AGREEMENT~~ ADDENDUM**  
**PURSUANT TO THE ILLINOIS FRANCHISE DISCLOSURE ACT**

Illinois law governs the Franchise Agreement.

In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a franchise agreement that designates jurisdiction and venue in a forum outside of the State of Illinois is void. However, a franchise agreement may provide for arbitration to take place outside of Illinois.

Your rights upon Termination and Non-Renewal of an agreement are set forth in sections 19 and 20 of the Illinois Franchise Disclosure Act.

In conformance with section 41 of the Illinois Franchise Disclosure Act, 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.

No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Payment of Initial Franchise/Development Fees will be deferred until Franchisor has met its initial obligations to franchisee, and franchisee has commenced doing business. This financial assurance requirement was imposed by the Office of the Illinois Attorney General due to Franchisor's financial condition.

The parties hereto have duly executed this Illinois Addendum to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

**ADDENDUM TO THE FRANCHISE DISCLOSURE DOCUMENT PURSUANT TO  
THE INDIANA FRANCHISE DISCLOSURE LAW AND THE  
INDIANA DECEPTIVE FRANCHISE PRACTICES ACT**

The Indiana Securities Commissioner requires that certain provisions contained in franchise documents be amended to be consistent with Indiana law, including the Indiana Franchises Act, Ind. Code Ann. §§ 1 - 51 (1994) and the Indiana Deceptive Franchise Practices Act, Ind. Code Ann. § 23-2-2.7 (1985) (collectively referred to as the “Acts”). To the extent that (a) the jurisdictional requirements of the Acts are met and (b) this Franchise Disclosure Document and Franchise Agreement contain provisions that are inconsistent with the following, such provisions are hereby amended:

- (a) To the extent the Franchise Agreement contains provisions allowing the establishment of franchisor-owned outlets that are inconsistent with the Indiana Deceptive Franchise Practices Act § 23-2-2.7(2), the requirements of this section of the Indiana Act will control.
- (b) The franchisor may not make any substantial modification of the Franchise Agreement without the franchisee’s written consent.
- (c) To the extent any provision regarding renewal or termination of the Franchise Agreement is inconsistent with the Indiana Deceptive Franchise Practices Act §§ 23-2-2.7(7) and (8), the provisions of these sections of the Indiana Act will control.
- (d) Any requirement in the Franchise Agreement that requires the franchisee to prospectively assent to a release, assignment, novation, wavier or estoppel shall not relieve any person from liability arising under the Acts.
- (e) To the extent the covenants not to compete upon expiration or termination of the Franchise Agreement are inconsistent with the Indiana Deceptive Franchise Practices Act § 23-2-2.7(9), the provisions of this section of the Indiana Act will control.
- (f) To the extent that any provision of the Franchise Agreement would be deemed unenforceable pursuant to the Indiana Deceptive Franchise Practices Act § 23-2-2.7(10), as this section of the Indiana Act is interpreted and applied, such provision of the Franchise Agreement shall be so deleted therefrom.

No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

**ADDENDUM TO THE FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE STATE OF MARYLAND**

The Office of Attorney General for the State of Maryland requires that certain provisions contained in franchise documents be amended to be consistent with Maryland Franchise Registration and Disclosure Law, Md. Code Ann., Bus. Reg. § 14-201 et seq., and of the Rules and Regulations promulgated under the Act (collectively the “Maryland Franchise Law”). To the extent that this Disclosure Document or Franchise Agreement contains provisions that are inconsistent with the following, such provisions are hereby amended:

1. No requirement that you agree to any release, assignment, novation, estoppel or waiver of liability as a condition to your purchasing a That 1 Painter franchise shall act as a release, estoppel or waiver of any liability under the Maryland Franchise Law.
2. Item 17 is amended to state:
  - (a) Any claims arising under the Maryland Franchise Law must be brought within three (3) years after the grant of the franchise.
  - (b) Any general release required by the terms and conditions of the Franchise Agreement as a condition of renewal, assignment or transfer shall not apply to any liability under the Maryland Franchise Law.
  - (c) Our right to terminate you upon your bankruptcy may not be enforceable under federal bankruptcy law (11 U.S.C. §101 *et. seq.*).
  - (d) Nothing herein shall waive your right to file a lawsuit alleging a cause of action arising under the Maryland Franchise Law in any court of competent jurisdiction in the State of Maryland.

No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

**THE REGISTRATION OF THIS FRANCHISE DISCLOSURE DOCUMENT WITH MARYLAND SECURITIES DIVISION OF THE OFFICE OF ATTORNEY GENERAL DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION, OR ENDORSEMENT BY THE SECURITIES COMMISSIONER.**



**ADDENDUM TO THE THAT 1 PAINTER FRANCHISE AGREEMENT  
REQUIRED BY THE STATE OF MARYLAND**

In recognition of the requirements of the Maryland Franchise Registration and Disclosure Law, Md. Code Ann., Bus. Reg. § 14-201 et seq., and of the Rules and Regulations promulgated thereunder, the parties to the attached That 1 Painter Franchise Agreement (the “Franchise Agreement”) agree as follows:

1. The Maryland Franchise Registration and Disclosure Law prohibits a franchisor from requiring a franchisee’s assent to a release of liability under that Law as a condition for the sale, renewal, assignment or transfer of the franchise. To the extent of any inconsistencies with the Maryland Franchise Registration and Disclosure Law contained in Article 5 or Section 16.3 of the Franchise Agreement, such inconsistent provisions are hereby deleted.

2. To the extent of any inconsistencies, Section 17.1 of the Franchise Agreement is hereby amended to further state:

“Our right to terminate you upon your bankruptcy, however, may not be enforceable under federal bankruptcy law (11 U.S.C. §101 *et. seq.*).”

3. To the extent of any inconsistencies, Section 20.3 of the Franchise Agreement is hereby amended to further state:

“Nothing herein shall waive your right to file a lawsuit alleging a cause of action arising under the Maryland Franchise Law in any court of competent jurisdiction in the State of Maryland.”

4. To the extent of any inconsistencies, Section 20.6 of the Franchise Agreement is hereby amended to further state:

“Any claims arising under the Maryland Franchise Law must be brought within three (3) years after the grant of the franchise.”

5. All representations requiring prospective franchisees to assent to a release, estoppel or waiver of liability are not intended to nor shall they act as a release, estoppel or waiver of any liability incurred under the Maryland Franchise Registration and Disclosure Law.

6. No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

7. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Maryland Franchise Registration and Disclosure Law, Md. Code Ann., Bus. Reg. § 14-201 et seq., are met independently without reference to this Amendment.

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.

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

## **ADDENDUM REQUIRED BY THE STATE OF MINNESOTA**

This addendum to the Disclosure Document is agreed to this day of \_\_\_\_\_, and effectively amends and revises said Disclosure Document, Franchise Agreement and Multi-Unit ~~Development Agreement~~Addendum as follows:

1. Item 13 of the Disclosure Document and Article 7 of the Franchise Agreement are amended by the addition of the following language to the original language that appears therein:

“In accordance with applicable requirements of Minnesota law, Franchisor shall protect Franchisee’s right to use the trademarks, service marks, trade names, logos or other commercial symbols and/or shall indemnify Franchisee from any loss, costs or expenses arising out of any claim, suit or demand regarding such use.”

2. Item 17 of the Disclosure Document, Articles 4 and 17 of the Franchise Agreement and Article ~~417~~ of the Multi-Unit ~~Development Agreement~~Addendum are amended by the addition of the following language to the original language that appears therein:

“With respect to franchises governed by Minnesota law, the franchisor will comply with Minnesota Statutes Sec. 80C.14, Subds.3, 4 and 5, which require (except in certain specified cases) that a franchisee be given 90 days’ notice of termination (with 60 days to cure) and 180 days’ notice for non-renewal of the franchise agreement and that consent to the transfer of the franchise will not be unreasonably withheld.”

3. Item 17 of the Disclosure Document, Article 20 of the Franchise Agreement and ~~Article 8~~Articles 18 and 19 of the Multi-Unit ~~Development Agreement~~Addendum are amended by the addition of the following language to amend the Governing Law, Jurisdiction and Venue, and Choice of Forum sections:

“Minn. Stat. Sec. 80C.21 and Rule 2860.4400(J) prohibit the franchisor from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring the franchisee to consent to liquidated damages, termination penalties or judgment notes. In addition, nothing in the Franchise Disclosure Document or agreements can abrogate or reduce any of the franchisee’s rights as provided for in Minnesota Statutes, Chapter 80C, or franchisee’s rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.”

4. Item 17 of the Disclosure Document, Articles 4 and 16 of the Franchise ~~Agreement and Article 6 of the Multi-Unit Development~~ Agreement are amended by the addition of the following language to the original language that appears therein:

“Minn. Rule 2860.4400D prohibits us from requiring you to assent to a general release.”

5. Article 20 of the Franchise Agreement and Section ~~8.219~~ of the Multi-Unit ~~Development Agreement~~Addendum are hereby amended to comply with Minn. Rule 2860.4400J which prohibits waiver of a jury trial.

7. Article 20 of the Franchise Agreement ~~and Section 8.5 of the Multi-Unit Development Agreement regarding Limitations of Claims~~ is hereby amended to comply with Minn. Stat. §80C.17, Subd. 5.

8. Under Minn. Rule 2860.440J, the franchisee cannot consent to the franchisor obtaining injunctive relief. The franchisor may seek injunctive relief. A court will determine if a bond is required. Article 20 of the Franchise Agreement ~~and Section 7.7 of the Multi Unit Development Agreement are~~is hereby amended accordingly.

9. NSF checks are governed by Minnesota Statute 604.113, which puts a cap of \$30 on service charges.

10. No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

The parties hereto have duly executed this Minnesota Addendum on the same date as that on which the Franchise Agreement was executed.

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

**NEW YORK ADDENDUM TO FRANCHISE DISCLOSURE DOCUMENT**

1. The following information is added to the cover page of the Franchise Disclosure Document:

**INFORMATION COMPARING FRANCHISORS IS AVAILABLE. CALL THE STATE ADMINISTRATORS LISTED IN EXHIBIT A OR YOUR PUBLIC LIBRARY FOR SOURCES OF INFORMATION. REGISTRATION OF THIS FRANCHISE BY NEW YORK STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THIS FRANCHISE DISCLOSURE DOCUMENT. IF YOU LEARN THAT ANYTHING IN THIS DISCLOSURE DOCUMENT IS UNTRUE, CONTACT THE FEDERAL TRADE COMMISSION AND THE NEW YORK STATE DEPARTMENT OF LAW, INVESTOR PROTECTION BUREAU, 28 LIBERTY STREET, 21<sup>ST</sup> FLOOR, NEW YORK, NEW YORK 10005. THE FRANCHISOR MAY, IF IT CHOSE, 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, a person identified in Item 2, or an affiliate offering franchises under the franchisor's principal trademark:

A. No such party has an administrative, criminal or civil action pending against that person alleging: a felony, a violation of a franchise, antitrust, or securities law, fraud, embezzlement, fraudulent conversion, misappropriation of property, unfair or deceptive practices, 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. No such party has been convicted of a felony or pleaded nolo contendere to a felony charge or, within the 10 year period immediately preceding the application for registration, has been convicted of or pleaded nolo contendere to a misdemeanor charge or has been the subject of a civil action alleging: violation of a franchise, antifraud, or securities law; fraud; embezzlement; fraudulent conversion or misappropriation of property; or unfair or deceptive practices or comparable allegations.

D. No such party is subject to a 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; 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.

3. The following is added to the end of Item 4:

Neither the franchisor, its affiliate, its predecessor, officers, or general partner during the 10-year period immediately before the date of the offering circular: (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 of its debts under the U.S. Bankruptcy Code during or within 1 year after that officer or general partner of the franchisor held this position in the company or partnership.

4. The following is added to the end of Item 5:

The initial franchise fee constitutes part of our general operating funds and will be used as such in our discretion.

5. 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.

6. The following language replaces the “Summary” section of Item 17(d), titled “**Termination by franchisee**”:

You may terminate the agreement on any grounds available by law.

7. The following is added to the end of the “Summary” section of Item 17(j), titled “**Assignment of contract by franchisor**”:

However, no assignment will be made except to an assignee who in good faith and judgment of the franchisor, is willing and financially able to assume the franchisor’s obligations under the Franchise Agreement.

8. The following is added to the end of the “Summary” sections of Item 17(v), titled “**Choice of forum**”, and Item 17(w), titled “**Choice of law**”:

The foregoing choice of law should not be considered a waiver of any right conferred upon the franchisor or upon the franchisee by Article 33 of the General Business Law of the State of New York.

## **NEW YORK RIDER TO THAT 1 PAINTER FRANCHISING LLC FRANCHISE AGREEMENT**

THIS RIDER TO THE FRANCHISE AGREEMENT FOR NEW YORK (“Rider”) is entered into by and between That 1 Painter Franchising LLC, a Texas limited liability company, with its principal office at ~~2851 Joe DiMaggio Boulevard, #14, Round Rock, Texas, 78665~~ 12357-C Riata Trace Parkway, Suite 150-200, Austin, Texas 78727 (“we,” “us” or “our”), and \_\_\_\_\_, a \_\_\_\_\_ (“you” or “your”), whose principal business address is \_\_\_\_\_.

WHEREAS, we and you have entered into a certain Franchise Agreement dated \_\_\_\_\_, which grants you the right to operate a That 1 Painter franchise (the “Franchise Agreement”);

WHEREAS, you are domiciled in New York and the That 1 Painter franchise will be located in New York, and/or any of the offering or sales activity relating to the Franchise Agreement occurred in the State of New York; and

WHEREAS, in recognition of the requirements of the General Business Law of the State of New York, Article 33, Sections 680-695, we and you desire to amend certain terms of the Franchise Agreement in accordance with the terms and conditions contained in this Rider.

NOW THEREFORE, in consideration of the mutual covenants and agreements contained in the Franchise Agreement and this Rider and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, we and you agree as follows:

1. Sections 5.2.5 and 16.3.6 of the Franchise Agreement are amended by adding the following language to each Section:

However, to the extent required by applicable law, notwithstanding the signing of a General Release, 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.

2. Section 16.1.1 of the Franchise Agreement is amended by adding the following language to this Section:

However, to the extent required by applicable law, Franchisor will not transfer and assign its rights and obligations under the Franchise Agreement unless the transferee will be able to perform the Franchisor’s obligations under the Franchise Agreement, in Franchisor’s good faith judgment.

3. Section 20.3 of the Franchise Agreement is amended by adding the following language:

New York Law governs any cause of action which arises under the New

York General Business Law, Article 33, Sections 680-695. The provisions of this Franchise Agreement shall not be deemed a waiver of any rights conferred upon Franchisee by Article 33 of the General Business Law of the State of New York and the regulations issued thereunder.

~~4.4.~~ No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

5. In the event of any conflict between a provision of the Franchise Agreement and this Rider, the provision of this Rider shall control. All terms which are capitalized in this Rider and not otherwise defined, will have the meanings given to them in the Franchise Agreement. Except as amended by this Rider, the Franchise Agreement is unmodified and in full force and effect in accordance with its terms.

5. Each provision of this Rider will be effective only to the extent that the jurisdictional requirements of the New York General Business Law, Article 33, Sections 680-695 are met independent of this Rider.

The parties hereto have duly executed this New York Rider to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_



**ADDENDUM TO THE THAT 1 PAINTER FRANCHISING LLC FRANCHISE DISCLOSURE DOCUMENT, MULTI-UNIT ~~DEVELOPMENT AGREEMENT~~ADDENDUM, AND FRANCHISE AGREEMENT REQUIRED BY THE STATE OF NORTH DAKOTA**

The North Dakota Securities Commissioner requires that certain provisions contained in franchise documents be amended to be consistent with North Dakota law, including the North Dakota Franchise Investment Law, NDCC § 51-19 *et seq.* (“NDFIL”). To the extent that (a) the jurisdictional requirements of the NDFIL are met and (b) this Franchise Disclosure Document and Franchise Agreement contain provisions that are inconsistent with the following, such provisions are hereby amended:

1. Covenants not to compete upon termination or expiration of the franchise agreement are subject to NDCC § 9-08-06.
2. To the extent required by the NDFIL, arbitration proceedings shall take place at a location mutually agreed upon by you and us.
3. Any requirement that you consent to liquidated damages or termination penalties shall not apply to the extent prohibited by the NDFIL;
4. Any requirement that you consent to (i) the jurisdiction of courts outside of North Dakota, (ii) the application of laws of a state other than North Dakota, (iii) waiver of jury trial or (iv) waiver of exemplary and punitive damages shall not apply to the extent prohibited by the NDFIL;
5. Any release required as a condition to a renewal of the franchise agreement shall not apply to the extent prohibited by the NDFIL;
6. Any requirement that you consent to a limitation of claims shall not apply to the extent prohibited by the NDFIL. As applicable, the statute of limitations under North Dakota law shall control.
7. The prevailing party in any enforcement action is entitled to recover all costs and expenses, including attorney's fees.
8. Item 17(u) of the Disclosure Document and Section ~~40.114~~ of the Multi-Unit ~~Development Agreement~~Addendum are amended to provide the site of arbitration or mediation be agreeable to all parties and may not be remote from the franchisee's place of business.
9. Item 17(v) of the Disclosure Document, Section 20.3 of the Franchise Agreement and Section ~~40.2 and 40.319~~ of the Multi-Unit ~~Development Agreement~~Addendum are amended to delete the provision that franchisees must consent to the jurisdiction of courts in Texas.
10. Item 17 (w) of the Disclosure Document, Section 20.3 of the Franchise Agreement, and Section ~~40.2 and 40.318~~ of the Multi-Unit ~~Development Agreement~~Addendum are amended to delete the provision that the agreement shall be construed according to the laws of the State of Texas.
10. Section 20.5 of the Franchise Agreement ~~and Section 40.4 of the Multi-Unit Development Agreement~~ are amended to delete the provision that franchisees consent to a waiver of exemplary and punitive

damages.

11. Section 20.7 of the Franchise ~~Agreement and Section 10.5 of the Multi-Unit Development~~ Agreement requires the franchisee to consent to a limitation of claims within one year. This provision is amended to read the statute of limitations under North Dakota Law will apply.
12. Item 5 of the Disclosure Document, Section 6 of the Franchise Agreement, and Section ~~42~~ of the Multi-Unit ~~Development Agreement~~ Addendum are amended to state that a fee deferral is applied until all initial obligations owed to franchisee under the franchise agreement or other documents have been fulfilled by the franchisor and the franchisee has commenced doing business pursuant to the franchise agreement.
13. No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

The parties hereto have duly executed this North Dakota Addendum to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

**ADDENDUM TO THE THAT 1 PAINTER FRANCHISING LLC FRANCHISE DISCLOSURE  
DOCUMENT REQUIRED BY THE STATE OF RHODE ISLAND**

In recognition of the requirements of the Rhode Island Franchise Investment Act, the Franchise Disclosure Document of That 1 Painter Franchising LLC (“we,” “us,” or “our”) for use in the State of Rhode Island shall be amended to include the following:

1. Items 17v. and 17w., under the provisions entitled “Choice of law” and “Choice of forum,” shall be supplemented with the following language:

However, you may sue us in Rhode Island for claims arising under the Rhode Island Franchise Investment Act.

2. Item 17 shall be supplemented by the addition of the following language at the end of Item 17:

Section 19-28.1-14 of the Rhode Island Franchise Investment Act provides that “A provision in a franchise agreement restricting jurisdiction or venue to a forum outside this state or requiring the application of the laws of another state is void with respect to a claim otherwise enforceable under this Act.”

3. No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

3.4. Each provision of this Addendum to the Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Rhode Island Franchise Investment Act are met independently without reference to this Addendum to the Disclosure Document.

**ADDENDUM TO THE THAT 1 PAINTER FRANCHISING LLC  
FRANCHISE AGREEMENT REQUIRED BY THE STATE OF RHODE ISLAND**

In recognition of the requirements of the Rhode Island Franchise Investment Act, the parties to the attached That 1 Painter Franchising LLC Franchise Agreement (the “Franchise Agreement”) agree as follows:

1. The following language shall be added at the end of Section 20.3 of the Franchise Agreement:

Notwithstanding the above, Rhode Island franchisees are permitted to bring a lawsuit in Rhode Island for claims arising under the Rhode Island Franchise Investment Act.

~~22.~~ No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

3. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Rhode Island Franchise Investment Act are met independently without reference to this Amendment.

The parties hereto have duly executed this Rhode Island Addendum to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

**ADDENDUM REQUIRED BY THE STATE OF SOUTH DAKOTA**

In the State of South Dakota, we will defer the payment of the initial franchise fee, development fee and any other initial payment until all of our material pre-opening obligations have been satisfied and until you open your business and it is operating. However, you must execute the Franchise Agreement prior to looking for a site or beginning training.

No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

The parties hereto have duly executed, sealed and delivered this Addendum dated \_\_\_\_\_

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

## **VIRGINIA ADDENDUM TO FRANCHISE DISCLOSURE DOCUMENT**

The following statements are added to Item 17.h.

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 grounds for default or termination stated in the franchise 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.

Pursuant to Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a Franchisor to use undue influence to induce a franchisee to surrender any right given to him under the franchise. If any provision of the Franchise Agreement involves the use of undue influence by the franchisor to induce a franchisee to surrender any rights given to him under the franchise, that provision may not be enforceable.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

**ADDENDUM TO THE FRANCHISE AGREEMENT AND MULTI-UNIT DEVELOPMENT  
AGREEMENT ADDENDUM REQUIRED BY THE STATE OF VIRGINIA**

The following statements are added to Item 17.h.

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 grounds for default or termination stated in the franchise 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.

Pursuant to Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a Franchisor to use undue influence to induce a franchisee to surrender any right given to him under the franchise. If any provision of the Franchise Agreement involves the use of undue influence by the franchisor to induce a franchisee to surrender any rights given to him under the franchise, that provision may not be enforceable.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

The parties hereto have duly executed this Virginia Addendum on the same date as that on which the Franchise Agreement was executed.

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_



**ADDENDUM TO THE FRANCHISE DISCLOSURE DOCUMENT  
REQUIRED BY THE STATE OF WASHINGTON**

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.

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.

In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site 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 or mediator at the 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, in Washington.

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

Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.

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.

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.

The relevant provisions of the Franchise Agreement are revised such that the franchisor will defer collection of the initial franchise fee until the franchisor has fulfilled its initial pre-opening obligations to the franchisee and the franchisee is open for business.

Attachment 1 to the Franchise Agreement ("Franchisee Acknowledgement Statement") is revised such that the franchisee initial the following statements numbered 4, 5, and 12 do not apply.

The relevant provisions of the Multi-Unit ~~Development Agreement~~Addendum are revised such that the deferral of the Development Fee will be pro-rated, such that the franchisee will pay the franchisor the Fee proportionally upon the opening of each unit franchise.

No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

**ADDENDUM TO THE FRANCHISE AGREEMENT AND MULTI-UNIT DEVELOPMENT  
AGREEMENT ADDENDUM REQUIRED BY THE STATE OF WASHINGTON**

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.

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.

In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site 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 or mediator at the 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, in Washington.

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

Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.

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.

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.

The relevant provisions of the Franchise Agreement are revised such that the franchisor will defer collection of the initial franchise fee until the franchisor has fulfilled its initial pre-opening obligations to the franchisee and the franchisee is open for business.

Attachment 1 to the Franchise Agreement ("Franchisee Acknowledgement Statement") is revised such that the franchisee initial the following statements numbered 4, 5, and 12 do not apply.

The relevant provisions of the Multi-Unit ~~Development Agreement~~Addendum are revised such that the deferral of the Development Fee will be pro-rated, such that the franchisee will pay the franchisor the Fee proportionally upon the opening of each unit franchise.

No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Sections 11.1 and 11.4 of the Multi-Unit ~~Development Agreement~~Addendum are revised such that they do not apply.

The parties hereto have duly executed this Washington Addendum on the same date as that on which the Franchise Agreement was executed.

FRANCHISOR:  
THAT 1 PAINTER FRANCHISING LLC

By: \_\_\_\_\_  
Name: Steven Montgomery  
Title: CEO & Founder

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

PRINCIPALS:

\_\_\_\_\_  
Name: \_\_\_\_\_

\_\_\_\_\_  
Name: \_\_\_\_\_

### **STATE EFFECTIVE DATES**

The following states 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 Franchise Disclosure Document is registered, on file or exempt from registrations in the following states having franchise disclosure laws, with the following effective dates:

<b><u>State</u></b>	<b><u>Effective Date</u></b>
California	<del>November 2, 2023</del> <u>Pending Registration</u>
<u>Hawaii</u>	<u>Pending Registration</u>
Illinois	<del>December 7, 2023</del> <u>Pending Registration</u>
Indiana	<u>Pending Registration</u>
Maryland	<u>Pending Registration</u>
Michigan	<del>Pending</del> <u>October 30, 2023</u>
Minnesota	<del>June 26, 2023</del> <u>Pending Registration</u>
New York	<del>November 28, 2023</del> <u>Pending Registration</u>
North Dakota	<u>Pending Registration</u>
Rhode Island	<u>Pending Registration</u>
South Dakota	<u>Pending Registration</u>
Virginia	<del>July 26, 2023</del> <u>Pending Registration</u>
Washington	<u>Pending Registration</u>
Wisconsin	<del>September 8, 2023</del> <u>Pending Registration</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.

## RECEIPT

This Franchise Disclosure Document summarizes certain provisions of the Franchise Agreement and other information in plain language. Read this Franchise Disclosure Document and all exhibits carefully.

If That 1 Painter Franchising 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.

New York requires you to receive this Franchise Disclosure Document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship.

If That 1 Painter Franchising 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, DC 20580 and to your state authority listed on Exhibit A.

The name and principal business address and telephone number of each franchise seller offering the franchise is:

~~Steven Montgomery~~  
~~2851 Joe DiMaggio Blvd #14~~  
~~Round Rock, TX 78665~~  
~~512-270-0161~~

~~Steven Montgomery, That 1 Painter Franchising LLC, 12357-C Riata Trace Pkwy., Ste. 150-200, Austin, TX 78727~~

Issuance Date: April ~~26, 2023-22, 2024.~~

I received a Disclosure Document dated April ~~26, 2023-22, 2024,~~ that included the following Exhibits:

EXHIBIT A: List of State Franchise Administrators and Agents for Service of Process

EXHIBIT B: Franchise Agreement

EXHIBIT C: Multi-Unit ~~Development Agreement~~Addendum

EXHIBIT D: Financial Statements

EXHIBIT E: Operations Manual Table of Contents

EXHIBIT F: List of Franchised Outlets

EXHIBIT G: State Addenda

Date Received: \_\_\_\_\_  
(If other than date signed)

DATE: \_\_\_\_\_

Print Name: \_\_\_\_\_

Print Address: \_\_\_\_\_

City, State: \_\_\_\_\_

\_\_\_\_\_  
(Signature of recipient)

~~Individually and as an officer, partner, member, or manager of \_\_\_\_\_, a \_\_\_\_\_ organized under the laws of \_\_\_\_\_.~~

Please return signed receipt to That 1 Painter Franchising LLC

~~2851 Joe DiMaggio Boulevard, #14~~

~~Round Rock 12357-C Riata Trace Parkway, Suite 150-200~~

Austin, Texas ~~78665-78727~~

## **RECEIPT**

This Franchise Disclosure Document summarizes certain provisions of the Franchise Agreement and other information in plain language. Read this Franchise Disclosure Document and all exhibits carefully.

If That 1 Painter Franchising 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.

New York requires you to receive this Franchise Disclosure Document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship.

If That 1 Painter Franchising 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, DC 20580 and to your state authority listed on Exhibit A.

The name and principal business address and telephone number of each franchise seller offering the franchise is:

Steven Montgomery  
2851 Joe DiMaggio Blvd #14  
Round Rock, TX 78665  
512-270-0161

Steven Montgomery, That 1 Painter Franchising LLC, 12357-C Riata Trace Pkwy., Ste. 150-200, Austin, TX 78727

Issuance Date: April ~~26, 2023~~ 22, 2024.

I received a Disclosure Document dated April ~~26, 2023~~ 22, 2024, that included the following Exhibits:

EXHIBIT A: List of State Franchise Administrators and Agents for Service of Process

EXHIBIT B: Franchise Agreement

EXHIBIT C: Multi-Unit ~~Development Agreement~~ Addendum

EXHIBIT D: Financial Statements

EXHIBIT E: Operations Manual Table of Contents

EXHIBIT F: List of Franchised Outlets

EXHIBIT G: State Addenda

Date Received: \_\_\_\_\_  
(If other than date signed)

DATE: \_\_\_\_\_

Print Name: \_\_\_\_\_

Print Address: \_\_\_\_\_

City, State: \_\_\_\_\_

\_\_\_\_\_  
(Signature of recipient)

Individually and as an officer, partner, member, or manager of \_\_\_\_\_, a \_\_\_\_\_ organized under the laws of \_\_\_\_\_.



**KEEP FOR YOUR RECORDS**