# FRANCHISE DISCLOSURE DOCUMENT



#### **Peachwood Franchising, LLC**

A Georgia limited liability company 6670 Corners Industrial Ct NW, Suite B Norcross, Georgia 30092 678-935-6091 inquiries@peachwoodfc.com www.peachwoodflooring.com

Peachwood Franchising, LLC d/b/a Peachwood Floor Coverings ("Us" or "Franchisor") offers franchises for the operation of a high-quality flooring business, with a huge variety of residential and commercial floor covering services from leading manufacturers in all areas, all types of flooring, including: hardwood, laminate, luxury vinyl, carpet and tile (both interior and exterior), as well as wall tile such as backsplashes and full shower tiling (a "Franchise Business" or "Franchised Business").

The total investment to begin operation of a Peachwood Floor Coverings franchise for one territory is between \$129,750 and \$176,000. This includes \$55,300 to \$55,600 that must be paid to the franchisor.

We also offer qualified parties the right to open and operate multiple Franchised Businesses in accordance with a development schedule the parties agree to under Franchisor's form of development agreement. The estimated total investment necessary to operate multiple Franchised Businesses under our form of area development agreement depends on the number of Franchised Businesses we grant you the right to open. By way of example, the total investment necessary to enter into a development agreement for the right to develop between two (2) and seven (7) Franchised Businesses ranges from \$174,750 to \$401,000, which includes: (i) a \$100,000 to \$280,000 development fee that is paid to us; and (ii) your estimated total investment to begin operation of the first Franchised Business in your development schedule.

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

You may wish to receive your disclosure document in another format that is more convenient to you. To discuss the availability of disclosures in different formats, contact: Mike O'Connor, 6670 Corners Industrial Ct, Suite B, Norcross, Georgia 30092, 704-998-8719, Inquiries@PeachwoodFC.com.

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

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

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

The issue date of this Franchise Disclosure Document ("FDD") is: December 10, 2021

# **State Cover Sheet**

# 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			
How much can I earn?	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 Exhibit B.			
How much will I need to invest?	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.			
Does the franchisor have the financial ability to provide support to my business?	Exhibit C includes financial statements. Please review these statements carefully.			
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.			
Will my business be the only Peachwood Floor Coverings business in my area?	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.			
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.			
What's it like to be a Peachwood Floor Coverings franchisee?	Exhibit B lists the current and former franchisees. You can contact them to ask about their experiences.			
What else should I know?	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 May 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 a 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.

**<u>Competition from franchisor</u>**. 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.

<u>When your franchise ends</u>. 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 D.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement or area development 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. <u>Out of State Dispute Resolution</u>. The franchise agreement and area development agreement require you to resolve disputes with the franchisor by mediation, arbitration and/or litigation only in Georgia. Out-of-state mediation, arbitration, or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to mediate, arbitrate, or litigate with the franchisor in Georgia than in your own state.
- 2. <u>Short Operating History</u>. 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.

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

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

**General.** To simplify the language in this Disclosure Document, "we", "our" or "us" means and includes Peachwood Franchising, LLC. We are a Georgia limited liability company that was formed as Peachwood Franchising, LLC on August 4, 2021, with a principal business address at 6670 Corners Industrial Ct NW, Suite B, Norcross, Georgia 30092, with a telephone number of 678-935-6091. We have been offering franchises since November of 2021 and conduct no other business. We do business under the name PEACHWOOD FLOOR COVERINGS. We have not conducted business in or offered franchises in any other line of business. "You" or "Your" means the individual, corporation, limited liability company or partnership who buys the franchise.

We do not offer other franchises in any other line of business. We do not conduct any other business activities other than selling and supporting Franchised Businesses. We do not have any predecessors or parents. None of our affiliates will provide products or services to our franchisees. None of our affiliates offer franchises in any line of business.

Agents for Service of Process. Our agents for service of process in the states whose franchise laws require us to name a state agency as our agent for service of process are shown on Exhibit D.

**Prior Business Experience**. Since November of 2019 our owners and principal officers have owned and operated a floor covering business under the name "Fairway Flooring" in and around the Atlanta, Georgia area which is similar to the Franchised Businesses offered under this Disclosure Document. We refer to this business in this Disclosure Document as the "Company-Owned Outlet". In July of 2021, Fairway Flooring changed its name and trade dress to "Peachwood Floor Coverings" and now operates under the principal trademark and trade dress that our franchisees will operate under. The Company-Owned Outlet does not provide any products or services to our franchisees, though we may use the facilities owned by Peachwood Floor Coverings to conduct a portion of the initial training that we provide to you.

The Business and Franchises Offered. We are offering, under the terms of this Disclosure Document, the opportunity to become a franchisee to develop and operate a Franchised Business. Franchised Businesses offer a high-quality flooring business, with a huge variety of residential and commercial floor covering services from leading manufacturers in all areas, all types of flooring, including: hardwood, laminate, luxury vinyl, carpet and tile (both interior and exterior), as well as wall tile such as backsplashes and showers and full shower tiling.

A Franchised Business operates under the PEACHWOOD FLOOR COVERINGS mark and certain other trademarks, service marks, trade names, signs, associated designs, artwork, and logos (collectively, the "Marks"). We may designate other trade names, service marks, and trademarks as Marks and may change the Marks at any time.

A Franchised Business operates under a prescribed system of specifications and operating procedures that we have developed and will continue to develop (the "System"). The distinguishing characteristics of the System include, but are not limited to, our designs, layouts, and identification schemes (collectively, the "Trade Dress"), our specifications for equipment, inventory, and accessories; our website or series of websites for the Franchised Businesses (the "System Website"); our relationships with vendors; our software and computer programs; the accumulated experience reflected in our training program, operating procedures, customer service standards methods, and marketing techniques; and the mandatory and suggested policies, procedures, standards, specifications, rules, and requirements ("System

**Standards**") set out in our operations manuals ("**Manuals**") and otherwise in writing. We may change, improve, add to, and further develop the elements of the System from time to time.

You may purchase a Peachwood Floor Coverings franchise ("Franchise") to develop and operate one Franchised Business at a mutually agreed upon site (the "Site") within an area ("Territory") that we will specify in the Franchise Agreement that we and you will execute (the "Franchise Agreement"). Our current form of Franchise Agreement is included as **Exhibit F** to this Disclosure Document. You will have no obligation, nor any right, to open any additional Franchised Businesses. Under the Franchise Agreement, you have no right to use the Marks or the System at any location other than the Site or to use the Marks or the System in any wholesale, e-commerce, or other channel of distribution other than the operation of the Franchised Business at the Site. We and our affiliates have the right to use, or license the use of, the Mark, or any other trademark or service mark, in the designated area of responsibility.

You must designate an Owner with at least a 10% ownership interest in your Entity as the "**Operating Principal.**" The Operating Principal must have authority over all business decisions related to your Franchised Business and must have the power to bind you in all dealings with us. In addition, you must appoint a trained manager (the "**Key Manager**") to manage the day-to-day business of your Franchised Business, who may also be the Operating Principal.

**Development Program.** In addition, for qualified franchisees who desire the right to develop multiple Franchised Businesses within a designated territory (the "Development Area") that meet certain conditions, we also offer the opportunity to enter into a Development Agreement with us (the "Development Agreement") to develop a mutually agreed upon number of Franchise Businesses in accordance with a development schedule specified in the Development Agreement (the "Development Schedule"). Our current form of Development Agreement is included as Exhibit H to this Disclosure Document.

As each Franchised Business is opened, you will sign our then-current form of Franchise Agreement for each Franchised Business, which may include terms that are different from the form of Franchise Agreement included as Exhibit F to this Disclosure Document. If you fail to open and continue to operate the required number of Franchised Businesses in accordance with the mutually agreed upon Development Schedule, we will have the right to terminate the Development Agreement. If the Development Agreement is terminated, you will lose all of your rights to develop the Development Area and the initial fees paid for any Franchised Businesses for which Franchise Agreements have not been signed. However, the Franchise Agreement for each Franchised Business which has been opened will not be terminated solely by reason of the termination of the Development Agreement.

Unless you sign a Development Agreement, you have no obligation, nor any right, to open any additional Franchised Businesses.

Area Representative Program. In the future we may offer qualified parties the opportunity to operate as a Peachwood Floor Coverings area representative ("Area Representative") that will operate a Peachwood Floor Coverings area representative business (an "Area Business") in accordance with an Area Representative Agreement with us (the "Area Representative Agreement"). If we implement this program in the future, Area Representatives will recruit individuals interested in purchasing Franchises and assist us in providing certain support and services to Franchises located in a designated area. Area Representatives are also required to operate at least one Franchised Business under a Franchise Agreement.

If we have appointed, or appoint in the future, an Area Representative to operate an Area Business in the area in which your Franchised Business is located, such Area Representative may provide training, support, marketing, and other services to you on our behalf and will have the authority to exercise many of our rights and perform many of our obligations under the Franchise Agreement. We may, without your consent, appoint an Area Representative or a substitute for the Area Representative at any time.

**Competition.** The general market for the products and services offered by the Franchised Businesses is highly competitive. Franchised Businesses will compete with local, regional and national service providers offering similar services to what the Franchised Business offer.

The market for our services is year-round, but it will fluctuate to some degree depending on the time of year. The success of your Franchised Business will depend in large measure on the demographics of the residents of your Territory, the competition surrounding your Franchised Business, local labor conditions and wage rates, the local costs of advertising, the availability of suitable facilities in convenient locations and at affordable rents, and your management, marketing, and selling skills and work ethic.

Industry-Specific Regulations. You will have to comply with laws and regulations that are applicable to business generally (such as workers' compensation, OSHA, and Americans with Disabilities Act requirements). In California, all persons who install or contract for the installation of floorcovering must obtain a contractor's license. The classification is Class C - Specialty Contractor, and the specific flooring license is C-15. Sellers of installed carpet who hold a retail furniture dealer's license, however, are exempt (see California Business and Professions Code, Section 7058(d)). You can obtain further information regarding the California contractor's license at http://www.cslb.ca.gov/. We are not aware of any other laws or regulations in any state which are specifically applicable to the sale or installation of carpet or other floor covering products, but we recommend that you conduct your own investigation to determine if any such laws or regulations are applicable to your Franchised Business. Various states, including Arizona, Florida and Nevada have contractors' licensing laws, which apply generally to persons defined as "contractors" under applicable law. In addition, various states including California, Florida, Indiana, Kentucky, Massachusetts, Michigan, New Jersey, New York, Ohio, Oklahoma, and West Virginia have laws which regulate the terms of home improvement contracts with customers. As of 2010, the U.S. Environmental Protection Agency's lead-based paint renovation, repair and painting regulations require contractors performing certain renovation work in homes, child care facilities, and schools built before 1978 to be certified and follow certain specific work practices to prevent lead contamination (see 40 C.F.R. Part 745). You can obtain further information regarding the EPA regulation and its application at www.epa.gov/lead/pubs/renovation.htm. You will need to investigate the scope of those laws in your state to determine whether you will need to obtain some form of license or certification. Other laws regulating businesses in general may also apply to your Franchised Business. You are solely responsible for investigating all applicable federal, state, and local laws and regulations, and your cost to comply with such laws and regulations, and you should do so before purchasing a franchise from us. We strongly suggest that you consult with an attorney, consultant and/or financial advisor regarding such regulations prior to purchasing a franchise from us.

Federal, state and local governmental laws, ordinances and regulations periodically change. It will be your responsibility to ascertain and comply with all federal, state and local governmental requirements in your jurisdiction. We do not assume any responsibility for advising you on these regulatory matters. You should consult with your attorney about laws and regulations that may affect your Franchised Business.

## ITEM 2 BUSINESS EXPERIENCE

#### Owner & Director: Mike O'Connor

Mike O'Connor has served as one of our Owners and Directors since August of 2021. Mr. O'Connor has served as an Owner and Director of the Company-Owned Outlet operated by Peachwood Floor Coverings, LLC in Atlanta, Georgia since November of 2019. Since May of 2017 Mr. O'Connor has been

self-employed in Atlanta, Georgia providing business consulting services to various businesses. From April 2015 until May 2017 Mike was a Sr. Project Manager for real-estate and research consulting firm, Kingsley Associates. Mr. O'Connor serves in his current capacity in Atlanta, Georgia.

#### Owner & Director: Matt Wood

Matt Wood has served as one of our Owners and Directors since August of 2021. Mr. Wood has served as an Owner and Director of the Company-Owned Outlet operated by Peachwood Floor Coverings, LLC in Atlanta, Georgia since November of 2019. Since July 2017, and continuing to the present, Mr. Wood serves as an owner of Perimeter Property Services in Atlanta, Georgia. Beginning in January 2020 and continuing to the present, Mr. Wood serves as an owner of Maple Renovations and Cornerstone Real Estate Partners in Atlanta, Georgia. Mr. Wood serves in his current capacity in Atlanta, Georgia.

#### Owner & Director: Ryan Cornell

Ryan Cornell has served as one of our Owners and Directors since August of 2021. Mr. Cornell has served as an Owner and Director of the Company-Owned Outlet operated by Peachwood Floor Coverings, LLC in Atlanta, Georgia since November of 2019. From May 2014 to May 2019 Mr. Cornell served as an account manager for Redi Carpet in Atlanta, Georgia. Mr. Cornell serves in his current capacity in Atlanta, Georgia.

## ITEM 3 LITIGATION

No litigation is required to be disclosed in this Item.

# ITEM 4 BANKRUPTCY

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

## ITEM 5 INITIAL FEES

The initial franchise fee (the "**Franchise Fee**") for a single Franchised Business is \$55,000 which is a fee for a targeted territory of up to 225,000 homeowners who meet our then-current standards for home value and household income (each a "Qualified Homeowner"). The Franchise Fee is due upon execution of the Franchise Agreement. If we determine that you are financially and operationally qualified to develop multiple Franchised Businesses, we may offer you the opportunity to enter into a Development Agreement, in which you will commit to develop a certain number of Franchised Businesses that you and we determine to be appropriate. If you enter into a Development Agreement, you must pay us a development fee, which will vary based on the number of Franchised Businesses set forth in the Development Agreement (the "**Development Fee**") the Development Fee will vary based on the number of Franchised Businesses, the Development Fee will be \$50,000 per Franchised Business; if you commit to develop two Franchised Businesses, the Development Fee will be \$42,500 per Franchised Businesses; if you commit to develop seven or more Franchised Businesses, the Development Fee will be \$40,000 per Franchised Business. The Development Fee will be credited towards the initial Franchise Fee for each Franchised Business developed under the Development Agreement.

We may permit you to purchase additional territory in contiguous areas (beyond 225,000 Qualified Homeowners) for each Franchised Business at a rate of twenty-five cents (\$0.25) per Qualified

Homeowner. Additional territory purchases will be evaluated on a case-by-case basis for a single Franchised Business and for each Franchised Business in your Development Agreement. The number of households in your territory is generally determined from estimates prepared by the U.S. Census Bureau and other reporting agencies. We may use a substitute or successor source of population information and the source and date of the information we use is determined solely by us. Your Territory will typically be defined by zip codes but in densely populated urban areas it may be defined differently. See Item 12 for additional information regarding your territory.

You must pay to us, or to a third party that we designate, a technology fee for various technology services that we will provide or arrange for third parties to provide, which services are subject to change over time (a **"Technology Fee"**). The Technology Fee currently includes fees related to your access to and usage of our reservation system, our intranet, any mobile applications we develop, and the System Website. Currently, we charge \$300 per month for the Technology Fee. Upon implementation of the Technology Fee, the first month's payment will be assessed pro rata from the date on which you begin receiving the technology services, which we estimate to be between \$300 to \$600. We reserve the right to increase the fee by providing you with written notice of any change at least 30 days prior to the implementation of the new fee amount.

If you request our approval to open your Franchised Business more than 180 days after the effective date of the Franchise Agreement (the "**Opening Deadline**") and we approve your request, you must pay us an opening deadline extension fee equal to \$2,500 for each month (or portion of a month) for which the Opening Deadline is extended. We may require you to execute a general release as a condition for us agreeing to such an extension.

The Franchise Fee, Development Fee and Technology Fee are not refundable under any circumstances. Except as described above, the Franchise Fee, Development Fee and Technology Fee are uniform for all franchisees and must be paid in a lump sum.

# ITEM 6

# **OTHER FEES**

Type of Fee	Amount	Due Date	Remarks
Royalty Fees (2)	<ul> <li>The greater of</li> <li>(i) 5% of your Gross Revenue for the preceding month or;</li> <li>(ii) A "Minimum Royalty" which will be equal to:</li> <li>\$0 per month for your first 6 months of operations</li> <li>\$450 per month beginning in month 7 and continuing through month 12 of operations</li> <li>\$900 per month beginning in month 13 and continuing through month 24; and</li> <li>\$2,000 beginning in month 25 and continuing beyond (subject to increase annually based on a change to the CPI).</li> </ul>	five business days after	See Note 2 for the definition of Gross Revenue. Your first Royalty Fee payment is due in the first full month after the date the Franchised Business opens and shall be paid based on all Gross Revenue accrued prior to the opening date and during your first full or partial month of operations
Brand/Ad Fund	Up to 2% of Gross Revenue Currently 0% of Gross Revenue, adjustable to 2% on 30 days written notice.	five husiness	5

# **OTHER FEES (Note 1)**

Type of Fee	Amount	Due Date	Remarks
Local Marketing Spending Requirement	At least 3% of Gross Revenue	Payable by the end of each quarter, beginning on the date which falls 90 days after the date your Franchised Business opens.	beginning on the date which falls 90 days after the date the Franchised Business opens, you must spend a minimum of 3% of your gross
Technology Fee	blogy Fee       Actual cost of any fees that we pay to a third-party service provider on your behalf for applicable technology.         Currently \$300 per month.		The Technology Fee currently includes fees related to your access to and usage of our reservation system, measuring software, our intranet, any mobile applications we develop, and the System Website. We may add, delete, or otherwise modify the products and services that are included in the Technology Fee, including the addition of a call center or call routing services in the future. There is no cap on the amount the Technology Fee may be increased. The first month will be assessed pro rata from the date on which you begin receiving services.
Account Setup Fee	The cost of establishing each new account with a designated supplier of products or services. Currently \$0.		If we incur account setup fees on your behalf for any services or products that we require, we will pass the cost of account setup fee for each account onto you.

Type of Fee	Amount	Due Date	Remarks
Renewal Fee	\$2,500	Upon execution of successor franchise agreement	In addition to payment of the Renewal Fee, you must meet certain conditions in order to renew your Franchise Agreement. See Item 17 for more information on renewal of your franchise agreement.
Transfer Fee	\$7,500 for any transfer resulting in a change of control; \$2,500 plus our administrative costs and expenses for non-control transfers and transfers to entities for the convenience of ownership; \$1,500 for transfers to immediate family members	deposit due with written notice of proposed	No Transfer Fee is due for transfers upon death or incapacity.
Payment Processing Fee	A reasonable monthly fee plus a reasonable per transaction charge	Upon demand	We may require you to use us, our affiliate, or a third-party processor to process all credit card transactions related to your Franchised Business. If we require you to use us or our affiliates, we will disclose to you any required fees that you must pay.
Late Fee and Interest	18% per annum or maximum interest rate allowed by law (whichever is less) from due date to date of payment, plus \$50 for each week that a payment is paid after the due date for the payment specified	amount owed becomes	Required whenever a payment to us is made after its due date.
Relocation Fee	\$2,500	Upon demand	Payable if you relocate your Franchised Business from the Site to a new location
Initial Training Fee for Additional or Replacement Trainees	Currently, \$1,000 per trainee (subject to change without limitation by written notice to you).	days of	We reserve the right to charge a reasonable fee for training (i) persons who are repeating the course or replacing a person who did not pass, and (ii) subsequent Operating Principals, Key Managers, or employees who attend the course.
Additional Training Programs	Varies based on program	Within 10 days of receipt of an invoice	We may charge you a reasonable fee for optional or required training programs that we may provide.
In-Person Consulting Services	Currently, \$500 per employee or agent for each full or partial day, plus their travel and living expenses	Within 10	Payable if we provide requested consulting services in person at a place other than our offices. We may change this fee without limitation from time to time upon written notice to you.

Type of Fee	Amount	Due Date	Remarks
Temporary Key Manager	Currently, \$500 per employee or agent for each full or partial day, plus their travel and living expenses plus our actual costs and expenses		Payable if we provide a Key Manager to work at your Franchised Business, after the departure of your previous manager, until a new Key Manager is hired and trained
Temporary Management	7% of the Franchised Business's Gross Revenue during the period of management, plus any direct out of pocket costs and expenses		Payable if we exercise our right to manage your Franchised Business after a default
Mandatory Seminars, Conventions or Programs	Reasonable registration fee for you and any employees who attend plus cost of travel and lodging.		Payable for you and your employees who attend any conventions, meetings, demonstrations, and teleconferences that we host. The registration fee may vary from event to event based on the costs and expenses we expect to incur, the vendor contributions we expect to collect, and the number of franchisees we expect to attend. You are responsible for the travel and living expenses of you and your employees. We do not at this time have mandatory meetings, but we will have an annual convention and may in the future conduct periodic meetings that you must attend.
Product, Service, Supplier, and Service Provider Review	Our reasonable cost of the inspection and our actual cost of testing the proposed product or evaluating the proposed service or service provider, including personnel and travel costs	Upon demand	Payable if you wish to offer products or use any supplies, equipment, or services that we have not approved or wish to purchase from a supplier or service provider that we have not approved, whether or not we approve the item, service, supplier, or service provider.
Insurance	Cost of the premium plus a reasonable fee for our services in procuring the insurance		Payable only if you fail to maintain the minimum insurance we require and we choose to procure the required insurance for you.
Grand Opening Advertising	A minimum of \$20,000 for grand opening advertising and promotion ("Grand Opening Marketing Spend")	As incurred	In connection with the opening of the Franchised Business, you must submit a grand opening marketing plan to us for our approval. Such plan must spend at least 50% of your Grand Opening Marketing Spend with an approved vendor designated by us. Your Grand Opening Marketing Spend includes the first 90 days of your Local Marketing Spending Requirement. We have the right to modify your grand opening plan, in our sole discretion, and may require you to use a public relations firm to assist with your grand opening.

Type of Fee	Amount	Due Date	Remarks
Audit	Our costs and expenses, including costs for an independent accountant and attorneys' fees and related travel and living expenses	days of	Payable if audit or review shows an understatement of Gross Sales for the audited or reviewed period of 2% or more.
Inspection	Our reasonable expenses incurred in inspecting your business (ourselves, through our employees, Area Representatives, or agents), including travel and living expenses, wages, and other expenses for our employees		Payable if inspection is necessitated by your repeated or continuing failure to comply with any provision of the Franchise Agreement.
Remedial Expenses	Our reasonable expenses incurred in correcting your operational deficiencies	•	Payable if we correct deficiencies that we have identified during a Site inspection and that you failed to correct within a reasonable time after notice from us.
Indemnification	Amount of our liabilities, fines, losses, damages, costs and expenses (including reasonable attorneys' fees)		Payable if we incur losses due to your breach of the Franchise Agreement or any other action or inaction by you or any other person relating to your Franchised Business
Enforcement Expenses	Our reasonable cost of de-identifying your Franchised Business	Upon demand	Payable if your Franchise Agreement expires or is terminated, you fail to de-identify your Franchised Business and we take steps to do so.

# NOTES:

- 1. All of the fees in the table above are imposed by us, payable to us, non-refundable, and are uniformly imposed. You must use the payment methods we designate. You must furnish us and your bank with any necessary authorizations to make payment by the methods we require.
- 2. **"Gross Revenue"** means all revenue that you receive or otherwise derive from operating the Franchised Business, whether from cash, check, credit or debit card, gift card or gift certificate, or other credit transactions, and regardless of collection or when you actually provide the products or services in exchange for the revenue. If you receive any proceeds from any business interruption insurance applicable to loss of revenue at the Franchised Business, there shall be added to Gross Revenue an amount equal to the imputed gross revenue that the insurer used to calculate those proceeds. Gross Revenue includes promotional allowances or rebates paid to you in connection with your purchase of products or supplies or your referral of customers. Gross Revenue does not include (i) any bona fide returns and credits that are actually provided to customers and (ii) any sales or other taxes that you collect from customers and pay directly to the appropriate taxing authority. You may not deduct payment provider fees (i.e., bank or credit card company fees and gift card vendor fees) from your Gross Revenue calculation.

# ITEM 7 ESTIMATED INITIAL INVESTMENT

#### YOUR ESTIMATED INITIAL INVESTMENT

	Low	High	Method of		To Whom Payment Is
Type of Expenditure (1)	Estimate	Estimate	Payment	When Due	Made
				Upon signing	
				Franchise	
Initial Franchise Fee (2)	\$55,000	\$55,000	Lump sum	Agreement	Us
				Upon signing	
				Franchise	
Startup Package (3)	\$25,000	\$25,000	As arranged	Agreement	Suppliers
				As required by	
<b>Tenant Improvements (4)</b>	\$3,000	\$15,000	As arranged	Landlord	Landlord
Training Expense (5)	\$500	\$3,000	As incurred	As incurred	Suppliers
Warehouse/Real Estate Due	\$2.00	\$2,000	115 moundu		
Diligence (6)	\$500	\$1,000	As arranged	As incurred	
	\$200	\$1,000	715 ulfungeu	Prior to opening	
Lease Security Deposit & 3				your Franchised	
Month's Rent (7)	\$1,000	\$7,500	As arranged	Business	Insurers
Software Licensing (8)	\$750	\$1,000	As arranged	As incurred	Providers
Office Equipment/Supplies,	φ <i>15</i> 0	\$1,000	715 ultungeu		
Business Management &					
Technology System (9)	\$1,500	\$5,000	As arranged	As incurred	Providers
Grand Opening Marketing	+-,- • •	<i>+•</i> ;•••			
Spend (10)	\$20,000	\$20,000	As arranged	As incurred	Providers
	\$20,000	¢20,000	110 011011800	Prior to opening	
				your Franchised	
Vehicle Expense (11)	\$2,500	\$5,000	As arranged	Business	Suppliers
			<u> </u>	Prior to opening	
				your Franchised	Federal, State and Local
Utility Expenses (12)	\$2,000	\$4,000	As required	Business	Government Agencies
	. ,	. ,	· · · · · · · · · · · · · · · · · · ·	Prior to opening	0
				your Franchised	
Insurance (13)	\$2,500	\$7,500	Lump sum	Business	Providers
Business License (14)	\$500	\$2,000	As incurred	As incurred	
Additional Funds, 3 months					
(15)	\$15,000	\$25,000	As arranged	As incurred	Providers
<b>TOTAL (16)</b>	\$129,750	\$176,000			

Notes:

 <u>Type of Expenditure</u>. The amounts provided in this Item 7 include costs you will incur to start your business. These estimates are based upon industry data and our experience in operating the Company-Owned Outlet. All fees and payments are non-refundable, unless otherwise stated or permitted by the payee. The estimates provided in this Item 7 assume that you will rent the premises in which your Franchised Business will be located from a third-party landlord. It does not include costs associated with the acquisition of real estate if you decide to operate from a building you purchase. The costs for rent, fixtures and improvements will vary and may be significantly higher than projected in this table, based on the square footage, location, economic climate, market conditions, prevailing interest rates, other financing costs, the conditions of the property, and other physical characteristics of your Franchised Business.

- 2. <u>Initial Franchise Fee</u>. The standard Franchise Fee for opening a single unit is \$55,000.
- 3. <u>Startup Package</u>. The standard Startup Package includes branded and non-branded clothing, merchandise, office supplies, business cards and other supplies for use in the operation of your Franchised Business, and \$1,000 in digital marketing, software customization, account and software setup, contracts, and reports
- 4. <u>Tenant Improvements.</u> This estimate includes the net cost of obtaining access to a warehouse which is approximately 500 to 3000 square feet in size, and which will be used primarily for the storage of materials, supplies, tools, and racking, and which may contain a small portion to be used as dedicated office space. This estimate includes both materials and the cost of labor.

Your actual costs will depend on, among other factors, the Franchised Business location, the size of the Franchised Business, the condition of the premises being remodeled, national and local economic factors, the local costs of materials and labor, and the amount of tenant improvement allowances that you are able to obtain, if any. In certain major metropolitan markets such as Boston, Chicago, New York, Los Angeles, San Francisco, Seattle, and Washington, D.C., costs could be significantly higher than the estimates provided here due to local market rates for materials and labor. As a result, we cannot accurately project your costs.

- 5. <u>Training Expense</u>. This estimate includes the estimated cost of travel and living expenses for your training group up to 3 people. The low range assumes your training group is able to commute by car and provide your own meals, and the high estimate assumes the cost of flights and meals for your training group up to 3 people.
- 6. <u>Warehouse/Real Estate Due Diligence</u>. You may use a construction project manager that we approve or designate (the "**Construction Project Manager**") to manage and lead the design and construction of your Franchised Business. This estimate is of the amount that the Construction Project Manager will charge you to provide you with an as-built/conditions survey, site investigation report, space planning LOI review, lease review, and a due diligence summary.
- 7. <u>Lease Security Deposit & 3 Month's Rent</u>. This estimate includes prepaid rent and deposits payable to the landlord and any deposits on utilities required to open the Franchised Business. These amounts will vary based on your location and the terms of your lease. This estimate is based on a warehouse which is approximately 2,500 square feet at \$7-12 per square foot.
- 8. <u>Software Licensing</u>. This figure includes the cost for three months of software licensing fees for the software you are required to use in the operation of your Franchised Business.
- 9. Office Equipment/Supplies, Business Management and Technology System. This estimate includes the furniture, fixture, and equipment to be used in the Franchised Business, including telephones and office furniture. This amount also includes the required hardware components we specify in the Manuals necessary to operate our point of sale system, the customer relationship management system, the online reservation system, and other technology systems that we designate (the "Business Management and Technology System"). You must purchase these components from suppliers that we approve or designate and must execute any related software licenses require by designated vendors.

- 10. <u>Grand Opening Marketing Spend</u>. You must spend at least \$20,000 to conduct a grand opening advertising campaign within 90 days following the opening of your Franchise Business, 50% of which must be spent with our approved digital marketing vendor. You can expend any additional amounts that you wish on a grand opening advertising campaign and we estimate that you will do so. Your Grand Opening Marketing Spend amount includes the first 90 days of your Local Marketing Spending Requirement.
- 11. <u>Vehicle</u>. This item includes the estimated cost to lease a vehicle (a Ford Transit, or equivalent vehicle that we approve in writing) which you will use in the operation of the Peachwood Floor Coverings Business ("Vehicle"). The body of the Vehicle must be clean and free of any damage. This cost includes application of our standard wrap and racking to the Vehicle. The low estimate represents the low-end estimate for the first three months' worth of payments for a leased Vehicle at a low interest rate, down payment, and estimated shipping expenses within the continental United States (i.e., excluding Alaska and Hawaii). The high estimate represents the high-end estimate of the total payments for the first three months' worth of payments for a leased Vehicle at a low interest rate, down payment, worth of payments for a leased Vehicle at a low interest rate, down payment, worth of payments for a leased Vehicle at a low interest rate, down payment, worth of payments for a leased Vehicle at a low interest rate, down payment, or a leased Vehicle at a low interest rate, down payment, or other permits for items such as purchasing your Vehicle, acquiring a license, insurance, registration, or other permits for your Vehicle, or otherwise making improvements to your Vehicle. If you purchase the Vehicle, your initial investment will be higher than the figures listed in the chart. We reserve the right to revoke our approval of a Vehicle should the Vehicle no longer meet our minimum standards.
- 12. <u>Utility Expenses (if applicable).</u> Utility companies may require you to place a deposit before installing telephone, gas, electricity, and related utility services at the location of your Franchise Business. These deposits may or may not be refundable in accordance with the agreements made with the utility companies.
- 13. <u>Insurance Deposit and Initial Premiums</u>. This estimate is for your insurance premium deposit and your first three months of insurance coverage, which may be paid prior to opening. You will need to check with your insurance carrier for actual premium quotes and costs, as well as for the actual amount of the deposit. The cost of coverage will vary based upon the area in which your business will be located, your experience with the insurance carrier, the loss experience of the carrier, the amount of the deductibles and of coverage, and other factors beyond our control. You should also check with your insurance agent or broker regarding any additional insurance that you may wish to carry above our required minimums.
- 14. <u>Business License</u>. This estimate includes the cost of acquiring business licenses and permits. Your costs will vary depending upon your Franchised Business's location.
- 15. <u>ADDITIONAL FUNDS, 3 MONTHS</u>. This amount estimates the expenses you will incur during the first 3 months of operations, including taxes, payroll, equipment and vehicle expenses, and office, paper and cleaning supplies. In addition, these expenses assume you pay the minimum monthly advertising contribution and continuing Royalty Fees, and do not suggest or imply that you will generate any specific level of sales. This estimate does not include owner distributions or draws. This estimate is based upon available industry data, our owners' and principal officers' prior business experience, and our experience in operating the Company-Owned Outlet.
- 16. <u>Total</u>. Your costs may vary based on a number of factors including, but not limited to, the geographic area in which you open, local market conditions, the size of your Franchised Business, and your skills at operating a business. We strongly recommend that you use these categories and estimates as a guide

to develop your own business plan and budget and investigate specific costs in your area. Your actual costs in each category and your actual total costs may be higher or lower than the costs estimated in this chart. You should independently investigate the costs of opening a commercial and/or residential flooring Franchised Business in the geographic area in which you intend to open a Franchised Business. You should also review the figures carefully with a business advisor before making any decision to purchase the Franchise. This estimate is based upon available industry data, our owners' and principal officers' prior business experience, and our experience in operating the Company-Owned Outlet.

We do not provide financing to franchisees either directly or indirectly in connection with their initial investment requirements. The availability and terms of financing obtained from third parties will depend upon such factors as the availability of financing, your credit worthiness, collateral which you may make available, or policies of local lending institutions with respect to the nature of the business.

# YOUR ESTIMATED INITIAL INVESTMENT

Type of Expenditure	Low Estimate	High Estimate	Method of Payment	When Due	To Whom Payment Is Made
Development Fee (1)	\$100,000 (2 Businesses)	\$280,000 (7 Businesses)	Lump Sum	Upon signing of Development Agreement	Franchisor
Estimated Initial Investment for First Franchised Business (2)	\$74,750	\$121,000	In accordance with Item 7 Estimated Initial Investment Table	In accordance with Item 7 Estimated Initial Investment Table	In accordance with Item 7 Estimated Initial Investment Table
TOTAL (3)	\$174,750	\$401,000			

# (MULTIPLE FRANCHISED BUSINESSES DEVELOPED UNDER DEVELOPMENT AGREEMENT)

## Notes:

- 1. <u>Development Fee</u>. Upon signing the Development Agreement, you must pay us the Development Fee. The Development Fee varies based on the number of Franchised Businesses you commit to develop. The low estimate is based on a commitment to develop two Franchised Businesses (in which case the Franchise Fee under each Franchise Agreement would be \$50,000 per Franchised Business) with the low estimated Item 7 costs, and the high estimate is based on a commitment to develop seven Franchised Businesses, with the high estimated Item 7 costs (in which case the Franchise Fee under each Franchise Agreement would be \$40,000 per Franchised Business). The Development Fee will be credited towards the initial Franchise Fee for each Franchised Business developed under the Development Agreement. The Development Fee is not refundable. See Item 5.
- Estimated Initial Investment for First Franchised Business. For each Franchised Business that you
  develop under a Development Agreement, you will execute a Franchise Agreement and incur the initial
  investment expenses for the development of a single Franchised Business as described in the first table
  of this Item 7. This estimate is based on the expenses described in the first table of this Item 7. The

estimate does not include the Franchise Fee, since the Development Fee is credited towards the Franchise Fee for each Franchised Business.

3. <u>Total</u>. This is the Development Fee plus the estimated initial investment to open and commence operating your initial Franchised Business within your Development Area. This range does not include any of the costs you will incur in opening any additional Franchise Businesses that you are granted the right to open and operate under your Development Agreement. We do not provide financing to franchisees either directly or indirectly in connection with their initial investment requirements.

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

Authorized Products and Services. We have the right to require that furniture, fixtures, signs, and equipment (the "Operating Assets") and flooring products, supplies, and services that you purchase for resale or purchase or lease for use in your Franchised Business: (i) meet specifications that we establish from time to time; (ii) be a specific brand, kind, or model; (iii) be purchased or leased only from suppliers or service providers that we have expressly approved; and/or (iv) be purchased or leased only from a single source that we designate (which may include us or our affiliates or a buying cooperative organized by us or our affiliates).

You must offer to customers only the products and services we approve in writing. In addition, you must offer the specific products and services that we require in the Manuals or otherwise in writing. We may change these specifications periodically, and we may designate specific products or services as optional or mandatory. You must offer all products or services that we designate as mandatory. You may sell products and services only in the varieties, forms, and packages that we have approved in accordance with our System Standards. You must maintain a sufficient supply of required products to meet the inventory standards we prescribe in the Manuals (or to meet reasonably anticipated customer demand, if we have not prescribed specific standards).

We may require you to purchase merchant processing services from us, our affiliates or an approved vendor we select. You must require your members to pay all fees through the Business Management and Technology System. When you begin collecting revenue in your Franchised Business, the payment processor may process all credit card payments related to your Franchised Business, and remit payment to you of all monies owed, after withholding any Technology Fees, Royalty Fees, or Brand Fund Contributions payable to us and any payment processing fees payable to such processor.

You must purchase a Startup Package from us. The standard Startup Package includes branded and non-branded clothing, merchandise, office supplies, business cards and other supplies for use in the operation of your Franchised Business, and \$1,000 in digital marketing, software customization, account and software setup. We reserve the right to change the standard Startup Package from time to time.

We may require you to purchase (i) marketing and operational support services from an approved vendor that we designate and (ii) your initial product purchase from an approved supplier that we designate, which may be us. We also anticipate requiring you to purchase merchant processing services from us or an approved supplier that we designate. Our affiliates are not currently approved suppliers, though we reserve the right to require you to purchase additional items from us or our affiliates in the future.

You may use a construction project manager that we approve or designate to provide construction project management services, including architectural and engineering services. We will make available to the Construction Project Manager examples of approved warehouse designs for a Peachwood Floor Coverings Franchise Business (not for construction) and for the exterior and interior design and layout. The Construction Project Manager may engage designers, architects, and engineers to adapt for the Site our standard plans and specifications for the exterior and interior design and layout, fixtures, furnishings, signs, Trade Dress, and equipment for the Franchised Business. If we designate a Construction Project Manager, you may not engage any project managers, architects, engineers, or designers other than the Construction Project Manager and those selected by the Construction Project Manager without our prior written consentNone of our officers owns any interest in any supplier with whom you are required or recommended to do business.

Vehicle. You must lease, purchase, or own a Vehicle that meets our specifications as set forth in the Manuals or otherwise given to you in writing for use in your Franchise Business. The body of the vehicle must be clean and free of any damage. The vehicle must include our standard wrap and racking. If you wish to use a different vehicle, including one you already own, you may submit a written request to us for approval of the Vehicle, which we may withhold in our sole discretion.

Insurance. You must obtain before you begin construction and/or development of the Franchised Business and must maintain at all times the types of insurance and the minimum policy limits specified in the Manuals. Currently we require (i) comprehensive general liability and professional liability insurance with minimum limits of \$1,000,000 per occurrence and \$2,000,000 aggregate (including product liability and personal and advertising injury); (ii) automobile liability insurance \$1,000,000 per occurrence; and (iii) workers' compensation and employer's liability insurance covering all of your employees with minimum limits of \$100,000 or such higher amounts required by applicable law. However, you may be required to acquire additional insurance by the laws in your area. All of your insurance carriers must be rated A or higher by A.M. Best and Company, Inc. (or such similar criteria as we periodically specify). These insurance policies must be in effect on or before the deadlines we specify. All coverage must be on an "occurrence" basis, except for the employment practices liability insurance coverage, which is on a "claims made" basis. All policies shall apply on a primary and non-contributory basis to any other insurance or self-insurance that we or our affiliates maintain. We must be named as an additional insured under each policy that we require. Upon our request or as specified in the Manuals, you must provide us with certificates of insurance evidencing the required coverage. We may require additional types of coverage or increase the required minimum amount of coverage upon 60 days' notice to you.

**Business Management and Technology System.** You are required to purchase most of the components of the Business Management and Technology System that we specify from suppliers that we approve or designate, including the software, computer, tablets, equipment required to connect to our technology platform, and credit card scanner. If we require you to use any proprietary software or to purchase any software from a designated vendor, you must execute any software license agreements that we or the licensor of the software require and any related software maintenance agreements.

**Approval Process.** If you would like to offer products or use any supplies, Operating Assets, or services that we have not approved or to purchase or lease from a supplier or service provider that we have not approved, you must submit a written request for approval and provide us with any information that we request. We have the right to inspect the proposed supplier's facilities and test samples of the proposed products and to evaluate the proposed service provider and the proposed service offerings. Proposed suppliers may be required to come to our offices in Norcross, Georgia in order for us to make an evaluation. You agree to pay us an amount not to exceed the reasonable cost of the inspection and our actual cost of testing the proposed product or evaluating the proposed service or service provider, including personnel and travel costs, whether or not the item, service, supplier, or service provider is approved. We have the right to grant, deny, or revoke approval of products, services, suppliers, or service providers based solely on our judgment. We will notify you in writing of our decision as soon as practicable following our evaluation. If you do not receive our approval within 90 days after submitting all of the information that we request, our failure to respond will be deemed a disapproval of the request. You acknowledge that the

products and services that we approve for you to offer in your Franchised Business may differ from those that we permit or require to be offered in other Franchised Businesses.

We reserve the right to re-inspect the facilities and products of any approved supplier and to reevaluate the services provided by any service provider at and to revoke approval of the item, service, supplier, or service provider if any fail to meet any of our then-current criteria. If we revoke approval of a previously-approved product that you have been selling to customers or service that you have been offering to customers, you must immediately discontinue offering the service and may continue to sell the product only from your existing inventory for up to 30 days following our disapproval. We have the right to shorten this period if, in our opinion, the continued sale of the product would prove detrimental to our reputation. After the 30-day period, or such shorter period that we may designate, you must dispose of your remaining formerly-approved inventory as we direct.

**Issuance of Specifications and Standards.** To the extent that we establish specifications, require approval of suppliers or service providers, or designate specific suppliers or service providers for particular items or services, we will publish our requirements in the Manuals. We may, at any time, in our discretion, change, delete, or add to any of our specifications or quality standards. Such modifications, however, will generally be uniform for all franchisees. We will notify you of any changes to our Manuals, specifications, or standards in writing, which we may transmit to you electronically.

**Proportion of Purchases Subject to Specifications.** We estimate that the cost to purchase and lease all equipment, inventory and other items and services that we require you to obtain from us or our affiliates, from designated suppliers, or in accordance with our specifications ranges from 70% to 95% of the total cost to purchase and lease equipment, inventory, and other items necessary to establish a Franchised Business and 70% to 95% of the total cost to purchase and lease equipment, inventory, and other items necessary to establish a other items to operate a Franchised Business.

**Revenue from Purchases.** We or our affiliates may receive revenues or profits or other material consideration from the purchases you make from us, our affiliates, or from other approved suppliers. We or our affiliates intend to earn revenue from your purchase of apparel and merchandise, project management services, furniture, fixtures, equipment, technology, signage and graphics, audio-visual equipment, services we or they may offer, and other items that we may specify from time to time. We or our affiliates may retain any rebates or other payments we receive from suppliers.

We have established arrangements with certain suppliers which require the supplier to make rebate payments to us equal to 1% to 10% of your total purchases for certain items. We may negotiate additional rebate payments with other suppliers. In the 2020 fiscal year, we received \$0 in rebates from the required purchase of products and services by our franchisees.

**Cooperatives and Purchase Arrangements.** We are not involved in any purchasing or distribution cooperatives. We may, but are not obligated to, negotiate purchase arrangements with suppliers for the benefit of franchisees. As of the issuance date of this Disclosure Document, we have not negotiated any such arrangements.

**Material Benefits.** We do not provide any material benefits to franchisees (for example, renewal or granting additional franchises) based upon their purchase of particular products or services or use of particular suppliers.

#### ITEM 9 FRANCHISEE'S OBLIGATIONS

This table lists your principal obligations under the Franchise Agreement (FA) and Development Agreement (DA). It will help you find more detailed information about your obligations in the Franchise Agreement, Development Agreement, and in other items of this Disclosure Document.

Obligation	Section (§) in Agreement	Disclosure Document Item
a. Site selection and acquisition/lease	FA § 2.1, 2.2, 2.3 DA §4	Item 11
b. Pre-opening purchases/leases	FA §7.2	Item 8
c. Site development and other pre- opening requirements	FA §8.4 DA §4.	Items 6, 7, and 11
d. Initial and ongoing training	FA Article 5, §8.4, Article 13	Items 6 and 11
e. Opening	FA §8.3 DA §3.1, §4	Item 11
f. Fees	FA Article 6 DA §2	Items 5 and 6
g. Compliance with standards and policies/ Manual	FA §1.3, Article 8, Article 9	Items 8 and 11
h. Trademarks and proprietary information	FA §7 DA §8	Items 13 and 14
i. Restrictions on products/ services offered	FA §8.2	Items 8 and 16
j. Warranty and customer service requirements	FA §8.8, §14, §19.3	Item 11
k. Territorial development and sales quotas	FA §3 DA §3, §4	Item 12
1. Ongoing product/service purchases	FA §8.10	Item 8
m. Maintenance, appearance, and remodeling requirements	FA §8.1, §8.2.1	Item 11
n. Insurance	FA Article 16	Items 6 and 8
o. Advertising	FA §8.6, §8.7, Article 10	Items 6, 8, and 11
p. Indemnification	FA Article 18 DA §8	Item 6
q. Owner's participation/ management/staffing	FA §5.2.1, §8.4, §8.13	Items 11 and 15
r. Records/reports	FA Article 11	Item 16
s. Inspections/audits	FA §8.9, Article 11	Items 6 and 11
t. Transfer	FA Article 12, Article 13 DA §7	Item 17
u. Renewal	FA Article 4	Item 17
v. Post-termination obligations	FA Article 12, Article 15 DA §8	Item 17
w. Non-competition covenants	FA Article 11 DA §8	Item 17

Obligation	Section (§) in Agreement	Disclosure Document Item
x. Dispute resolution	FA Article 22 DA §8	Item 17
y. Other: Guaranty of franchisee obligations	FA §13.7.4, §25.1.8 DA Appendix B	Item 15

## ITEM 10 FINANCING

We and our affiliates do not offer direct or indirect financing arrangements for any purpose in establishing or operating your Franchised Business. We and our affiliates do not guarantee your promissory note, lease, or any other obligation you may make to others.

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

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

If we have appointed, or appoint in the future, an Area Representative to operate an Area Business in the area in which your Franchised Business is located, such Area Representative may provide the training, support, marketing, and other services described in this Item 11 to you on our behalf and will have the authority to exercise many of our rights and perform many of our obligations under the Franchise Agreement.

# **Our Pre-Opening Obligations**

For all Franchise Agreements, whether executed pursuant to a Development Agreement or otherwise, before you begin operating your Franchised Business:

1. **Designate Areas.** We will designate your Territory. (Franchise Agreement - Section 1.4).

2. Site Selection. We will review and approve any proposed site for the storage of your equipment, inventory and supplies ("Warehouse Supplies"). You will provide written notice of the proposed storage site for the Warehouse Supplies to us and, within 10 days thereafter, we will provide written notice to you if the proposed storage site is acceptable to us. We will not unreasonably withhold our approval of your proposed site but if you do not submit a site that meets our reasonable requirements we may terminate the Franchise Agreement. We shall have the right but not the obligation to inspect in person the proposed storage site. The foregoing process shall be repeated each time you desire to change the storage site for the Warehouse Supplies.

While we will provide assistance and guidance, it is solely your responsibility to select a suitable site for the Franchised Business. Our acceptance of a proposed site is not a warranty or representation of any kind as to the potential success or profitability of your Franchised Business.

You must secure a site that we have accepted by signing a site lease or purchase agreement within 90 days after the effective date of your Franchise Agreement (the "Site Acquisition Deadline"). We may extend this Site Acquisition Deadline by up to 90 days in our sole discretion, and we may require you to execute a general release as a condition of us agreeing to grant such extension. If we have accepted a site for your Franchised Business and you are unable or unwilling to acquire such site or an alternative site that we accept by the Site Acquisition Deadline or you are unable to identify a site for your Franchised Business

that we accept by the Site Acquisition Deadline, we may terminate the Franchise Agreement. (Franchise Agreement 2.3).

**b. Approval of Site Lease.** Before you make a binding commitment to purchase, lease, or sublease a site, we must approve in writing the proposed lease or purchase agreement or any letter of intent between you and the third-party seller or lessor. If you lease the site, unless we waive the requirement in writing, you must arrange for the execution of the Lease Rider in the form that is attached as Appendix G to the Franchise Agreement in Exhibit F of this Disclosure Document. We may require you to engage an attorney to review your lease or purchase agreement for the Site that we have accepted and to supply us with reasonable documentation in connection with such review, including a lease abstract and confirmation that the terms in the agreement reflect the terms in any letter of intent between you and the third-party seller or lessor. We will not provide you with any legal advice with respect to your lease or purchase of the site. Our review of the lease is for our benefit and is not intended to supplement or replace any review by a real estate attorney engaged on your behalf. You are strongly encouraged to engage competent legal counsel to assist in the review and negotiation of your site lease. (Franchise Agreement - Section 2.2).

**3. Construction Project Management Services.** You may use a construction project manager that we approve or designate to provide construction project management services, including architectural and engineering services (a "Construction Project Manager"). We will make available to the Construction Project Manager examples of approved warehouse designs for a Peachwood Floor Coverings Franchise Business (not for construction) and for the exterior and interior design and layout. The Construction Project Manager may engage designers, architects, and engineers to adapt for the Site our standard plans and specifications for the exterior and interior design and layout, fixtures, furnishings, signs, Trade Dress, and equipment for the Franchised Business. If we designate a Construction Project Manager, you may not engage any project managers, architects, engineers, or designers other than the Construction Project Manager and those selected by the Construction Project Manager without our prior written consent. (Franchise Agreement - Section 2.4)

**4. Initial Training.** We will provide Initial Training in the System and our policies and procedures to your Required Trainees. See "Training", below in this Item. (Franchise Agreement - Section 5.2.1)

5. Manuals. We will provide you with electronic access to our Manuals, on loan for as long as this Agreement or a successor franchise agreement remains in effect. As of the date of this Disclosure Document, the Manuals are still under development and have not been completed. (Franchise Agreement – Section 9)

7. Advice. We will advise you as to development of local marketing and networking efforts. We will provide you with templates for customer agreements and/or related waivers for use in your Franchised Business, which you must adapt to comply with applicable laws and regulations. We must approve any modified forms of such agreements or waivers. (Franchise Agreement – Section 10)

**8. Opening Approval.** We will approve your Franchised Business opening, provided that you have met all of our requirements for opening, including, but not limited to, providing us with a certificate of occupancy and building the Franchised Business in compliance with our requirements. (Franchise Agreement - Section 2). We estimate that the typical length of time between signing a Franchise Agreement and opening your Franchised Business is approximately 90-120 days. Factors affecting this length of time include, among others: ability to select a site and negotiate a satisfactory lease; hiring of the requisite employees; successful completion of Initial Training; local ordinances or community requirements; delivery of fixtures, equipment, and signs; issuance of all necessary licenses, permits and

approvals; and procuring required insurance. You must open the Franchised Business no later than 180 days after the effective date of the Franchise Agreement and within 90 days after possession of the Site is delivered to you by your landlord. We may extend this deadline, in our sole discretion, which we may condition on you agreeing to pay an extension fee of \$2,500 for each month (or portion of a month) for which the deadline is extended and you executing a general release.

# **Ongoing Assistance**

During the operation of your Franchise:

**1. Review Advertising.** We will review any advertising or promotional programs or materials that you develop. (Franchise Agreement – Section 10.1.5)

2. Marketing Fund Management. We will manage the Marketing Fund as described below in this Item, if we establish one. We will prepare an unaudited statement of contributions and expenditures for the Marketing Fund and make it available within 60 days after the close of our fiscal year to franchisees who make a written request for a copy. (Franchise Agreement - Section 6.2.2)

**3. Relocation Review.** We will evaluate sites to which you propose to relocate your Franchised Business in accordance with our then-current real estate project management requirements. (Franchise Agreement - Section 2.1)

4. **Pricing.** If we determine that we may lawfully require you to charge certain prices for goods or services, certain minimum prices for goods or services, or certain maximum prices for goods or services, you must adhere to our pricing policies as set forth in the Manuals or otherwise in writing from time to time. We currently require you to charge rates equal to or in excess of a minimum pricing schedule, which we will provide and may revise from time to time. Otherwise, you are solely responsible for determining the prices that you charge customers and must provide us with your current price list upon our request.

# Advertising

**Our Marketing**. We may from time to time formulate, develop, produce, and conduct, at our sole discretion, advertising or promotional programs in such form and media as we determine to be most effective. We may make available for you to purchase approved advertising and promotional materials, including signs, posters, collaterals, etc. that we have prepared.

We have not conducted media advertising for the Peachwood Floor Coverings concept. If we conduct media advertising, we may use direct mail, print, radio, Internet, or television, which may be local, regional, or national in scope. We may produce the marketing materials in-house or employ a local, regional, or national advertising agency. We are not obligated to conduct any advertising or marketing programs within your market.

Local Marketing. You must use your best efforts to promote the use of the Mark in your market area. You must spend a minimum of 3% of your Gross Revenue per calendar quarter, beginning 90 days after you open for business on local advertising and promotional activities (the "Marketing Spending Requirement"). Your Marketing Spending Requirement is in addition to your Brand Fund Contribution. You may satisfy your Marketing Spending Requirement through the use of direct advertisements in your local market, including digital marketing, or by applying the Marketing Spending Requirement amount towards the salary and/or commissions of dedicated sales personnel. We have the right to designate in the Manuals the types of expenditures that will or will not count toward the Marketing Spending Requirement.

At our request, you must submit appropriate documentation to verify compliance with the Marketing Spending Requirement. If you fail to spend (or prove that you spent) the Marketing Spending Requirement in any quarter, then we may, in addition to and without limiting our other rights and remedies, require you to pay us the shortfall as an additional Brand Fund Contribution or to pay us the shortfall for us to spend on local marketing for your Franchised Business.

You must participate in such advertising, promotional, and community outreach programs that we may specify from time to time, at your own expense. Any media advertising or direct mail marketing that you conduct must be predominantly focused within your Territory, unless we and franchisees in neighboring territories agree otherwise. You must ensure that all of your advertising, marketing, promotional, customer relationship management, public relations and other brand related programs and materials that you or your agents or representatives develop or implement relating to the Franchised Business is completely clear, factual and not misleading, complies with all applicable laws and regulations, and conforms to the highest ethical standards and the advertising and marketing policies that we periodically specify. Moreover, you must conduct all advertising in a dignified manner and in conformance with the standards and requirements we specify in the Manuals.

You must submit to us in writing for our prior approval all sales promotion materials and advertising that have not been prepared by or previously approved by us. If our written approval is not received within 14 days from the date we received the material, the material is deemed disapproved. We will have the final decision on all creative development of advertising and promotional messages. We reserve the right to require you to discontinue the use of any advertising or marketing materials.

**Grand Opening Advertising.** In connection with the opening of the Franchised Business, you must spend a minimum of \$20,000 for grand opening advertising and promotion in the 90 days after opening the Franchised Business in accordance with a plan that you must submit to us. We have the right to modify your grand opening plan, in our sole discretion, and may require you to use a public relations firm to assist with your grand opening. No amount paid by you for your grand opening will be credited toward the Marketing Spending Requirement. You must provide us with supporting documentation evidencing these expenditures upon request.

Marketing Fund. We may, but are not obligated to, establish the Peachwood Floor Coverings Marketing Fund, a segregated or independent fund into which all Brand Fund Contributions will be paid (the "Marketing Fund"). While currently we do not collect the Brand Fund Contribution, we may collect a Brand Fund Contribution of up to 2% of your Gross Revenue from you for contribution to the Marketing Fund. We may use monies in the Marketing Fund and any earnings on the Marketing Fund account for any costs associated with advertising (media and production), branding, marketing, public relations and/or promotional programs and materials, and any other activities we believe would benefit the Peachwood Floor Coverings brand or the Franchised Businesses generally, including advertising campaigns in various media; creation, maintenance, and optimization of the System Website or other websites; keyword or adword purchasing programs; conducting and managing social media activities; direct mail advertising; market research, including, without limitation, secret shoppers and customer satisfaction surveys; branding studies; employing advertising and/or public relations agencies; purchasing promotional items; conducting and administering promotions, contests, giveaways, public relations events, and community involvement activities; and providing promotional and other marketing materials and services to our franchisees. We have the right to direct all marketing programs, with the final decision over creative concepts, materials, and media used in the programs and their placement. We do not guarantee that you will benefit from the Marketing Fund in proportion to your contributions to the Marketing Fund.

We will make any sales and other materials produced with Marketing Fund monies available to you without charge or at a reasonable cost, and we will deposit the proceeds of such sales into the Marketing Fund.

We will not use the Marketing Fund for anything whose sole purpose is the marketing of franchises; however, the Peachwood Floor Coverings website, public relations activities, community involvement activities, and other activities supported by the Marketing Fund may contain information about franchising opportunities.

We will not use any contributions to the Marketing Fund to defray our general operating expenses, except for reasonable administrative costs and overhead we incur in activities reasonably related to the administration of the Marketing Fund or the management of Marketing Fund-supported programs (including the pro-rata amount of salaries of our personnel who devote time to Marketing Fund activities and retainers and fees for outside agencies). We may use monies in the Marketing Fund to pay for an independent audit of the Marketing Fund, if we elect to have it audited.

In no event will we be deemed a fiduciary with respect to any Brand Fund Contributions we receive or administer. We are not required to have an independent audit of the Marketing Fund completed. We will prepare an unaudited statement of contributions and expenditures for the Marketing Fund and make it available within 60 days after the close of our fiscal year to franchisees who make a written request for a copy.

All franchisees and Franchised Businesses operated by us or our affiliates will contribute to the Marketing Fund a uniform percentage of their Gross Sales.

As of the date of this Disclosure Document, we have not created a Marketing Fund and, accordingly, there were no Marketing Fund expenditures. Any sums in the Marketing Fund at the end of any year shall be applied toward the following years' expenditures.

**Digital Marketing.** We may, in our sole discretion, establish and operate websites, social media accounts (such as Facebook, Twitter, Instagram, Pinterest, etc.), applications, keyword or adword purchasing programs, accounts with websites featuring gift certificates or discounted coupons (such as Groupon, Living Social, etc.), mobile applications, or other means of digital advertising on the Internet or any electronic communications network (collectively, "**Digital Marketing**") that are intended to promote the Marks, your Franchised Business, and the entire network of Franchised Businesses. We will have the sole right to control all aspects of any Digital Marketing, including those related to your Franchised Business.

Unless we consent otherwise in writing, you and your employees may not, directly or indirectly, conduct or be involved in any Digital Marketing that use the Marks or that relate to the Franchised Business or the network. If we do permit you or your employees to conduct any Digital Marketing, you or your employees must comply with any policies, standards, guidelines, or content requirements that we establish periodically and must immediately modify or delete any Digital Marketing that we determine, in our sole discretion, is not compliant with such policies, standards, guidelines, or requirements. If we permit your or your employees to conduct Digital Marketing, we will have the right to retain full control over all websites, social media accounts, mobile applications or other means of digital advertising that we have permitted you to use. We may withdraw our approval for any Digital Marketing or suspend or terminate your use of any Digital Marketing platforms at any time.

You are not authorized to have a website for your Franchised Business or to have a webpage related to your Franchised Business in any third-party website, including, without limitation, social networking

sites without our prior written approval. As part of our Digital Marketing, we or one of our designees will operate and maintain the Peachwood Floor Coverings website, which will include basic information related to the Franchised Business, the ability for customers to purchase products or services at your Franchised Business, and access to the Franchised Business's reservation system.

**Promotional Programs.** You must participate in all in-Franchised Business promotional programs that we offer to franchisees. You will follow our guidelines concerning the acceptance and reimbursement of gift certificates, gift cards, coupons, corporate discounts, and other promotional programs as we set forth from time to time in the Manuals or otherwise in writing. You will not allow use of gift certificates, gift cards, or coupons (including Groupons and similar discounts) unless approved or offered by us.

Advertising Cooperatives. We currently do not have any advertising cooperatives and have no plans to form such cooperatives in the immediate future. However, you must join and actively participate in any organizations or associations of franchisees or advertising cooperatives that we establish or that are established at our direction for the purpose of promoting, coordinating, and purchasing advertising in local, regional, or national areas where there are multiple Franchised Businesses, and you must abide by the bylaws, rules, and regulations duly required by such advertising cooperative, which we have the right to mandate or approve if and when we form such cooperative. If we form an advertising cooperative, we will have the right to determine how membership will be defined, whether Company-owned Franchised Businesses will participate in the cooperative, and whether we, an affiliate, a franchisee, or a third party will administer the cooperative. If you join an advertising cooperative, we or the advertising cooperative, which may be in additional funds on marketing programs conducted by the advertising cooperative, which may be in addition to your Brand Fund Contribution or the Marketing Spending Requirement. There is no cap on this potential spending obligation. If we form an advertising cooperative, we will make any governing documents available to you for your review.

Advertising Councils. We currently do not have an advertising council composed of franchisees to advise us on our advertising policies. We may decide to implement an advertising council in the future, at which point we will set policies related to such council. If we form an advertising council, we may appoint members, allow franchisees to elect members, or have a mix of appointed and elected positions. The advertising council may consist of both franchisees and our representatives. Any advertising council will be advisory and will not have any decision-making authority. We will have the right to modify or dissolve any advertising council that we create.

**Computer System** You must obtain, maintain, and use the Business Management and Technology System that we specify periodically in the Manuals to (i) enter and track purchase orders and receipts, and customer information, (ii) update inventory, (iii) enter and manage your customer's contact information, (iv) generate sales reports and analysis relating to the Franchised Business, and (iv) provide other services relating to the operation of the Franchised Business.

The Business Management and Technology System typically includes one iPad, a laptop computer, a laser measuring device which integrates with other elements of the Business Management and Technology System, one printer, one paper scanner, and one smartphone device. Components of the Business Management and Technology System must be connected to the Internet via a high-speed Internet connection. The Business Management and Technology System or third party software that we require you to use, you must execute and be responsible for the fees associated with any software license agreements or any related software maintenance agreements that we or the licensor of the software require.

We estimate that the Business Management and Technology System will cost between \$1,000 and \$3,500, which includes the cost of the hardware, software licenses, related equipment, and network

connections, including related installation costs. We, or our approved suppliers, will act as vendors or suppliers of some or all of the components of the Business Management and Technology System.

You must maintain the Business Management and Technology System at your expense and must purchase any hardware or software maintenance or technical support programs that we require. You must replace, upgrade, or update the Business Management and Technology System as we may require from time to time. We will establish reasonable deadlines for implementation of any changes to our Business Management and Technology System requirements, but there are no contractual limitations on our right to require changes to the Business Management and Technology System.

We currently do not require you to enter into, or expect that you will need to enter into, any maintenance, updating, upgrading, or support contracts related to the Business Management and Technology System. We, our affiliates, and third-party vendors are not obligated to provide you with any ongoing maintenance, repairs, upgrades, or updates. Vendors may be able to offer optional maintenance, updating, upgrading, or support contracts to you, which we estimate may cost between \$250 to \$500 per year.

You, at all times, must give us unrestricted and independent electronic access (including users IDs and passwords, if necessary) to the Business Management and Technology System for the purposes of obtaining the information relating to the Franchised Business. You must permit us to download and transfer data via a high-speed Internet connection or such other connection that we specify on a real-time basis. There are no contractual limitations on our right to access data stored in the Business Management and Technology System.

You must dedicate your computer system for use as the Business Management and Technology System only and use the Business Management and Technology System in accordance with our policies and operational procedures. Your employees must complete any and all training programs we reasonably require for the proper operation and use of the Business Management and Technology System. You may not use any other cash registers or computer systems in your Franchised Business.

#### Manuals

As of the date of this Disclosure Document, the Manuals are still under development and have not been completed. The current Table of Contents of the Manuals is attached as **Exhibit E** to this Disclosure Document. The Manuals currently consist of 105 pages. We may amend, modify, or supplement the Manuals at any time, so long as such amendments, modifications, or supplements will, in our good faith opinion, benefit us and our existing and future franchisees or will otherwise improve the System. You must comply with revised standards and procedures within 30 days after we transmit the updates.

#### Training

**Initial Training.** Your Required Trainees must personally attend and satisfactorily complete our Initial Training before you open your Franchised Business. Initial Training currently consists of: Virtual Pre-Training per the table below, followed by up to 5 days of in-person training in Peachtree Corners, Georgia which will include a combination of classroom and on the job training, followed by Virtual Post-Training. We reserve the right to modify the length, location, and timing of Initial Training. We may waive a portion of Initial Training or alter the training schedule if we determine that your Required Trainees have sufficient prior experience or training. We may provide the entire Initial Training program virtually via video conference in our discretion. The materials used in our training program will include the Operating Manual, power point presentations, online videos and documents, and in-person or virtual live training presentations. Initial Training will be provided as soon as practicable after you sign your Franchise

Agreement. We anticipate conducting training on a bi-monthly basis but may conduct more frequent training sessions at our discretion based upon the number of incoming franchises into our System.

We will provide instructors, facilities, and materials for Initial Training for up to three of your representatives (including your Required Trainees) at no additional cost to you, provided that all of your trainees are trained during the same training session. If space is available, you may bring more than three representatives to Initial Training. We reserve the right to charge a training fee of \$1,000, which we may increase upon 60 days' written notice to you, for (i) each person who is repeating the course or replacing a person who did not pass, and (ii) each subsequent Operating Principal, Key Manager, or employee who attend the course. You are responsible for any travel and living expenses, wages, and other expenses incurred by your trainees during Initial Training or any other training programs.

If we have appointed an Area Representative for the area in which your Franchised Business is located, they may provide the on-the-job portions of the first week of Initial Training at their Franchised Business and may perform the second week of Initial Training at your Franchised Business.

Our Initial Training currently consists of the following:

# TRAINING PROGRAM

## Virtual Pre-Training:

Subject	Hours of Classroom Training (Virtual)	Hours of On- the-Job Training	Location
Product Training (Carpet, Tile, Vinyl, Hardwood, Laminate, Accessories)	20-24 hours	N/A	
Basic Installation	8-10 hours	N/A	
Business Set up (Licensing, Insurance, Funding, Budgeting/Business Plan, Commercial space search and sign lease) Build out plan for Design Center, CRM Training, Credit Applications, Testing)	80-120+ hours	N/A	Virtual
TOTALS:	108-154+		

# In-Person Training:

Subject	Hours of Classroom Training	Hours of On- the-Job Training	Location
Introductions and Peachwood Floor Coverings Background/Vision/Flooring Industry	2 hours	N/A	Peachtree Corners, Georgia
Product Training (Carpet, Tile, Vinyl, Hardwood, Laminate, Accessories)	10 hours	N/A	
Leadership/Administration Duties	4 hours	N/A	
Measuring and Estimating	8 hours	N/A	
Marketing	3 hours	N/A	
Sales Process	12 hours	N/A	
Production Management/Installation	4 hours	N/A	
Financial	2 hours	N/A	
TOTALS:	45		

# Virtual Post-Training:

Subject	Hours of Classroom Training (Virtual)	Hours of On- the-Job Training	Location
Sales	6-12 hours	N/A	
Installation	8 hours	N/A	
Financial	8-12 hours	N/A	
Product Knowledge	12-24 hours	N/A	Virtual
Marketing	12-14 hours	N/A	
Administration	3-6 hours	N/A	
TOTALS:	49-76 hours		

We use manuals, online presentations, and Power Point presentations as instructional materials in our training programs. The instructors for our initial training program all have experience working with us or similar facilities as Franchised Businesses offered under this Disclosure Document. The following individuals will lead our training programs: Owners, including Ryan Cornell, who has 8 years of experience in our industry and will train in flooring, flooring types, pricing, sales, and general operations, Mike O'Connor and Matt Wood, who both have over 8 years of experience in business ownership and will instruct on small business ownership, operational structure, client maintenance, contracts, scaling, and staffing. Training may also be provided by additional employees who will provide training in finance, accounting, bookkeeping, back end processes, and marketing.

Your Required Trainees must successfully complete Initial Training at least ten days before the Opening Deadline. We will determine, in our discretion, what constitutes successful completion of the program. If your Required Trainees are unable to successfully complete, in our sole discretion, Initial Training for any reason, your Required Trainees must repeat Initial Training or you must send replacement Required Trainees to complete Initial Training. If your Required Trainees have not, in our sole discretion, successfully completed Initial Training ten days before the Opening Deadline, we may terminate the Franchise Agreement, in which case we will not refund any initial fees paid by you.

Additional Training. We may periodically conduct mandatory or optional training programs for your Required Trainees and/or your employees at our office or another location that we designate. There will be no charge for training programs that we require you or your employees to attend, but we may charge you a reasonable fee for optional training programs. We may provide additional training in person or via recorded media, teleconference, videoconference, the Internet, webinar, or any other means, as we determine. We may require your Required Trainees or employees to satisfactorily complete any additional training programs that we specify. We may require your Required Trainees to participate in refresher or advanced training each year.

If, in our sole judgment, you fail to maintain the quality and service standards set forth in the Manuals, we may, in addition to all of our other rights and remedies, assign trainers to the Franchised Business to retrain Franchised Business employees and restore service levels and/or require you or your employees to repeat Initial Training or attend additional training programs at a location that we designate. We may charge a reasonable fee for each trainer assigned to your Franchised Business and any remedial training.

If your Key Manager ceases to be employed by you at the Franchised Business and you are unable to immediately appoint and train a new manager, we may, in our sole discretion and for a reasonable fee, provide a Key Manager to work at your Franchised Business temporarily until a new Key Manager is appointed and trained.

**Training by You.** You and/or your Operating Principal and your Key Managers are responsible for training all of your other employees (and subsequent Key Managers) in accordance with our standards and training programs. If, in our sole judgment, you fail to properly train your employees in accordance with our standards, we may prohibit you from training additional employees and either require them to attend training at our headquarters or pay for our costs and expenses to send one of our representatives to train them at your Franchised Business.

**Delegation**. We may delegate the performance of any or all of our obligations under the Franchise Agreement to an Area Representative, affiliate, agent, independent contractor, or other third party. As described in Item 1, if we appoint an Area Representative in the area that includes your Franchised Business, the Area Representative will provide training, support, marketing, and other services to you on our behalf

and will have the authority to exercise many of our rights and perform many of our obligations under the Franchise Agreement.

#### ITEM 12 TERRITORY

#### **Franchise Program**

**Site.** Premises. You must locate your franchise at a specific site that we approve, which may be your personal residence (the "Site"). Unless we agree otherwise in writing, you must select a Premises that we have accepted within the Protected Territory that we specify. The Premises will be added to the Franchise Agreement once we accept it and you secure it, usually within 14 days after signing the Franchise Agreement.

**Relocation of the Franchised Business.** If you would like to relocate your Franchised Business, you must receive our written consent. Our approval will not be unreasonably withheld, provided (i) the new location for the Franchised Business is satisfactory to us and within your Territory, (ii) your lease, if any, for the new location complies with our then-current requirements, (iii) you comply with our then-current requirements for constructing and furnishing the new location, (iv) the new location will not, as determined in our sole discretion, materially and adversely affect the Gross Revenue of any other Franchised Business, (v) you have fully performed and complied with each provision of the Franchise Agreement within the last three years prior to, and as of, the date we consent to such relocation (the **"Relocation Request Date"**), (vi) you are not in default, and no event exists which with the giving of notice and/or passage of time would constitute a default, exists as of the Relocation Request Date, and (vii) you have met all of our then-current training requirements. If you lose your lease, you must secure our approval of another site and enter into a lease for the new approved site within 90 days after you lose your site lease. You must pay us a relocation fee as specified in Item 6.

**Territory.** Upon signing your Franchise Agreement, we will provide you an area in which you will have protected rights (the "**Territory**" or "**Protected Territory**"). The size of your Protected Territory may vary from other System franchisees based on the location and demographics surrounding your Premises. Typically, a Protected Territory will consist of approximately 225,000 Qualified Homeowners depending upon geography, demographics, and other factors. The demographics, geography, and other factors we use in defining your Territory are based upon information provided to us by third-party sources that we select at our sole discretion.

The boundaries of your Territory may be described in terms of zip codes, streets, landmarks (both natural and man-made) or county lines, or otherwise delineated on a map. The sources we use to determine the population within your Territory will be publicly available population information (such as data published by the U.S. Census Bureau or other governmental agencies and commercial sources).

Because we retain certain "reserved rights" (described below) within your Protected Territory, the Protected Territory is not an exclusive territory. "Protected" means that we will neither operate, nor award to another person a franchise to operate, another Franchised Business in your Protected Territory, nor will we service, or authorize others to service, customers in your Protected Territory, except in limited circumstances described below in this Item 12, and provided you are not in default under the Franchise Agreement.

As long as you are in compliance with the Franchise Agreement, your exclusive rights in the Territory will not be modified for any reason, except by mutual written agreement signed by both parties.

During the Term, you must meet the following minimum performance levels (the "**Minimum Performance Levels**"): (i) in your second full calendar year of operation, the Gross Revenue for your Franchised Businesss must be greater than or equal to 50% of the average Gross Revenue for all Franchised Businesses that have been open for at least one full calendar year ("**Mature Franchised Businesses**") during such calendar year; and (ii) in your third or subsequent full year of operation, the Gross Revenue for your Franchised Businesss must be greater than or equal to 70% of the average Gross Revenue for all Mature Franchised Businesses during such calendar year. If you fail to meet the Minimum Performance Levels in any calendar year, you must create a business plan that we must approve in writing and you must diligently implement the business plan during the next calendar year. If you fail to meet the Minimum Performance Levels for two consecutive years, we may reduce the size of your Territory, terminate the Franchise Agreement, or exercise other remedies outlined in the Franchise Agreement.

**Reserved Rights.** Among other things, we and our affiliates have the right to (a) establish or license franchises and/or company-owned commercial and/or residential flooring Franchised Businesses, or other businesses offering similar or identical products or services, and using the System or elements of the System (i) under the Marks anywhere outside of the Territory or (ii) under names, symbols, or marks other than the Marks anywhere, including inside and outside of the Territory; (b) sell or offer, or license others to sell or offer, any products or services using the Marks or other marks through any alternative distribution channels, including, without limitation, through e-commerce, in retail stores, via recorded media, via online videos, or via broadcast media, anywhere, including inside and outside of the Territory; (c) advertise, or authorize others to advertise, using the Marks anywhere, including inside and outside of the Territory; and (d) acquire, be acquired by, or merge with other companies with existing commercial and/or residential flooring facilities or businesses anywhere (including inside or outside of the Territory) and, even if such businesses are located in the Territory, (i) convert the other businesses to the Peachwood Floor Coverings name, (ii) permit the other businesses to continue to operate under another name, and/or (iii) permit the businesses to operate under another name and convert existing Franchised Businesses to such other name.

We will not compensate you for any of our activities in your Territory, even if they have an impact on your Franchised Business.

**Restriction on Rights.** You do not have the right to open additional Franchised Businesses nor do you have any rights of first refusal on any other location. You do not have the right to use the Marks or the System at any location other than the Site or in any wholesale, e-commerce, or other channel of distribution besides the retail operation of the Franchised Business at the Site. Any media advertising or direct mail marketing that you conduct must be predominantly focused within your Territory, unless we agree otherwise. There are no territorial restrictions from accepting business from customers that reside or work or are otherwise based outside of your Territory if these customers contact you, but we reserve the right to implement additional rules and restrictions regarding soliciting such customers in the future in our Manuals.

We reserve the right to establish guidelines concerning the acceptance and reimbursement of gift certificates, gift cards, coupons, corporate discounts, and other promotional programs as we set forth from time to time in the Manuals or otherwise in writing, including policies related to the allocation of monies when a gift certificate is purchased at one Franchised Business and redeemed at another Franchised Business. We do not have these policies or procedures in place, however, as of the date of this Disclosure Document.

**Open Territory Operations**. You may service customers outside your Protected Territory, with our prior written approval, if customers are located in areas geographically contiguous to your Protected Territory, and no other franchisee of ours has been awarded that territory, nor is the territory protected as an affiliate-owned business (an "**Open Territory**").

You may only operate your Franchised Business and service customers within your Protected Territory, unless we have approved you to service customers in Open Territories. As long as you are in compliance with the Franchise Agreement, we will not, during the term of your Franchise Agreement, operate or grant others the right to operate any other Franchised Business within the Protected Territory.

You may not intentionally direct your advertising or marketing at customers in other franchisees' territories. You must obtain our prior written approval before selling products or services in unassigned Open Territories outside your assigned Protected Territory. Generally, we will grant permission for you to operate in Open Territories.

If we give you permission to operate in an Open Territory, we have the right to sell or assign it or any part of it at any time, without notice to you. We may revoke your rights to operate in any Open Territory at any time, even if we permitted you to service customers in that Open Territory in the past. You will not have a right of first refusal or option to buy a territory that was formerly designated as an Open Territory. Once an Open Territory is assigned to another System franchisee or affiliate-owned business, you will have no further rights to service customers in that area.

#### **Development Program**

**Development Area.** If you enter into a Development Agreement, you will have the right to develop a mutually agreed upon number of Franchised Businesses in the Development Area in accordance with the Development Schedule. The total number of Franchised Businesses to be opened in your Development Area, as well as the size of the Development Area, will be dependent upon a number of factors such as (i) the number of Franchised Businesses we grant you the right to open and operate; and (ii) the location and demographics of the general area where we mutually agree you will be opening these locations. The boundaries of your Development Area may be described in terms of zip codes, streets, landmarks (both natural and man-made) or county lines, or otherwise delineated on a map attached to the Development Agreement.

You must execute our then-current Franchise Agreement for each Franchised Business that you develop under a Development Agreement. With our written approval, you may utilize one Site located within the Development Area to operate all of the Franchised Businesses you open. Similarly, with our written approval, one Business Management and Technology System may be utilized to operate all of the Franchised Businesses that you open in your Development Area.

The Development Area is an exclusive territory. This means that while the Development Agreement is in effect, provided that you open and operate the Franchised Businesses in accordance with the Development Schedule and the minimum number of Franchised Businesses that you have open and operating in the Development Area at any given time is not less than the minimum required under the Development Schedule, we will not operate, or license any person other than you to operate, a Franchised Business under the Marks and the System within the Development Area.

You must comply with your development obligations under the Development Agreement, including your Development Schedule, in order to maintain your exclusive right to develop Franchised Businesses within the Development Area. If you do not comply with your Development Schedule, we may terminate your Development Agreement and any further development rights you have under that agreement. Otherwise, we will not modify the size of your Development Area except by mutual written agreement signed by both parties.

If a Franchised Business is destroyed or damaged by any cause beyond your control such that it may no longer continue to be open for the operation of business (**"Destruction Event"**), you must diligently

work to repair and restore the Franchised Business to our approved plans and specifications as soon as possible at the same location or at a substitute site accepted by us within the Development Area. Under such circumstances, the Franchised Business will continue to be deemed a "Franchised Business in operation" for the purpose of this Agreement for up to 60 days after the occurrence. If a Franchised Business (i) is closed in a manner other than those described in the Development Agreement or as otherwise agreed by us in writing or (ii) fails to reopen within 60 days after a Destruction Event, then we may terminate the Development Agreement and all of your exclusive territorial rights, if any, will be eliminated.

The Development Agreement and your exclusive right to develop Franchised Businesses in the Development Area will expire on the last development deadline in the Development Schedule, unless the Development Agreement is terminated sooner. Upon the expiration or termination of the Development Agreement, your right to develop Franchised Businesses within the Development Area will be terminated. However, Franchised Businesses that you have opened will continue to operate under the terms of the applicable Franchise Agreements.

**Reserved Rights.** Among other things, we reserve the right to: (a) establish or license franchises and/or company-owned commercial and/or residential flooring Franchised Businesses or other businesses offering similar or identical products or services, and using the System or elements of the System (i) under the Marks anywhere outside of the Development Area or (ii) under names, symbols, or marks other than the Marks anywhere, including inside and outside of the Development Area; (b) sell or offer, or license others to sell or offer, any products or services, using the Marks or other marks through any alternative distribution channels, including, without limitation, through e-commerce, in retail stores, via recorded media, via online videos, or via broadcast media, anywhere, including inside and outside of the Development Area; (c) advertise, or authorize others to advertise anywhere, using the Marks; (d) acquire, be acquired by, or merge with other companies with existing company-owned commercial and/or residential flooring facilities or businesses anywhere (including inside or outside of the Development Area) and, even if such businesses are located in the Development Area, (i) convert the other businesses to the Peachwood Floor Coverings name, (ii) permit the other businesses to continue to operate under another name, and/or (iii) permit the businesses to operate under another name and convert existing Franchised Businesses to such other name; and (e) engage in any other activity, action or undertaking that we are not expressly prohibited from taking under the Development Agreement. We will not compensate you for any actions we take in your Development Area.

#### **Additional Disclosures**

We have not established other franchises or company-owned outlets or another distribution channel offering or selling similar products or services under a different trademark. Neither we nor our affiliates have established, or presently intend to establish, other franchised or company-owned businesses that offer residential and commercial floor covering services, Franchised Businesses or similar products or services under a different trade name or trademark, but we reserve the right to do so in the future without your consent.

#### ITEM 13 TRADEMARKS

We grant you the right to operate a business specializing in the operation of residential and commercial floor covering services Franchised Businesses under the Peachwood Floor Coverings mark, and other trademarks, service marks, associated designs, artwork, and logos that we specify from time to time. We may require you to use the Marks in conjunction with other words or symbols or in an abbreviated form.

We have applied for registration of the following Marks with the Principal Register of the United States Patent and Trademark Office ("USPTO") and we will file required affidavits with respect to each of the Marks:

Mark	Application No.	Application Date
PEACHWOOD FLOOR COVERINGS	90,893,857	August 20, 2021
PEACHWOOD FLOOR COVERINGS	90,893,887	August 20, 2021

At this time, we do not have a registration for these trademarks. Therefore, these trademarks do not have many of the legal benefits and rights as a federally-registered trademark. If your right to use this trademark is challenged, you may have to change to an alternative trademark which will increase your expenses.

There are no currently effective determinations of the USPTO, Trademark Trial and Appeal Board, the Trademark Administrator of any state, or any court; nor is there any pending infringement, opposition or cancellation proceedings, or material litigation, involving any of the Marks. We do not know of any superior prior rights or infringing uses that could materially affect your use of any of the Marks. There are no currently effective agreements that significantly limit our rights to use or license the use of the Marks listed above in a manner material to the franchise.

You may also use certain other Marks owned by or licensed to us in the operation of your Franchised Business. You must use the Marks only in strict accordance with the Franchise Agreement and Operations Manual. You may not use any Mark (i) as part of any corporate or legal business name, (ii) with any prefix, suffix or other modifying words, terms, designs or symbols (other than logos we have licensed to you), (iii) in selling any unauthorized services or products, (iv) as part of any domain name, electronic address, metatag, social media account, or otherwise in connection with any website or other electronic medium without our consent, or (v) in any other manner we have not expressly authorized in writing. You must display the Marks in a manner that we specify on signage at the Franchised Business and on all written materials, forms, advertising, promotional materials, supplies, employee uniforms, business cards, receipts, letterhead, contracts, stationary, and other materials we designate. Upon receipt of notice from us, you must discontinue, alter or substitute any of the Marks as we direct.

You must display in a conspicuous location in or upon the Franchised Business, or in a manner that we specify, a sign containing the following notice (or an alternative notice that we specify): "This business is owned and operated independently by [name of franchisee] who is an authorized licensed user of the trademark "Peachwood Floor Coverings", which is a trademark owned by Peachwood Franchising, LLC". You must include this notice or other similar language that we specify on all forms, advertising, promotional materials, business cards, receipts, letterhead, contracts, stationary, and other written materials we designate.

You must promptly notify us if any other person or Entity attempts to use any of the Marks or any colorable imitation of any of the Marks. You must immediately notify us of any infringement of or challenge to your use of any of the Marks. We will have the right to take any action that we deem appropriate, but the Franchise Agreement does not require us to take any action to protect your right to use

any of the Marks or to participate in your defense and/or indemnify you for expenses or damages if you are a party to an administrative or judicial proceeding involving any of the Marks. We will have the right to control any administrative proceeding or litigation related to the Marks. We will be entitled to retain any and all proceeds, damages, and other sums, including attorneys' fees, recovered or owed to us or our affiliates in connection with any such action. You agree to execute all documents and, render any other assistance we may deem necessary to any such proceeding or any effort to maintain the continued validity and enforceability of the Marks.

If we decide that you should modify or discontinue using any of the Marks, or use one or more additional or substitute service marks or trademarks, you must comply with our directions in the time that we reasonably specify, and neither we nor any of its affiliates will have any obligation to reimburse you for the cost of complying with our directions.

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

We own no rights in, or licenses to, any patents or patent applications.

Except as provided below, we own no rights in, or licenses to, any copyrights. We have not registered any copyrights with the United States Copyright Office. However, we claim copyrights with respect to our advertising materials and Operations Manual, as well as other materials we may periodically develop. There are no determinations of the Copyright Office or any court regarding any of our copyrights. There are no agreements limiting the use of any copyrights by us.

Any copyrights used by you in the Franchised Business belong solely to us or our affiliates. You agree to notify us in writing of any suspected infringement of our or our affiliates' copyrights. We and our affiliates have exclusive rights to bring an action for infringement and retain any amounts recovered with respect to such action, and to control any infringement proceeding whether brought by or against us or you. We have no obligation to defend or otherwise protect you against any claims involving any copyright, including without limitation any copyright infringement claim, or to indemnify you for any losses you may incur as a result of our copyrights infringing the rights of any other copyright used in connection with the Franchised Business.

During the term of your Franchise Agreement, we or our affiliates may disclose in confidence to you, either orally or in writing, certain trade secrets, know-how, and other confidential information relating to the System, our business, our vendor relationships, our products and services, or the construction, management, operation, or promotion of the Franchised Business (collectively, **"Proprietary Information"**). You may not, nor may you permit any person or Entity to, use or disclose any Proprietary Information (including any portion of the Operations Manual) to any other person, except to the extent necessary for your employees to perform their functions in the operation of your Franchised Business. You must take reasonable precautions necessary to protect Proprietary Information from unauthorized use or disclosure, including conducting orientation and training programs for your employees to inform them of your obligation to protect Proprietary Information and their related responsibilities and obligations. If we or our affiliates so request, you must obtain from your officers, directors, Owners, Key Managers, and employees confidentiality agreements in a form satisfactory to us or our affiliates. You will be responsible for any unauthorized disclosure of Proprietary Information by any person to whom you have disclosed Proprietary Information.

# ITEM 15 OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS

At all times that your Franchised Business is open for business, it must be under the personal, onpremises supervision of either you, your Operating Principal, your Key Manager, or a trained attendant. Your Key Manager or another trained manager must be available at all times the Franchised Business is open for business. You or your Operating Principal and your Key Manager must successfully complete our training program and any other training programs that we may require. You may not permit your Franchised Business to be operated, managed, directed, or controlled by any other person without our prior written consent.

Your Operating Principal must have at least a 10% ownership interest in your Entity and must have authority over all business decisions related to your Franchised Business and must have the power to bind you in all dealings with us. In addition, you must appoint a Key Manager to manage the day-to-day business of your Franchised Business, who may also be the Operating Principal. The Key Manager is not required to have an ownership interest in your Entity. You must provide us with written notice of your Operating Principal and Key Manager at least 60 days prior to opening and may not change your Operating Principal and Key Manager without our prior approval.

We may also require you to obtain from your officers, directors, Key Managers, instructors, your Owner's spouses, and other individuals that we may designate executed agreements containing nondisclosure and noncompete covenants in a form acceptable to us, such as the form attached as **Exhibit J**, which specifically identify us as having the independent right to enforce them.

Each Owner, including the Operating Principal, must sign the Payment and Performance Guarantee (the "Guarantee") attached to the Franchise Agreement, assuming and agreeing to discharge all obligations of the franchisee under the Franchise Agreement and agreeing to comply with the confidentiality, indemnification, covenant not to compete, and assignment provisions of the Franchise Agreement. If you are a party to a Development Agreement, each individual with a direct or indirect ownership interest in your Entity must sign the Guarantee attached to the Development Agreement.

#### ITEM 16 RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL

You may offer for sale in the Franchised Business only the products and services that we have approved in writing. In addition, you must offer the specific products and services that we require in the Manuals or otherwise in writing. We may designate specific products or services as optional or mandatory. You must offer all products or services that we designate as mandatory. You may sell products only in the varieties, forms, and packages that we have approved. You must maintain a sufficient supply of required products to meet the inventory standards we prescribe in the Manuals (or to meet reasonably anticipated customer demand, if we have not prescribed specific standards).

We may, without limitation, change the types, amounts, or specifications of the goods or services that you may offer. We may, without limitation and in our sole discretion, revoke approval of a previously-approved product or service that you have been selling, in which case, you must immediately discontinue offering the service and may continue to sell the product only from your existing inventory for up to 30 days following our disapproval. We have the right to shorten this period if, in our opinion, the continued sale of the product would prove detrimental to our reputation. After the 30-day period, or such shorter period that we may designate, you must dispose of your remaining formerly-approved inventory as we direct.

We impose no restriction on the retail customers that you may serve at your Franchised Business, but you may not make any sales of products or services outside of the Franchised Business, or use vendor relationships that you establish through your association with us or the Peachwood Floor Coverings brand for any other purpose besides the operation of the Franchised Business, unless we consent in writing. You agree to purchase products solely for resale to retail customers, and not for resale or redistribution to any other party, including other Peachwood Floor Coverings franchisees. You may not offer products or services in connection with the Marks on any website on the Internet or any other electronic communication network unless we consent in writing. Any media advertising or direct mail marketing that you conduct must be predominantly focused within your Territory, unless we agree otherwise. While there are no territorial restrictions from accepting business from customers that reside or work or are otherwise based outside of your Territory if these customers contact you, we reserve the right to implement rules and restrictions regarding soliciting such customers in the future in our Manuals or otherwise in writing.

You must ensure that all customers purchase products and arrange for services through the Business Management and Technology System and make payments through the Business Management and Technology System.

You may not offer products or services in connection with the Marks on any website on the Internet or any other electronic communication network unless we consent in writing. Any media advertising or direct mail marketing that you conduct must be predominantly focused within your Territory, unless we agree otherwise.

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

#### THE FRANCHISE RELATIONSHIP

The table below lists certain important provisions of the Franchise Agreement. You should read these provisions in the form of Franchise Agreement attached to this Disclosure Document as Exhibit F.

Provision	Section (§) in Franchise Agreement	Summary		
a. Length of the franchise term	§4.1	The term is 10 years from the date we execute the Franchise Agreement.		
b. Renewal or extension of the term	§4.2	If Franchisee is not in default under this Agreement, and if Franchisee has the right to continue to occupy the Site, Franchisee may renew this Agreement (a "Renewal") for two (2) additional terms of five (5) years each (each a "Renewal Term").		

#### A. Franchise Agreement

Provision	Section (§) in Franchise Agreement	Summary
c. Requirements for you to renew or extend <sup>1</sup>	§4.2	Franchisee shall exercise its option to renew the Initial Term of this Agreement for a Renewal Term by providing written notice thereof to Franchisor not less than six (6) and not more than twelve (12) months prior to the expiration of the Initial Term or the then current Renewal Term; otherwise, the renewal option shall expire automatically (the Initial Term and each Renewal Term is referred to herein as the "Term"). At least thirty (30) days prior to the start of a Renewal Term, Franchisee shall pay to Franchisor a renewal fee in an amount equal to twenty percent (20%) of the then current initial franchise fee charged by Franchisor to similarly situated franchisees executing new franchise agreements. Each Renewal will be in accordance with Franchisor's then current terms and conditions for granting renewal franchises, which may include: (i) execution of a new and modified franchise agreement with different performance standards, fee structures and/or increased fees; (ii) execution of a general release, in a form satisfactory to Franchisor, of any and all claims against Franchisor, its parent, subsidiaries or affiliates (if applicable) and their officers, directors, attorneys, shareholders and employees; and (iii) a requirement that Franchisee upgrade or refurbish Equipment to conform to Franchisor's then-current standards.
d. Termination by you	N/A	Subject to state law
e. Termination by us without cause	N/A	N/A
f. Termination by us with cause	§14	As defined in (g.) and (h.) below. In addition, your default under any other agreement that you or an affiliate has with us, or our affiliates, will constitute a default subject to any applicable provisions for notice and cure set forth in the other agreement.

Provision	Section (§) in Franchise Agreement	Summary			
g. "Cause" defined – curable defaults	§14.1.2	If Franchisee fails to pay any financial obligation pursuant to this Agreement (a) within five (5) days of the date on which Franchisor gives notice of such delinquency, (b) immediately upon written notice if such payment has not been made within sixty (60) days after the date on which it is required to be paid, or (c) immediately upon written notice if Franchisee is determined to have under- reported its Gross Sales during any month by two percent (2%) or more of the actual Gross Sales during such month on two (2) or more occasions during the Term of this Agreement, whether or not Franchisee subsequently rectifies such deficiency; If Franchisee fails, for a period of fifteen (15) days after notification of non-compliance by an appropriate authority to comply with any law or regulation applicable to the operation of the Business; If Franchisee fails to perform or breaches any covenant, obligation, term, condition, warranty, or certification herein or fails to operate the Business as specified by Franchisor in the Manual, fails to pay promptly any undisputed invoices from Franchisor or suppliers, and fails to cure such non- compliance or deficiency within thirty (30) days (or such longer term as granted by Franchisor) after Franchisor's written notice thereof; If Franchisee abandons or ceases to operate all or any part of the Business conducted under this Agreement for seventy-two (72) hours or longer (except as otherwise provided herein) or defaults under any mortgage, deed of trust or lease with Franchisor or any third party covering the Business or the Site, fails to cure such abandonment or default and Franchisor or such third party treats such act or omission as a default, and Franchisoe fails to cure such default to the satisfaction of Franchisor or such third party within any applicable cure period granted Franchisee by Franchisor or such third party.			

Provision	Section (§) in Franchise Agreement	Summary		
h. "Cause" defined – non- curable defaults	§14.1.1	Automatically, without notice or action required by Franchisor, if Franchisee becomes insolvent or makes a general assignment for the benefit of creditors, or, unless otherwise prohibited by law, if a petition in bankruptcy is filed by Franchisee, or such a petition is filed against and consented to by Franchisee or not dismissed within thirty (30) days, or if a bill in equity or other proceeding for the appointment of a receiver of Franchisee or other custodian for Franchisee's business or assets is filed and consented to by Franchisee, or if a receiver or other custodian (permanent or temporary) of Franchisee's assets or property, or any part thereof, is appointed; or if a final judgment in excess of Five Thousand Dollars (\$5,000) against Franchisee relating to the Business remains unsatisfied or other steps are taken to effectively stay enforcement of such judgment in the relevant jurisdiction); If Franchisee fails to commence operation of the Business as required by Article 8; If Franchisee makes, or has made, any materially false statement or report to Franchisor in connection with this Agreement or application therefore; If there is any violation of any transfer and assignment provision contained in Article 13 of this Agreement; If Franchisee receives from Franchisor three (3) or more notices to cure the same or similar defaults or violations of this Agreement during any twelve (12) month period; If Franchisee violates any covenant of confidentiality or non- disclosure contained in Article 9 of this Agreement or otherwise discloses, uses, permits the use of, copies, duplicates, records, transmits or otherwise reproduces any manuals, materials, goods, or information created or used by Franchisor and designated for confidential use within the System without Franchisee is convicted of a felony, or any other crime or otherwise discloses, uses, permits the use of, copies, duplicates, records, transmits or otherwise reproduces any manuals, materials, goods, or information created or used by Franchisor and desig		

Provision	Section (§) in Franchise Agreement	Summary		
i. Your obligations on termination/ non- renewal	§15.1	Cease operating the Business under the System. Franchisee shall not thereafter, directly or indirectly, represent to the public that the former franchised business is operated or in any way connected with Franchisor or the System or hold itself out as a present franchisee of Franchisor; Pay all sums owing to Franchisor, including those invoiced to Franchisee after this Agreement expires or is terminated. Upon termination of this Agreement pursuant to any default by Franchisee, such sums shall include, but not be limited to, actual and consequential damages, costs and expenses (including reasonable attorneys' fees) incurred by Franchisor as a result of the termination. Return to Franchisor the Manual and all trade secret and other confidential materials, equipment and other property owned by Franchisor, and all copies thereof. Franchisee shall retain no copy or record of any of the foregoing; provided Franchisee may retain its copy of this Agreement, any correspondence between the parties, and any other document which Franchisee reasonably needs for compliance with any applicable provision of law; Take such action as may be required by Franchisor to transfer and assign to Franchisee may have in the same; and Cease to use any methods, procedures or to disconnect and forward all telephone numbers, e-mail, internet and other electronic references and advertisements, and all trade and similar name registrations and business licenses, and to cancel any interest which Franchisee may have in the same; and Cease to use any methods, procedures or techniques associated with the System; cease to use the Marks and indicia of operation associated with the System, without limiting the generality of the foregoing, Franchisee agrees that in the event of any termination or expiration of this Agreement, it will de-identify so as to make it not confusingly similar to Franchisee fails to make such alterations, at Franchisee agrees that Franchisor or its designated agents may enter upon the Site at any time to make such alterations,		

Provision	Section (§) in Franchise Agreement	Summary
j. Assignment of contract by us	§13.1	This Agreement and all rights and duties hereunder may be freely assigned or transferred by Franchisor, in whole or in part, without Franchisee's consent, in its sole discretion, but only to a person or legal entity that agrees to assume Franchisor's obligations hereunder, and shall be binding upon and inure to the benefit of Franchisor's successors and assigns including, without limitation, any entity which acquires all or a portion of the equity of Franchisor or any entity resulting from or participating in a merger, consolidation or reorganization in which Franchisor is involved, and to which Franchisor's rights and duties hereunder (in whole or in part), are assigned or transferred.
k. "Transfer" by you – defined	§13.2	Directly or indirectly sell, assign, transfer, convey, give away, pledge, mortgage or otherwise encumber any interest; (i) in this Agreement or any portion or aspect thereof, (ii) the Business, or (iii) any equity or voting interest in Franchisee that equals or exceeds twenty percent (20%) of the total equity or voting interests in Franchisee on a fully diluted basis, nor permit the Business to be operated, managed, directed or controlled, directly or indirectly, by any person other than Franchisee
l. Our approval of transfer by you	§13.2	Transfers require (i) our prior written consent, which will not be unreasonably withheld; and (ii) the satisfaction of certain conditions.
m. Conditions for our approval of transfer	§13.3	The proposed transferee is a person or entity that meets the Franchisor's standards of qualification then applicable with respect to all new applicants for similar Franchisees; The proposed Transfer is on commercially reasonable terms; As of the effective date of the proposed Transfer, all obligations of Franchisee hereunder and under any other agreements between Franchisee and Franchisor are fully satisfied; As of the effective date of the proposed Transfer, all obligations of the proposed transferee to the Franchisor under all other agreements of any kind between the proposed transferee and Franchisor are fully satisfied; and As of the effective date of the proposed Transfer, Franchisor shall have forwarded to Franchisee its approval, granted in its reasonable business judgment, of the proposed Transfer to the proposed transferee, in accordance with the following provisions of this Article 13.
n. Our right of first refusal to acquire your business	§13.5.2	We can match any offer for your business.
o. Our option to purchase your business	§8.2.3 & §13	Upon expiration or termination of the Franchise Agreement, we may purchase your business.
p. Your death or disability	§13.6	Same requirements as for transfer in (m.) above

Provision	Section (§) in Franchise Agreement	Summary
q. Non-competition covenants during the term of the franchise	§12.1	Franchisee agrees: To use its best efforts in operating the Business and in recommending, promoting and encouraging patronage of all Peachwood Floor Coverings businesses; Not to engage, directly or indirectly, as an owner, operator, or in any managerial capacity in any Competing Business (as defined below) at or within a twenty-five (25)- mile radius of the Site or the protected territory of any other System franchisees in operation. 12.3.1. "Competing Business" means any business that offers (or grants franchises or licenses to others to operate a business that offers) professional flooring services the same as or similar to those provided by System franchises or in which Franchisor's confidential information, trade secrets, methods of operation or any proprietary components could be used to the disadvantage of Franchisor or its other franchisees; provided, however, that the term Competing Business shall not apply to (a) any business operated under a franchise agreement with Franchisor, or (b) any business operated by a publicly held entity in which Franchisee or any owner or employee of Franchisee owns less than a five percent (5%) legal or beneficial interest.
r. Non-competition covenants after the franchise is terminated or expires	§12.2	For a period of two (2) years after such termination, expiration, non-renewal, transfer, or assignment, not to engage, directly or indirectly, as an owner, operator, or in any managerial capacity, in any Competing Business at or within a twenty-five (25)- mile radius of the Site or the protected territory of any other System franchisees in operation at the time of such termination, expiration, non-renewal, transfer or assignment.
s. Modification of the agreement	§19	The Manual is subject to change. Modifications become effective upon delivery of written notice to you unless the notice specifies a longer period. No modification unless by mutual written agreement.
t. Integration/merger clause	§25.1.1	All agreements between the parties are in the Franchise Agreement and its exhibits. Subject to applicable state law, only the terms of the Franchise Agreement are binding. Any representations or promises made outside this disclosure document and franchise agreement may not be enforceable.
u. Dispute resolution by arbitration	§22.2	Mandatory mediation and arbitration in Gwinnett County, Georgia. We may seek injunctive relief without submitting to mandatory mediation or arbitration. Subject to applicable state law.
v. Choice of forum	§22.2	Except for certain claims, all disputes must be arbitrated in Gwinnett County, Georgia. Subject to applicable state law.
w. Choice of law	§22.1	Georgia law applies. Subject to applicable state law.

# **DEVELOPMENT AGREEMENT**

The table below lists certain important provisions of the Development Agreement. You should read these provisions in the form of Development Agreement attached to this Disclosure Document as <u>Exhibit H</u>.

	Section (§) in		
Provision	Development Agreement	Summary	
a. Length of the franchise term	§5	The term expires upon the deadline to develop the Businesses specified in the Development Schedule or upon the development of all Businesses.	
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	
e. Termination by franchisor without cause	Not Applicable	Not Applicable	
f. Termination by franchisor with cause	§6.1	We can terminate only if you default (see (g.) and (h.) below).	
g. "Cause" defined – curable defaults	Not Applicable	Not Applicable	
h. "Cause" defined - non- curable defaults	§6.1	You fail to have open and operating, the minimum number of Businesses specified in the Development Schedule by any Opening Deadline specified in the Development Schedule; any Franchise Agreement is terminated a result of default; or you breach or otherwise fail to comply fully with any other provision of the Development Agreement.	
i. Franchisee's obligations on termination/non-renewal	§6.2	You will lose the right to continue to develop Action Tree Service businesses in your Development Area.	
j. Assignment of contract by franchisor	§7	Fully assignable and transferrable by us.	
k. "Transfer" by franchisee - defined	§7	Includes transfer of the Development Agreement, any interest in the Development Agreement, or, if you are a business entity, any interest in the entity.	
1. Franchisor approval of transfer by franchisee	§7	We have the right to approve or not approve all transfers in our sole discretion.	
m. Conditions for franchisor approval of transfer	§7	We have sole discretion in setting conditions for our approval of a transfer.	
n. Franchisor's right of first refusal to acquire franchisee's business	§7	We have the first right of refusal on all transfer, exercisable withing 30 days of receiving an executed copy of the contract of transfer.	
o. Franchisor's option to purchase franchisee's business	Not Applicable	Not Applicable	
p. Death or disability of franchisee	Not Applicable	Not Applicable	
q. Non-competition covenants during the term of the franchise	§8	The non-competition covenants in your Franchise Agreement shall apply to your Development Agreement	

# **B.** Development Agreement

Provision	Section (§) in Development Agreement	Summary
r. Non-competition covenants after the franchise is terminated or expires	<b>§</b> 8	The non-competition covenants in your Franchise Agreement shall apply to your Development Agreement.
s. Modification of the agreement	<b>§</b> 9	No modifications to the Development Agreement unless you and we agree in writing. We may amend the Manual at any time.
t. Integration/merger clause	§9	Only the terms of the Development Agreement and any Franchise Agreements are binding (subject to state law). Any promises outside the Development Agreement, the Franchise Agreements, and this FDD may not be enforceable. However, nothing in the Franchise Agreement will have the effect of disclaiming any of the representations made in this FDD.
u. Dispute resolution by arbitration or mediation	<b>§</b> 8	The dispute resolution provisions of the Franchise Agreement apply to any disputes under the Development Agreement (subject to applicable state law)
v. Choice of forum	<b>§</b> 8	The choice of forum provision of the Franchise Agreement applies to the Development Agreement (subject to applicable state law)
w. Choice of law	<b>§</b> 8	The choice of law provision of the Franchise Agreement applies to the Development Agreement (subject to state law)

# ITEM 18 PUBLIC FIGURES

We do not use any public figure to promote our Franchises but may do so in the future.

#### 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.

In the Item 19 Tables below, we disclose a comprehensive overview of the historical performance results generated by Peachwood Floor Coverings, LLC in connection with its ownership and operation of a Company-Owned Outlet that is: (i) operated in a substantially similar manner as a Franchised Business would be operated, and (ii) is operating in and around the Atlanta area where it has been in operation since March of 2020 and has high awareness among consumers and a significant market presence. From March of 2020 to August of 2021, the Company-Owned Outlet operated under the name "Fairway Flooring". In August of 2021, the Company-Owned Outlet began operating under the name "Peachwood Floor Coverings". During the Measurement Period (defined below), the Company-Owned Outlet performed some jobs outside of its primary operating areas in what would be considered an "Open Territory" if the Company-Owned Outlet were a Franchised Business.

The Company-Owned Outlet's fiscal year follows the calendar year, beginning January 1 and ending December 31. The period measured for Table 1 is separated into 3-month calendar quarters beginning on January 1, 2020 through December 31, 2020. The period measured for Table 2 is separated into 3-month calendar quarters beginning on January 1, 2021 through, September 30, 2021, and also includes October of 2021, (the "Measurement Period(s)"). The Company Owned Outlet began operating in March of 2020 and thus the "Q1 – 2020" column in Table 1 does not reflect a full quarter of operations.

In Table 3 we disclose the total number of requested services estimates that were opened per month for the period beginning January 1, 2021 through July of 2021, as well as the total number of estimates that ultimately resulted in services being performed for customers of the Company-Owned Outlet.

The Company-Owned Outlet does not pay any Royalty Fees to us. In the tables below, we have included an expense calculated as five percent (5%) of the Total Income to represent what the Company-Owned Outlet would have paid to us as a Royalty Fee if it were operated under our current form of Franchise Agreement. Neither we nor a certified public accountant have independently audited or verified the information.

The explanatory notes included with the following charts are an integral part of this financial performance representation and should be read in their entirety for a full understanding of the information contained in the following charts.

	Q1 2020 <sup>1</sup>	Q2 2020	Q3 2020	Q4 2020	2020
Total Income	\$102,570	\$399,721	\$812,393	\$634,902	\$1,949,586
Contractors	\$18,631	\$100,197	\$233,982	\$209,849	\$562,660
Cost of Goods Sold	\$38,121	\$145,728	\$368,276	\$282,124	\$834,248
Total COGS	\$56,752	\$245,925	\$602,258	\$491,973	\$1,396,908
Gross Profit	\$45,818	\$153,796	\$210,135	\$142,929	\$552,678
Salaries & Wages	\$0	\$23,197	\$65,253	\$ 95,236	\$183,686
Advertising & Marketing	\$715	\$1,304	\$ 7,477	\$ 8,223	\$17,719
Insurance	\$280	\$508	\$5,180	\$11,138	\$17,106
Legal & Professional Services	\$0	\$2,950	\$2,036	\$900	\$5,886
Meals & Entertainment	\$0	\$269	\$427	\$3,752	\$4,448
Office Supplies & Software	\$3,641	\$3,363	\$2,791	\$3,874	\$13,670
Other Business Expenses	\$743	\$1,461	\$ 937	\$505	\$ 3,646
QuickBooks Payments Fees	\$197	\$879	\$2,451	\$2,715	\$6,242
Rent & Lease	\$0	\$21,175	\$19,152	\$19,116	\$59,442
Utilities	\$0	\$2,394	\$6,695	\$5,504	\$14,593
Warehouse equipment/supplies	\$475	\$4,514	\$2,401	\$1,987	\$9,376
Repairs & Maintenance	\$0	\$725	\$1,050	\$2,254	\$4,029
Car & Truck	\$0	\$4,682	\$(6,593)	\$3,047	\$1,136
Job Supplies	\$0	\$592	\$1,858	\$3,312	\$5,762
Total Operating Expenses	\$6,051	\$68,013	\$111,115	\$161,564	\$346,742
Vehicle Purchases	\$0	\$0	\$0	\$0	\$0
Franchise Specific Fees <sup>2</sup>	<b>\$5.10</b> 0	<b>#10.00</b>	<b>* 1 0 6 0</b>	<b>\$21.545</b>	<b>***</b>
Royalty	\$5,128	\$19,986	\$40,620	\$31,745	\$97,479
EBITDA <sup>3</sup> if Franchised	\$ 34,639	\$65,797	\$58,401	\$(50,380)	\$108,457

Table 1 – Company-Owned Outlet Historical Performance Jan. 1, 2020 to Dec. 31, 2020

	Q1 2021	Q2 2021	Q3 2021	Oct. 2021	2021 (Jan. – Oct.)
Total Income	\$831,447	\$1,296,158	\$1,538,002	\$672,165	\$4,337,772
Contractory	¢100.712	\$250.512	\$492.045	¢100.072	\$1,222,241
Contractors	\$199,712	\$350,512	\$483,945	\$199,072	\$1,233,241
Cost of Goods Sold	\$383,606	\$567,115	\$684,893	\$241,440	\$1,877,054
Total COGS	\$583,318	\$917,626	\$1,168,838	\$440,512	\$3,110,294
Gross Profit	\$248,129	\$378,532	\$369,164	\$231,653	\$1,227,478
Salaries & Wages	\$97,283	\$109,291	\$156,808	\$56,585	\$419,968
Advertising & Marketing	\$9,406	\$11,786	\$12,413	\$12,127	\$45,732
Insurance	\$3,850	\$2,373	\$5,500	\$10,816	\$22,538
Legal & Professional Services	\$293	\$1,581	\$270	\$3,140	\$5,284
Meals & Entertainment	\$581	\$1,420	\$2,676	\$0	\$4,678
Office Supplies & Software	\$3,338	\$4,410	\$4,887	\$4,862	\$17,497
Other Business Expenses	\$7,217	\$1,899	\$4,625	\$497	\$14,237
QuickBooks Payments Fees	\$2,262	\$10,442	\$26,031	\$7,160	\$45,895
Rent & Lease	\$21,034	\$21,296	\$22,298	\$7,099	\$71,727
Utilities	\$6,069	\$7,569	\$11,626	\$3,420	\$28,685
Warehouse equipment/supplies	\$2,422	\$3,463	\$4,528	\$2,166	\$12,580
Repairs & Maintenance	\$1,415	\$1,050	\$1,831	\$350	\$4,646
Car & Truck	\$4,505	\$2,312	\$4,878	\$2,328	\$14,022
Job Supplies	\$2,784	\$367	\$2,732	\$568	\$6,450
Total Operating Expenses	\$162,458	\$179,260	\$261,103	\$111,117	\$713,938
Vehicle Purchases	\$16,935	\$2,000	\$0	\$0	\$18,935
Franchise Specific Fees <sup>2</sup>					
Royalty	\$41,572	\$64,808	\$76,900	\$33,608	\$216,889
EBITDA <sup>3</sup> if Franchised	\$27,163	\$132,464	\$31,161	\$86,928	\$277,716

Table 2 – Company-Owned Outlet Historical Performance Jan. 1, 2021 to Oct. 31, 2021

Notes to Item 19 Tables 1 and 2.

1. The Company Owned Outlet began operating in March of 2020 and thus the "Q1 - 2020" column in Table 1 does not reflect a full quarter of operations.

2. The Company-Owned Outlet does not pay any Royalty Fees to us. In the tables below, we have included an expense calculated as five percent (5%) of the Total Income to represent what the Company-Owned Outlet would have paid to us as a Royalty Fee if it were operated under our current form of Franchise

Agreement. Currently, we do not require you to contribute any amounts as a Brand Fund Contribution, but we may require a Brand Fund Contribution of up to 2% of your Gross Revenue upon 30 days' written notice to you. Franchised Businesses are also required to pay a Technology Fee, currently set at \$300 per month. We have not imputed a separate Technology Fee as part of the Franchise Specific Fees because the Company-Owned Outlet expended at least this amount per month on technology services that are included in the Technology Fee, and these expenses are included above in the Office Supplies and Software line item.

3. "EBITDA if Franchised" does not include interest paid on debt, taxes, depreciation, or amortization expenses.

Estimates	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021	Jul 2021	2021 Totals
Total <sup>1</sup>	98	150	134	104	146	127	152	911
Converted <sup>2</sup>	77	112	110	91	110	104	125	729
Conversion Rate <sup>3</sup>	78.5%	74.7%	82.1%	87.5%	75.3%	81.9%	82.2%	80.0%

Table 3: Total Estimates and Conversion Rate – January - July 2021

Notes to Item 19 Table 3:

- 1. "Total" includes all estimates completed for customers between January 1, 2021 and July 31, 2021, broken down by month.
- 2. "Converted" means the estimate resulted in an engagement for services to be performed for a customer of the Company-Owned Outlet.
- 3. "Conversion Rate" is calculated by taking the number of Converted estimates divided by the number of Total estimates for each month listed.

#### Notes Regarding the Company-Owned Outlet and Item 19 Generally:,

- 1. The figures in the tables above use the historical information that the Company-Owned Outlet provided to us. You should be advised that no certified public accountant has audited these figures or expressed his or her opinion concerning their contents or form, nor have we sought to independently verify their accuracy. Upon your reasonable request, we will provide written substantiation for this financial performance representation.
- 2. The actual performance of any outlet will depend on a number of factors specific to the location, including:
  - The impact of the COVID 19 pandemic and any related closures or stay at home orders;
  - Any health care law and/or regulatory compliance expenses;
  - Rent, interest or other financing costs for land, buildings, equipment, and inventory;
  - Initial franchise fee and organization costs;

- Economic and weather conditions of various geographic areas;
- Competition from a variety of other businesses;
- Different acquisition, development, construction, and property costs;
- Cost of equipment;
- Occupancy expenses such as rent, utilities and property taxes;
- Labor costs, payroll taxes and laws concerning employees and employee benefits;
- Different traffic counts, accessibility, visibility, and parking;
- Different results from advertising;
- Outlets have been in business for different periods of time in their respective markets;
- Cost of product and supply costs;
- Franchise payments including royalties; and
- Workers' compensation and insurance coverage.

These and other expenses you incur will affect the net income and cash flow of the outlet. You should consider them and evaluate the impact on your operations.

- 3. The flooring and tile services business is highly competitive and affected by, among other things, changes in geographic area, changes in preferences, local, regional, and national economic conditions, population trends, and traffic patterns. Additionally, acquiring a site is highly competitive with other businesses for suitable sites. The performance of your Franchised Business will be affected by the region in which you operate, your competitors, and the success you have in marketing and managing your operations.
- 4. The Company-Owned Outlet operated in and around the Atlanta, Georgia metropolitan area under the name "Fairway Flooring" from March of 2020 until changing its name to Peachwood Floor Coverings in August of 2021. The brand has likely obtained more of a reputation and positive goodwill among the relevant target market (as compared to another region of the United States where there are no Franchised Businesses in operation).
- 5. This Item 19 does not reflect certain pre-opening costs and expenses over the Measuring Periods that you are likely to incur in connection with development of a new Franchised Business. See Item 7 for details about pre-opening costs for your Franchised Business.
- 6. You should consult other sources for financial information including your financial, business, and legal advisors in connection with the information provided and our franchisees listed in Exhibit F to this Franchise Disclosure Document to obtain additional information necessary for you to develop estimates of the sales, costs, expenses, earnings, and profits.
- 7. Written substantiation to support the information appearing in this financial performance representation is available to you upon reasonable request.

# Some outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.

Other than the preceding financial performance representation, we do not make any financial performance representations. We also do not authorize our employees or representatives to make any such

representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Mike O'Connor, 6670 Corners Industrial Ct, Suite B, Norcross, Georgia 30092, 704-998-8719, Inquiries@PeachwoodFC.com, the Federal Trade Commission, and the appropriate state regulatory agencies.

#### ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

Our fiscal year ends on December 31st of each year.

Franchised Business Type	Year	Franchised Businesses at the Start of the Year	Franchised Businesses at the End of the Year	Net Change
Franchised	2018	0	0	0
	2019	0	0	0
	2020	0	0	0
<b>Company-Owned</b>	2018	0	0	0
	2019	0	1	+1
	2020	1	1	0
Total	2018	0	0	0
	2019	0	1	+1
	2020	1	1	0

# Table No. 1Systemwide Franchised Business SummaryFor years 2018 to 2020

\*Fairway Flooring was opened in Norcross, Georgia in 2019 and is substantially similar to the Franchised Businesses offered under this Disclosure Document. In 2021, Fairway Flooring changed its name to "Peachwood Floor Coverings" and continues to operate a Company-Owned Outlet in the Norcross, Georgia and the surrounding area.

# Table No. 2Transfers of Franchised Businesses from Franchisees to New Owners (other than to us)For years 2018 to 2020

State	Year	Number of Transfers
Total	2018	0
	2019	0
	2020	0

#### Table No. 3 Status of Franchised Businesses For years 2018 to 2020

State	Year	Franchised Businesses at Start of Year	Franchised Businesses Opened	Terminations	Non- Renewals	Reacquired by Franchisor	Ceased Operations- Other Reasons	Franchised Businesses at End of the Year
Total	2018	0	0	0	0	0	0	0
	2019	0	0	0	0	0	0	0
	2020	0	0	0	0	0	0	0

Table No. 4Status of Affiliate-Owned Franchised BusinessesFor years 2018 to 2020

State	Year	Franchised Businesses at Start of Year	Franchised Businesses Opened	Franchised Businesses Reacquired From Franchisee	Franchised Businesses Closed	Franchised Businesses Sold to Franchisee	Franchised Businesses at End of the Year
Totals	2018	0	0	0	0	0	0
	2019	0	1	0	0	0	1
	2020	1	0	0	0	0	1

#### Table No. 5 Projected Openings as of December 31, 2020 For following 12-month Period

State	Franchise Agreements	Projected New	Projected New Affiliate-Owned
	Signed But Franchised	Franchised Businesses in	Franchised Businesses in the Next
	Business Not Opened	the Next Fiscal Year	Fiscal Year
Total	0	0	1

**Current and Former Franchisees**. Set forth on **Exhibit B** are (i) the names of all current franchisees and the address and telephone number of each of their Franchised Businesses, and (ii) the names, city and state, and the current business telephone number, or, if unknown, the last known home telephone number of every franchisee who had a Franchised Business terminated, cancelled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under any Franchise Agreement during the most recently completed fiscal year or who has not communicated with us within 10 weeks of this Disclosure Document's issuance date.

If you buy this Franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

**Confidentiality Agreements.** From time to time we may enter into confidentiality agreements with current and former franchisees which may limit their ability to speak to you. As of the issuance date

of this Disclosure Document, we have not entered into any confidentiality agreements with current or former franchisees. You may wish to speak with current and former franchisees, but be aware that not all such franchisees will be able to communicate with you.

**Trademark–Specific Franchisee Organizations**. As of the date of this Disclosure Document, there are no trademark-specific franchisee organizations associated with our franchise system.

#### ITEM 21 FINANCIAL STATEMENTS

Attached as Exhibit C to this Disclosure Document is our unaudited opening balance sheet as of November 30, 2021. These financial statements have been prepared in accordance with generally accepted United States accounting principles. As we were formed in August 2021 and began offering franchises in November 2021, we have not been in business for three years or more and cannot include all of the financial statements required by the FTC Rule for our last three fiscal years. Our fiscal year ends on December 31.

#### 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.

#### ITEM 22 CONTRACTS

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

Franchise Agreement	Exhibit F
Personal Guaranty	Appendix B to the Franchise Agreement
Lease Rider	Appendix G to the Franchise Agreement
Development Agreement	Exhibit H
General Release	Exhibit I
Nondisclosure and Noncompete Agreement	Exhibit J

#### ITEM 23 RECEIPT

Attached as the last two pages of this Disclosure Statement are copies of the Receipt which you will be required to sign. One signed copy of the Receipt must be returned to us, as provided on the Receipt.

#### EXHIBIT A

#### TO THE FRANCHISE DISCLOSURE DOCUMENT

#### STATE EFFECTIVE DATES

State Effective Dates

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered or exempt from registration, as of the Effective Date stated below:

State	Effective Date
California	
Hawaii	
Illinois	
Indiana	Pending
Maryland	
Michigan	Pending
Minnesota	
New York	
North Dakota	
Rhode Island	Pending
South Dakota	
Virginia	
Washington	
Wisconsin	Pending

Other states may require registration, filing, or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.

#### EXHIBIT B TO THE FRANCHISE DISCLOSURE DOCUMENT

# LIST OF CURRENT AND FORMER FRANCHISEES

# LIST OF CURRENT FRANCHISEES

NONE.

# LIST OF FORMER FRANCHISEES

NONE.

#### EXHIBIT C TO THE FRANCHISE DISCLOSURE DOCUMENT

#### **Financial Statements**

(Attached)

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.

# **PFC** Franchise

Balance Sheet

As of November 30, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Tandem Franchise Checking (0833)	203.80
Total Bank Accounts	\$203.80
Other Current Assets	
Alt Tab Capital	33,000.00
Total Other Current Assets	\$33,000.00
Total Current Assets	\$33,203.80
TOTAL ASSETS	\$33,203.80
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
Amex Franchise	8,748.41
Total Credit Cards	\$8,748.41
Total Current Liabilities	\$8,748.41
Total Liabilities	\$8,748.41
Equity	
Owner's Investment	
	113,375.00
Retained Earnings	113,375.00
Retained Earnings Net Income	-88,919.61

#### EXHIBIT D TO THE FRANCHISE DISCLOSURE DOCUMENT

#### **State Administrators and Agents for Service of Process**

#### CALIFORNIA CONNECTICUT (state administrators) (state administrator) Department of Financial Protection and State of Connecticut Innovation: Department of Banking 320 West 4th Street. Suite 750 Securities & Business Investments Division Los Angeles, CA 90013 260 Constitution Plaza (213) 576-7500 Toll Free (866) 275-2677 Hartford, CT 06103-1800 (860) 240-8230 2101 Arena Blvd. Sacramento, CA 95834 (agent for service of process) (916) 445-7205 Banking Commissioner Department of Banking Securities & Business Investments Division 1350 Front Street San Diego, CA 92101 260 Constitution Plaza (619) 525-4233 Hartford, CT 06103-1800 One Sansome St., Suite 600 San Francisco, California 94104 (415) 972-8565 (agents for service of process) California Commissioner of Financial Protection and Innovation 320 West 4<sup>th</sup> Street, Suite 750 Los Angeles, CA 90013-2344 California Commissioner of Financial Protection and Innovation One Sansome Street, Suite 600 San Francisco, California 94104 California Commissioner of Financial Protection and Innovation 2101 Arena Blvd. Sacramento, CA 95834

HAWAII	
	ILLINOIS
(state administrator)	(state administrator)
Business Registration Division	Franchise Bureau
Department of Commerce and Consumer	Office of the Attorney General
Affairs	500 South Second Street
335 Merchant Street, Room 203	Springfield, Illinois 62706
Honolulu, Hawaii 96813	(217) 782-4465
(808) 586-2722	
	(agent for service of process)
(agent for service of process)	Illinois Attorney General
Commissioner of Securities	Office of the Attorney General
State of Hawaii	500 South Second Street
335 Merchant Street	Springfield, Illinois 62706
Honolulu, Hawaii 96813 (808) 586-2722	(217) 782-4465
INDIANA	MARYLAND
(state administrator)	(state administrator)
Indiana Secretary of State	Office of the Attorney General
Securities Division, E-111	Securities Division
302 Washington Street	200 St. Paul Place
Indianapolis, Indiana 46204	Baltimore, Maryland 21202-2021
(317) 232-6681	(410) 576-6360
(agent for service of process)	(agent for service of process)
Indiana Secretary of State	Maryland Securities Commissioner
200 West Washington Street E-111	200 St. Paul Place
Indianapolis, Indiana 46204	Baltimore, Maryland 21202-2021
(317) 232-6531	(410) 576-6360
MICHIGAN	MINNESOTA
	····
(state administrator)	(state administrator)
Consumer Protection Division	Minnesota Department of Commerce
Antitrust and Franchise Unit	Securities-Franchise Registration
Michigan Department of Attorney General	85 7 <sup>th</sup> Place East, Suite 280
525 W. Ottawa Street	St. Paul, Minnesota 55101-2198
G. Mennen Williams Building, 1 <sup>st</sup> Floor Lansing, Michigan 48933	(651) 539-1600
(517) 373-7117	(agent for service of process)
	Minnesota Commissioner of Commerce
(agent for service of process)	Minnesota Department of Commerce
Corporations Division	Securities-Franchise Registration
Bureau of Commercial Services	85 7th Place East, Suite 280
	St. Paul, Minnesota 55101-2198
P.O. Box 30054	
Lansing, Michigan 48909	
Department of Labor and Economic Growth P.O. Box 30054	

NEW YORK	NORTH DAKOTA
(state administrator) NYS Department of Law Investor Protection Bureau 28 Liberty Street, 21 <sup>st</sup> Floor New York, NY 10005 (212) 416-8285	(state administrator) North Dakota Securities Department State Capitol, Fifth Floor, Dept. 414 600 East Boulevard Avenue Bismarck, North Dakota 58505 (701) 328-4712
(agent for service of process) Attention: Uniform Commercial Code New York Department of State One Commerce Plaza 99 Washington Avenue, 6th Floor Albany, NY 12231 (518) 472-2492	(agent for service of process) Securities Commissioner North Dakota Securities Department State Capitol, Fifth Floor, Dept. 414 600 East Boulevard Avenue Bismarck, North Dakota 58505 (701) 328-4712
OREGON	RHODE ISLAND
Department of Business Services Division of Finance and Corporate Securities Labor and Industries Building 350 Winter Street, NE Room 410 Salem, Oregon 97310 (503) 378-4387	Securities Division Department of Business Regulation, Bldg 69, First Floor John O. Pastore Center 1511 Pontiac Avenue Cranston, Rhode Island 02920 (401) 462-9582
SOUTH DAKOTA	VIRGINIA
Division of Insurance Securities Regulation 124 S. Euclid, Suite 104 Pierre, South Dakota 57501 (605) 773-3563	(state administrator) State Corporation Commission Division of Securities and Retail Franchising 1300 East Main Street, 9th Floor Richmond, Virginia 23219 (804) 371-9051
	(for service of process) Clerk of the State Corporation Commission 1300 East Main Street, 1 <sup>st</sup> Floor Richmond, Virginia 23219 (804) 371-9733

WASHINGTON	WISCONSIN
(state administrator)	(state administrator)
Department of Financial Institutions	Division of Securities
Securities Division	Department of Financial Institutions
P.O. Box 9033	345 W. Washington Avenue
Olympia, Washington 98507-9033	Madison, Wisconsin 53703
(360) 902-8760	(608) 266-1064
(agent for service of process)	(agent for service of process)
Director, Department of Financial Institutions	Administrator, Division of Securities
Securities Division	Department of Financial Institutions
150 Israel Road S.W.	345 W. Washington Ave
Tumwater, Washington 98501	Madison, Wisconsin 53703

#### EXHIBIT E TO THE FRANCHISE DISCLOSURE DOCUMENT



#### **Table of Contents for Franchise Operations Manual**

Introduction - 13 Start Up - 15 Accounting - 16 Human Resources - 28 Marketing & Social Media - 18 Daily Operations - 10 Safety - 5

TOTAL PAGES:

105

#### EXHIBIT F TO THE FRANCHISE DISCLOSURE DOCUMENT

# FRANCHISE AGREEMENT

(Attached)

#### EXHIBIT G TO THE FRANCHISE DISCLOSURE DOCUMENT

# STATE SPECIFIC ADDENDA

#### CALIFORNIA ADDENDUM TO DISCLOSURE DOCUMENT

OUR WEBSITE (www.peachwoodfloorcoverings.com) HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION & INNOVATION. ANY COMPLAINTS CONCERNING THE CONTENTS OF THIS WEBSITE MAY BE DIRECTED TO THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION & INNOVATION AT dfpi.ca.gov.

Notwithstanding anything to the contrary set forth in the Franchise Disclosure Document, the following provisions shall supersede and apply to all franchises offered and sold in the State of California:

#### **ITEM 3 – LITIGATION**

1. Neither the Franchisor, nor any person identified in Item 2 of the Disclosure Document 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

#### **ITEM 17 - RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION**

- 1. California Business and Professions Code Sections 20000 through 20043 provide rights to the franchisee concerning termination, transfer, or non-renewal of a franchise. The Franchise Agreement contains a provision that is inconsistent with the law, the law will control.
- 2. The Franchise Agreement provides for termination upon bankruptcy, this provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 et seq).
- 3. The Franchise Agreement and the Development Agreement contain provisions requiring application of the laws of Oregon. This provision may not be enforceable under California law.
- 4. The Franchise Agreement and the Development Agreement require venue to be limited to Oregon. This provision may not be enforceable under California law.
- 5. The Franchise Agreement contains a covenant not to compete which extends beyond the termination or non-renewal of the franchise. This provision may not be enforceable under California law.
- 6. THE FRANCHISE AGREEMENT MAY REQUIRE THE FRANCHISEE TO EXECUTE A GENERAL RELEASE OF CLAIMS UPON EXECUTION OF THE FRANCHISE AGREEMENT. CALIFORNIA CORPORATIONS CODE SECTION 31512 VOIDS A WAIVER OF YOUR RIGHTS UNDER THE FRANCHISE INVESTMENT LAW (CALIFORNIA CORPORATIONS CODE SECTIONS 31000 THROUGH 31516). BUSINESS AND PROFESSIONS CODE SECTION 20010 VOIDS A WAIVER OF YOUR RIGHTS UNDER THE FRANCHISE RELATIONS ACT (BUSINESS AND PROFESSIONS CODE SECTIONS 20000 THROUGH 20043).
- 7. California Corporations Code, Section 31125 requires us to give you a disclosure document, approved by the Department of Corporations before we ask you to consider a material modification of your Franchise Agreement or the Development Agreement.

- 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.
- 9. The Franchise Agreement and Area Development Agreement require binding arbitration. The arbitration will occur in Oregon. If we are the substantially prevailing party, we will be entitled to recover reasonable attorney's fees and litigations costs and expenses in connection with the arbitration. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and federal laws (such as Business and Professions Code Section 20040.5 Code of Civil Procedure Section 1281, and the Federal Arbitration Act) to any provisions of a franchise agreement restricting venue to a forum outside the State of California.

## CONNECTICUT ADDENDUM TO DISCLOSURE DOCUMENT

#### DISCLOSURES REQUIRED BY CONNECTICUT LAW

The state of Connecticut does not approve, recommend, endorse or sponsor any business opportunity. The information contained in this disclosure has not been verified by the state. If you have any questions about this investment, see an attorney before you sign a contract or agreement.

Peachwood Franchising, LLC

#### HAWAII ADDENDUM TO DISCLOSURE DOCUMENT

The following paragraphs are added in the state cover pages:

THESE FRANCHISES WILL HAVE BEEN FILED UNDER THE FRANCHISE INVESTMENT LAW OF THE STATE OF HAWAII. FILING DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE COMMISSIONER OF SECURITIES, DEPARTMENT OF COMMERCE AND CONSUMER AFFAIRS OR A FINDING BY THE COMMISSIONER OF SECURITIES, DEPARTMENT OF COMMERCE AND CONSUMER AFFAIRS THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE AND NOT MISLEADING.

THE FRANCHISE INVESTMENT LAW MAKES IT UNLAWFUL TO OFFER OR SELL ANY FRANCHISE IN THIS STATE WITHOUT FIRST PROVIDING TO THE PROSPECTIVE FRANCHISEE AT LEAST SEVEN DAYS PRIOR TO THE EXECUTION BY THE PROSPECTIVE FRANCHISEE, OF ANY BINDING FRANCHISE OR OTHER AGREEMENT, OR AT LEAST SEVEN DAYS PRIOR TO THE PAYMENT OF ANY CONSIDERATION BY THE FRANCHISEE, WHICHEVER OCCURS FIRST, A COPY OF THE DISCLOSURE DOCUMENT, AND THIS ADDENDUM, TOGETHER WITH A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE.

THIS ADDENDUM AND THE DISCLOSURE DOCUMENT CONTAIN A SUMMARY ONLY OF CERTAIN MATERIAL PROVISIONS OF THE FRANCHISE AGREEMENT. THE CONTRACT OR AGREEMENT SHOULD BE REFERRED TO FOR A STATEMENT OF ALL RIGHTS, CONDITIONS, RESTRICTIONS AND OBLIGATIONS OF BOTH THE FRANCHISOR AND FRANCHISEE.

The name and address of the Franchisor's agent in this state authorized to receive service of process is: Commissioner of Securities, Department of Commerce and Consumer Affairs, Business Registration Division, Securities Compliance Branch, 335 Merchant Street, Room 203, Honolulu, Hawaii 96813.

In recognition of the requirements of the Hawaii Franchise Investment Law, Hawaii Rev. Stat. §§ 482E, et seq., the Franchise Disclosure Document for Box Painting Franchising LLC in connection with the offer and sale of franchises for use in the State of Hawaii shall be amended to include the following:

This proposed registration is effective/exempt from registration or will shortly be on file in California, Hawaii, Illinois, Indiana, Kentucky, Maryland, Michigan, Minnesota, Nebraska, New York, North Dakota, Rhode Island, South Dakota, Texas, Utah, Virginia, Washington, and Wisconsin. No states have refused, by order or otherwise, to register these franchises. No states have revoked or suspended the right to offer these franchises. The proposed registration of these franchises has not been involuntarily withdrawn in any state.

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 Hawaii Franchise Investment Law, Hawaii Rev. Stat. §§ 482E, et seq., are met independently without reference to this Addendum to the Disclosure document.

#### ILLINOIS ADDENDUM TO DISCLOSURE DOCUMENT

Illinois law governs the Disclosure Document and Franchise Agreement(s).

- In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a disclosure document and franchise agreement that designates jurisdiction and venue in a forum outside of the State of Illinois is void. However, a disclosure document and franchise agreement may provide for arbitration to take place outside of Illinois.
- Your rights 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 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.

#### INDIANA ADDENDUM TO DISCLOSURE DOCUMENT

Notwithstanding anything to the contrary set forth in the Franchise Agreement or Area Development Agreement, the following provisions shall supersede and apply to all franchises offered and sold in the State of Indiana:

1. The Franchise Agreement and Development Agreement will be governed by Indiana law, Venue for litigation will not be limited to a venue outside of the State of Indiana, as specified in the Franchise Agreement and Development Agreement.

2. The prohibition by Indiana Code 23-2-2.7-1 (7) against unilateral termination of the franchise without good cause or in bad faith, good cause being defined therein as a material breach of the Franchise Agreement, shall supersede any conflicting provisions of the Franchise Agreement and the Development Agreement in the State of Indiana to the extent they may be inconsistent with such prohibition.

3. No release language set forth in the Franchise Agreement or Development Agreement will relieve us or any other person, directly or indirectly, from liability imposed by the laws concerning franchising of the State of Indiana.

4. The post-termination non-competition covenants set forth in the Franchise Agreement and Development Agreement shall be limited in time to a maximum of three (3) years and in geographic scope to the designated territory granted by the Agreement.

5. Nothing in the Franchise Agreement or Development Agreement will relieve us or any other person, directly or indirectly, from liability imposed by the laws concerning franchising of the State of Indiana, and the laws of the State of Indiana supersede any conflicting choice of law provisions set forth herein if such provision is in conflict with Indiana law.

6. You will not be required to indemnify us and the other Indemnities for any liability caused by your proper reliance on or use of procedures or materials provided by us or caused by our negligence.

7. If we receive any payments related to purchases from you that we do not pass on in full to the supplier, we will promptly account for the amount of the payment that we retained and we will transmit the retained amount to you.

#### MARYLAND ADDENDUM TO DISCLOSURE DOCUMENT

The following provisions will supersede anything to the contrary in the Franchise Disclosure Document, Franchise Agreement or Development Agreement and will apply to all franchises offered and sold under the laws of the State of Maryland:

#### Item 17 - RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION

- 1. No release language in the Franchise Agreement or Development Agreement will relieve us or any other person, directly or indirectly, from liability imposed by the laws concerning franchising of the State of Maryland. Any general release required as a condition of renewal, sale and/or assignment or transfer shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.
- 2. A franchisee may sue in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law. Any claims arising under the Maryland Franchise Registration and Disclosure Laws must be brought within three years after the grant of the franchise.
- 3. The provision in the Franchise Agreement which provides for termination upon bankruptcy of the franchisee may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101 et seq.).

#### ADDENDUM TO FRANCHISE DISCLOSURE DOCUMENT PURSUANT TO THE MICHIGAN FRANCHISE INVESTMENT LAW

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 FRANCHISEES.
- (B) A REQUIREMENT THAT A FRANCHISEE ASSENT TO A RELEASE, ASSIGNMENT, NOVATION, WAIVER, OR ESTOPPEL WHICH DEPRIVES A FRANCHISEE OF RIGHTS AND PROTECTIONS PROVIDED IN THIS ACT. THIS SHALL NOT PRECLUDE A FRANCHISEE, AFTER ENTERING INTO A FRANCHISE AGREEMENT, FROM SETTLING ANY AND ALL CLAIMS.
- (C) A PROVISION THAT PERMITS A FRANCHISOR TO TERMINATE A FRANCHISE 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 PROVISIONS OF THE FRANCHISE AGREEMENT AND TO CURE SUCH FAILURE AFTER BEING GIVEN WRITTEN NOTICE THEREOF AND A REASONABLE OPPORTUNITY, WHICH IN NO EVENT NEED BE MORE THAN 30 DAYS, TO CURE SUCH FAILURE.
- (D) A PROVISION THAT PERMITS A FRANCHISOR TO REFUSE TO RENEW A FRANCHISE WITHOUT FAIRLY COMPENSATING THE FRANCHISEE BY REPURCHASE OR OTHER MEANS FOR THE FAIR MARKET VALUE, AT THE TIME OF EXPIRATION, OF THE FRANCHISEE'S INVENTORY, SUPPLIES, EQUIPMENT, FIXTURES, AND FURNISHINGS. PERSONALIZED MATERIALS WHICH HAVE NO VALUE TO THE FRANCHISOR AND INVENTORY, SUPPLIES, EQUIPMENT, FIXTURES, AND FURNISHINGS NOT REASONABLY REQUIRED IN THE CONDUCT OF THE FRANCHISED BUSINESS ARE NOT SUBJECT TO COMPENSATION. THIS SUBSECTION APPLIES ONLY IF: (i) THE TERM OF THE FRANCHISE IS LESS THAN 5 YEARS; AND (ii) THE FRANCHISEE IS PROHIBITED BY THE FRANCHISE OR OTHER AGREEMENT FROM CONTINUING TO CONDUCT SUBSTANTIALLY THE SAME BUSINESS UNDER ANOTHER TRADEMARK, SERVICE MARK, TRADE NAME, LOGOTYPE, MARKETING, OR OTHER COMMERCIAL SYMBOL IN THE SAME AREA SUBSEQUENT TO THE EXPIRATION OF THE FRANCHISE OR THE FRANCHISEE DOES NOT RECEIVE AT LEAST 6 MONTHS ADVANCE NOTICE OF FRANCHISOR'S INTENT NOT TO RENEW THE FRANCHISE.
- (E) A PROVISION THAT PERMITS THE FRANCHISOR TO REFUSE TO RENEW A FRANCHISE ON TERMS GENERALLY AVAILABLE TO OTHER FRANCHISEES OF THE SAME CLASS OR TYPE UNDER SIMILAR CIRCUMSTANCES. THIS SECTION DOES NOT REQUIRE A RENEWAL PROVISION.
- (F) A PROVISION REQUIRING THAT ARBITRATION OR LITIGATION BE CONDUCTED OUTSIDE THIS STATE. THIS SHALL NOT PRECLUDE THE FRANCHISEE FROM ENTERING INTO AN AGREEMENT, AT THE TIME OF ARBITRATION, TO CONDUCT ARBITRATION AT A LOCATION OUTSIDE THIS STATE.<sup>1</sup>
- (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:

<sup>&</sup>lt;sup>1</sup> NOTE: NOTWITHSTANDING PARA. (F) ABOVE, WE INTEND TO FULLY ENFORCE THE PROVISIONS OF THE ARBITRATION SECTION OF OUR AGREEMENTS. WE BELIEVE THAT PARA. (F) IS PREEMPTED BY THE FEDERAL ARBITRATION ACT AND THAT PARA. (F) IS THEREFORE UNCONSTITUTIONAL.

- (i) THE FAILURE OF THE PROPOSED FRANCHISEE 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.

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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.

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IF THE FRANCHISOR'S MOST RECENT FINANCIAL STATEMENTS ARE UNAUDITED AND SHOW A NET WORTH OF LESS THAN \$100,000, THE FRANCHISOR MUST, AT THE REQUEST OF THE FRANCHISEE, ARRANGE FOR THE ESCROW OF INITIAL INVESTMENT AND OTHER FUNDS PAID BY THE FRANCHISEE UNTIL THE OBLIGATIONS TO PROVIDE REAL ESTATE, IMPROVEMENTS, EQUIPMENT, INVENTORY, TRAINING, OR OTHER ITEMS INCLUDED IN THE FRANCHISE OFFERING ARE FULFILLED. AT THE OPTION OF THE FRANCHISOR, A SURETY BOND MAY BE PROVIDED IN PLACE OF ESCROW.

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THE NAME AND ADDRESS OF THE FRANCHISOR'S AGENT IN THIS STATE AUTHORIZED TO RECEIVE SERVICE OF PROCESS IS: MICHIGAN DEPARTMENT OF COMMERCE, CORPORATION AND SECURITIES BUREAU, 6546 MERCANTILE WAY, P.O. BOX 30222, LANSING, MICHIGAN 48910.

#### ANY QUESTIONS REGARDING THIS NOTICE SHOULD BE DIRECTED TO:

#### DEPARTMENT OF THE ATTORNEY GENERAL'S OFFICE CORPORATE OVERSIGHT DIVISION ATTN: FRANCHISE 670 G. MENNEN WILLIAMS BUILDING LANSING, MICHIGAN 48913

#### INFORMATION REQUIRED BY THE STATE OF MINNESOTA

Notwithstanding anything to the contrary set forth in the Disclosure Document, the Franchise Agreement, or the Development Agreement, the following provisions will supersede and apply:

1. We will protect your right to use the trademarks, service marks, trade names, logotypes or other commercial symbols and/or indemnify you from any loss, costs or expenses arising out of any claim, suit or demand regarding the use of the same.

2. Minn. Stat. §80C.21 and Minn. Rule 2860.4400J prohibit the Franchisor from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring you to consent to liquidated damages, termination penalties or judgment notes. In addition, nothing in the disclosure document or agreement(s) can abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum or remedies provided for by the laws of the jurisdiction.

3. No release language set forth in the Franchise Agreement or Development Agreement will relieve us or any other person, directly or indirectly, from liability imposed by the laws concerning franchising of the State of Minnesota.

4. Minnesota law provides franchisees with certain termination and non-renewal rights. Minnesota Statutes, Section 80C.14, subdivisions 3, 4, and 5 require, except in certain specified cases, that you be given 90 days' notice of termination (with 60 days to cure) and 180 days' notice for nonrenewal of the Franchise Agreement or Development Agreement.

5. Under the terms of the Franchise Agreement and Development Agreement, as modified by the Minnesota Addendum to the Franchise Agreement, you agree that if you engage in any non-compliance with the terms of the Franchise Agreement or unauthorized or improper use of the System Marks, or Proprietary Materials during or after the period of the Agreements, we will be entitled to seek both temporary and permanent injunctive relief against you from any court of competent jurisdiction, in addition to all other remedies which we may have at law, and you consent to the seeking of these temporary and permanent injunctions.

#### NEW YORK ADDENDUM TO DISCLOSURE DOCUMENT

#### NOTICE TO PROSPECTIVE FRANCHISEES IN THE STATE OF NEW YORK

#### 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 D OR YOUR PUBLIC LIBRARY FOR SOURCES OF INFORMATION. REGISTRATION OF THIS FRANCHISE BY NEW YORK STATE DOES NOT MEAN THAT NEW YORK STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THIS FRANCHISE DISCLOSURE DOCUMENT. IF YOU LEARN THAT ANYTHIGNG IN THE FRANCHISE DISCLOSURE DOCUMENT IS UNTRUE, CONTACT THE FEDERAL TRADE COMMISSION AND NEW YORK STATE DEPARTMENT OF LAW, BUREAU OF INVESTOR PROTECTION AND SECURITIES, 28 LIBERTY STREET, 21<sup>ST</sup> FLOOR, NEW YORK, NEW YORK 10005. THE FRANCHISOR MAY, IF IT CHOOSES, NEGOTIATE WITH YOU ABOUT ITEMS COVERED IN THE FRANCHISE DISCLOSURE DOCUMENT. HOWEVER, THE FRANCHISOR CANNOT USE THE NEGOTIATING PROCESS TO PREVAIL UPON A PROSPECTIVE FRANCHISE 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 at the end of Item 4:

Neither the Franchisor, nor its affiliates, officers, or directors during the 10 year period immediately preceding the date of the offering prospectus have (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; bankruptcy Code or that obtained a discharge of its debts under the U.S. Bankruptcy Code during or within one (I) year after the officer or general partner of the franchisor held this position in the company or partnership.

4. The following are revisions to Item 5 of the Franchise Disclosure Document

The Initial Franchise Fee is to be used for the purpose of sales development, training, and marketing costs as set forth in Item 7.

5. The following is added to the end of the "Summary" section 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 Section 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 170), 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" section 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.

- 9. Any requirements of the Area Representative Agreement that you consent to the entry of an injunction prohibiting any breach by you of your obligations under the Franchise Agreement are modified in the State of New York to provide only that you consent to the seeking of such an injunction.
- 10. The following sentence is added at the end of the section entitled "Modifications To System" in Item 17 of the Franchise Disclosure Document:
- However, any new or different requirement set forth will not unreasonably increase your obligations or place an excessive economic burden on your operations.

#### NORTH CAROLINA ADDENDUM TO DISCLOSURE DOCUMENT

The State of North Carolina has not reviewed and does not approve, recommend, endorse or sponsor any business opportunity. The information contained in this disclosure has not been verified by the State. If you have any questions about this investment, see an attorney before you sign a contract or agreement.

The seller does not guarantee that the purchaser will derive income from the business opportunity which exceeds the price paid for the business opportunity; or that the seller will refund all or part of the price paid for the business opportunity, or repurchase any of the products, equipment, supplies or chattels supplied by the seller, if the purchaser is unsatisfied with the business opportunity. Accordingly, North Carolina law does not require the seller to establish a bond or trust account in relation to this business opportunity.

If the seller fails to deliver the product(s), equipment or supplies necessary to begin substantial operation of the business within 45-days of the delivery date stated in your contract, you may notify the seller in writing and demand that the contract be cancelled.

#### NORTH DAKOTA ADDENDUM TO DISCLOSURE DOCUMENT

In North Dakota, the Disclosure Document is amended as follows to conform to North Dakota law:

1. Item 17(c) "<u>Requirements for Franchisee to Renew or Extend</u>" of the Disclosure Document is amended to provide as follows: "Any provision in the Franchise Agreement which requires the franchisee to sign a general release upon renewal of the Franchise Agreement is unfair, unjust or inequitable within the intent of Section 51-19-09 of the North Dakota Franchise Investment Law."

2. Item 17(r) "<u>Non-competition Covenants</u>" of the Disclosure Document is amended to provide as follows: "Any provision in the Franchise Agreement restricting competition is contrary to Section 9-08-06 of the North Dakota Century Code, without further disclosing that such covenants may be subject to this statute, are unfair, unjust or inequitable within the intent of Section 51-09-09 of the North Dakota Franchise Investment Law".

3. Item 17(u) "**Dispute Resolution**" of the Disclosure Document is amended to provide as follows: "Any provision in the Franchise Agreement which provides that the parties agree to an arbitration or mediation of disputes which place at a location that is remote from the site of Franchisee's business is unfair, unjust or inequitable within the intent of Section 51-19-09 of the North Dakota Franchise Investment Law."

4. Item 17(v) "<u>Venue</u>" of the Disclosure Document is amended to provide as follows: "Any provision in the Franchise Agreement which designates jurisdiction or venue or requires the Franchisee to agree to jurisdiction or venue in a forum outside of North Dakota is void with respect to any cause of action which is otherwise enforceable in North Dakota."

5. Item 17(w) "<u>Governing Law</u>" is amended to provide as follows: "Any provision in the Franchise Agreement requiring that the Franchise Agreement be construed according to the laws of a state other than North Dakota is unfair, unjust or inequitable within the intent of Section 51-19-09 of the North Dakota Franchise Investment Law."

#### RHODE ISLAND ADDENDUM TO DISCLOSURE DOCUMENT

Notwithstanding anything to the contrary set forth in the Franchise Disclosure Document, the following provisions shall supersede and apply to all franchises offered and sold in the State of Rhode Island.

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

§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."

#### VIRGINIA ADDENDUM TO DISCLOSURE DOCUMENT

# In recognition of the restrictions contained in Section 13.1-564 of the Virginia Retail Franchising Act, the Franchise Disclosure Document for Box Painting Franchising LLC, for use in the Commonwealth of Virginia shall be amended as follows:

#### Additional Disclosure: The following statements are added to Item 17:

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 do 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.

#### INFORMATION 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.

#### INDIANA ADDENDUM TO FRANCHISE AGREEMENT AND AREA DEVELOPMENT AGREEMENT

Notwithstanding anything to the contrary set forth in the Franchise Agreement or Area Development Agreement, the following provisions shall supersede and apply to all franchises offered and sold in the State of Indiana:

1. The Franchise Agreement and Development Agreement will be governed by Indiana law, Venue for litigation will not be limited to a venue outside of the State of Indiana, as specified in the Franchise Agreement and Development Agreement.

2. The prohibition by Indiana Code 23-2-2.7-1 (7) against unilateral termination of the franchise without good cause or in bad faith, good cause being defined therein as a material breach of the Franchise Agreement, shall supersede any conflicting provisions of the Franchise Agreement and the Development Agreement in the State of Indiana to the extent they may be inconsistent with such prohibition.

3. No release language set forth in the Franchise Agreement or Development Agreement will relieve us or any other person, directly or indirectly, from liability imposed by the laws concerning franchising of the State of Indiana.

4. The post-termination non-competition covenants set forth in the Franchise Agreement and Development Agreement shall be limited in time to a maximum of three (3) years and in geographic scope to the designated territory granted by the Agreement.

5. Nothing in the Franchise Agreement or Development Agreement will relieve us or any other person, directly or indirectly, from liability imposed by the laws concerning franchising of the State of Indiana, and the laws of the State of Indiana supersede any conflicting choice of law provisions set forth herein if such provision is in conflict with Indiana law.

6. You will not be required to indemnify us and the other Indemnities for any liability caused by your proper reliance on or use of procedures or materials provided by us or caused by our negligence.

7. If we receive any payments related to purchases from you that we do not pass on in full to the supplier, we will promptly account for the amount of the payment that we retained and we will transmit the retained amount to you.

8. This Addendum will only have effect if the Franchise Agreement, Development Agreement, and/or the relationship between you and the Franchisor satisfy all of the jurisdictional requirements of the Indiana Franchise Act and the Indiana Deceptive Franchise Practices Act, without considering this Addendum. Except as modified by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

#### FRANCHISEE

By:	]
Name:	]
Title:	,
Date:	]

By:	
Name:	
Title:	
Date:	

#### ILLINOIS ADDENDUM TO FRANCHISE AGREEMENT AND AREA DEVELOPMENT AGREEMENT

Illinois law governs the Disclosure Document, Franchise Agreement(s), and Development Agreement(s).

In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a disclosure document and franchise agreement that designates jurisdiction and venue in a forum outside of the State of Illinois is void. However, a disclosure document and franchise agreement may provide for arbitration to take place outside of Illinois.

Your rights 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 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.

This Addendum will only have effect if the Franchise Agreement, Development Agreement, and/or the relationship between you and the Franchisor satisfy all of the jurisdictional requirements of the Illinois Franchise Disclosure Act, without considering this Addendum. Except as modified by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

Agreed to by:

FRANCHISEE:

By:	
Name:	
Title:	
Date:	

By:		
Name:		
Title:		
Date:		

#### MARYLAND ADDENDUM TO FRANCHISE AGREEMENT AND DEVELOPMENT AGREEMENT

With respect to franchisor's right to terminate you upon your bankruptcy as set forth in the Franchise Agreement and the Development Agreement, termination of the Franchise Agreement or Development Agreement for this reason may not be enforceable under federal bankruptcy (11 U.S.C. 101 et. Seq.).

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 Registration and Disclosure Law.

Notwithstanding anything to the contrary in the Franchise Agreement or Development Agreement, the Maryland Franchise Registration and Disclosure Law prohibits the Franchisor from precluding the Franchisee from initiating litigation against the Franchisor in Maryland. Accordingly, the Franchise Agreement and Development Agreement are hereby modified to provide that the Franchisee may initiate litigation or sue in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

No representation or disclaimer by the Franchisee in the Franchise Agreement is intended to nor shall they act as a release, estoppel or waiver of any liability incurred under the Maryland Franchise Registration and Disclosure Law.

This Addendum will only have effect if the Franchise Agreement, Development Agreement, and/or the relationship between you and the Franchisor satisfy all of the jurisdictional requirements of the Maryland Franchise Registration and Disclosure Law, without considering this Addendum. Except as modified by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

The undersigned does hereby acknowledge receipt of this addendum.

FRANCHISEE:


By:		
Name:		
Title:		
Date:		

#### MINNESOTA ADDENDUM TO THE FRANCHISE AGREEMENT AND AREA DEVELOPMENT AGREEMENT

In recognition of the Minnesota Franchise Law, Minn. Stat. §§ 80C.01-80C.22 and the Rule and Regulations promulgated thereunder by the Minnesota Commissioner of Commerce, the parties agree to modify the Franchise Agreement and Area Development Agreement as follows:

#### 1. <u>Releases.</u>

Notwithstanding anything to the contrary set forth in this Agreement, the Franchisee will not be required to assent to a release, assignment, novation, or waiver that would relieve any person from liability imposed by Minnesota Statute §§ 80C.01-80C.22, provided that foregoing shall not bar the voluntary settlement of disputes.

#### 2. <u>Term and Successor Franchise Agreement, Default and Termination</u>.

Notwithstanding anything to the contrary set forth in this Agreement, Franchisor will comply with Minnesota Statutes Clause 80C.14 Subdivision 3, 4, and 5, which require, except in certain cases, that Minnesota Franchisees be given 90 days notice of termination (with 60 days to cure) and 180 days notice for non-renewal of the Franchise Agreement.

#### 3. Licensed Marks.

Franchisor will protect your right to use the trademarks, service marks, trade names, logotypes or other commercial symbols and/or indemnify you from any loss, costs or expenses arising out of any claim, suit or demand regarding the use of the same provided that your use is in accordance with the requirements of the Franchise Agreement and the System..

#### 4. <u>Time Limit on Filing</u>.

Notwithstanding anything to the contrary set forth in this Agreement, any claim or action arising out of or relating to the Minnesota Franchise Law must be commenced within three (3) years from the occurrence of the facts giving rise to the claim or action, or the claim or action is barred.

#### 5. Jurisdiction and Venue.

Nothing in this Agreement will abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum or remedies provided for by the laws of the jurisdiction, including the right to submit matters to the jurisdiction of the courts in Minnesota. Minnesota Stat. §80C.21 and Minn. Rule 2860.4400J prohibits us from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring you to consent to liquidated damages, termination penalties or judgment notes.

6. Under the terms of the Franchise Agreement and Development Agreement, as modified by this Addendum, you agree that if you engage in any non-compliance with the terms of the Franchise Agreement or unauthorized or improper use of the Franchisor's System Marks, or Proprietary Materials during or after the period of the Agreements, we will be entitled to seek both temporary and permanent injunctive relief against you from any court of competent jurisdiction, in addition to all other remedies which we may have at law, and you consent to the seeking of these temporary and permanent injunctions.

7. This Addendum will only have effect if the Franchise Agreement, Development Agreement, and/or the relationship between you and the Franchisor satisfy all of the jurisdictional requirements of Minnesota Statutes §§ 80C.01-80C.22 without considering this Addendum. Except as modified by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

The undersigned does hereby acknowledge receipt of this addendum.

FRANCHISEE:

By:	By:
Name:	Name:
Title:	Title:
Date:	Date:

#### NEW YORK ADDENDUM TO THE FRANCHISE AGREEMENT

In recognition of the requirements of the New York General Business Law, Article 33, Sections 680 through 695, and of the regulations promulgated thereunder (N.Y. Comp. Code R. & Regs., tit. 13, §§ 200.1 through 201.16), the parties agree to modify the Franchise Agreement as follows:

- 1. Any provision in the Franchise Agreement that is inconsistent with the New York General Business Law, Article 33, Sections 680 695 may not be enforceable.
- 2. <u>Releases</u>. The release of claims set forth in this Agreement does not release any claim you may have under New York General Business Law, Article 33, Sections 680-695.
- 3. <u>Assignment by Franchisor</u>. Notwithstanding anything to the contrary set forth herein, Franchisor will not assign its rights under the Franchise Agreement except to an assignee who in Franchisor's good faith judgment is willing and able to assume Franchisor's obligations under the Franchise Agreement.
- 4. <u>Termination by Franchisee</u>. Notwithstanding anything to the contrary set forth herein, you may terminate this Agreement on any grounds available by law under the provisions of Article 33 of the General Business Law of the State of New York.
- 5. <u>Governing Law</u>. Notwithstanding anything to the contrary set forth herein, the New York General Business Law shall govern any claim arising under that law.
- 6. This Addendum will have effect only if the Franchise Agreement and/or the relationship between Franchisor and you satisfy all of the jurisdictional requirements of New York General Business Law, without considering this Addendum. Except as expressly modified by this Addendum, the Franchise Agreement remains unmodified and in full force and effect

By:	By:
Name:	Name:
Title:	Title:
Date:	Date:

# NORTH DAKOTA ADDENDUM TO FRANCHISE AGREEMENT AND DEVELOPMENT AGREEMENT

This Addendum amends the Franchise Agreement and/or Development Agreement dated (collectively, "Agreements") between Box Painting Franchising LLC, an Oregon limited liability company, ("Franchisor") and \_\_\_\_\_\_, a \_\_\_\_\_\_, ("Franchisee" or "your").

- 1. Any provision in the Agreements which requires the franchisee to sign a general release upon renewal of the Franchise Agreement is unfair, unjust or inequitable within the intent of Section 51-19-09 of the North Dakota Franchise Investment Law.
- 2. In North Dakota, provisions of the Agreements which unreasonably limit the statute of limitations or remedies under the North Dakota Franchise Investment Law, such as the right to jury trial, may not be enforceable.
- 3. Provisions of the Agreements requiring the Franchisee to consent to liquidated damages or termination penalties, requiring the Franchisee to consent to a limitation of claims or requiring the Franchisee to pay all of Franchisor's costs and expenses incurred in enforcing the agreement may not be enforceable under North Dakota law.
- Provisions of the Agreements requiring that the Agreements be construed according to the laws of a state other than North Dakota are unfair, unjust or inequitable within the intent of Section 51-19-09 of the North Dakota Franchise Investment Law.
- 5. Provisions of the Agreements which provide that the parties agree to arbitration or mediation of disputes at a location that is remote from the site of Franchisee's business is unfair, unjust or inequitable within the intent of Section 51-19-09 of the North Dakota Franchise Investment Law.
- 6. Provisions of the Agreements which designate jurisdiction or venue or require the Franchisee to agree to jurisdiction or venue in a forum outside of North Dakota are void with respect to any cause of action which is otherwise enforceable in North Dakota.
- 7. Provisions of the Agreements requiring a franchisee to sign a general release upon the renewal of the Agreement(s) are unfair, unjust or inequitable within the intent of Section 51-19-09 of the North Dakota Franchise Investment Law.
- 8. Provisions of the Agreements restricting competition are contrary to Section 9-08-06 of the North Dakota Century Code, without further disclosing that such covenants may be subject to this statute, are unfair, unjust or inequitable within the intent of Section 51-09-09 of the North Dakota Franchise Investment Law.
- 9. In the event of any conflict between the terms of this Addendum and the terms of the Franchise Agreement or Development Agreement, the terms of this Addendum shall prevail.

10. Each provision of this Addendum shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the North Dakota Franchise Investment Law are met independently without reference to this Addendum.

Agreed to by:

FRANCHISEE:

	<u> </u>	
By:	By:	
Name:	Name:	
Title:	Title:	
Date:	Date:	

#### RHODE ISLAND ADDENDUM TO FRANCHISE AGREEMENT AND AREA DEVELOPMENT AGREEMENT

Notwithstanding anything to the contrary set forth in the Franchise Agreement or Area Development Agreement, the following provisions shall supersede and apply to all franchises offered and sold in the State of Rhode Island.

1. <u>Governing Law</u>. The Franchise Agreement and Development Agreement is amended, in relevant part to reflect the following:

Notwithstanding anything to the contrary set forth herein, Rhode Island law governs any claim arising under the Rhode Island Franchise Investment Act.

2. <u>Jurisdiction and Venue</u>. The Franchise Agreement and Development Agreement is amended, in relevant part to reflect the following:

Notwithstanding anything to the contrary set forth herein, you have the right to file any litigation under the Rhode Island Franchise Investment Act in Rhode Island.

3. This Addendum will have effect only if the Franchise Agreement, Development Agreement, and/or the relationship between you and the Franchisor satisfy all of the jurisdictional requirements of the Rhode Island Franchise Investment Act, without considering this Addendum. Except as expressly modified by this Addendum, the Franchise Agreement and Development Agreement remain unmodified and in full force and effect.

FRANCHISEE:
-------------

By:	By:
Name:	Name:
Title:	Title:
Date:	Date:

#### WASHINGTON ADDENDUM TO FRANCHISE AGREEMENT, DEVELOPMENT AGREEMENT AND RELATED AGREEMENTS

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 undersigned does hereby acknowledge receipt of this addendum.

Dated this	day of		, 20
FRANCHISOR		FRANCHISEE	
Name:		Name:	
Title:		Title:	

#### EXHIBIT H TO THE FRANCHISE DISCLOSURE DOCUMENT

## **Development Agreement**

(attached)

#### EXHIBIT I TO THE FRANCHISE DISCLOSURE DOCUMENT

Form of General Release

(attached)

#### **GENERAL RELEASE**

#### THIS GENERAL RELEASE ("Release") is executed on

#### bv

# ("Franchisee"),

("Guarantors"),

("Transferee") as a condition of (1) the transfer of the Franchise Agreement dated [month] [day], [year] between Peachwood Franchising, LLC ("Peachwood Floor Coverings") and Franchisee ("Franchise Agreement"); or (2) the execution of a successor Franchise Agreement by Franchisee and Peachwood Floor Coverings. (If this Release is executed under the conditions set forth in (2) above, all references in this Release to "Transferee" should be ignored.)

Release by Franchisee, Transferee, and Guarantors. Franchisee and Transferee (on 1. behalf of themselves and their parents, subsidiaries, and affiliates and their respective past and present officers, directors, shareholders, managers, members, agents, and employees, in their corporate and individual capacities), and Guarantors (on behalf of themselves and their respective heirs, representatives, successors and assigns) (collectively, the "Releasors") freely and without any influence forever release (i) Peachwood Floor Coverings, (ii) Peachwood Floor Coverings's past and present officers, directors, shareholders, managers, members, agents, and employees, in their corporate and individual capacities, and (iii) Peachwood Floor Coverings's parent, subsidiaries, and affiliates and their respective past and present officers, directors, shareholders, managers, members, agents, and employees, in their corporate and individual capacities (collectively, the "Released Parties"), from any and all claims, debts, demands, liabilities, suits, judgments, and causes of action of whatever kind or nature, whether known or unknown, vested or contingent, suspected or unsuspected (collectively, "Claims"), which any Releasor ever owned or held, now owns or holds, or may in the future own or hold, including, without limitation, claims arising under federal, state, and local laws, rules, and ordinances and claims arising out of, or relating to, the Franchise Agreement and all other agreements between any Releasor and Peachwood Floor Coverings or Peachwood Floor Coverings's parent, subsidiaries, or affiliates, arising out of, or relating to any act, omission or event occurring on or before the date of this Release, unless prohibited by applicable law.

Risk of Changed Facts. Franchisee, Transferee, and Guarantors understand that the facts 2. in respect of which the release in Section 1 is given may turn out to be different from the facts now known or believed by them to be true. Franchisee, Transferee, and Guarantors hereby accept and assume the risk of the facts turning out to be different and agree that the release in Section 1 shall nevertheless be effective in all respects and not subject to termination or rescission by virtue of any such difference in facts.

Covenant Not to Sue. Franchisee, Transferee, and Guarantors (on behalf of Releasors) 3. covenant not to initiate, prosecute, encourage, assist, or (except as required by law) participate in any civil, criminal, or administrative proceeding or investigation in any court, agency, or other forum, either affirmatively or by way of cross-claim, defense, or counterclaim, against any person or entity released under Section 1 with respect to any Claim released under Section 1.

4. No Prior Assignment and Competency. Franchisee, Transferee, and Guarantors represent and warrant that: (i) the Releasors are the sole owners of all Claims and rights released in Section 1 and that the Releasors have not assigned or transferred, or purported to assign or transfer, to any person or entity, any Claim released under Section 1; (ii) each Releasor has full and complete power and authority to execute this Release, and that the execution of this Release shall not violate the terms of any contract or agreement between them or any court order; and (iii) this Release has been voluntarily and knowingly executed after each of them has had the opportunity to consult with counsel of their own choice.

5. Complete Defense. Franchisee, Transferee, and Guarantors: (i) acknowledge that the release in Section 1 shall be a complete defense to any Claim released under Section 1; and (ii) consent to the entry of a temporary or permanent injunction to prevent or end the assertion of any such Claim.

6. Successors and Assigns. This Release will inure to the benefit of and bind the successors, assigns, heirs, and personal representatives of the Released Parties and each Releasor.

7. **Counterparts.** This Release may be executed in two or more counterparts (including by facsimile), each of which shall be deemed an original, and all of which shall constitute one and the same instrument.

**8. Capitalized Terms.** Any capitalized terms that are not defined in this Release shall have the meaning given them in the Franchise Agreement.

[THE REMAINDER OF THIS PAGE IS LEFT INTENTIONALLY BLANK.]

**IN WITNESS WHEREOF**, Franchisee, Transferee, and Guarantors have executed this Release as of the date shown above.

FRAN	CHISEE:		
By:			
Print N	ame:		
Title:			
Date:			
TRAN	SFEREE:		
By:			
Print N	ame:		
Title:			
Date:			
GUAR	ANTOR:		
Print N	ame:		
Date:			
GUAR	ANTOR:		
Print N	ame:		
Date:			

#### EXHIBIT J

#### FORMS OF CONFIDENTIALITY AND NONCOMPETE AGREEMENT

#### NONDISCLOSURE AND NONCOMPETE AGREEMENT

This Agreement is dated [DATE]. The parties are [NAME OF FRANCHISEE] (referred to as "we", "us", and "our"), located at [ADDRESS], and [NAME OF EMPLOYEE OR INDEPENDENT CONTRACTOR] (referred to as "you" and "your"). You are signing this Agreement in consideration of, and as a condition to, your association with us and the compensation, dividends, or other payments and benefits you will receive from us.

#### BACKGROUND

We are a franchisee of Peachwood Franchising, LLC ("Peachwood Floor Coverings") under a Peachwood Franchising, LLC Franchise Agreement dated [DATE] (the "Franchise Agreement"). We have a license to use the certain trademarks designated by Peachwood Floor Coverings (the "Marks"), certain policies and procedures used in Peachwood Floor Coverings businesses (the "System"), and the Confidential Information developed and owned by Peachwood Floor Coverings and Peachwood Floor Coverings Franchising IP, LLC in our Peachwood Floor Coverings Franchised Business (the "Franchised Business"). Peachwood Floor Coverings recognizes that, in order for us to effectively operate our business, our employees and independent contractors whom we retain must have access to certain confidential information and trade secrets to unauthorized persons, or its use for any purpose other than the operation of our business, would harm Peachwood Floor Coverings, other franchise owners, and us. Accordingly, Peachwood Floor Coverings requires us to have you to sign this Agreement.

#### AGREEMENT

1. Confidential Information. As used in this Agreement, "Confidential Information" means all manuals, trade secrets, know-how, methods, training materials, information, management procedures, and marketing and pricing techniques relating to the Franchised Business, the Peachwood Floor Coverings System, or Peachwood Floor Coverings's business. In addition, Confidential Information includes all marketing plans, advertising plans, business plans, financial information, member information, employee information, independent contractor information and other confidential information of Peachwood Floor Coverings's affiliates, or us (collectively, the "Interested Parties") that you obtain during your association with us.

2. Nondisclosure. You agree not to use or disclose, or permit anyone else to use or disclose, any Confidential Information to anyone outside of our organization (other than the Interested Parties) and not to use any Confidential Information for any purpose except to carry out your duties as our employee or as an independent contractor to us. You also agree not to claim any ownership in or rights to Confidential Information and not to challenge or contest our, Peachwood Floor Coverings's, or Peachwood Floor Coverings's affiliates' ownership of it. These obligations apply both during and after your association with us.

**3. Return of Confidential Information.** If your association with us ends for any reason, you must return to us all records described in Paragraph 1, all other Confidential Information, and any authorized or unauthorized copies of Confidential Information that you may have in your possession or control. You may not retain any Confidential Information after your association with us ends.

4. Noncompete During Association. You may not, during your association with us, without our prior written consent:

(a) own, manage, engage in, be employed by, advise, make loans to, or have any other interest in (i) any commercial or residential flooring provider, or any business which provides any other Approved Products and Services that we grant you the right to offer during the Term of your Franchise Agreement, or (ii) any entity that grants franchises or licenses for any of these types of businesses (collectively, each, a "**Competitive Business**") at any location in the United States;

(b) divert or attempt to divert any business or customer or potential business or customer of the Franchised Business to any Competitive Business, by direct or indirect inducement or otherwise;

(c) perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Marks and the System;

(d) use any vendor relationship established through your association with us for any purpose other than to purchase products or equipment for use or retail sale in the Franchised Business; or

(e) directly or indirectly solicit for employment any person who at any time within the immediate past 12 months has been employed by (i) us, (ii) Peachwood Floor Coverings, (iii) our or Peachwood Floor Coverings's affiliates, or (iv) any Peachwood Floor Coverings franchisees.

5. Noncompete After Association Ends. For two years after your association with us ends for any reason, you may not, without our prior written consent:

(a) directly or indirectly own, manage, engage in, be employed by, advise, make loans to, or have any other interest in any Competitive Business that is (or is intended to be) located within a ten-mile radius of your former Franchised Business or any other Peachwood Floor Coverings Franchised Business that is operating or under development at the time your association with us ends; or

(b) directly or indirectly solicit for employment any person who at any time within the immediate past 12 months has been employed by (i) us, (ii) Peachwood Floor Coverings, (iii) our or Peachwood Floor Coverings's affiliates, or (iv) any Peachwood Floor Coverings franchisees.

6. **Remedies**. If you breach or threaten to breach this Agreement, you agree that we will be entitled to injunctive relief (without posting bond) as well as a suit for damages.

7. Severability. If any part of this Agreement is declared invalid for any reason, the invalidity will not affect the remaining provisions of this Agreement. If a court finds any provision of this Agreement to be unreasonable or unenforceable as written, you agree that the court can modify the provision to make it enforceable and that you will abide by the provision as modified.

**8.** Independent Agreement. The Agreement is independent of any other obligations between you and us. This means that it is enforceable even if you claim that we breached any other agreement, understanding, commitment or promise.

**9.** Third Party Right of Enforcement. You are signing this Agreement not only for our benefit, but also for the benefit of Peachwood Floor Coverings and Peachwood Floor Coverings's affiliates. We, Peachwood Floor Coverings, and Peachwood Floor Coverings's affiliates have the right to enforce this Agreement directly against you.

**10.** Not An Employment Agreement. This is not an employment agreement. Nothing in this Agreement creates or should be taken as evidence of an agreement or understanding by us, express or implied, to continue your association with us for any specified period.

11. Modification and Waiver. Your obligations under this Agreement cannot be waived or modified except in writing.

12. Governing Law. This Agreement is governed by the laws of the state in which our principal office is located.

13. Attorney's Fees. If we have to take legal action to enforce this Agreement, we will be entitled to recover from you all of our costs, including reasonable attorney's fees, to the extent that we prevail on the merits.

14. **Representation.** You certify that you have read and fully understood this Agreement, and that you entered into it willingly.

WITNESS

EMPLOYEE or INDEPENDENT CONTRACTOR

## EXHIBIT K

# **RECEIPTS**

#### RECEIPT

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If Peachwood Franchising, LLC ("**PFC**") offers you a franchise, it must provide this disclosure document to you 14 days before you sign a binding agreement with, or make a payment to, PFC or one of its affiliates in connection with the proposed franchise sale.

New York requires that PFC provide you with this Disclosure Document at the earlier of the first personal meeting or ten business days before you sign a binding agreement with, or make payment to, PFC or one of its affiliates in connection with the proposed sale. Michigan requires that PFC provide you with this Disclosure Document ten business days before you sign a binding agreement with, or make payment to, PFC or one of its affiliates in connection with the proposed sale.

If PFC does not deliver this disclosure statement on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and the state agency listed on Exhibit D.

This franchise is being offered by the following sellers at the principal business address and phone number listed below (check all that have been involved in the sales process):

Sellers at PFC: 6670 Corners Industrial Ct. NW, Suite B, Norcross, GA 30092 678-935-6091

□ Mike O'Connor □ Matt Wood □ Ryan Cornell

Other Franchise Sellers/Brokers/Consultants:

□ (Name)	(Address)	(Phone)
□ (Name)	(Address)	(Phone)

PFC's registered agents authorized to receive service of process are set forth on Exhibit D.

I received a Franchise Disclosure Document with an Issuance Date of 12/10/2021 which contained the following exhibits:

A. State Effective Dates	D. State Administrators and Agents for	H. Area Development Agreement
B. List of Current and Former	Services of Process	I. Forms of General Release
Franchisees	E Manuals' Tables of Contents	J. Forms of Confidentiality and
C. Financial Statements	F. Franchise Agreement	Noncompete Agreement
	G. State Specific Addenda	K. Receipts

|--|

Print Name:	- Address	
Sign:		
[if legal entity]	City, State, Zip	
Legal Entity:	Telephone	
Officer Signature:	Signed and Date this Receipt and Keep a Copy for Your Records	
Officer Name:		
Officer Title:		

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□ Mike O'Connor □ Matt Wood □ Ryan Cornell

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□ (Name)	(Address)	(Phone)
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C. Financial Statements	F. Franchise Agreement	Noncompete Agreement
	G. State Specific Addenda	K. Receipts
	<b>^</b>	-

Print name:	- Address	
Sign:		
[if legal entity]	City, State, Zip	
Legal Entity:	Telephone	
Officer Signature:	Please Return This Copy To:	
Officer Name:	- Peachwood Franchising, LLC	
Officer Title:	6670 Corners Industrial Ct NW, Suite B Norcross, Georgia 3009	