



# Franchise Disclosure Document

*Flex* Franchise

## **Duraclean International, Inc.**

an Illinois corporation  
220 W. Campus Drive  
Arlington Heights, IL 60004  
(847) 704-7100  
www.duraclean.com

The franchisee will operate a service business for professional water damage restoration and mold remediation along with the cleaning of carpet, upholstery, and HVAC & dryer vent ducts in both residential and commercial service centers, the Restoration and Cleaning Franchise. The business is a full-time opportunity with the option to expand into new markets and services you desire at your own pace.

The total investment necessary to begin operation of the Duraclean Restoration and Cleaning Franchise is from \$81,600. to \$151,900. This includes \$74,900 that must be paid to the franchisor before the business opens.

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 government 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 Duraclean 220 Campus Drive, Arlington Heights, IL 60004-1485, 800-251-7070 ext 112.

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

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

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

Issuance Date: March 30, 2022

## How to Use This Franchise Disclosure Document

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

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

## What You Need To Know About Franchising *Generally*

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

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

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

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

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

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

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

### Some States Require Registration

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Exhibit C.

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

## Special Risks to Consider About *This Franchise*

Certain states require that the following risk(s) be highlighted:

1. **Out of State Dispute Resolution.** The franchise agreement requires that you resolve disputes for monies due and owing by litigation in Cook County, Illinois. The franchise agreement requires that you resolve disputes other than those for monies due and owing by arbitration only in Cook County, Illinois. Out of state litigation/arbitration may force you to accept a less favorable settlement for disputes. It may also cost you more to litigate/arbitrate with us in Illinois than in your own state.
2. **Out of State Governing Law.** The franchise agreement requires that Illinois law governs the agreement, and this law may not provide the same protections and benefits as local law. You may want to compare these laws.
3. **Continuing responsibility to pay fees.** You must pay us a minimum royalty fee semi-monthly, even if your franchise business has no revenue.
4. **Required Purchases.** You must purchase a minimum amount of Duraclean products from us whether or not you can use such products.
5. There may be other risks concerning this franchise.

Effective Date: March 25, 2022

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Item 1

**THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES**

To simplify the language in this disclosure document "Duraclean" means Duraclean International, Inc., the franchisor. Duraclean does not have a parent, predecessor or affiliate. "You" means the owner, partner, member or officer of the business entity who buys the franchise. Duraclean was founded in 1930. It does business only under its corporate name. In 1983, the owners organized as an Illinois corporation. Our principal business address is Duraclean International, Inc., 220 W. Campus Drive, Arlington Heights, IL 60004. (Duraclean's agent for service of process is stated in Exhibit D.)

Duraclean has developed and authorizes you the opportunity to own and operate a Duraclean service franchise with Primary Marketing Areas, trademarks and copyrights, proprietary chemical formulas, equipment, sales support and on-going assistance. We call this the franchise system with the competitive "Duraclean Difference."

You will be licensed to use the Duraclean name, training, and methods to engage in *any* or *all* of the Duraclean profit centers. You have the opportunity to engage in the business of professional water damage restoration plus mold remediation, carpet and upholstery cleaning, and dryer vent & duct cleaning, servicing the insurance, residential and commercial markets. We will assist you in analyzing which profit centers are right for expansion and when to consider adding them.

The market for Duraclean services includes but is not limited to homes, apartments, condominiums, offices, hotels, motels, stores, factories, banks, churches, hospitals, restaurants, theaters, funeral homes, universities, veterinary hospitals, bowling alleys, schools, country clubs and government facilities.

Duraclean began offering part time cleaning franchises in 1946 and only changed to a full time franchise offering in 1998. Duraclean does operate franchises itself but does not have any other business activities. Our resources are exclusive to supporting the Duraclean franchise system.

As of the writing of this document there are no federal regulations specific to the industry in which Duraclean Franchises operate. You will be required to comply with Duraclean Standards and all local, state and federal laws that apply generally to all businesses.

Your competitors include independent service companies, department store service departments, and other restoration franchises.

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Item 2

**BUSINESS EXPERIENCE**

Vincent J. Caffarello, Chairman, CEO and Treasurer

Came to Duraclean in 1986; his career in the franchise cleaning industry began in 1960. Past president of several cleaning industry associations and a former franchise owner of a diversified cleaning and restoration company.

Danielle Canup, President and Chief Operating Officer

Began her career with Duraclean in May of 1989 in the General Office Area and was promoted to Administrative Assistant in the Franchise Marketing Department in December of that year. She became Administrative Assistant to the Vice President in 1990, became Assistant to the President in 1998, Director of Administrative Services in 2005, to Vice President in 2013 and to her present position in 2019.

Wilbur A. Gage, Executive Vice President and Secretary

Started with Duraclean in July 1990. From 1963 to March 1988 he was Owner and General Manager of Magikist Carpet & Rug Cleaners, Chicago, Illinois, the largest rug cleaning company in the Midwest.

David Marienau, Vice President of Operations

Started at Duraclean in April 2003 and after 3 short months was promoted to Crew Chief. David was promoted from Director to Vice President of Operations at Duraclean in 2020; David has been certified in many fields of the industry, is responsible for training new franchises and employees on all aspects of the job, is responsible for overseeing Duraclean's company owned franchise, and creating training programs.

David Delgado, Lead Technician

Started at Duraclean in October of 2003, promoted to crew chief in 2004. Works on the day to day operation of the company owned franchise and is IICRC certified in water damage, and tile restoration. Helps with training of technicians, estimating, and execution of jobs in the field.

Cindy Gillespie, Administrative Services

Cindy came to Duraclean in March of 2012. Prior to coming to Duraclean, Cindy worked at Optimus Executive Search in Arlington Heights Illinois as an administrative assistant and then promoted to office manager from 2005 through 2012. Cindy's duties include customer service, marketing and other administrative duties.

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Item 3

**LITIGATION**

Actions

No litigation is required to be disclosed in this Item.

Item 4

**BANKRUPTCY**

No bankruptcy is required to be disclosed in this Item.

Item 5

**INITIAL FEES**

The initial Franchise Fee is \$24,500. When the franchise agreement is signed all applicants pay a lump sum payment of \$ 74,900.00 which includes the Franchise Fee, training on line or at our corporate headquarters, training materials, vehicle graphics and printing allowance, equipment, solutions, supplies, a business website template, six months of search engine optimization (SEO) and the first year subscription to Duraclean's web based computer software.

A portion of the initial payment for equipment may be leased with approved credit. All payments are non-refundable.

See Exhibit K1 for additional information on the items included with your franchise.

The franchise opening is immediate upon the completion of Duraclean's pre-opening obligations. Duraclean franchisees work from home and begin immediately upon receipt of their equipment and training. Some franchisees are conversions, already equipped to provide service and many begin their Duraclean business by marketing prior to attending training.

All Duraclean prices are in United States dollars. **Add taxes and shipping to above payments where applicable.**

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Item 6

**OTHER FEES**

Type of fee	Amount	Due Date	Remarks
Franchise Royalty*	A minimum plus a percentage of total gross sales <sup>1</sup> as follows: \$ 83 minimum for up to \$ 500 of revenue produced plus 8% of sales over \$500 and below \$ 3000; plus 6% between \$ 3000 and \$6000 and plus 2% of all sales over \$6000.	Fifteenth & last day of the month	1./
Supplies*	Minimum of \$1250 Annually	During the year	See Item 8
Additional Items*	Varies	When Purchased	2./
Franchise Expenses	Varies	Varies	Advertising, Insurance, State & Local Taxes
Late Payment*	1-1/2% interest	Monthly	Unpaid Amount
Transfer of Franchise Ownership*	\$13,250.	When you sell your franchise	Transfer fee comes from your Franchise sale income
Costs & Attorneys' fees	Will vary under circumstances	As incurred	Payable upon your failure to comply with the Franchise Agreement
Indemnification	Will vary under circumstances	As incurred	You are solely responsible to customers for services performed
Administrative services*	Varies	As incurred	3./
Software annual renewal*	\$1,080.	Annually	Payable in advance annually

\* These fees are enacted by and are payable to Duraclean and are uniformly imposed.

All fees and purchase prices above are non-refundable and subject to change in the future. Franchised outlets have no voting power with respect to any fees imposed.

1./ The Franchise Royalty is compensation for use of the Duraclean marks and continuing services. Developed from over 90 years of experience and designed to build customer confidence, cut your operating costs and help bring service jobs to you, these services include continuous training, education, research and support. Your share of Duraclean's Franchise Royalty program to be reported via e-mail utilizing the Duraclean software reports and to be paid semi-monthly is \$ 83 minimum for up to \$500 of revenue produced plus 8% of sales over \$ 500 and below \$ 3000; plus 6% between \$ 3000 and \$6000 and; plus 2% of all sales over \$6000.

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Duraclean representatives may visit you at any reasonable time to determine that equipment, vehicles, place of business, signs and advertising are in keeping with Duraclean Standards as specified in the Duraclean Brand Imaging Standards and the Agreement. Representatives may audit business records, reports, tax returns, bank statements and request or make copies of record. You agree to preserve business records in accordance with generally accepted accounting principles for seven years.

2./ One of the features of the Duraclean franchise is your flexibility to expand into services at your own pace with no additional Franchise Fee. When establishing your franchise, you may purchase Duraclean equipment, chemical and business-building materials for additional services. This flexibility allows you to begin your business by paying the franchise fee and buy the items necessary for the operation of any services desired. See Exhibit K1 for more details.

3./ You are responsible for administrative service fees incurred such as Adding a Partner, Dropping a Partner, special Computer Support, returned checks, late fees, restocking charges and wire transfer fees as outlined on the then current Duraclean Fees and Services form. These fees are due if and/or when the service is incurred. For the current Fees and Services form please see Exhibit K2.

Item 7

**ESTIMATED INITIAL INVESTMENT  
YOUR ESTIMATED INITIAL INVESTMENT**

Type of Expenditure	Amount	Method of Payment	When Due	To Whom Payment is to be Made
Franchise Fee	\$24,500	Lump Sum	With Franchise Agreement	Duraclean Int'l
Opening Inventory (6)	\$ 50,400.00	As Agreed	With Franchise Agreement	Duraclean Int'l
Business Liability Insurance (1)	\$3,500(annually)	As Agreed	As Incurred	Third Parties
Business Vehicle Insurance (1)	\$1,200 - \$3,500	As Agreed	As Incurred	Third Parties
Business Vehicle (4)	\$0 - \$48,000	As Agreed	As Incurred	Outside Supplier
Training Expenses (5)	\$0 - \$1,000	As Incurred	As Incurred	Third Parties
Additional Funds – Initial 6 Month Period (3)	\$7,000 - \$21,000	As Incurred	As Incurred	Third Parties
Total Estimated Initial Investment (2)	\$81,600. - \$151,900.			

Neither Duraclean nor its affiliates lease equipment however, a portion of the initial payment for equipment may be leased from third parties with approved credit. All payments are non-refundable.

### Explanatory Notes

1. You may obtain your business liability insurance locally from your own agent. The monthly cost for this coverage is estimated to range from \$125 to \$500 and is dependent upon the operations, geographic location and sales of your franchise.  

Franchisees are currently obtaining insurance coverage for service vehicles, depending upon the carrier, deductible and the franchise location, for approximately \$ 75 to \$ 300 per month per vehicle. Worker's compensation coverage is pursuant to applicable state statute.
2. Franchise owners generally start operations from their homes and move to other quarters when their business outgrows the home environment. When you operate your franchise from your home, you will not have expenses for such items as real property, leasehold improvements, fixtures, construction, remodeling, and security deposits. Duraclean cannot reasonably estimate your required expenditures when you determine not to operate the franchise out of your home. The amounts will vary depending upon the type of location you select, whether purchased or leased and whether or not remodeled and furnished.
3. This item estimates your initial six month start-up expenses. These figures are estimates, and we cannot guarantee that you will not have additional expenses starting the business. Your costs will depend on factors such as: how much you follow our methods and procedures; your management skill and business experience; local economic conditions; the local market for your services; competition; and the sales level reached during the initial period. These estimates are based on Duraclean's ninety-two years of experience.
4. You may use your existing white van, you may purchase a used white van or you may choose to begin your business with the purchase or lease of a new white van.
5. You are responsible for additional travel expenses that may be incurred during Duraclean's Success Institute.
6. This amount includes equipment, solutions, supplies, manuals, vehicle graphics, printing, a business website template and the first year subscription to Duraclean's web based computer software.

### Item 8

#### **RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES**

To maintain quality standards throughout the Duraclean Franchise System, you are obligated to purchase from Duraclean only the service equipment, chemical concentrates and materials required to provide the highest quality of service guaranteed by franchisees in their advertising to consumers. In the year ending December 31, 2021, Duraclean's revenues from the sale of equipment, supplies and chemical to franchisees were \$118711. or < 6.88% of Duraclean's \$1724606. total revenue. Duraclean Officers do not own an interest in any of its suppliers.

To preserve the goodwill associated with Duraclean trade names and service marks and to protect Duraclean from potential claims for damages arising out of the use of other service equipment or cleaning materials, you agree to use only Duraclean approved methods, equipment, chemicals, materials, uniforms, vehicle signing and standards, as in the Duraclean Brand Imaging Standards and in the Duraclean Instruction Manuals which are issued to you. These specifications include equipment, chemical, and service standards. No substitutes or additives are permissible unless you can satisfy Duraclean that machines and/or concentrates available to you from other sources meet Duraclean's specifications to maintain high standards for quality, safety to fibers and fabrics, colors, and performance. Duraclean believes it unlikely that you will be able to find equipment or chemicals meeting Duraclean's standards at a cost competitive with the prices at which Duraclean offers such equipment and chemicals to its franchisees.

You will adhere to the highest standards of honesty, integrity, fair dealing and conduct in operating your business. You will not engage in any business or advertising practice which might injure Duraclean's business or the goodwill associated with the Duraclean marks or the Duraclean system.

You agree to purchase a minimum amount of Duraclean chemical concentrates and solutions, equipment, supplies, marketing material and parts (excluding software, royalty, service charges, postage, freight, handling and labor) each calendar year (currently \$1,250) starting on January 1 of the calendar year following date franchise is established. Any shortfall will be billed to you after year's end. This assures franchisees in the franchise system that all franchisees use products which meet Duraclean standards for quality, performance and safety to fibers, fabrics and colors.

It is estimated that the required purchases are less than 25% of the total purchases you will make for establishing and operating the franchise. Duraclean does not receive payments from designated suppliers and there are no purchasing or distribution cooperatives currently in existence.

You agree to carry the following insurance coverages at all times with an insurer satisfactory to Duraclean:

a. Workmen's Compensation and Employers Liability as prescribed by law in the state or province in which business is conducted.

b. Comprehensive general liability insurance including liability and medical expenses, personal and advertising injury, fire legal liability - fire, lightning, or explosion with the following minimum limits:

Liability & Medical Expenses	\$1,000,000.
Medical Expenses / any one person	\$ 5,000.
Personal & Advertising Injury	\$1,000,000.
Fire Legal Liability	\$ 300,000.
Aggregate Limits	
Products - Completed Operations	\$2,000,000.
General Aggregate	\$2,000,000.

c. Automobile liability insurance for both owned and non-owned vehicles with the following minimum limits:

Liability	\$1,000,000.	per occurrence
Un Insured Motorists	\$1,000,000.	as required by statue
Under Insured Motorists	\$1,000,000.	as required by statue

d. Contractors Pollution Liability Insurance occurrence based, primary and non-contributory with the following minimum limits:

Liability	\$1,000,000.	per occurrence
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Duraclean must be named as an additional insured with an appropriate Franchisor additional insured endorsement on each insurance policy. You will furnish Duraclean with proof of coverage upon request.

We may issue and alter minimum franchise system specifications and standards for technology, software, design, quality and/or performance, from time to time, by changes in or additions to the Instruction Manuals or by other reasonable notice. Typically we do not negotiate purchase arrangements with suppliers or otherwise provide material benefit based on your use of designated sources or for your purchase of particular products or services.

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Item 9

**FRANCHISEE'S OBLIGATIONS**

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

Obligation	Section in Franchise Agreement	Disclosure Document Item
a. Site selection and acquisition/lease	Section III.	Item 7, 11, 12
b. Pre-opening purchases/leases	Section I & III	Item 7, 11
c. Site development and other pre-opening requirements	Section III	Item 7, 11, 12
d. Initial and ongoing training	Section I & II	Item 11
e. Opening	Section III	Item 7, 8
f. Fees	Section II & IV	Item 5, 6
g. Compliance with Standards and policy/ Operating Manual	Section III	Item 6, 8
h. Trademarks and proprietary information	Section II & III	Item 13 & 14
i. Restrictions on products/ services offered	Section III	Item 8 & 16
j. Warranty and customer service requirements	Section III	Item 8
k. Territorial development and sales quotas	Section III	Item 12
l. Ongoing product/ Service purchases	Section III	Item 6, 8

Obligation	Section in Franchise Agreement	Disclosure Document Item
m. Maintenance, appearance and remodeling requirements	Section III	Item 7
n. Insurance	Section III	Item 7
o. Advertising	Section I & II	Item 11
p. Indemnification	Section IV	Item 10
q. Owner's participation/management/staffing	Section III	Item 15
r. Records/reports	Section III	Item 6
s. Inspections/audits	Section III	Item 6
t. Transfer	Section V	Item 17
u. Renewal	Section VI	Item 17
v. Post-termination obligations	Section VI	Item 17
w. Noncompetitive covenants	Section VI	Item 17
x. Dispute resolution	Section VII	Item 17
y. Owners/Shareholders Guarantee	Signature Page Exhibit A-3	Item 15

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Item 10

**FINANCING**

Summary of Financing Offered

Duraclean does not offer financing.

Duraclean does not arrange financing from other sources.

Duraclean does not have any past or present practice to sell, assign or discount to someone else, in whole or in part, any note, contract or other instrument signed by you, but it reserves the right to do so in the future.

Duraclean does not receive direct or indirect payments for placing financing.

Duraclean does not guarantee your obligations to third parties.

Item 11

**FRANCHISOR'S ASSISTANCE, ADVERTISING,  
COMPUTER SYSTEMS and TRAINING**

**Except as listed below, Duraclean is not required to provide you with any assistance.**

Pre-opening obligations – before the opening of the franchised business Duraclean will:

1. Furnish Duraclean Training Materials, electronic marketing pieces, restoration and cleaning forms, cat / large loss forms, OSHA and safety training materials, human resource and management materials. (Franchise Agreement Section I.1)
2. Provide you with eight days of instruction at Duraclean's *Success Institute* to learn methods of operating your franchise. (Franchise Agreement Section I.2)
3. provide you with vehicle graphics allowance & marketing materials to operate and grow your service business. (Franchise Agreement Section I.4, Section I.8 & Section I.13)
4. assign you a jointly determined marketing area, called a Primary Marketing Area, where you must maintain a telephone and a street address or post office box address for customer contact purposes. (Franchise Agreement Section III.8)

Franchises typically open their business 45-90 days after the Agreement is signed or the first payment of consideration, whichever is earlier. The franchise opening is immediate upon the completion of Duraclean's pre-opening obligations. Factors that may affect opening time include financing, weather conditions, shortages, and the installation of equipment and vehicle graphics.

Post-opening obligations – during the operation of the franchised business, Duraclean will:

1. As part of the initial package, provide a business website template which includes optional hosting and six months of optimization to assist you in securing a market presence.
2. Also provide you with a template for a Business Facebook Page to begin your Social Media Presence.
3. Make available, via our proprietary "duracleanfranchise.com" website, business building materials such as billboard and digital advertising artwork, full-color ad mailers, various sales folders, full-color postcards, e-mail ready fillable artwork, digital presentations, and several important operational forms. (Franchise Agreement Section 1.5)
4. Furnish you with an account credit of \$100.00 to be used for the purchase of business building materials imprinted with your franchise name, address and telephone number. This includes envelopes, letterhead and business cards (franchise Agreement Section 1.6)

5. Furnish you with an additional account credit of \$100.00 to be used for the purchase of Duraclean image ware, consisting of shirts, hats, jackets, and pants. (Franchise Agreement 1.7)
6. Provide you with your first year's subscription to Duraclean's Business Software that will allow you to store your complete customer database including electronic reports, record forms and files (Franchise Agreement Section III. 13 & III.14)
7. Maintain an advisory staff of experienced specialists, in all aspects of your business operation including management, marketing and technical topics(Franchise Agreement Section II.3)
8. Conduct Ongoing Support with Webinar Training Presentations, Sales Training Seminars, Regional Workshops for Franchise Owners and multi-day Annual Meetings so you can exchange ideas by networking with other Duraclean franchise owners, hear expert speakers, get answers to questions and keep up-to-date on the latest developments in our industry. You are encouraged to attend these meetings; you pay only your travel and living expense. (Franchise Agreement Section II. 4)
9. Duraclean will make available a weekly bulletin on the latest technical information, sales and marketing hints and other business-building information exclusively for our franchise owners. (Franchise Agreement Section II. 6)
10. We will provide you with an on-going flow of up-to-date information in marketing, management and technical topics. (Franchise Agreement Section II.5)
11. Duraclean will maintain both chemical and equipment research and development to improve your services and to aid you on any unusual service situations (Franchise Agreement Section II. 13)
12. We will provide you with equipment that is free from obvious defects in material and workmanship and will warrant this for a period of six months from the date you receive it. During the six month period mentioned, we will send you replacement parts in exchange for defective parts. (Franchise Agreement Section II. 14)
13. We will maintain for purchase a complete line of high quality cleaning, deodorizing and disinfecting solutions, specifically formulated for Duraclean. (Franchise Agreement Section II.11)
14. We will provide for purchase, at below market price, equipment and supplies used to provide services supported by Duraclean.

Advertising - While there is no advertising requirement, Duraclean develops advertising and promotional programs and provides local support material. Duraclean will:

- a) Outline marketing, advertising, and promotional programs based on many years of experience in the restoration field for you to implement in local markets. (Franchise Agreement Section I.12)
- b) Stay in contact with all aspects of the restoration industry, including; Insurance Companies, Equipment Manufacturers, and Software Developers, to keep you up to date with the latest in industry trends and policy direction. (Franchise Agreement Section II.18)

Computer Systems - Duraclean Software. Duraclean requires the use of its web based software package (first year service included with your initial purchase, the current annual cost for a single user renewal is \$1080) that delivers sales, marketing and management functions to your business through a powerful program that's organized for ease of use. This software was developed to incorporate all your business needs including estimates, invoices, customer files, letters, labels, scheduling, accounts receivable, business analysis reports, work orders, invoices and statements. The general guidelines to utilize Software are as follows:



- **Browsers** You will get the best browser experience running
  1. Google Chrome or
  2. Mozilla Firefox.
  3. Safari
- **Desktop**
  1. Windows 7 (64 bit) or higher
  2. Apple macOS 10.12 or higher
  3. Chromebook compatible
- **Mobile**
  1. Android 7 or higher
  2. iPhone or iPad iOS 10 or higher

You must provide all assistance required to bring the software on-line at the earliest possible time and to maintain this connection as we require. We may retrieve from your System all information that we consider necessary, desirable or appropriate. There are no contractual limitations on our right to access information. (Franchise Agreement Section I.4)

Training - The Table of Contents for Duraclean Training Manuals as of the date of this disclosure document can be found in Exhibit K3.

Duraclean will provide a Success Institute including five days via webinar/video-conferencing/pre-recorded video or in Arlington Heights at the Corporate Headquarters at our choosing.

The subjects covered are as described in the following table:

**TRAINING PROGRAM**

Subject	Classroom / online Hours	Location
Business Plan	2	Arlington Heights or on line
Carpet Cleaning	5	Arlington Heights or on line
Upholstery Cleaning	3	Arlington Heights or on line
Solution Comparison	1	Arlington Heights or on line
Water & Mold Restoration Services	10	Arlington Heights or on line
HVAC Duct & Dryer Vent Cleaning	3	Arlington Heights or on line
Marketing	8	Arlington Heights or on line
Management	2	Arlington Heights or on line
Safety & Health	1	Arlington Heights or on line
Office Setup	2	Arlington Heights or on line
Software System	2	Arlington Heights or on line
License & Insurance	1	Arlington Heights or on line
	40	

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The Success Institute is held approximately five times each year in Arlington Heights, Illinois, at which you can learn service, salesmanship, advertising and methods of operation including “in-the-field” instruction in a friendly, relaxed atmosphere. There is no registration charge for attending. Do to the proprietary information contained in the training only individuals whose name is on the agreement will be allowed to attend. Members of the staff who are instructors collectively have over one hundred years of experience in the industry. The *Success Institute* is directed by Vincent J. Caffarello, Chairman and CEO of Duraclean. Duraclean will pay room and board expenses for you, your spouse and partners authorized on the agreement who are registered in advance and Duraclean will give you one (1) round trip air ticket to Chicago, or pay car mileage allowance at .50 per mile up to value of air fare. You are responsible for additional expenses during Duraclean’s Success Institute. During this period you will develop a step-by-step business plan with Duraclean’s staff of experienced professionals, many of whom have operated businesses offering the same services you will be offering, to help you in the orderly and efficient start-up of your business. Talk with your counselors about your situation but it is generally recommended that, several weeks before you attend the Success Institute, you receive your equipment and supplies so you will be familiar with items and procedures when you arrive for the Success Institute training. You should avail yourself of the above described programs soon after commencing operations. You are required to attend the Success Institute within two months after you sign the Franchise Agreement. (Franchise Agreement paragraph I.3).

#### Item 12

#### TERRITORY

You and Duraclean jointly will determine a custom designed location in which you will operate one Duraclean Franchise (the "Primary Marketing Area"). To establish the Primary Marketing Area for which there is no minimum size, a number of factors are taken into account, such as population of the area, the number of residential households by income strata, market potential for commercial business, etc. You will concentrate your sales and servicing efforts in your assigned Primary Marketing Area, which does not necessarily need to be the city or town in which you reside. However, you must maintain a telephone and a street address or post office box address within the assigned Primary Marketing Area for customer contact purposes. (Franchise Agreement paragraph III.8)

Duraclean will approve the relocation of the franchise when the territory requested can support the addition of a Duraclean Franchise without conflict.

The right of first refusal to purchase specific additional limited available franchise territories may be agreed to when the Primary Marketing Area is designed, however, Duraclean is not required to offer the right of first refusal to purchase additional territories.

When possible, the Primary Marketing Area is designed for just one Franchise. The Primary Marketing Area is nonexclusive; you will not receive an exclusive territory; you may face competition from other franchisees, from franchises that we own, or from other channels of distribution or competitive brands that we control however, Duraclean will not establish additional franchises in an Area where it believes the existing franchise owner(s) have adequate Duraclean customers or have a marketing plan with Duraclean in place to service the Area with continued minimal growth.

If you default on your franchise agreement or your Primary Marketing Area agreement Duraclean may modify your territorial rights.

Duraclean reserves the right to use other channels of distribution, such as the internet, telemarketing, or other direct marketing sales, to make sales of products or services within the Primary Marketing Area using Duraclean’s principal trademarks or trademarks different from the ones you will use under the franchise agreement. Dependent upon your involvement in the services provided and by agreement compensation may be paid to you however Duraclean is not required to pay such compensation.

Item 13

**TRADEMARKS**

Duraclean grants you a nonexclusive license to operate a restoration service franchise under the name Duraclean. You may also use our other current or future trademarks to operate your franchise. By trademark Duraclean means trade names, trademarks, service marks and logos used to identify your business services and products.

The following trade names, service marks and trademarks used in the Duraclean System are registered with the United States Patent and Trademark Office, as follows:

	<u>Registration Date</u>	<u>Registration Number</u>	<u>Register</u>	<u>Renewal Date</u>
DURACLEAN	Nov. 29, 2005	3,019,689	Principal	Nov. 29, 2025
SPOTCRAFT	Nov. 11, 1958	669,729	Principal	Nov. 11, 2028
DURACLEAN	April 6, 1965	787,956	Principal	April 6, 2025
DURASHIELD PLUS	July 5, 1983	1,244,802	Principal	July 5, 2023
DURASHIELD PLUS	Sept. 18, 1984	1,295,310	Principal	Sept. 18, 2024
"Rose Flower Symbol"	May 10, 1983	1,237,678	Principal	May 10, 2023
FLOWER-FRESH	Aug. 21, 1984	1,291,488	Principal	August 21, 2024
FABRICRAFTER	July 9, 1985	1,347,221	Principal	July 9, 2025

Duraclean has filed all affidavits of use for its principal trademarks.

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The Name and Mark "Duraclean" is registered in all fifty States as follows:

	Registration Date	Registration Number	Renewal Date		Registration Date	Registration Number	Renewal Date
AL	3/11/58	109129	1/30/24				
AK	10/27/60	243	10/24/25	NE	1/16/58	1000127583	9/24/30
AZ	1/6/58	12881	1/05/08	NV	1/27/58	N/A	1/9/22
AR	1/6/58	800030456	3/25/24	NH	1/27/58	N/A	11/6/29
CA	2/6/58	107922	1/23/27	NJ	1/20/58	9655	4/4/22
CO	1/27/58	20081641219	12/10/23	NM	3/20/58	5379	3/20/08
CT	3/19/58	20990	7/05/25	NY	3/5/58	R-29829	2/17/32
DE	1/21/58	N/A	2/22/29	NC	3/10/58	444	3/10/29
FL	1/21/58	T08000001398	12/19/23	ND	1/21/58	12468	1/21/18
GA	1/8/58	T-869	1/8/08	OH	3/8/58	3132	12/17/28
HI	11/9/60	4022013	4/21/24	OK	1/6/58	32104	1/17/22
ID	1/27/58	19510	5/29/28	OR	3/11/58	T-13227	7/1/24
IL	6/7/58	067364	9/24/25	PA	3/4/58	2945745	3/1/25
IN	1/27/58	2008-0392	5/28/23	RI	3/24/58	75-10-32	10/1/26
IA	1/14/58	W00523694	4/02/27	SC	1/22/58	N/A	11/18/26
KS	1/20/58	17949	5/5/24	SD	1/28/58	N/A	3/26/26
KY	1/27/58	16983	6/10/23	TN	1/21/58	9000015808	12/17/23
LA	1/22/58	N/A	12/18/28	TX	1/27/58	800985343	5/29/23
ME	1/27/58	19800269M	12/31/30	UT	1/28/58	7452093-0190	8/27/24
MD	1/27/58	90-7274	10/9/30	VT	1/6/58	M0008916	3/27/27
MA	2/10/58	80274	1/29/25	VA	1/22/58	2357	2/15/27
MI	1/28/58	M47-009	7/19/28	WA	3/13/58	32202	5/1/24
MN	4/2/58	598	4/24/31	WV	1/18/58	N/A	perpetual
MS	1/27/58	10077757	6/24/23	WI	1/6/58	10300	11/14/97
MO	1/10/58	00474	5/6/32	WY	1/27/58	245277	12/19/23
MT	1/17/58	22009	1/22/27				

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In addition to Federal and State registrations in the United States, the Name and Mark "Duraclean" is also registered or applications are pending in selected countries as follows:

	Registration Date	Registration Number	Renewal Date
Australia	11-03-87	A475836	11-03-23
Benelux	11-10-87	436290	11-10-27
Brazil	06-01-93	817303502	12-06-24
	10-20-97	820328529	06-20-30
Brunei	09-01-97	TMA28188	09-01-24
Canada	06-29-55	100896	06-29-30
China	11-28-99	1339957	11-27-29
Ecuador	09-15-95	1818/98	11-23-28
Great Britain	10-15-65	885606	10-05-30
	11-10-87	1326444	11-10-24
Indonesia	07-30-94	341450	07-30-24
Ireland	06-19-67	71902	06-19-22
Italy	10-16-69	252918	10-16-29
Japan	02-14-95	4065325	10-03-27
Malaysia	08-30-97	97012363	08-30-24
Mexico	01-25-05	698634	01-25-25
Nigeria	02-19-81	38869/81/3	application
Norway	12-23-64	65363	12-23-24
Panama	09-05-00	109766	09/05/30
Saudi Arabia	12-17-80	111/62	07-15-29
Singapore	08-28-97	97/10579	08-27-27
South Korea	04-30-84	4391	04-30-24
Trinidad	02-17-81	12535	02-16-29
Turkey	10-04-94	154350	10-06-24

Duraclean retains sole ownership of the Names and Marks that it has developed and may develop in the future. We know of no "effective material determination" of the Patent and Trademark Office, trademark trial and appeal board, or the trademark administrator of this state or any court; pending infringement, opposition or cancellation; pending material litigation, and/or any superior prior right. No agreements limit Duraclean's right to use or license the use of Duraclean's Names and Marks.

It is the policy of Duraclean to take actions necessary to protect the Names and Marks although the Agreement does not specifically require us to do so. When you learn about an infringement of or challenge to your use of our trademark you must notify Duraclean immediately. In the past, Duraclean has taken legal action, when necessary, to stop others from the use of a name that was confusingly similar to the name "Duraclean."

Duraclean does not know of any superior or infringing uses that could materially affect your use of Duraclean's Names and Marks.

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Item 14

**PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION**

Duraclean on-line resources provide the latest industry information as well as news about the Franchise system. Duraclean intends to copyright © each new Journal as it is published. You receive the right to use the proprietary information in Duraclean manuals. The Duraclean manuals are described in Item 11. Although Duraclean may or may not have filed an application for a copyright registration for each of these manuals, it claims a copyright and the information is proprietary. Item 11 describes limitations on the use of these manuals by you and your employees. Duraclean intends to renew these copyrights.

The knowledge you obtain about the Duraclean processes, products, services, technology and the operation of the Duraclean franchise comes from information disclosed to you by us. This information is proprietary, confidential and a trade secret. Our Agreement provides that you maintain the absolute confidentiality of all such information during and after the term of the Agreement. Duraclean will not license to others outside the Duraclean Franchise System any rights in any Duraclean patents or Duraclean copyrights.

It is the policy of Duraclean to take action necessary to protect its Copyrights although the Agreement does not specifically require us to do so. Duraclean is not materially limited by any agreement and we do not know of any infringing uses that could materially affect your use of Duraclean's Patents and Copyrights. Duraclean will reimburse you for your tangible costs of compliance if you are required to modify or discontinue the use of the subject matter covered by patent or copyright,

Patent-protected items, copyright protected manuals and business-building materials along with trade secrets and proprietary chemical formulas create the "Duraclean Difference" which in turn creates your place in the marketplace.

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Item 15

**OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION  
OF THE FRANCHISE BUSINESS**

While you must attend Success Institute, Duraclean does not require that the owner personally directly supervise the franchise business but that is the usual procedure. Duraclean does not limit who you can hire or require that employees have specific training or equity interests in the franchise. You own the franchise as an independent business person. We are not joint ventures, partners, joint employers or agent of the other. You are an independent contractor.

Each individual who owns an interest in the franchisee entity, which may or may not include your spouse, must sign an agreement (Exhibit A) assuming and agreeing to discharge all obligations of the “Franchisee” under the Franchise Agreement. You are further obligated to maintain confidentiality (see Item 14) and refrain from competing (see Item 17) with Duraclean or any Duraclean business.

Item 16

**RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL**

You may not offer or sell goods and services similar in nature to those in the Duraclean franchise system. You are not prohibited from selling **non-related** goods and services. Duraclean reserves the right to modify services and products from time to time.

You will devote your best efforts to develop satisfied Duraclean customers for your service business and will not directly or indirectly engage in, support or work for any non-Duraclean business offering services competitive to those of Duraclean during the term of the Agreement.

While you are obligated to offer the services of the Franchise acquired, you do not have to provide all the services available from Duraclean to your customers. You may add Duraclean services and have your business grow at your own pace.

There are no other restrictions limiting your access to customers.

Item 17

**RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION  
THE FRANCHISE RELATIONSHIP**

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

<u>Provision</u>	<u>Section in Franchise Agreement</u>	<u>Summary</u>
a) Length of the franchise term	VI	The term of the Franchise is five years
b) Renewal or extension of the term	VI	If in good standing you may renew every five years for five additional years
c) Requirement for you to renew or extend	VI	Sign new agreement with conditions that are not materially different than the original agreement.
d) Termination by you	VI	Upon 120 day notice if in good standing
e) Termination by Duraclean without cause	VI	Duraclean cannot terminate without cause

<u>Provision</u>	<u>Section in Franchise Agreement</u>	<u>Summary</u>
f) Termination by Duraclean with cause	VI	Duraclean can terminate only if you default
g) "Cause" defined" - curable defaults	VI	30 days to cure shortcomings upon written notice
h) "Cause defined" - non-curable defaults	VI	Non-curable defaults: conviction of felony, repeated defaults even if cured, abandonment, trademark misuse, unapproved transfers, insolvency or unable to pay creditors promptly
i) Your obligations on termination non-renewal	VI	Return proprietary information, sell patented equipment, stop using Duraclean marks, stop industry participation and remit any outstanding amounts due and you agree to disconnect and/or sign a letter of agency assigning business telephone number(s).
j) Assignment of contract by Duraclean	None	No restriction on Duraclean's right to assign
k) "Transfer" by you - definition	V & VI	Ownership change includes transfer of satisfied customer accounts and tangible assets
l) Duraclean's approval of transfer franchisee	V	Duraclean has the right to approve all transfers but will not unreasonably withhold by approval
m) Conditions for Duraclean approval of transfer	V	New franchisee qualifies, transfer fee paid, transfer agreement which may contain different terms and conditions including the then current fees and charges signed & approved
n) Duraclean's right of first refusal to acquire your business	VI	30 day right of first refusal to purchase franchise upon receipt of written notice
o) Duraclean's option to purchase your business	VI	While not required, Duraclean may purchase your business at the same terms offered by a 3rd party
p) Your death or disability	V	You or your estate may operate or sell your business
q) Non-competition covenants during the term of the franchise	III	You will not directly or indirectly engage in, support or work for a non Duraclean business offering services competitive to those offered by Duraclean



<u>Provision</u>	<u>Section in Franchise Agreement</u>	<u>Summary</u>
r) Non-competition after the franchise is terminated or expires	VI	For two years you will not directly or covenants indirectly engage in, support or work for any business operating in your Primary Marketing Area which offers services similar to those offered by Duraclean.
s) Modification of the agreement	None	Manuals are subject to change. Agreement by Rider or Addendum only
t) Integration/ merger clause	VII	Only the terms of the Franchise Agreement and other written agreements are binding (subject to applicable state law). Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable.
u) Dispute resolution by arbitration or mediation	VII	Dispute resolution by arbitration for matters other than monies due and owing.
v) Choice of forum	VII	Any state or federal court located in Cook County, Illinois
w) Choice of law	VII	Illinois law applies

The provision of the Franchise Agreement that provides for termination upon your bankruptcy may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101 et seq.).

#### Item 18

### **PUBLIC FIGURES**

Duraclean does not use any public figure to promote its franchise.

#### Item 19

### **FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

We do not make any representation about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representative to make any such representation 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 our Chairman and CEO, Vincent J. Caffarello, c/o Duraclean International, Inc., 220 Campus Drive, Arlington Heights, Illinois 60004-1485, 800-251-7070, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20

Outlets and Franchisee Information

Table No. 1  
System-wide Outlet Summary  
For Years 2019 to 2021

Outlet Type	year	Outlets at the start of the year	Outlets at the end of the year	Net change
Franchised	2019	121	107	-14
	2020	107	103	-4
	2021	103	98	-5
Company-Owned	2019	9	10	1
	2020	10	10	0
	2021	10	10	0
Total Outlets	2019	130	117	-13
	2020	117	113	-4
	2021	113	108	-5

Table No. 2  
Transfers of Outlets from Franchisees to New Owners (Other than Duraclean)  
For Years 2019 to 2021

State	Year	Number of Transfers
Total	2019	0
	2020	0
	2021	0

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Table No. 3  
Status of Franchised Outlets  
For Years 2019 to 2021

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of the Year
California	2019	6	0	1	0	0	0	5
	2020	5	0	0	0	0	0	5
	2021	5	0	0	0	0	0	5
Colorado	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	0	1
Connecticut	2019	4	0	0	1	0	0	3
	2020	3	0	0	0	0	1	2
	2021	2	0	0	0	0	0	2
Delaware	2019	1	0	1	0	0	0	0
	2020	0	0	0	0	0	0	0
	2021	0	0	0	0	0	0	0
Florida	2019	11	0	2	0	0	2	7
	2020	7	0	0	0	0	1	6
	2021	6	0	0	0	0	0	6
Georgia	2019	9	0	0	0	0	0	9
	2020	9	0	0	0	0	0	9
	2021	9	0	0	0	0	1	8
Hawaii	2019	1	0	1	0	0	0	0
	2020	0	0	0	0	0	0	0
	2021	0	0	0	0	0	0	0
Idaho	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	0	1
Illinois	2019	9	0	0	0	1	1	7
	2020	7	0	0	0	0	0	7
	2021	7	0	0	1	0	0	6
Indiana	2019	4	0	0	0	0	0	4
	2020	4	0	0	0	0	0	4
	2021	4	0	0	0	0	0	4
Iowa	2019	5	0	0	0	0	0	5
	2020	5	0	0	0	0	0	5
	2021	5	0	0	0	0	0	5
Kentucky	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	0	1
Louisiana	2019	3	0	0	0	0	0	3
	2020	3	0	0	0	0	0	3
	2021	3	0	0	0	0	0	3

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of the Year
Maine	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	0	1
Maryland	2019	3	0	0	0	0	0	3
	2020	3	0	0	0	0	0	3
	2021	3	0	0	0	0	0	3
Massachusetts	2019	7	0	0	0	0	0	7
	2020	6	0	1	0	0	0	6
	2021	6	0	0	0	0	0	6
Michigan	2019	6	0	0	0	0	0	6
	2020	6	0	0	0	0	0	6
	2021	6	0	0	0	0	0	6
Missouri	2019	3	0	0	0	0	0	3
	2020	3	0	1	0	0	0	2
	2021	2	0	0	0	0	0	2
New Hampshire	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	0	1
New Jersey	2019	4	0	0	0	0	0	4
	2020	4	0	0	0	0	0	4
	2021	4	0	0	0	0	0	4
New York	2019	8	0	0	0	0	1	7
	2020	7	1	0	0	0	0	8
	2021	8	0	0	0	0	1	7
North Carolina	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	1	0
North Dakota	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	0	1
Ohio	2019	3	0	0	0	0	1	2
	2020	2	0	0	0	0	0	2
	2021	2	0	0	0	0	0	2
Oklahoma	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	0	1
Pennsylvania	2019	6	0	0	0	0	1	5
	2020	5	0	0	0	0	0	5
	2021	5	0	0	0	0	0	5
South Carolina	2019	7	0	0	0	0	0	7
	2020	7	0	0	0	0	0	7
	2021	7	0	0	0	0	0	7
South Dakota	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	0	1

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations – Other Reasons	Outlets at End of the Year
Tennessee	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	1	0
Texas	2019	4	0	0	0	0	0	4
	2020	4	0	0	0	0	0	4
	2021	4	0	0	0	0	0	4
Virginia	2019	3	0	0	0	0	0	3
	2020	3	0	0	0	0	0	3
	2021	3	0	0	0	0	0	3
West Virginia	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	0	1
Wisconsin	2019	1	0	0	0	0	0	1
	2020	1	0	0	0	0	0	1
	2021	1	0	0	0	0	0	1
Total	2019	121	0	6	1	1	6	107
	2020	107	1	2	1	0	1	103
	2021	103	0	0	1	0	4	98

Table No. 4  
Status of Company-Owned Outlets  
For Years 2019 to 2021

State	Year	Outlets at Start of Year	Outlets Opened	Outlets Reacquired from Franchisees	Outlets Closed	Outlets Sold to Franchisees	Outlets at End of the Year
Illinois	2019	9	0	1	0	0	10
	2020	10	0	0	0	0	10
	2021	10	0	0	0	0	10
Total	2019	9	0	1	0	0	10
	2020	10	0	0	0	0	10
	2021	10	0	0	0	0	10

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Table No. 5  
Projected Openings as of December 31, 2021

State	Franchise Agreements Signed But Outlet Not Opened	Projected New Franchised Outlet in the Next Fiscal Year	Projected New Company-Owned Outlets in the Current Fiscal Year
Florida	0	2	0
Georgia	0	1	0
North Carolina	0	2	0
Ohio	0	2	0
Pennsylvania	0	1	0
South Carolina	0	2	0
Total	0	9	0

Duraclean also has 146 franchises in other countries throughout the world.

The names of all franchisees and the addresses and telephone numbers of all of their outlets in the United States are listed in Exhibit F. There was 1 franchise reacquired by Duraclean during the past three years.

Attached to the disclosure document as Exhibit G is a list of the name and last known address and telephone number of every franchise who has had an outlet transferred, terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the franchise agreement during the most recently completed fiscal year or who has not communicated with us within ten weeks of the disclosure document issuance date. If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system. In some instances, current and former franchisees sign provisions restricting their ability to speak openly about their experience with Duraclean. 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. Duraclean has ten company owned franchises.

Duraclean has not created, sponsored or endorsed Franchisee organizations and there are no independent Franchisee associations to the best of its knowledge. (Exhibit H1 & H2)

Item 21

**FINANCIAL STATEMENTS**

Duraclean's audited Balance Sheet, Statement of Income and Expense, and Statement of Charges in Financial Position as of December 31, 2021, December 31, 2020 and December 31, 2019 are in Exhibit B.

Item 22

**CONTRACTS**

The Duraclean Franchise Agreement and the State Addenda to the Agreement along with Exhibits to the Franchise Agreement is attached as Exhibit A. The Exhibits to the Franchise Agreement include: Exhibit 1- Franchised Territory; Exhibit 2 - Confidentiality/Non-Competition Agreement (*if applicable*); and Exhibit 3 - Guarantee.

Item 23

**RECEIPTS**

You will find copies of a detachable receipt in Exhibit L at the very end of this disclosure document.



## AP 102 EXHIBIT PACKAGE

### Exhibits

- A Franchise Agreement and Related Materials
  - State Addenda to Franchise Agreement
  - Exhibits to Franchise Agreement:
    - State Addenda to the Franchise Agreement
    - Exhibit 1 - Franchised Territory
    - Exhibit 2 - Confidentiality/Non-Competition Agreement
    - Exhibit 3 - Guarantee
- B Financial Statements
- C State Administrators
- D Agents for Service of Process
- E *State Addenda to Disclosure Document*
- F List of Franchises
- G List of Former Franchisees
- H1 Franchisee Organizations We Have Created, Sponsored or Endorsed - *Not applicable*
- H2 Independent Franchisee Associations - *Not applicable*
- I *State Effective Dates*
- J Guarantee of Duraclean International, Inc.
- K1 Initial Order
- K2 Duraclean Fees and Services Form
- K3 Table of Contents - Manuals
- L Receipt

**APPLICATION FOR OWNERSHIP**  
***Of a Duraclean® Flex Franchise***  
***(the Franchise Agreement)***

Application is hereby made for the ownership of a Duraclean Franchise. When signed by Duraclean International, Inc., hereinafter referred to as Duraclean, this application becomes your franchise agreement with Duraclean.

The Franchise is a service business for professional water damage restoration and mold remediation along with the cleaning of carpet, upholstery, and HVAC & dryer vent ducts, the “Restoration and Cleaning Franchise”, in both residential and commercial venues. The business is a full time opportunity which may be expanded in the directions you desire at your own pace.

This Franchise Agreement sets forth the teamwork and cooperation working together to locate, service and satisfy Duraclean customers in your Primary Marketing Area.

**I. HOW DURACLEAN WORKS WITH YOU TO ESTABLISH YOUR BUSINESS**

Transfer of Knowledge

Duraclean, having invested millions of dollars and more than three quarters of a century of time to develop methods to secure customers for you, to render superior services and grow your franchise; will share such knowledge with you.

1. Duraclean will furnish *confidential* Duraclean Training Materials explaining how to render services, how to market customers, how to operate *every phase* of the business. These instructions are clear and complete.

*Success Institute<sup>SM</sup>*

2. Duraclean will provide you with instruction at Duraclean’s *Success Institute* to learn methods of operating your franchise. Instructors are the senior Duraclean executives who will assist in building your franchise. You will develop a step-by-step start up growth plan.

3. You agree to attend the *Success Institute* within two months after signing this Agreement. Duraclean will pay room and board expenses for you, your spouse and partners authorized on the Agreement who are registered in advance and Duraclean will give you one round trip air ticket to Chicago, or pay car mileage allowance at .50¢ per mile up to the value of that air fare. You are responsible for additional expenses during Duraclean’s *Success Institute*.

Initial Shipment

4. Duraclean will provide you with equipment, solutions & supplies, vehicle graphics, personalized printing, marketing materials, business website template including hosting and optimization for 12 months and your first year’s subscription for software to operate and grow your service business.

5. Duraclean will make available, via our proprietary “duracleanfranchise.com” website, business building materials such as billboard and digital advertising artwork, full-color ad mailers, various sales folders, full-color postcards, e-mail ready fillable artwork, digital presentations and several important operational forms.

6. Furnish you with an account credit of \$100.00 to be used for the purchase of business building materials imprinted with your franchise name, address and telephone number. This includes envelopes, letterhead and business cards.

7. Furnish you with an additional account credit of \$100.00 to be used for the purchase of Duraclean image ware, consisting of shirts, hats, jackets, and pants.

8. Based upon successful experience, Duraclean will advise what forms of marketing and procedures should be most helpful for you.



9. Duraclean will provide you a convenient, personalized, very easily learned Business Management Software system.

## II. THE EXCLUSIVE DURACLEAN PROGRAM

Duraclean provides and supervises this Program to build customer confidence and help bring you service jobs. It developed from over ninety-two years of experience and covers services you could not afford on your own.

It has successfully established Duraclean franchises throughout the world for men and women with no previous business experience. As the system evolves, Duraclean reserves the right to add, to modify or delete any of its programs without advance notice.

### Exclusive Trademarks

1. Duraclean will authorize you to use Duraclean registered trade names, service marks and trademarks:

Duraclean®

Flower Fresh®

Spotcraft®

Durashield Plus®

Fabricrafter®



Duraclean will maintain registrations of trade names, service marks and trademarks.

### Continuous Training, Education and Support

2. Duraclean will take an active and personal interest in the development and growth of your franchise.
3. Duraclean will maintain an advisory staff of experienced specialists, in all aspects of your business operation including management, marketing and technical topics.
4. Conduct Ongoing Support with Sales Training Seminars, Regional Workshops for Franchise Owners and multi-day Annual Meetings so you can exchange ideas by networking with other Duraclean franchise owners, hear expert speakers, get answers to questions and keep up-to-date on the latest developments in our industry. You are encouraged to attend these meetings; you pay only your travel and living expense.
5. Duraclean will provide you with an on-going flow of up-to-date information in marketing, management and technical topics.
6. Duraclean will make available a weekly bulletin on the latest technical information, sales and marketing hints and other business-building information exclusively for our franchise owners.
7. Duraclean maintains experienced, trained personnel who contact and help you with your service and marketing programs in the field.
8. Duraclean also provides service representatives at Duraclean's headquarters who are responsible for handling your calls, questions and orders to assure that your requests are responded to promptly and by appropriate personnel.
9. Duraclean will maintain for purchase a complete line of high quality cleaning, deodorizing and disinfecting solutions, specifically formulated for Duraclean.
10. Duraclean maintains an educated staff to aid you with any unusual service situations.
11. Duraclean will maintain both chemical and equipment research and development to improve your services and to aid you on any unusual service situations.
12. Duraclean will provide you with equipment that is free from obvious defects in material and workmanship and will warrant this for a period of six months from the date you receive it. During the six month period mentioned, we will send you replacement parts in exchange for defective parts.

Business Builders.

13. Duraclean will authorize you to use its copyright protected business-building materials.
14. Duraclean will supply folders, booklets, letterheads, business cards, vehicle decals, and other customer creating materials that set you apart from local independent cleaners.
15. Duraclean will assist you in preparing marketing plans and local promotions.
16. Duraclean will stay in contact with all aspects of the restoration industry, including; Insurance Companies, Equipment Manufacturers, and Software Developers, to keep you up to date with the latest in industry trends and policy direction.
17. Duraclean recognizes franchise achievement with awards to stimulate franchise growth.

**Royalty Decreases with Growth**

18. Based on the sales volume of *all services and/or products* sold by you under the Duraclean trade names, service marks, and trademarks in homes, apartments, commercial buildings and other locations, by mail, via the internet or otherwise, you will remit Royalty to Duraclean. Your franchise’s share to be reported via e-mail utilizing the Duraclean software reports and to be paid to Duraclean on the 15th day and again on the last day of the month, is \$83 minimum for up to \$500 of revenue produced for each half month plus 8% of sales over \$500 and below \$3000; plus 6% between \$3000 and \$6000; and plus 2% for all sales over \$6000.

*The Royalty does not apply during first six months. Six month period begins when this Agreement is signed and reports must be completed for each period regardless of sales amounts.*

**III. HOW YOU CONDUCT YOUR FRANCHISE**

**Independent, Reputable Business**

1. As owner of this franchise, you are an independent business person. You work when you want, do what you want. You set your own prices, determine your own working hours, select your prospective customers, select and direct your service people, are solely responsible to customers for services performed, and control franchise income and expenses. Under no circumstances shall you and Duraclean be considered joint ventures, partners, joint employers or agent for the other. You are an independent contractor.
2. You will use only the firm name authorized by Duraclean and will hold *confidential* all materials, techniques, and information furnished for exclusive use of Duraclean franchisees. You acknowledge that Duraclean has exclusive rights to trade names, services marks and trademarks and that any use of the Duraclean mark requires Duraclean approval and that all use inures to the benefit of Duraclean.
3. You will pay all business expenses, such as payroll, supplier, insurance, advertising, taxes and duty (if any), when due. You will pay amounts due Duraclean promptly and add 1 1/2% interest per month (but not in excess of the lawful maximum) if late, per schedule furnished by Duraclean. You will also pay any other late charges imposed by Duraclean as well as any charges or expenses incurred by Duraclean arising out of any checks or wire transfers that are dishonored or returned for insufficient funds.
4. You will carry the following insurance coverages at all times with an insurer satisfactory to Duraclean:
  - a. Worker’s Compensation and Employers Liability as prescribed by law in the state or province in which business is conducted.
  - b. Comprehensive general liability insurance, including liability and medical expenses, personal and advertising injury, fire legal liability-fire, lightning, or explosion with the following minimum limits:

Liability & Medical Expenses	\$1,000,000
Medical Expenses / each person	\$ 5,000

Personal & Advertising injury	\$1,000,000
Fire Legal Liability	\$ 300,000

Aggregate Limits	
Products - Completed Operations	\$2,000,000
General Aggregate	\$2,000,000

- c. Automobile liability insurance for both owned and non-owned vehicles with the following minimum limits:

Liability	\$1,000,000
Un-Insured Motorists	\$1,000,000
Under insured Motorists	\$1,000,000

coverage must be per occurrence or as required by statute.

- d. Contractors Pollution Liability Insurance occurrence based, primary and non-contributory with the following minimum limits:

Liability	\$1,000,000	per occurrence
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Duraclean must be named as an additional insured with an appropriate Franchisor additional insured endorsement on each insurance policy. You will furnish Duraclean with proof of coverage upon request.

You agree to indemnify, defend and hold harmless Duraclean from any and all claims and liabilities made or assessed against Duraclean arising, directly or indirectly, from or out of the operation by you of your Duraclean franchise and for all costs in defending against any such claims or liabilities, including, without limitation, reasonable attorney’s fees.

Develop Business

5. You will make every effort to develop satisfied Duraclean customers for your service business and not directly or indirectly engage in, support or work for any non-Duraclean business offering services competitive to those of Duraclean.

6. You may operate and develop your franchise using Duraclean advertising, promotional and mailing programs as specified in the Instruction Material to build this franchise.

Primary Marketing Area

7. In order to give you the maximum opportunity to build your Duraclean business, a jointly determined protected marketing area, called a Primary Marketing Area, will be established and assigned to you by Duraclean. Within this Area, you may operate your business from a single Operating Address at which you will locate as many service crews, sales people and vehicles as desired. To establish the Primary Marketing Area a number of factors will be taken into account, such as; population of the area, number of residential households by income strata, potential for commercial business, etc. Duraclean reserves the right to establish revenue stipulations. You will concentrate your business acquiring and servicing efforts in the Area, which need not necessarily be the city in which you live. Advertising, including websites and social media, extending beyond your PMA must indicate the Area serviced by your franchise. If the Area is not where you live, you must maintain a telephone and an address (P.O. Box will qualify) within the Area for customer contact purposes. The Area and the Address may be changed by mutual agreement.

When possible, the Primary Marketing Area is designed for just one Franchise. The Primary Marketing Area is nonexclusive; you will not receive an exclusive territory however, Duraclean will not establish additional franchises in an Area where it believes the existing franchise owner(s) have adequate Duraclean customers or have a marketing plan with Duraclean in place to service the Area.

### Maintain Duraclean Standards of Superiority

8. You will give your customers honest and courteous service. You will attain and maintain Duraclean certification for the services you perform. You will adhere to the highest standards of honesty, integrity, fair dealing and conduct in operating your business. You will not engage in any business or advertising practice which might injure Duraclean's business or the goodwill associated with the Duraclean marks or the Duraclean system.

9. You will use only Duraclean approved methods, equipment, chemicals, materials, uniforms, vehicle signage and standards, as specified in the Duraclean Brand Imaging Standard and other Duraclean Instruction Manuals, so as to maintain the worldwide reputation of Duraclean for uniformly high standards, fabric safety, and superior service which Duraclean advertising promises to your customer. You will display Duraclean's approved colors, decals and/or sign designs on all business vehicles.

10. You agree to purchase a minimum of \$1,250 in Duraclean chemical concentrates and solutions, equipment, supplies, marketing material and parts (excluding software, royalty, service charges, postage, freight, handling and labor) each calendar year starting on January 1 of the calendar year following date Agreement is accepted. Any shortfall will be billed to you after year end. This assures franchisees in system that all franchisees use products which meet Duraclean's specifications to maintain high standards for quality, safety to fibers and fabrics, colors, and performance.

11. Duraclean representatives may visit you at any reasonable time to determine that equipment, vehicles, place of business, signs and advertising are in keeping with Duraclean standards as specified in the Duraclean Instruction Materials and this Agreement. Representatives may audit business records, reports, tax returns, bank statements and make copies of records. You agree to preserve business records in accordance with generally accepted accounting principles for seven years and provide them to Duraclean upon request.

12. You will report all services performed through Duraclean's software program. Required reports with all necessary information including full customer name, address, telephone number, invoice number and invoice date will be transmitted to Duraclean electronically.

#### **IV. PAYMENT FOR FRANCHISE**

The *Basic Restoration and Cleaning Franchise is \$74,900*: all applicants pay a lump sum payment of \$74,900. which includes the Franchise Fee, training at Duraclean headquarters and at your location, restoration and cleaning equipment, solutions & supplies, vehicle graphics, printing, business website template including optional hosting and optimization for 6 months and the first year subscription to Duraclean's web based computer software. All Duraclean prices are in United States dollars. Add taxes and shipping to above payment where applicable.

Market expansion with optional profit centers is up to you. If you wish you may include additional services when you establish your franchise. Just ask for equipment, chemical and business-building prices.

#### **V. RESALE PRIVILEGE**

You may sell your franchise at any time (because of retirement, moving, illness or any other reason) to anyone acceptable to Duraclean provided you are in full compliance with this Agreement and a transfer agreement which may contain different terms and conditions including the then current fees and charges is signed and approved. You receive entire proceeds from sales less the then current Transfer and Training fee. *Refer to Fees and Services form.* Neither this Agreement, the assets relating to the Duraclean Franchise, the Franchise or any interest in any corporation, partnership, limited liability company or other entity that may own the Franchise, may be transferred without Duraclean's prior written approval, and any such transfer shall constitute a breach of this Agreement and will be null and void and of no effect. The franchised business as a whole must be transferred to the new owner and you cannot sell any Duraclean rights, products, customer lists or item separate from the sale of the Franchise.

## **VI. FRANCHISE TERM AND RENEWAL**

1. This Agreement is for five (5) years. Provided you are in compliance with this Agreement, you may renew it for additional five (5) year periods subject to adjustments by Duraclean to reflect Duraclean's franchise programs, standards, policies and pricing at the time of each such renewal, at no charge to you.
2. You may terminate this Agreement upon 120 days written notice to Duraclean of your intention to terminate.
3. You give Duraclean the right at its option to purchase your franchise from you on mutually agreeable terms once written notice of termination is given to Duraclean as provided above. You also give Duraclean a 30 day right of first refusal on the sale of your franchise to a third party. Duraclean may elect, but is not required to purchase your business within 30 days from the receipt of notice on the same terms and conditions as those offered by a third party.
4. Duraclean may terminate this Agreement if you do not comply with any provision of this Agreement and fail to correct any such failure to comply within thirty (30) days of written notice to you. Duraclean also has the right to immediately terminate this Agreement upon written notice to you in the event: you or any of your owners are convicted of a felony or any other criminal conduct which adversely affects the operation of the business; you repeatedly breach this Agreement even if such breaches are subsequently cured; you or any of your owners engage in conduct which reflects materially and unfavorably on the Duraclean system; you or your owners make an unauthorized sale or transfer of your business or the franchise; you abandon the business; or you become insolvent or unable to pay creditors promptly.
5. If this Agreement is terminated or not renewed for any reason, to protect the Duraclean system, you will promptly return all Duraclean confidential trade secret information, Duraclean software system, including all Instruction Materials, to Duraclean prepaid and remit all amounts owed Duraclean based upon most recent renewal Agreement. You will sell Duraclean patented equipment to another authorized Duraclean franchisee or to Duraclean at the then current fair market value considering age and condition. You will remit Royalty payments and interest per month until all these actions are completed, including receipt of equipment by another franchisee or Duraclean.
6. Also, if this Agreement is terminated or not renewed for any reason, to protect the Duraclean system, you will immediately stop using the Duraclean name, trade and service marks, service equipment, copyrighted materials, advertisements, business cards, vehicle identification, websites, social media and uniforms and cease referencing any association with Duraclean and remove any reference to the Duraclean name in your corporate or business name. You will turn over to Duraclean or purchaser of franchise the rights to and names, addresses and complete records of all customers and, for two years thereafter, you will not directly or indirectly engage in, support or work for any business operating in your Primary Marketing Area which offers services similar to those previously offered by you to your Duraclean customers. The two year period begins when Agreement is terminated or non-renewed, or if later, the date upon which you comply with this covenant. You will have all of your business telephones disconnected without referral unless the referral is to another Duraclean franchisee. You authorize Duraclean to make such telephone change in your behalf by signing a Letter of Agency assigning the telephone number(s) and you agree to hold the telephone company harmless for such action. You will compensate Duraclean for refusal to take any of the actions in this Section or in Section 5 above by paying Duraclean \$100 per day as liquidated damages until such date actions are fully taken.

## **VII. UNDERSTANDING WITH DURACLEAN**

1. You acknowledge that neither Duraclean nor anyone on behalf of Duraclean has made any promises or inducements, orally or otherwise, regarding the content or subject matter of this Agreement which are not contained herein. Nothing in this Agreement or in any related agreement is intended to disclaim the representations made in the franchise disclosure document. Only the signature hereto of a Duraclean executive binds Duraclean.

2. This Agreement and the parties' relations hereunder will be governed by and construed in accordance with the laws of the State of Illinois except for the non-competition provisions of this Agreement which will be governed by the law of the state in which you reside.
3. Except for monies due and owing under this Agreement (which the claimant may elect to bring in a judicial forum) all controversies, claims or disputes arising under this Agreement or out of the relationship of the parties will be resolved through arbitration administered by the American Arbitration Association. The arbitration proceeding shall be conducted before a single arbitrator in Chicago, Illinois in accordance with the then current commercial arbitration rules of the American Arbitration Association. Notwithstanding anything to the contrary contained in this Section, the parties shall have the right in a proper case to obtain temporary restraining orders and temporary or preliminary injunctive relief, from a court of competent jurisdiction; provided, however, the party seeking such relief must contemporaneously submit the dispute for arbitration on the merits as provided herein. Judgment on the arbitrator's award may be entered by any court of competent jurisdiction.
4. Any action arising out of or relating to this Agreement which is not required to be arbitrated or as to which arbitration is waived shall be commenced, litigated and conducted only in a state or federal court in Cook County, Illinois. You irrevocably submit to the jurisdiction of such courts and waive any objection you may have to either the jurisdiction or venue of such courts. You further irrevocably agree not to argue that Illinois is an inconvenient forum or to request transfer of any such action to any court.
5. You agree to reimburse Duraclean for all costs and expense it incurs enforcing the terms of this Agreement, including, without limitation, its reasonable attorney's fees.
6. Duraclean will help you to develop your latent and natural abilities...and will help you direct your talents to bring maximum growth to this franchise.
7. Duraclean verifies that this business has been easily learned by inexperienced beginning franchisees and their service people.
8. Duraclean verifies that franchisees throughout the world are rendering highly satisfactory service.

**Signatures**

Date \_\_\_\_\_

**You Sign Here** \_\_\_\_\_

**Print Name** \_\_\_\_\_ **Address** \_\_\_\_\_

**City** \_\_\_\_\_ **State** \_\_\_\_\_ **9 digit Zip** \_\_\_\_\_

**Telephone** (\_\_\_\_) \_\_\_\_\_ **Fax** (\_\_\_\_) \_\_\_\_\_

**A partnership with spouse or other person, partner signs here:** \_\_\_\_\_

**Print Name** \_\_\_\_\_ **Address** \_\_\_\_\_

**City** \_\_\_\_\_ **State** \_\_\_\_\_ **9 digit Zip** \_\_\_\_\_

**Telephone** (\_\_\_\_) \_\_\_\_\_ **Fax** (\_\_\_\_) \_\_\_\_\_

**If a third partner, third partner signs here:** \_\_\_\_\_

**Print Name** \_\_\_\_\_ **Address** \_\_\_\_\_

**City** \_\_\_\_\_ **State** \_\_\_\_\_ **9 digit Zip** \_\_\_\_\_

**Telephone** (\_\_\_\_) \_\_\_\_\_ **Fax** (\_\_\_\_) \_\_\_\_\_

**If applicant is a corporation, complete this section:**

\_\_\_\_\_ by \_\_\_\_\_  
Name of Corporation President's Signature

**Attest** \_\_\_\_\_  
Secretary's Signature

**Corporation Address** \_\_\_\_\_

**City** \_\_\_\_\_ **State** \_\_\_\_\_ **9 digit Zip** \_\_\_\_\_

**Telephone** (\_\_\_\_) \_\_\_\_\_ **Fax** (\_\_\_\_) \_\_\_\_\_

The Shareholders to execute a "Guaranty and Assumption of Obligations Agreement" provided by Duraclean.

**If applicant is a limited liability company, complete this section:**

\_\_\_\_\_ **By:** \_\_\_\_\_  
Name of Limited Liability Company Member/Manager

**Limited Liability Company Address** \_\_\_\_\_

**City** \_\_\_\_\_ **State** \_\_\_\_\_ **9 digit Zip** \_\_\_\_\_

**Telephone** (\_\_\_\_) \_\_\_\_\_ **Fax** (\_\_\_\_) \_\_\_\_\_

The Members to execute a "Guaranty and Assumption of Obligations" provided by Duraclean.

**Certification**

State of: \_\_\_\_\_ )  
) s.s.:  
County of: \_\_\_\_\_ )

On this \_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, before me, the undersigned notary public appeared \_\_\_\_\_, proved to me through satisfactory evidence of identification, which were \_\_\_\_\_, to be the person who signed on the preceding or attached document in my presence.

\_\_\_\_\_  
\_\_\_\_\_, Notary  
Public  
Print Name  
My Commission Expires: \_\_\_\_\_

[SEAL]



**Ownership Appointment**

You will receive a copy of this Franchise Agreement signed by Duraclean which is your official Duraclean Franchise Agreement.

The authorized firm name/Tradestyle for your franchise is:

The authorized domain name or web site address for your franchise is:

The Primary Marketing Area for your franchise is:

The Operating Address for your franchise is:

Franchise No. \_\_\_\_\_

**Signed** at Arlington Heights, Illinois U.S.A. on \_\_\_\_\_ which is the effective date of this Agreement.

**Duraclean International, Inc.** by \_\_\_\_\_ title  
\_\_\_\_\_

Attest \_\_\_\_\_  
Assistant Secretary

(Corporate Seal)

**ADDENDUM**  
**To Duraclean International, Inc.**  
**Franchise Agreement**  
**REQUIRED BY THE STATE OF WISCONSIN**

The following paragraph is added at the end of Section VII.2 of the Application for Ownership pursuant to regulations promulgated under Section 32.06(3) of the Wis. Adm. Code:

The Wisconsin Fair Dealership Law supersedes any provisions contained in the franchise or license agreement that are inconsistent with that law.

IN WITNESS WHEREOF, the parties hereto have executed and delivered this ADDENDUM on the day and year first written.

Franchisee

\_\_\_\_\_  
Signed individually and/or as an officer or partner of the franchise

\_\_\_\_\_  
date

Franchisor

by \_\_\_\_\_

\_\_\_\_\_  
title

\_\_\_\_\_  
date

## Franchised Territory

When possible, the Primary Marketing Area is designed for just one Franchise. The Primary Marketing Area is nonexclusive; you will not receive an exclusive territory however, Duraclean will not establish additional franchises in an Area where it believes the existing franchise owner(s) have adequate Duraclean customers or have a marketing plan with Duraclean in place to service the Area.

When a territory has been agreed upon you will be asked to sign a Primary Marketing Area letter which will include the following language:

The purpose of this letter is to define your Primary Marketing Area:

**PMA** – the physical territory may be described by county or city boundaries and may be shared by other Franchises on a non-exclusive basis. Revenue stipulations may be agreed upon.

Duraclean recognizes that you, as well as other franchises, may, from time to time, receive occasional business from outside your Primary Marketing Area, as a result of referrals and recommendations from satisfied customers. However, as covered in Section II.8 of your Agreement, the Primary Marketing Area is where you will be devoting all your business sales and promotional efforts including: having an **office with a street address and a telephone listing**; yellow page and classified newspaper advertising; direct mailings; penny savers, Val-Pacs, etc.; telephone solicitation and direct sales representation. In consideration of the above conditions, it is assumed that you will actively market your Duraclean Franchise. This marketing will be in a reasonable and professional manner to increase your overall customer base.

If you advertise in media, including websites, Google Business accounts, social media, etc. that may extend beyond your Primary Market Area you must include language explaining the approved area to be serviced by your franchise.

Please sign, date and return this letter. The second copy should also be signed and is for your files.

This will become your territory Agreement. You may expand and/or alter your territory by agreement with Duraclean. At such time a new letter will be executed and the then current Territory Expansion Fee will apply.

Confidentiality/Non-Competition Agreement

Information regarding confidentiality and/or non-competition is included in the Franchise Agreement.

You are not required to execute a separate Confidentiality / Non-Competition Agreement.

# Duraclean®

## GUARANTY AND ASSUMPTION OF OBLIGATIONS

**THIS GUARANTY AND ASSUMPTION OF OBLIGATIONS** is given this \_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_, by \_\_\_\_\_

In consideration of, and as an inducement to, the execution of that certain Application for Appointment As Owner of A Duraclean Service Business of even date herewith (the "Agreement") by Duraclean International, Inc. ("Duraclean"), each of the undersigned hereby personally and unconditionally (a) guarantees to Duraclean, and its successors and assigns, for the term of the Agreement and thereafter as provided in the Agreement that,

("Franchise") shall punctually pay and perform each and every undertaking, agreement and covenant set forth in the Agreement; and (b) agrees to be personally bound by, and personally liable for the breach of, each and every provision in the Agreement, both monetary obligations and obligations to take or refrain from taking specific actions or to engage or refrain from engaging in specific activities. Each of the undersigned waives: (1) acceptance and notice of acceptance by Duraclean of the foregoing undertakings; (2) notice of demand for payment of any indebtedness or nonperformance of any obligations hereby guaranteed; (3) protest and notice of default to any party with respect to the indebtedness or nonperformance of any obligations hereby guaranteed; (4) any right he may have to require that an action be brought against Franchise or any other person as condition of liability; and (5) any and all other notices and legal or equitable defenses to which he may be entitled.

Each of the undersigned consents and agrees that: (1) his direct and immediate liability under this guaranty shall be joint and several; (2) he shall render any payment or performance required under the Agreement upon demand if Franchise fails or refuses punctually to do so; (3) such liability shall not be contingent or conditioned upon pursuit by Duraclean of any remedies against Franchise or any other person; and (4) such liability shall not be diminished, relieved or otherwise affected by any extension of time, credit or other indulgence which Duraclean may from time to time grant to Franchise or to any other person, including without limitation the acceptance of any partial payment or performance, or the compromise or release of any claims, none of which shall in any way modify or amend this guaranty, which shall be continuing and irrevocable during the term of the Agreement.

**IN WITNESS WHEREOF**, each of the undersigned has hereunto affixed his signature on the same day and year as the Agreement was executed.

GUARANTOR(S) SIGNATURE(S)	SOCIAL SECURITY NUMBER(S)	PERCENTAGE OF FRANCHISE OWNERSHIP
_____	_____	_____ %
_____	_____	_____ %
_____	_____	_____ %
_____	_____	_____ %

Exhibit B

Audited Financial Statements

Years Ending 12/31/2021 – 12/31/2020– 12/31/2019

**DURACLEAN INTERNATIONAL, INC.**  
**FINANCIAL STATEMENTS**  
**AND INDEPENDENT AUDITORS' REPORT**  
**DECEMBER 31, 2021, 2020, AND 2019**

DURACLEAN INTERNATIONAL, INC.  
FINANCIAL STATEMENTS  
AND INDEPENDENT AUDITORS' REPORT  
DECEMBER 31, 2021, 2020, AND 2019

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## INDEPENDENT AUDITORS' REPORT

To the Stockholders of  
Duraclean International, Inc.  
220 Campus Drive  
Arlington Heights, IL 60004

We have audited the accompanying financial statements of Duraclean International, Inc., which comprise the balance sheets as of December 31, 2021, 2020 and 2019, and the related statements of income, changes in stockholders' equity, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Duraclean International, Inc. as of December 31, 2021, 2020 and 2019, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

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

### **Responsibilities of Management for the Financial Statements**

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

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

### **Auditors' Responsibilities for the Audit of the Financial Statements**

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

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

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

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

PORTE BROWN LLC  
Certified Public Accountants



Elk Grove Village, Illinois  
March 11, 2022

## DURACLEAN INTERNATIONAL, INC.

## BALANCE SHEETS

DECEMBER 31, 2021, 2020, AND 2019

	2021	2020	2019
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	\$ 157,494	\$ 186,587	\$ 31,040
Accounts receivable, net	289,515	75,060	116,591
Installment notes - current portion	8,681	22,813	33,117
Inventory			
Equipment, parts, and supplies	22,225	54,932	72,206
Less: Reserve for inventory obsolescence	(5,854)	(36,833)	(21,565)
Inventory, net	16,371	18,099	50,641
Prepaid expenses	22,946	607	5,936
	<u>495,007</u>	<u>303,166</u>	<u>237,325</u>
<b>FIXED ASSETS</b>			
Property and equipment	481,365	453,098	348,788
Less: Accumulated depreciation	(351,204)	(333,297)	(306,746)
	<u>130,161</u>	<u>119,801</u>	<u>42,042</u>
<b>OTHER ASSETS</b>			
Installment notes, (net of current portion included above)	9,713	17,487	25,672
Deposits on treasury stock repurchase agreement	39,477	17,196	-
Security deposits	12,239	12,239	12,239
Goodwill, net	68,578	68,578	68,578
	<u>130,007</u>	<u>115,500</u>	<u>106,489</u>
<b>TOTAL ASSETS</b>	<u>\$ 755,175</u>	<u>\$ 538,467</u>	<u>\$ 385,856</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>			
<b>CURRENT LIABILITIES</b>			
Line of credit	\$ -	\$ 6,400	\$ 17,000
Accounts payable	72,659	123,289	201,590
Current portion of long-term debt	39,823	40,023	49,187
Customer deposits	-	16,000	-
Accrued expenses	9,474	8,718	24,506
	<u>121,956</u>	<u>194,430</u>	<u>292,283</u>
<b>LONG-TERM DEBT</b>			
Long-term debt (net of current portion included above)	<u>44,589</u>	<u>66,297</u>	<u>26,313</u>
<b>STOCKHOLDERS' EQUITY</b>			
Common stock, Class V, \$100 par value; \$100,000	455,000	422,500	390,000
Less: Treasury stock	(65,000)	(32,500)	(18,181)
Additional paid-in capital	1,153,883	1,153,883	1,153,883
Retained deficit	(955,253)	(1,266,143)	(1,458,442)
	<u>588,630</u>	<u>277,740</u>	<u>67,260</u>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<u>\$ 755,175</u>	<u>\$ 538,467</u>	<u>\$ 385,856</u>

The accompanying notes are an integral part of these financial statements

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## DURACLEAN INTERNATIONAL, INC.

## STATEMENTS OF INCOME

FOR THE YEARS ENDED DECEMBER 31, 2021, 2020, AND 2019

	<u>2021</u>	<u>2020</u>	<u>2019</u>
<b>CONTRACT REVENUES</b>	\$ 1,709,895	\$ 1,601,282	\$ 1,335,841
<b>COST OF REVENUES</b>	<u>434,659</u>	<u>535,742</u>	<u>317,238</u>
<b>GROSS PROFIT</b>	<u>1,275,236</u>	<u>1,065,540</u>	<u>1,018,603</u>
<b>OPERATING EXPENSES</b>			
Franchise development, training, and assistance	144,214	128,295	120,888
Selling	31,665	21,722	54,340
General and administrative	<u>748,390</u>	<u>799,501</u>	<u>832,051</u>
	<u>924,269</u>	<u>949,518</u>	<u>1,007,279</u>
<b>INCOME FROM OPERATIONS</b>	<u>350,967</u>	<u>116,022</u>	<u>11,324</u>
<b>OTHER INCOME (EXPENSE)</b>			
Gain on sale of fixed assets	4,450	-	1,900
Gain on extinguishment of debt	-	112,973	-
Bad debt expense	(9,870)	(8,320)	(7,617)
Interest	<u>(15,015)</u>	<u>(20,321)</u>	<u>(29,718)</u>
	<u>(20,435)</u>	<u>84,332</u>	<u>(35,435)</u>
<b>NET INCOME (LOSS)</b>	<u>\$ 330,532</u>	<u>\$ 200,354</u>	<u>\$ (24,111)</u>

The accompanying notes are an integral part of these financial statements

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DURACLEAN INTERNATIONAL, INC.  
 STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY  
 FOR THE YEARS ENDED DECEMBER 31, 2021, 2020, AND 2019

	Common Stock Shares (1)	Common Stock Amount	Treasury Stock	Additional Paid-In Capital	Retained Deficit	Total
<b>Balance, December 31, 2018</b>	3,910	\$ 390,000	\$ -	\$ 1,153,883	\$ (1,425,374)	\$ 118,509
Purchase of treasury stock	-	-	(18,181)	-	-	(18,181)
Distributions to stockholders	-	-	-	-	(8,957)	(8,957)
Net loss	-	-	-	-	(24,111)	(24,111)
<b>Balance, December 31, 2019</b>	3,910	390,000	(18,181)	1,153,883	(1,458,442)	67,260
Issuance of common stock	325	32,500	-	(8,908)	-	23,592
Purchase of treasury stock	-	-	(14,319)	8,908	-	(5,411)
Distributions to stockholders	-	-	-	-	(8,055)	(8,055)
Net income	-	-	-	-	200,354	200,354
<b>Balance, December 31, 2020</b>	4,235	422,500	(32,500)	1,153,883	(1,266,143)	277,740
Issuance of common stock	325	32,500	-	(9,279)	-	23,221
Purchase of treasury stock	-	-	(32,500)	9,279	-	(23,221)
Distributions to stockholders	-	-	-	-	(19,642)	(19,642)
Net income	-	-	-	-	330,532	330,532
<b>Balance, December 31, 2021</b>	<u>4,560</u>	<u>\$ 455,000</u>	<u>\$ (65,000)</u>	<u>\$ 1,153,883</u>	<u>\$ (955,253)</u>	<u>\$ 588,630</u>

(1) Class V, \$100 par value, 23,000 shares authorized, 4,560 shares issued, 3910 outstanding

The accompanying notes are an integral part of these financial statements

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## DURACLEAN INTERNATIONAL, INC.

## STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED DECEMBER 31, 2021, 2020, AND 2019

	2021	2020	2019
<b>OPERATING ACTIVITIES</b>			
Net income (loss)	\$ 330,532	\$ 200,354	\$ (24,111)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:			
Depreciation	33,549	26,551	39,501
Gain on sale of fixed assets	(4,450)	-	(1,900)
Gain on extinguishment of debt	-	(112,973)	-
Changes in:			
Accounts receivable, net	(214,455)	41,531	54,812
Installment notes	21,906	18,489	(11,747)
Inventory, net	1,728	32,542	23,110
Prepaid expenses	(22,339)	5,329	19,842
Accounts payable	(50,630)	(78,299)	(10,267)
Accrued expenses	756	(15,788)	3,061
Customer deposits	(16,000)	16,000	-
Deferred rent	-	-	(7,191)
Net cash provided by operating activities	<u>80,597</u>	<u>133,736</u>	<u>85,110</u>
<b>INVESTING ACTIVITIES</b>			
Proceeds from sale of fixed assets	4,450	-	1,900
Purchase of goodwill	-	-	(1,915)
Purchase of fixed assets	(43,909)	(29,352)	(9,276)
Net cash used by investing activities	<u>(39,459)</u>	<u>(29,352)</u>	<u>(9,291)</u>
<b>FINANCING ACTIVITIES</b>			
(Repayment of) proceeds from line of credit, net	(6,400)	(10,600)	10,500
Proceeds from Paycheck Protection Program	-	112,973	-
Repayment of long-term debt	(21,908)	(44,140)	(50,107)
Deposits on treasury stock repurchase agreement	(22,281)	(17,196)	-
Purchase of treasury stock	(23,221)	(5,411)	(18,181)
Issuance of common stock	23,221	23,592	-
Distributions to stockholders	(19,642)	(8,055)	(8,957)
Net cash (used) provided by financing activities	<u>(70,231)</u>	<u>51,163</u>	<u>(66,745)</u>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	<u>(29,093)</u>	<u>155,547</u>	<u>9,074</u>
<b>BEGINNING CASH AND CASH EQUIVALENTS</b>	<u>186,587</u>	<u>31,040</u>	<u>21,966</u>
<b>ENDING CASH AND CASH EQUIVALENTS</b>	<u>\$ 157,494</u>	<u>\$ 186,587</u>	<u>\$ 31,040</u>
<b>SUPPLEMENTAL INFORMATION TO CASH FLOWS</b>			
Cash paid during the year for:			
Income taxes	\$ -	\$ -	\$ -
Interest	15,015	20,321	29,718
Non-cash investing and financing activities:			
Long-term debt incurred for purchase of fixed assets	-	74,959	-
Long-term debt incurred for purchase of goodwill	-	-	23,888
Forgiveness of debt - Paycheck Protection Program	-	112,973	-

The accompanying notes are an integral part of these financial statements

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**DURACLEAN INTERNATIONAL, INC.****NOTES TO FINANCIAL STATEMENTS****NOTE A – NATURE OF OPERATIONS**

Duraclean International, Inc. (the "Company") is primarily engaged in the sale and support of cleaning franchises throughout the United States of America and internationally. Major sources of revenue come from the sale of franchises, franchise royalties and equipment/supplies sales. The Company also operates a company-owned franchise in the Chicago area.

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The summary of significant accounting policies is presented to assist in understanding the Company's financial statements. The financial statements and notes are representations of the Company's management, which is responsible for their integrity and objectivity. These accounting policies conform to accounting principles generally accepted in the United States of America and have been consistently applied in the preparation of the financial statements.

USE OF ESTIMATES

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

REVENUE RECOGNITION

The Company is engaged in the sale and support of cleaning franchises throughout the United States and internationally. These contracts are fixed price contracts each negotiated separately with the customer. The franchise agreement contains multiple performance obligations. The initial franchise fee is allocated to these performance obligations, which include the provision of training and support services, equipment and product, and the franchise fee license. The timing of the satisfaction of the service and product performance obligations is at the opening of the franchisee's operations, and, accordingly, initial franchise fees are recognized at the opening of the franchisee's operations. The timing of the satisfaction of the franchise fee royalties is over the term of the related agreement, and these franchise fee royalty revenues are recognized primarily on a bi-monthly basis, from reports received from franchisees shortly after period-end. Reports and payments are due within seven days after each bi-monthly period. Estimates are utilized in certain instances when actual numbers have not been received. Revenue from franchise fees can be impacted by the number of new franchises, the overall number of franchises, and franchisees' revenues.

The Company also operates a company-owned franchise providing cleaning and restoration services in the Chicago area. These contracts are fixed price contracts each negotiated separately with the customers. Service jobs are short-term in nature, ranging from several hours to several weeks. The performance obligation is satisfied upon completion of the job, and revenue is recognized at that time. Payment is typically due upon receipt of the invoice. Each of these sales contracts consists of a single performance obligation to deliver cleaning or restoration services. Thus, the transaction price is not required to be allocated to multiple performance obligations. Control of the services is transferred to the customer upon their approval of the services. Revenue from services can be impacted by general economic conditions, relationships with third-party administrators for insurance companies, and the size of the jobs.

## DURACLEAN INTERNATIONAL, INC.

## NOTES TO FINANCIAL STATEMENTS

## NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

REVENUE RECOGNITION (Continued)

The Company is engaged in the sale of cleaning equipment and supplies. These contracts are fixed price contracts each negotiated separately with the customer. These products are primarily sold to its franchisees. Revenues are recognized at a point in time when control of the products are transferred to the customers, in an amount that reflects the consideration the Company expects to be entitled to in exchange for the product. Product sales have contractual payment terms of net 30 days. Each of these sales contracts consists of a single performance obligation to deliver a specified number of products to the customer. Thus, the transaction price is not required to be allocated to multiple performance obligations. The timing of the satisfaction of the performance obligation is at the point in time when the control of the product is transferred to the customer. The Company considered several factors in determining that control transfers to the customer upon shipment of retail and wholesale products. These factors include that legal title transfers to the customer, the Company has a present right to payment, and the customer has assumed the risks and rewards of ownership at the time of shipment. Historically, returns have been negligible and, consequently, the transaction price of plastics injection molded gears is not considered to contain an element of variable consideration. Returns are recognized when they occur. Revenue from sale of product can be impacted by the number of new franchises and demand for product by the franchisees.

Revenues are recognized when control of these products or services are transferred to its customers, in an amount that reflects the consideration the Company expects to be entitled to in exchange for those products or services. Shipping and handling fees charged to customers are reported within revenue. Shipping and handling costs associated with outbound freight after control over a product has transferred to a customer are accounted for as a fulfillment cost and are included in cost of revenues. Incidental items that are immaterial in the context of the Company's contracts are recognized as expense. The Company does not have any significant financing components as payment is received at or shortly after the point of sale. Costs incurred to obtain a contract will be expensed as incurred when the amortization period is less than a year. Sales and similar taxes that are imposed on sales and collected from customers are excluded from revenue.

The following table disaggregates the Company's revenue based on the timing or satisfaction of performance obligations for the years ended December 31, 2021, 2020, and 2019:

	<u>2021</u>	<u>2020</u>	<u>2019</u>
Performance obligations satisfied over time	\$ 727,656	\$ 722,784	\$ 690,902
Performance obligations satisfied at a point in time	<u>982,239</u>	<u>878,498</u>	<u>644,939</u>
	<u>\$ 1,709,895</u>	<u>\$ 1,601,282</u>	<u>\$ 1,335,841</u>

Revenue from performance obligations satisfied over time include franchise fee royalty revenues. Revenue from performance obligations satisfied at a point in time include initial franchise fees, equipment and product sales, and service revenues.



**DURACLEAN INTERNATIONAL, INC.**  
**NOTES TO FINANCIAL STATEMENTS**

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

REVENUE RECOGNITION (Continued)

The allocation of the performance obligations associated with the initial franchise fee is follows:

Training, marketing and other support services	\$ 25,300
Equipment	31,500
Products and supplies	2,700
	<u>\$ 59,500</u>

The beginning and ending balances of contract assets and liabilities from contracts with customers are as follows as of December 31:

	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>
Accounts receivable, net	\$ 289,515	\$ 75,060	\$ 116,591	\$ 171,403
Contract assets	18,394	40,300	58,789	47,042
Contract liabilities	-	16,000	-	-

Contract assets consist of installment notes receivable. The Company, may, from time to time, offer to finance its franchisees' accounts receivable debt when franchisees have accumulated large outstanding accounts receivable balances. Contract liabilities consist of customer deposits.

No impairment losses were incurred in 2021, 2020, or 2019 with respect to contract assets arising from contracts with customers.

CASH AND CASH EQUIVALENTS

The Company considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

CONCENTRATION OF CREDIT RISK

At times during the year, the Company may have cash and cash equivalents in excess of federally insured limits of \$250,000 at one banking institution. These amounts potentially subject the Company to credit risk if the banking institution fails. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash and cash equivalents.

## DURACLEAN INTERNATIONAL, INC.

## NOTES TO FINANCIAL STATEMENTS

## NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

ACCOUNTS RECEIVABLE

Accounts and installment notes receivable are stated at the amount management expects to collect from outstanding balances. Installment notes receivable from franchisees, are generally unsecured with various interest rates and terms of one to four years. Management provides for probable uncollected amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts or notes receivable. As of December 31, 2021, 2020, and 2019, management has recorded an allowance of doubtful accounts of \$6,086, \$6,086, and \$6,086, respectively.

INVENTORY

Inventory, consisting of supply inventory, is stated at the lower of cost or net realizable value, with cost determined on a first in, first out basis.

Inventory consists of the following:

	<u>2021</u>	<u>2020</u>	<u>2019</u>
Equipment	\$ 345	\$ 8,576	\$ 5,597
Replacement parts	-	10,870	10,803
Supplies	21,880	35,486	55,806
Reserve for inventory obsolescence	(5,854)	(36,833)	(21,565)
	<u>\$ 16,371</u>	<u>\$ 18,099</u>	<u>\$ 50,641</u>

FIXED ASSETS

Fixed assets are stated at cost. Depreciation is calculated on a straight-line basis over the estimated lives of the related assets. The Company has adopted a policy to capitalize assets using a \$1,000 threshold.

Major classifications of property and equipment and their respective lives are summarized below:

	<u>Lives in Years</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>
Leasehold improvements	39	\$ 10,454	\$ 6,859	\$ 6,859
Equipment and furniture	5-7	282,811	258,139	251,003
Vehicles	5	188,100	188,100	90,926
		<u>\$ 481,365</u>	<u>\$ 453,098</u>	<u>\$ 348,788</u>

Maintenance and repairs, which neither materially add to the value of the property nor appreciably prolong its life, are charged to expense as incurred. Gains and losses on dispositions of property and equipment are included in income.

**DURACLEAN INTERNATIONAL, INC.**  
**NOTES TO FINANCIAL STATEMENTS**

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

CARRYING VALUE OF LONG-LIVED ASSETS

In the event that facts and circumstances indicate that the Company's long-lived assets may be impaired, an evaluation of recoverability would be performed. Such an evaluation entails comparing the estimated future undiscounted cash flows associated with the asset to the asset's carrying amount to determine if a write down to market value or discounted cash flow value is required. The Company considers that no circumstances currently exist that would require such an evaluation.

GOODWILL

Goodwill represents an acquired company's acquisition cost less the fair value of assets. Goodwill is assigned to specific reporting units and is reviewed for possible impairment upon the occurrence of an event or when circumstances indicate that a reporting unit's carrying amount is greater than its fair value. When evaluating whether goodwill is impaired, the Company compares the fair value of the reporting unit to which the goodwill is assigned to the reporting unit's carrying amount, including goodwill.

The fair value of the reporting unit is estimated on the present value of expected future cash flows. Management has determined that goodwill of \$68,578 was not impaired for the year ended December 31, 2021. No triggering event occurred during the year ended December 31, 2021 that required goodwill impairment testing and, accordingly, no impairment loss was recorded in 2021.

For tax purposes, goodwill continues to be amortized over 15 years resulting in a \$3,139 deduction on the 2021 tax return.

INCOME TAXES

There is no provision for federal corporate income taxes because the stockholders have elected to pay these taxes in accordance with S Corporation rules of the Internal Revenue Code. A provision for state replacement tax has not been made due to the availability of state net operating loss carryforwards.

The Company has adopted the provision of ASC Topic 740, Income Taxes, relating to the accounting for uncertainty in income taxes. The Company files income tax returns in the U.S. federal jurisdiction, and various states. Management is not aware of any uncertain tax positions.

ADVERTISING

The Company expenses advertising costs as incurred. Total advertising expense for December 31, 2021, 2020, and 2019 was \$12,924, \$7,321, and \$13,386, respectively.

## DURACLEAN INTERNATIONAL, INC.

## NOTES TO FINANCIAL STATEMENTS

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**RECLASSIFICATIONS

Reclassifications occurred to certain prior year amounts in order to conform with the current year classifications. The reclassifications have no effect on reported net income.

SUBSEQUENT EVENTS

The Company has evaluated subsequent events through March 11, 2022, the date which the financial statements were available to be issued

**NOTE C – LONG-TERM DEBT**

Long-term debt consists of the following:

	2021	2020	2019
An installment loan payable \$838 per month, principal and interest at 7.99%, maturing September 2025. The loan is collateralized by transportation equipment.	\$ 31,919	\$ 39,114	\$ -
An installment loan payable \$591 per month, principal and interest at 7.44%, maturing February 2026. The loan is collateralized by transportation equipment.	25,222	30,233	-
An installment loan payable \$748 per month, principal and interest at 8.45%, maturing January 2023. The loan is collateralized by transportation equipment.	9,160	16,991	24,193

## DURACLEAN INTERNATIONAL, INC.

## NOTES TO FINANCIAL STATEMENTS

## NOTE C – LONG-TERM DEBT (Continued)

	<u>2021</u>	<u>2020</u>	<u>2019</u>
An installment loan payable \$957 per month, principal and interest at 8.03%, maturing May 2020. The loan is collateralized by transportation equipment.	-	-	4,690
An installment loan payable \$140 per month, principal and interest at 8.31%, maturing October 2020. The loan is collateralized by the related equipment.	-	-	1,213
An installment loan payable \$2,760 per month, principal and interest at 5%, maturing August 2020. The loan is collateralized by substantially all of the Company's assets and personally guaranteed by the Company's stockholders.	-	-	21,516
A note payable to a former franchisee for the acquisition of the franchise operations. Payments are variable based on revenues the Company generates from the franchise's former customers.	<u>18,111</u>	<u>19,982</u>	<u>23,888</u>
	84,412	106,320	75,500
Less current portion	<u>(39,823)</u>	<u>(40,023)</u>	<u>(49,187)</u>
Long-term portion	<u>\$ 44,589</u>	<u>\$ 66,297</u>	<u>\$ 26,313</u>

The total debt maturing in years subsequent to December 31, 2021 is as follows:

Year-ending December 31,	
2022	\$ 39,823
2023	14,883
2024	15,397
2025	13,295
2026	<u>1,014</u>
	<u>\$ 84,412</u>

## DURACLEAN INTERNATIONAL, INC.

## NOTES TO FINANCIAL STATEMENTS

**NOTE D – FRANCHISE FEE REVENUES**

Gross revenues include franchise royalty fee revenues of \$716,319, \$714,483, and \$678,827 for the years ended December 31, 2021, 2020, and 2019, respectively. Initial franchise fees totaled \$0, \$52,500, and \$20,000 for the years ended December 31, 2021, 2020, and 2019, respectively and include existing franchises who have transferred ownership.

Gross revenues include equipment and product sales revenue of \$131,941, \$223,412, and \$174,031 for the years ended December 31, 2021, 2020, and 2019, respectively. Sales related to a franchisor owned operation totaled \$860,559, \$612,387, and \$457,867 for the years ended December 31, 2021, 2020, and 2019, respectively.

**NOTE E – RETIREMENT PLAN**

The Company maintains a qualified retirement plan that allows for voluntary employee contributions from 2% to 15% of compensation. The Company's discretionary matching contribution is a maximum of 2% of an employee's compensation. The Company did not make a matching contribution for the years ended December 31, 2021, 2020, and 2019.

**NOTE F – LEASE COMMITMENTS**

The Company has entered into a lease commitment on the building used as its headquarters. The terms of the lease provide for an annual rent of \$92,268, payable monthly, increasing periodically to \$105,756 through July 2024. Rent expense, including common area maintenance fees, was \$99,571, \$120,840, and \$101,370 for the years ended December 31, 2021, 2020, and 2019, respectively. The expiration date is July 31, 2024.

In accordance with generally accepted accounting principles, the Company recognizes rents on the building on a straight line basis over the life of the lease. The Company may also be responsible for operating expenses and real estate taxes, which exceed the base year defined in the lease.

Future minimum lease payments for the above operating lease are as follows:

Year-ending December 31,	
2022	\$ 100,415
2023	103,785
2024	61,688
	<u>\$ 265,888</u>

**DURACLEAN INTERNATIONAL, INC.**  
**NOTES TO FINANCIAL STATEMENTS**

**NOTE G – TREASURY STOCK**

In February 2019, the stockholders proposed the Company repurchase 1,950 shares of common stock from a principal stockholder. In 2021, the Company completed the repurchase of 325 shares at an aggregate cost of \$23,221. Additionally, the Company paid \$39,447 in deposits towards the repurchase of an additional 325 shares to be completed approximately March 2022. These treasury stock shares may be cancelled upon the Board of Directors approval.

**NOTE H – RECENT ACCOUNTING PRONOUNCEMENTS**

LEASES

*ASU 2016-02, Leases (Topic 842)* becomes effective on January 1, 2022, for calendar-year non-public entities, but early adoption is permitted at any time. The standard requires lessees to recognize lease assets and lease liabilities on the balance sheet for those leases classified as operating leases under previous GAAP. Generally, all leases will be captured on the balance sheet for lessees at transition, as there is no grandfathering of existing operating leases. The Company is currently evaluating the impact this standard will have on the financial statements when adopted.

**NOTE I – SIGNIFICANT EVENT**

During the year ended December 31, 2021, the novel strain of coronavirus (COVID-19) continues to have a significant impact on the world economy. Many industries were required to limit or suspend business operation and implemented travel restrictions. These actions disrupted supply chains and curtailed operations of many companies around the world. There also was significant volatility in financial markets. These impacts have continued subsequent to year-end and it is expected that these impacts will continue for some time. At this time, management feels the estimates regarding collectability of accounts receivable, the net realizable value of the inventory, and the recorded value of the property, plant and equipment do not need to be adjusted. In addition, management feels that contract estimates do not need to be adjusted as the probability of significant reversal of revenue cannot be estimated at this time. Changes to the overall operating environment may increase operating costs. The long-term effect of these events cannot be estimated at this time.

## State Administrators

**CALIFORNIA**

California Commissioner of Corporation  
1515 K Street, Suite 200  
Sacramento CA 95814-4052

**HAWAII**

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

**ILLINOIS**

Attorney General State of Illinois  
500 South Second Street  
Springfield IL 62706

**INDIANA**

Agent  
201 State House  
200 West Washington Street  
Indianapolis IN 46204

Administrator  
Indiana Securities Division  
302 West Washington Street  
Room E-111  
Indianapolis IN 46204

**MARYLAND**

Office of the Attorney General, Securities Division  
200 St. Paul Place  
Baltimore MD 21202

**MICHIGAN**

Michigan Attorney General, Consumer Protection  
Atten: Franchise Division  
670 Law Building  
Lansing MI 48913

**MINNESOTA**

Commissioner of Securities  
Commissioner of Commerce  
133 East 7<sup>th</sup> Street  
St. Paul MN 55101

**NEW YORK**

New York State Department of Law  
Bureau of Investor Protection & Securities  
120 Broadway, 23<sup>rd</sup> Floor  
New York NY 10271

**NORTH DAKOTA**

North Dakota Commissioner of Securities  
301 State Capitol  
600 East Blvd.  
Bismarck ND 58501

**OREGON**

Oregon Corporation Division  
Commerce Building  
Salem OR 97310

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Rhode Island Department of Business Registration  
Securities Section  
233 Richmond Street, Suite 232  
Providence RI 02903

**SOUTH DAKOTA**

Director of Division of Securities  
Department of Commerce & Consumer Affairs  
State Capitol  
118 West Capitol Street  
Pierre, SD 57501

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Agency  
State Corporation Commission  
Virginia Division of Securities & Retail Franchising  
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Richmond VA 23219

**WASHINGTON**

Director of the Department of Licensing  
P.O. Box 9033  
Olympia WA 98507

**WISCONSIN**

Commissioner of Securities  
Franchise Investment Division  
101 East Wilson Street 4<sup>th</sup> Floor  
Madison WI 53702



## Agents For Service of Process

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California Commissioner of Corporation  
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Sacramento CA 95814-4052

**HAWAII**

Commissioner of Securities  
Department of Commerce and Consumer Affairs  
Business Registration Division  
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Honolulu HI 96813  
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Springfield IL 62706

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200 West Washington Street  
Indianapolis IN 46204

Administrator  
Indiana Securities Division  
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Room E-111  
Indianapolis IN 46204

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Securities Commissioner, Division of Securities  
200 St. Paul Place  
Baltimore MD 21202-2020

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Michigan Attorney General, Consumer Protection  
Atten: Franchise Division  
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Commissioner of Commerce  
133 East 7<sup>th</sup> Street  
St. Paul MN 55101

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Secretary of State of the State of New York  
99 Washington Avenue  
Albany NY 12231

**NORTH DAKOTA**

North Dakota Commissioner of Securities  
301 State Capitol  
600 East Blvd.  
Bismarck ND 58501

**OREGON**

Oregon Corporation Division  
Commerce Building  
Salem OR 97310

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**Secretary of State**  
Rhode Island Department of Business Registration  
Securities Section  
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Providence RI 02903

**SOUTH DAKOTA**

Director of Division of Securities  
Department of Commerce & Consumer Affairs  
State Capitol  
118 West Capitol Street  
Pierre, SD 57501

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Agent  
Clerk of the State Corporation Commission  
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P.O. Box 9033  
Olympia WA 98507

**WISCONSIN**

Commissioner of Securities  
Franchise Investment Division  
101 East Wilson Street 4<sup>th</sup> Floor  
Madison WI 53702

**ADDENDUM**  
To Duraclean International, Inc.  
Franchise Disclosure Document  
REQUIRED BY THE STATE OF WISCONSIN

The following paragraph is added at the end of Item 17 of the Franchise Disclosure Document pursuant to regulations promulgated under Section 32.06(3) of the Wis. Adm. Code:

The Wisconsin Fair Dealership Law supersedes any provisions contained in the franchise or license agreement that are inconsistent with that law.

IN WITNESS WHEREOF, the parties hereto have executed and delivered this ADDENDUM on the day and year first written.

Franchisee

\_\_\_\_\_  
Signed individually and/or as an officer or partner of the franchise

\_\_\_\_\_  
date

Franchisor

by \_\_\_\_\_

\_\_\_\_\_  
title

\_\_\_\_\_  
date

LIST OF FRANCHISES  
YEAR ENDING 12/31/2021

DAVE FLORES  
285 SOBRANTE WAY. STE M  
SUNNYVALE CA 94086-2814  
408-739-2665

DURACLEAN BENNETT  
43300 Business Park Drive #A106  
TEMECULA CA 92590  
951-693-2900

JOHN F. TYREE  
178 NORTH BARNWELL ST.  
OCEANSIDE CA 92054-3747  
760-757-5038

MAHMOUD SHIRAZI  
P.O. BOX 2352  
SAN RAFAEL CA 94912-2352  
415-457-5178

DURACLEAN HICKEY  
285 SOBRANTE WAY. STE M  
SUNNYVALE CA 94086-2814  
408-739-2665

STEVE NOE  
177 48TH AVE  
GREELEY CO 80634-4311  
970-353-9229

DURACLEAN WHITBECK  
97H W DUDLEY TOWN RD  
BLOOMFIELD CT 06002  
860-882-0940

TRACY WORLUND  
97H W DUDLEY TOWN RD  
BLOOMFIELD CT 06002  
860-882-0940

WILLIAM ROCK  
P O BOX 6157  
DELTONA FL 32728-6157  
386-734-2309

DURACLEAN BY BUSY B'S  
P O BOX 6157  
DELTONA FL 32728-6157  
386-734-2309

DURACLEAN BY SMITH  
P O BOX 6157  
DELTONA FL 32728-6157  
386-734-2309

NARCISCO (OTTO) DIAZ  
13831 SW 31ST COURT  
OCALA. FL 34473-2235  
352-245-3383

DURACLEAN BY GRADY  
P O BOX 6157  
DELTONA FL 32728-6157  
386-734-2309

GREGORY MANZI  
527 NW 36<sup>TH</sup> AVENUE  
DEERFIELD BEACH FL 33442  
954-571-3855

BRADLEY PARKS  
4800 RALEY ROAD  
MACON. GA 31206  
478-475-9650

DURACLEAN BY HESTER  
4800 RALEY ROAD  
MACON. GA 31206  
478-475-9650

DURACLEAN BY ROBBINS  
4800 RALEY ROAD  
MACON. GA 31206  
478-475-9650

DURACLEAN BY JOE SMITH  
4800 RALEY ROAD  
MACON. GA 31206  
478-475-9650

DURACLEAN OF HOUSTON  
4800 RALEY ROAD  
MACON. GA 31206  
478-475-9650

JERAD S. BENNETT  
280 PINEDALE CIRCLE  
VALDOSTA GA 31602  
229-247-6901

ALVIN L. JAMES. JR.  
2740 GREENBRIAR PKW SW  
ATLANTA GA 30331-2614  
770-477-8277

DURACLEAN McAULEY  
4636 NORTH BERKSHIRE DRIVE  
BOISE ID 83704  
208-321-8300

DURACLEAN RESTORATION  
220 CAMPUS DRIVE  
ARLINGTON HEIGHTS, IL 60004  
800-862-5326  
DANIEL J. BROWN  
6396 BLYTH ROAD  
CALEDONIA IL 61011-9644  
815-885-9091

DURACLEAN SPRINGER  
220 CAMPUS DRIVE  
ARLINGTON HEIGHTS, IL 60004  
800-862-5326

DURACLEAN ECKSTEIN  
220 CAMPUS DRIVE  
ARLINGTON HEIGHTS, IL 60004  
800-862-5326

DURACLEAN TOMASELLO  
220 CAMPUS DRIVE  
ARLINGTON HEIGHTS, IL 60004  
800-862-5326

CHARLES BLANK  
1255 DEERE PARK LANE  
DEERFIELD IL 60015-3004  
847-945-6565

DURACLEAN THOMAS  
220 CAMPUS DRIVE  
ARLINGTON HEIGHTS, IL 60004  
800-862-5326

DURACLEAN / SHEDD  
220 CAMPUS DRIVE  
ARLINGTON HEIGHTS IL 60004  
800-862-5326

HUBERT J. MONTESI  
301 WEST DANIELS ROAD  
PALATINE, IL 60067  
847-657-8484

DURACLEAN RES & COM CLNG  
220 CAMPUS DRIVE  
ARLINGTON HEIGHTS, IL 60004  
800-862-5326

JOSEPH BARTZ  
865 E. JACKSON ST. #7  
BELVIDERE IL 61008-3201  
815-544-9244

DWIGHT LONIE  
512 WEST TAFT DRIVE  
SOUTH HOLLAND IL 60473  
708-798-2072

DURACLEAN QUALITY CLNG  
220 CAMPUS DR  
ARLINGTON HEIGHTS IL 60004  
800-862-5326  
STEVE BERNIS  
24351 W GRASS LAKE ROAD  
ANTIOCH IL 60002  
847-395-2122

DURACLEAN ADVANCED CLNG  
220 CAMPUS DRIVE  
ARLINGTON HEIGHTS IL 60004  
847-291-0230

DURACLEAN GORST  
220 CAMPUS DRIVE  
ARLINGTON HEIGHTS, IL 60004  
800-862-5326

DURACLEAN RICHARDSON  
808 WEST MAUMEE  
ANGOLA IN 46703-1324  
260-665-3055

GENO GEORGE  
10803 PORTER STREET  
CROWN POINT IN 46307  
219-662-6358

TIM SHOUP  
808 WEST MAUMEE  
ANGOLA IN 46703-1324  
260-665-3055

DONALD R. FOSTER  
5415 WEST 750 NORTH  
McCORDSVILLE IN 46055-9706  
317-335-2253

GRAVIS ALGER  
1308 LOCUST STREET  
WEST DES MOINES, IA 50265  
515-650-1620

RICK L. ALGER  
1640 BLOOMINGTON RD  
MT VERNON IA 52314-9620  
319-365-7269

DOUGLAS R. HANNA  
1003 SOUTH WASHINGTON  
LAKE MILLS IA 50450-1855  
515-592-5772

RENEE RIDINGER  
1968 HIGHWAY 218  
MT PLEASANT IA 52641-2419  
319-986-6613

PHILIP PRICHARD  
2435 HICKORY GROVE ROAD  
DAVENPORT IA 52804-2459  
319-323-6318

JOHN R. HALL  
520 FLOYDS FORK DRIVE  
SHEPHERDSVILLE KY 40165  
502-957-3308

March 30, 2022

DURACLEAN JACKSON  
P.O. BOX 151  
HAMMOND LA 70404-0151  
985-345-8636

D'ANN GUIDRY  
2459 ROYAL STREET  
NEW ORLEANS LA 70117-7845  
504-945-2188

RAYMOND F. MARTINEZ  
2249 HWY #1  
RACELAND LA 70394-3642  
985-447-4968

THOMAS P. DUBE  
20 NEW ROAD  
SCARBOROUGH ME 04074-9561  
207-775-5490

RICHARD CRISS  
1417 GUNSTON RD.  
BEL AIR MD 21015-1309  
410-838-7330

DURACLEAN RAJABI  
24058 BUDDS CREEK ROAD  
CLEAMENTS MD 20624  
301-259-2026

GEORGE B. GIBSON  
24058 BUDDS CREEK ROAD  
CLEAMENTS MD 20624  
301-259-2026

RICHARD J. BRADY  
20 POWDER HILL ROAD  
EAST LONGMEADOW MA 01028  
413-525-1129

FREDERICK HIGGINS  
4 PECOS CIRCLE  
CHELMSFORD MA 01824  
978-244-2488

MARK E. LEONE  
41 TRAVELER LANE  
MARSHFIELD MA 02050-4176  
781-837-3899

MORLU K. MARVIE  
41 GRAMMONT RD  
WORCESTER MA 01607-1113  
508-853-1992

JOSEPH CARVALHO  
35 MEESON STREET  
FALL RIVER, MA 02724-3034  
508-679-0168

QUINTUS E. McDERMOTT  
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CAMBRIDGE MA 02140-1892  
617-876-1218

JOHN J. HOSKIN, JR.  
31505 GRAND RIVER  
FARMINGTON MI 48336-4266  
248-471-4646

TOM MILLER  
175 40<sup>TH</sup> STREET  
ALLEGAN MI 49010  
269-521-4117

MICHAEL R. BACHELLER  
709 HURON AVE  
PORT HURON MI 48060-3704  
810-982-7044

COREY HEDRICH  
8499 N. SEYMOUR ROAD  
OWOSSO MI 48867  
989-725-1650

CLAUDE LEMMER  
1510 E. PRESTON STREET  
MT PLEASANT MI 48858-3536  
989-773-4129

SCOTT ALAN CRABB  
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GRAND BLANC MI 48439  
810-695-0210

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COLUMBIA MO 65201-5522  
573-442-5954

JOHN T. HARDY  
P O BOX 617  
BRIDGETON MO 63044  
636-947-4696

SCOTT COTE  
RT. 16  
INTERVALE NH 03845  
603-356-5065

DANIEL M. CANNA  
619 WAYNE AVENUE  
PITMAN NJ 08071  
856-582-0050

KENNETH R. KASSNER  
348 RIVER ROAD  
HACKETTSTOWN NJ 07840-5330  
973-366-4330

AP102FDD WI

BRIAN BEDOTTO  
191 MT PLEASANT AVE  
ROCKAWAY NJ 07866-2817  
973-627-3492

WALTER HESTER  
72 CLINTON STREET  
ALBANY NY 12202-1531  
518-449-5211

LUIS LICETTI  
245 E. 77TH ST. 1FW  
NEW YORK NY 10021-2050  
212-288-4890

ROBERT MESTRANDREA  
77-16 78 STREET  
GLENDALE NY 11385-7509  
718-628-4996

VINCENT N. ANNUNZIATA  
15 CROSS ROAD  
COCHECTON NY 12726-5002  
845-932-8475

PRISCILLA CASTELLANO  
3 BEACH PLUM LANE  
MIDDLE ISLAND, NY 11953  
516-877-7774

NICK ATHANASAKIS  
166 EAST 86TH  
NEW YORK NY 10028-2107  
212-289-8700

KEN WOLBERG  
711 25TH ST WEST  
DICKINSON ND 58601-2742  
701-225-0778

DEAN C. KENT  
7139 FRY ROAD  
MIDDLEBURG HTS OH 44130  
440-243-9965

TODD WEARSCH  
4645 JAYCOX ROAD  
AVON OH 44011  
440-937-5900

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500 NORTH 5TH  
THOMAS OK 73669-0801  
580-661-2645

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HARRISBURG PA 17112-9617  
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DAVID LOVE  
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814-379-3390

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104 ROBINWOOD DRIVE  
SIMPSONVILLE SC 29681  
803-479-7876

MISTY MANER  
1857 ROBIN ROAD  
NORTH AUGUSTA SC 29841-3204  
803-279-8842

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1140 MOSELEY AVENUE  
IRMO SC 29063  
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IRMO SC 29063  
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119 WEBB ST  
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864-963-7340

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MITCHELL SD 57301-0663  
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1824 N. BINKLEY  
SHERMAN TX 75092  
903-870-7012

OBERLIN O. FONSECA  
1145 BEN LORA LANE  
SAN BENITO TX 78586  
956-399-1113

DOUG JERDET  
10615 PERRIN BEITEL  
SAN ANTONIO TX 78247-1319  
210-653-8075

LAWRENCE J. ROSNIAK  
ROUTE #1 BOX 93R  
EAST BERNARD TX 77435-9624  
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540-828-0125

MICHAEL SHIFFLETT  
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713 BEGGIN POND ROAD  
MIDLOTHIAN, VA 23114  
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Medford, NJ 08055  
856-985-7777

JOHN YANCEY  
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MARIETTA, GA 30066  
770-434-9559

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119 BEDFORD ROAD  
GREENWOOD, SC 29649  
864-344-8203

ROY CODELUPPI  
4017 WASHINGTON RD.  
MCMURRAY, PA 15317  
724-884-6265

AL BORRELLI  
147 WHEELER  
PLEASANTVILLE, NY 10570  
914-294-2700

List of Former Duraclean Franchises  
Year Ending 12/3120

THOMAS MAC FAUN  
252 CEDARWOOD DRIVE  
SEVIERVILLE, TN 37876  
865-221-1322

JOSEPH MacDONNELL  
1034 BOWLING GREEN DRIVE  
WESTBURY NY 11590-5504  
516-334-8566

SCOTT A. CHIREMPES  
1505 N. APPLEWOOD LANE  
SPRING GROVE IL 60081  
815-675-0017

MIKE RUSSELL  
144 LONG LEAF DRIVE  
WILMINGTON NC 28401-2633  
910-763-7249

JOHN KERR  
P.O. BOX 31132  
SEA ISLAND GA 31561-1132  
912-638-1443

Franchisee Organizations We Have Created, Sponsored or Endorsed

Duraclean has not created, sponsored or endorsed any Franchisee organizations.



Independent Franchisee Associations

Duraclean is not aware of any independent Franchisee associations.

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

<b>State</b>	<b>Effective Date</b>
California	
Hawaii	-
Illinois	
Indiana	
Maryland	-
Michigan	
Minnesota	
New York	
North Dakota	-
Rhode Island	-
South Dakota	-
Virginia	
Washington	-
Wisconsin	

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.

## **Guarantee**

The franchisor's obligations are not guaranteed by a parent or affiliate, therefore there is no guarantee required to be made in this disclosure document.

## Initial Order

At Duraclean we don't make you fit the program, we make the program fit you! You can build your Duraclean franchise business to suite your likes, to fit your goals and in a manner that you are comfortable with. You can start with a small investment and grow your business as large as you like, providing one service or choose from the array of services provided by Duraclean.

With one franchise license you are authorized to provide any of the services supported by Duraclean. When you are ready to add a new service you can attend training and purchase the necessary equipment, solutions or supplies. *There is no need to purchase an additional franchise license!*

The initial Restoration franchise fee, \$74,900, includes the Franchise License, training materials, Success Institute, van decals allowance, printing allowance, equipment, solutions, supplies, optional website hosting & six months of optimization (SEO) and one year of Duraclean's business software.

The items included in the equipment, solutions and supplies package are changed periodically to reflect changes in the cleaning and restoration industry and franchisees' needs.

In addition Duraclean distributes equipment, supplies and solutions for Mold Remediation, Tile & Grout Cleaning, Advanced Upholstery & Drapery Cleaning, Fire and Smoke Damage Restoration, Janitorial Cleaning, Hard Surface Floor Cleaning, Wood Floor Cleaning, Pressure Washing and Trauma Cleanup.

**Applicable tax and freight are additional on all orders.** Franchise Disclosure Documents are filed with state authorities and approval can often take months. As a result prices are subject to change and new items may be introduced that are not included in these packages. These items will be made available to you at the time of training.



## FEES and SERVICES

### ORIGINATION FEE FOR FIRST Duraclean FRANCHISE

US & Canada \$24,500.

The total price for a Duraclean franchise is the above one-time "Training and Territory Rights" investment payment plus the price of equipment, accessories and supplies in the initial package.

### ORIGINATION FEE FOR ANOTHER FRANCHISE (Same Owner)

US & Canada \$15,000.

This Trademark and Territory Rights investment applies to an additional, separate franchise operated by the same owner from a different address.

### MARKET SIZE EXPANSION

US & Canada \$15,000.

Market area expansion of an existing franchise into an adjacent Primary Market Area but still operated from the same address.

### SALE OF FRANCHISE

US & Canada \$13,250.

Transfer of Trademark and Territory Rights including Success Institute tuition with transportation and lodging, personalized printing and software allowance (package subject to change).

### FRANCHISE RENEWAL

no charge

### INTERNATIONAL FEES

The charges for origination of an international franchise, origination of a second international franchise, for market size expansion, and for the sale of an international franchise are based on the size of the territory and the services supported within that territory.

### ADMINISTRATIVE SERVICES

Adding a partner	(use form 3337)	\$ 250.00*
	*requires Success Institute attendance	
Dropping a partner	(use form 3338)	\$ 150.00
Returned Checks, each	1 <sup>st</sup> occasion	\$ 35.00
	2 <sup>nd</sup> occasion	\$ 50.00
	3 <sup>rd</sup> occasion	\$ 70.00
Minimum Supply Order		\$ 25.00
Restocking Charge	% of order	15%
	minimum	\$ 10.00
Service Charges		
on unpaid balances	monthly	1.5%
late note payments	each	\$ 7.50
late job reports	each from due date	\$25.00
royalty/subscription		
credit card payments	each	2%
Equipment Repairs	minimum	\$ 80.00**
	**parts & freight additional	
	additional ¼ hours labor	\$ 20.00
Computer Support (special Issues)		
telephone	per ¼ hour	\$ 25.00
at your location	by agreement	

### Subscription Services

Payments for services such as but not limited to computer software, domain hosting, search engine optimization and website setup will be billed and due in advance. Payment by credit / debit card will be subject to an additional 1.5% charge.

## Credit Card Policy

Due to the continued increase of costs for processing credit and debit cards, Duraclean International, Inc. has revised our policy regarding their use. We understand the ease of using credit cards as payments and in place of credit or debit cards we are offering an automated payment processing method to you.

### Royalty & Subscription Payments

Royalty and Subscription payments will be available to be processed thru the automated payment system. When you submit your royalty report (either electronically or by mail) or order subscription services we will process the order and send you an electronic invoice for that payment amount. You will receive an email and all you will need to do is select the **Pay Invoice** button and enter your checking account information. You will have the opportunity to store this information for future payments, but you are not required to and you will be able to enter the information manually for future payments. These payments are processed thru QuickBooks. You do not need to have QuickBooks to take advantage of this system. Your account information will not be stored by Duraclean. QuickBooks uses state-of-the art encryption and authentication technologies, including Secure Sockets Layer (SSL), digital certificates, and RSA encryption to protect the security and privacy of your financial information.

Manual payments via paper check are still accepted.

If you wish to use credit or debit cards for payment of royalties and/or subscriptions, there will be a processing fee of 2% added to your invoice.

### Supply or Equipment Purchase Payments

You may pay invoices for any supplies, equipment or materials using debit or credit cards and manual checks. However, if you would like the convenience of electronic payment processing for supply invoices, you will have that option.

There will be no processing fee for supply or equipment purchases paid by credit or debit cards.

If you have any questions on how the system works, please contact Cindy Gillespie at 800-251-7070 x 123. Please email or fax your enrollment selection to: [cgillespie@duraclean.com](mailto:cgillespie@duraclean.com) or 847-704-7101.

### Enrollment Selection

Please note that enrolling in the electronic payment system will not automatically debit your bank account. You will be sent an invoice and you will have to select pay/authorize for that invoice in order for it to be processed.

- Process all payments including royalty and supplies using the electronic system
- Process royalty payments only using the electronic system
- I will use multiple payment methods and will notify you when I submit my royalty reports
- I will send paper checks

Franchise Name	
Tradestyle	
City / State	

SUCCESS INSTITUTE MANUAL  
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SUCCESS INSTITUTE MANUAL  
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b. The different processes (pros and cons)	
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3.Walk through of the process with the Ramair system	
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c. Reporting Due Dates	
d. Insurance Requirements	

Note: Success Institute training is done via webinar/video-conferencing/pre-recorded video, in Arlington Heights at the Corporate Headquarters at our choosing and in your Territory.



**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 Duraclean International, Inc. offers you a franchise, it must provide this disclosure document to you 14 calendar days before you sign a binding agreement or make a payment with the franchisor or an affiliate in connection with the proposed franchise sale. Only Duraclean International, Inc. is authorized to offer the sale of franchises in the United States.

If Duraclean International, Inc. does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal 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 C.

Vince Caffarello, Wilbur Gage, Danielle Canup, and Judy Fabbri are employees of Duraclean and registered as sales agents for Duraclean. The address is 220 Campus Dr., Arlington Heights, IL60004 and the telephone number is 800-251-7070.

Date of Issuance: March 30, 2022

Disclosure of agents for service of process is found at Exhibit D.

Duraclean authorizes the Attorney General State of Illinois 500 South Second Street, Springfield, Illinois 62706 to receive service of process for Duraclean.

I have received a disclosure document dated March 30, 2022 that included the following Exhibits:

- |  |   |
|--|---|
| <p>A Franchise Agreement &amp; Related Materials<br/>State Addenda to Franchise Agreement<br/>Exhibits to Franchise Agreement;<br/>Exhibit 1 – Franchised Territory<br/>Exhibit 2 – Confidentiality/Non-Competition<br/>Exhibit 3 – Guarantee</p> <p>B Financial Statements</p> <p>C State Administrators</p> <p>D Agents for Service of Process</p> <p>E State Addenda to Franchise Disclosure</p> <p>F List of Franchisees</p> | <p>G List of Former Franchisees</p> <p>H1 Franchisee Organizations We have Created, Sponsored or Endorsed</p> <p>H2 Independent Franchisee Associations</p> <p>I State Effective Dates</p> <p>J Guarantee</p> <p>K1 Initial Order</p> <p>K2 Duraclean Fees and Services Form</p> <p>K3 Table of Contents - Manuals</p> <p>L Receipt</p> |
|--|---|

**PROSPECTIVE FRANCHISEE**

Date Received: \_\_\_\_\_

If a business entity:

If an individual:

\_\_\_\_\_  
Name of Business Entity

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

\_\_\_\_\_  
Signature of Authorized Partner, Member or Officer

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

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

KEEP A COPY FOR YOUR RECORDS. This disclosure document is also available in pdf format on our website, [www.duraclean.com](http://www.duraclean.com).

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Signature of Authorized Partner, Member or Officer

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

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

KEEP A COPY FOR YOUR RECORDS. This disclosure document is also available in pdf format on our website, [www.duraclean.com](http://www.duraclean.com).