

ITEM 18 - PUBLIC FIGURES

J Dog Junk Removal & Hauling does not use any public figure to promote its franchises.

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.

The following table (19.1) contains historic performance information compiled on a system wide basis and procured from franchisees who were in business as of May 31, 2016. As we are a flat royalty system, we have not required, as of the date of this document, that our franchisees report actual performance figures to us. To compile the performance information in this Item 19 we polled our franchisees in business as of May 31, 2016. We asked our franchisees to provide their highest and lowest monthly gross revenues during the 12 month period ending May 31, 2016. Not all franchisees responded to our poll. Table 19.1 reflects the average and median of all responses we received in each of three categories of franchised units: (a) units open and in business for 12 months or longer, (b) units open and in business for 6 or more months but less than 12 months, and (c) units open and in business for 3 or more months but less than 6 months. Units open less than 3 months were not polled and are not reflected in Table 19.1. We highly recommend that you speak to as many of our current and former franchisees as possible to see if their experiences have been similar.

As of May 31, 2016, there were 34 franchise units open and operating in our chain, none of which were company owned. Of those 34 units, there were 7 units open who had been in business for 12 months or more. Of those 7 units, 6 replied to our poll. The reported gross sales information for these 6 units are set forth in group (a) of Table 19.1 below.

As of May 31, 2016, there were 5 units open who had been in business for 6 or more months but less than 12 months. Of those 5 units, 3 replied to our poll. The reported gross sales information for these 3 units are set forth in group (b) of Table 19.1 below.

As of May 31, 2016, there were 11 units open who had been in business for 3 or more months but less than 6 months. Of those 11 units, 7 replied to our poll. The reported gross sales information for these 7 units are set forth in group (c) of Table 19.1 below.

Table 19.1

Time Open as of 5/31/16	Average Low Monthly Gross Revenue¹	Median Low Monthly Gross Revenue	Average High Monthly Gross Revenue	Median High Monthly Gross Revenue	Poll Response Rate
(a) 12 months or longer	\$6,185	\$6,000	\$20,818	\$26,000	6 of 7
(b) 6 to 12 months	\$3,288	\$2,000	\$19,223	\$16,800	3 of 5
(c) 3 to 6 months	\$4,226	\$4,200	\$18,359	\$14,910	7 of 11

¹ Gross Revenue includes all revenue and income produced from or through the Franchised Business. Gross Revenues do not include sales tax or use tax.

Your individual results may differ. There is no assurance that you will earn as much.

Written substantiation for the financial performance representation will be made available to prospective franchisee upon request.