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Department of Business Oversight
Los Angeles Office

FOR USE ONLY IN THE STATE OF CALIFORNIA

FRANCHISE DISCLOSURE DOCUMENT

One Hour Air Conditioning Franchising, L.L.C.,
a Florida Limited Liability Company
12 Greenway Plaza, Suite 250
Houston, Texas 77046
866-370-8302
www.onehourair.com

The franchise offered is a air conditioning and heating maintenance, repair and equipment replacement services franchised business.

The total investment necessary to begin operation of a One Hour conversion franchised business is $81,805 to $252,012. This includes $45,120 to $50,515 that must be paid to the franchisor or its affiliates. It does not include fees for a territory with a population of greater than the minimum 100,000, for which we charge an additional $430 for each 1,000 of population above 100,000. The total investment necessary to begin operation of a One Hour start-up franchised business is $269,805 to $550,862. This includes $45,120 to $47,115 that must be paid to the franchisor or its affiliates. It does not include fees for a territory with a population of greater than the minimum 100,000, for which we charge an additional $430 for each 1,000 of population above 100,000.

If you sign an area development agreement to develop more than one air conditioning and heating maintenance, repair and equipment replacement services franchised business pursuant to a development schedule, you must also pay an area development fee equal to (a) $10,000 multiplied by (b) the number of air conditioning and heating maintenance, repair and equipment replacement services franchised businesses to be developed under the area development agreement.

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

You may wish to receive your Disclosure Document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact your personal Franchise Development Representative at 12 Greenway Plaza, Suite 250, Houston, Texas 77046 and 866-370-8302.

The terms of your contract will govern your franchise relationship. Do not rely on the Disclosure Document alone to understand your contract. Read all of your contract carefully. Show your contract and this Disclosure Document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this Disclosure Document can help you make up your mind. More information on franchising, such as "A Consumer's Guide to Buying a Franchise," which can help you understand how to use this Disclosure Document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also

STATE EFFECTIVE DATES

The following states require that the 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 Disclosure Document is registered, on file or exempt from registration in the following states having franchise registration and disclosure laws with the following effective dates:

California	March 22, 2019, as amended on [PENDING]
~~Hawaii~~	~~March 19, 2019, as amended on [PENDING]~~
~~Illinois~~	~~March 13, 2019, as amended on July 11, 2019~~
~~Indiana~~	~~April 1, 2019, as amended on July 10, 2019~~
~~Maryland~~	~~[PENDING]~~
~~Michigan~~	~~March 12, 2019, as amended on July 5, 2019~~
~~Minnesota~~	~~April 19, 2019, as amended on July 25, 2019~~
~~New York~~	~~March 22, 2019, as amended on [PENDING]~~
~~North Dakota~~	~~March 21, 2019, as amended on July 25, 2019~~
~~Rhode Island~~	~~March 15, 2019, as amended on July 10, 2019~~
~~South Dakota~~	~~March 18, 2019, as amended on July 5, 2019~~
~~Virginia~~	~~March 26, 2019, as amended on July 11, 2019~~
~~Washington~~	~~April 19, 2019, as amended on [PENDING]~~
~~Wisconsin~~	~~March 14, 2019, as amended on July 9, 2019~~

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 are providing you with historical financial performance representations for Franchised Businesses that operated ~~had Net Sales (as defined below)~~ during the entire two-year period indicated based upon the Net Sales (as defined below) information for such period submitted to us. ~~,~~ If a Franchised Business did not operate~~have Net Sales~~ for the entire two-year period indicated, we did not include its results in the financial performance representations.

Summary of Same Store Sales for Franchised Business Territories

Same store sales for Franchised Business Territories are based on Net Sales. Although the definition of "**Net Sales**" may change slightly from year to year, it is generally defined as all revenue received by a Franchisee for the performance of all services and the sale of all products from or related to the Franchised Business (including revenues received for performing commercial services) less sales taxes, refunds to customers, discounts and payments to subcontractors and permit costs related to the Franchised Business.

A Franchised Business' Net Sales are obtained from individual financial packages submitted to Franchisor on a monthly basis. These financial packages include profit and loss statements with sales data for Franchisor to calculate applicable franchisee fees. Franchisee fees are calculated on Net Sales, as defined in each individual franchisee's Franchise Agreement. Net Sales are captured in electronic work papers and are the basis for this historical financial performance representation. Occasionally, franchisees fail to report. In such circumstances, estimates based on other financial records provided by non-reporting franchisees such as required daily sales reports are employed. None of these estimates have a material impact on the total amounts reported below. Franchisor reasonably relies on this data and believes it to be true and correct. However, Franchisor has not audited this data and cannot therefore provide any further assurances as to its accuracy or completeness.

We highly encourage you to work with a qualified accountant or other qualified business advisor in considering this opportunity, its potential and to develop a business plan to determine if you are suited for this franchise opportunity. We further encourage you to consult with an attorney and other advisors before executing the Franchise Agreement.

Table 1
Net Sales Comparison for Franchised Business Territories
(For Fiscal Years ended Dec 31, 2016 through Dec 31, 2018)

YEAR	# of Franchised Territories (1)(2)(3) (4)(5)	Annual Net Sales (6)(7)	Increase in Net Sales	Percentage Growth	Median Annual Net Sales	Average Annual Net Sales (8)	High-low Net Sales	Number and % of Franchised Territories Meeting or Exceeding Average
2018	282	272,206,288	9,439,977	4%	698,599	965,271	9,803,150 – 17,305	88 (31%)
2017		262,766,312			626,731	931,795	6,937,589 – 27,820	81 (29%)
2017	227	246,901,091	(4,778,862)	-2%	825,572	1,087,670	6,937,589 – 27,820	79 (35%)
2016		251,679,953			901,849	1,108,722	7,217,315 – 0	78 (34%)

Notes:

(1) The Franchised Business Territories identified in this column reflect the Franchised Business Territories of all Franchised Businesses operating~~with Net Sales~~ for the full two-year (i.e. 24 month) period indicated. 20 Franchised Businesses closed during the 2017 fiscal year. Of the 20 businesses that closed during the fiscal year 2017, 0 businesses closed after being open for less than 12 months. 6 Franchised Businesses closed during the 2018 fiscal year. Of the 6 businesses that closed during the fiscal year 2018, 0 businesses closed after being open for less than 12 months. A franchisee's Franchised Business may consist of multiple Franchised Business Territories. As of December 31, 2017 and December 31, 2018, there were 333, and 344 Franchised Business Territories, respectively, open and operating and these numbers were adjusted, for the reasons described in Notes 2, 3, and 4 below, to arrive at the population of Franchised Business Territories used in Table 1 for the respective two-year periods. For the two-year period ending December 31, 2018, 62 Franchised Business Territories were excluded from this Table as further described in Notes 2, 3, and 4. For the two-year period ending December 31, 2017, 106 Franchised Business Territories were excluded from this Table and 1 was included as described in Notes 1, 2, 3, and 4.

(2) If a Franchised Business opened during a two-year period and, as a result, does not have Net Sales for the full two-year period, its Franchised Business Territories were excluded from this column for such period. For the two-year periods ending December 31, 2018 and December 31, 2017, there were 62 and 106 Franchised Business Territories excluded, respectively, from this table for this reason.

(3) A Franchised Business may operate multiple Franchised Business Territories. In some cases, a Franchised Business may have increased or decreased its number of Franchised Business Territories during the period. In the case of a newly-opened Franchised Business Territory, such Territory is counted for purposes of this table if it was operated during the full two-year period indicated above. For the two-year periods ending December 31, 2018 and December

31, 2017, 10 and 7 newly-opened Franchised Business Territories are included in this table, respectively.

(4) In some cases, a new Franchised Business may operate~~operated~~ during the full two-year period, but ~~did~~ not have Net Sales for every month of the full ~~two-year~~ period. For each of the two-year periods ending December 31, 2018 and December 31, 2017, there were no Franchised Business Territories excluded, respectively, from this table because they did not have Net Sales for the full two-year period.

(5) No Franchised Businesses are excluded from this table because they did not report Net Sales to us in time.

(6) The Annual Net Sales figures in this column reflect all Net Sales for Franchised Businesses with Net Sales for the periods described in Note 1.

(7) Net Sales of a Franchised Business may include sales in Open Territory, that is, territory that has not been awarded to a franchisee.

(8) Franchisees are allowed to do business in Open Territory. Therefore, an increase or decrease in the number of Franchise Business Territories operated by a Franchised Business for the reason described in Note 3 may not have an impact on Net Sales for that Franchised Business because such territories were already generating Net Sales. The total number of Franchised Business Territories for the reference period, as described in Notes 1, 2, 3 and 4, is used to calculate the Average Annual Net Sales in this column.

Table 2
Net Sales by Tiers by Franchised Business Territory
for Fiscal Year Ended December 31, 2018

Percentage Rank (in Terms of Level of Net sales) of Franchised Territories in Business for full 12 Months in 2018 (3)	Annual Net Sales by This Group (1)	Median Net Sales Attained by This Group	Average Net Sales Attained by This Group	High-low Net Sales	Number in This Group (2)	Number in Group That Attained Average Level of Net Sales or Greater	Percent in Group That Attained Average Level of Net Sales or Greater
Tier 1: Top 10%	102,720,903	3,508,095	3,668,604	9,803,150 – 2,227,218	28	9	32%
Tier 2: 11% - 25%	64,252,903	1,376,698	1,494,254	2,197,252 – 1,117,395	43	18	42%
Tier 3: 26% - 50%	62,084,881	887,438	886,927	1,117,395 – 735,261	70	36	51%
Tier 4: 51% - 75%	33,663,001	510,720	474,127	661,937 – 350,557	71	38	54%
Tier 5: 76% - 90%	8,549,313	167,787	203,555	350,557 – 84,754	42	18	43%
Tier 6: Bottom 10%	935,288	17,305	33,403	84,754 – 17,305	28	8	29%

100%	272,206,288	698,599	965,271	9,803,150 – 17,305	282	88	31%

Notes:

(1) The numbers contained represent the total Net Sales of Franchised Business Territories, as reported to us by our franchisees.

(2) The Franchised Business Territory population used in this Table 2, is the same population as defined in Table 1 of Item 19 (and the Notes thereto) for the period ending December 31, 2018.

(3) This Table 2 presents the one-year (i.e. 12-month) performance of the Franchised Business Territory population described in Note 2 of this Table 2.

~~The amount of revenues and expenses incurred will vary among our franchisees. In particular, the revenues, expenses and profitability of a Franchised Business will be directly affected by factors which include the geographic location; local and national economic conditions; competition in the market; the quality of management and servicepersons of the business; contractual relationships with lessors and vendors; legal, accounting and other professional service fees; federal, state and local income taxes, gross profits taxes or other taxes; discretionary expenditures; accounting methods used; business conducted in Open Territory (if available); certain benefits and economies of scale which you may derive as a result of operating multiple Franchised Business Territories; and the fees payable to us by you. Franchised Business Territories may vary in many ways, including territory size, demographics, competitors, age of homes, weather patterns and other characteristics. Each of these and many other characteristics can impact the financial performance of the Franchised Business Territory. The Net Sales of an individual Franchised Business Territory may not be significantly affected by the number of other Franchise Business Territories a Franchised business operates. Benefits or economies of scale that a Franchised Business derives; if any, from owning multiple Franchised Business Territories may not be realized by all similarly situated Franchised Businesses and may not equate to higher Net Sales for individual Franchised Business Territories of a Franchised Business.~~

You should also consider that many of our franchises are Conversion Franchises and have been operating for many years before becoming a franchise. A new franchisee's individual financial results may differ from the results stated in this financial performance representation. For example, a new franchisee or Start-Up Franchise that has been in business for less than 2 years, or is not otherwise established, cannot use the numbers provided to predict sales in a new business or Start-Up business.

The information contained in this Item has not been audited nor has it otherwise been prepared by an independent accountant. Where noted, information is presented on a territory by territory basis (referred to as Franchised Business Territories) or a franchisee by franchisee basis (referred to as "franchisees"). Some franchisees purchase, and operate their Franchised Business

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If you sign an area development agreement to develop more than one air conditioning and heating maintenance, repair and equipment replacement services franchised business pursuant to a development schedule, you must also pay an area development fee equal to (a) $10,000 multiplied by (b) the number of air conditioning and heating maintenance, repair and equipment replacement services franchised businesses to be developed under the area development agreement.

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We are providing you with historical financial performance representations for Franchised Businesses that operated during the entire two-year period indicated based upon the Net Sales (as defined below) information for such period submitted to us. If a Franchised Business did not operate for the entire two-year period indicated, we did not include its results in the financial performance representations.

Summary of Same Store Sales for Franchised Business Territories

Same store sales for Franchised Business Territories are based on Net Sales. Although the definition of "**Net Sales**" may change slightly from year to year, it is generally defined as all revenue received by a Franchisee for the performance of all services and the sale of all products from or related to the Franchised Business (including revenues received for performing commercial services) less sales taxes, refunds to customers, discounts and payments to subcontractors and permit costs related to the Franchised Business.

A Franchised Business' Net Sales are obtained from individual financial packages submitted to Franchisor on a monthly basis. These financial packages include profit and loss statements with sales data for Franchisor to calculate applicable franchisee fees. Franchisee fees are calculated on Net Sales, as defined in each individual franchisee's Franchise Agreement. Net Sales are captured in electronic work papers and are the basis for this historical financial performance representation. Occasionally, franchisees fail to report. In such circumstances, estimates based on other financial records provided by non-reporting franchisees such as required daily sales reports are employed. None of these estimates have a material impact on the total amounts reported below. Franchisor reasonably relies on this data and believes it to be true and correct. However, Franchisor has not audited this data and cannot therefore provide any further assurances as to its accuracy or completeness.

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Notes:

(1) The Franchised Business Territories identified in this column reflect the Franchised Business Territories of all Franchised Businesses operating for the full two-year (i.e. 24 month) period indicated. 20 Franchised Businesses closed during the 2017 fiscal year. Of the 20 businesses that closed during the fiscal year 2017, 0 businesses closed after being open for less than 12 months. 6 Franchised Businesses closed during the 2018 fiscal year. Of the 6 businesses that closed during the fiscal year 2018, 0 businesses closed after being open for less than 12 months. A franchisee's Franchised Business may consist of multiple Franchised Business Territories. As of December 31, 2017 and December 31, 2018, there were 333, and 344 Franchised Business Territories, respectively, open and operating and these numbers were adjusted, for the reasons described in Notes 2, 3, and 4 below, to arrive at the population of Franchised Business Territories used in Table 1 for the respective two-year periods. For the two-year period ending December 31, 2018, 62 Franchised Business Territories were excluded from this Table as further described in Notes 2, 3, and 4. For the two-year period ending December 31, 2017, 106 Franchised Business Territories were excluded from this Table and 1 was included as described in Notes 1, 2, 3, and 4.

(2) If a Franchised Business opened during a two-year period and, as a result, does not have Net Sales for the full two-year period, its Franchised Business Territories were excluded from this column for such period. For the two-year periods ending December 31, 2018 and December 31, 2017, there were 62 and 106 Franchised Business Territories excluded, respectively, from this table for this reason.

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31, 2017, 10 and 7 newly-opened Franchised Business Territories are included in this table, respectively.

(4) In some cases, a new Franchised Business may operate during the full two-year period, but not have Net Sales for every month of the full period. For each of the two-year periods ending December 31, 2018 and December 31, 2017, there were no Franchised Business Territories excluded, respectively, from this table because they did not have Net Sales for the full two-year period.

(5) No Franchised Businesses are excluded from this table because they did not report Net Sales to us in time.

(6) The Annual Net Sales figures in this column reflect all Net Sales for Franchised Businesses with Net Sales for the periods described in Note 1.

(7) Net Sales of a Franchised Business may include sales in Open Territory, that is, territory that has not been awarded to a franchisee.

(8) Franchisees are allowed to do business in Open Territory. Therefore, an increase or decrease in the number of Franchise Business Territories operated by a Franchised Business for the reason described in Note 3 may not have an impact on Net Sales for that Franchised Business because such territories were already generating Net Sales. The total number of Franchised Business Territories for the reference period, as described in Notes 1, 2, 3 and 4, is used to calculate the Average Annual Net Sales in this column.

Table 2
Net Sales by Tiers by Franchised Business Territory
for Fiscal Year Ended December 31, 2018

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Tier 2: 11% - 25%	64,252,903	1,376,698	1,494,254	2,197,252 – 1,117,395	43	18	42%
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100%	272,206,288	698,599	965,271	9,803,150 – 17,305	282	88	31%

Notes:

(1) The numbers contained represent the total Net Sales of Franchised Business Territories, as reported to us by our franchisees.

(2) The Franchised Business Territory population used in this Table 2, is the same population as defined in Table 1 of Item 19 (and the Notes thereto) for the period ending December 31, 2018.

(3) This Table 2 presents the one-year (i.e. 12-month) performance of the Franchised Business Territory population described in Note 2 of this Table 2.

You should also consider that many of our franchises are Conversion Franchises and have been operating for many years before becoming a franchise. A new franchisee's individual financial results may differ from the results stated in this financial performance representation. For example, a new franchisee or Start-Up Franchise that has been in business for less than 2 years, or is not otherwise established, cannot use the numbers provided to predict sales in a new business or Start-Up business.

The information contained in this Item has not been audited nor has it otherwise been prepared by an independent accountant. Where noted, information is presented on a territory by territory basis (referred to as Franchised Business Territories) or a franchisee by franchisee basis (referred to as "franchisees"). Some franchisees purchase, and operate their Franchised Business across, multiple territories. The information provided represents the experience of franchisees across all territories in which they conducted operations during the periods indicated. This item does not include any Affiliate-Owned Businesses.

Written substantiation for these financial performance representations will be made available to a prospective franchisee upon reasonable request.

Some franchisees have sold these amounts reported. Your individual results may differ. There is no assurance that you will sell as much.

Other than the preceding financial performance representations, we do not make any representations about a franchisee's future financial performance or the past financial performance of Company-Owned or franchised Outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Michael Pearce, Chief Development Officer, One Hour Air Conditioning Franchising, L.L.C., 7230 Lee Deforest Drive, Suite 200, Columbia, Maryland 21046, (410) 423-6245, the Federal Trade Commission, and the appropriate state regulatory agencies.