

MAR 1.4 2013

## FRANCHISOR'S COSTS AND SOURCES OF FUNDS

1 Disclose the Franchisor's total costs for performing its pre-opening obligations to provide goods or services in connection with establishing each franchised business, including real estate, improvements, equipment, inventory, training and other items stated in the offering

Category	Costs
Real Estate	\$0
Improvements	\$0
Equipment	\$0
Inventory	\$0
Training	\$11,516
Other (Describe)	\$0
Totals	\$11,516

2. State separately the sources of all required funds Franchisor's operating funds Franchisor has no obligations to provide its franchisees' real estate or improvements, and hence does not project any need for financing to fulfill its pre-opening obligations to prospective franchisees The franchisee's initial fee is used to increase Franchisor's working capital and is not segregated to provide specific services to any particular franchise.



## FRANCHISE SELLER DISCLOSURE FORMS

- 1 List who will solicit, offer or sell franchises for the Franchisor in this state
  - A Name: David C. Cernich
  - B Business address and telephone number 501 Technology Drive, Suite 3000, Canonsburg, Pennsylvania 15317, 724.873.2940
  - C. Present employer ABM Franchising Group, LLC
  - D. Present title<sup>.</sup> Vice President of Sales
  - E. Employment during the past five years: Mr Cernich became our Vice President of Sales in May 2012. From January 2003 until April 2012, he was Senior Vice President, Sales of TEGG Corporation and prior to that he was its Vice President of Franchise Sales from January 1997 until January 2003 Mr Cernich From 1983 to 1987, Mr Cernich served as a Sales Representative for Sheaffer Eaton Textron. From 1988 to 1991, Mr Cernich served as Human Resource Recruiter for The Line Corporation. From 1991 to 1995, Mr Cernich served as a Sales Representative then becoming a Regional Sales Manager for Sheaffer Pen In 1995 Mr Cernich came to TEGG Corporation and served as Manager of Human Resources until January 1997.
- 2 State whether the person identified in 1 above
  - A. Has an administrative, criminal or material civil action pending against that person alleging a violation of franchise, antitrust or securities law, or alleging fraud, unfair or deceptive practices, or any comparable allegations?

YES \_\_\_\_\_ NO \_\_\_ X

B. Had during the 10-year period immediately before the disclosure document's issuance date been convicted of or pleaded nolo contendere to a felony charge, or been held liable in a civil action involving an alleged violation of a franchise, antitrust or securities law, or allegations of fraud, unfair or deceptive practices, or comparable allegations?

YES \_\_\_\_\_ NO \_\_\_ X

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C Is subject to a currently effective injunction or restrictive order or decree resulting from a pending or concluded action brought by a public agency and relating to the franchise, or to a Federal, State or Canadian franchise, securities, antitrust, trade regulation or trade practice law

YES	YES					NO		X			
*	*	*	*	*	*	*	*	*	*	*	

- 1 List who will solicit, offer or sell franchises for the Franchisor in this state.
  - A. Name<sup>•</sup> David A. Santillo
  - B. Business address and telephone number: 501 Technology Drive, Suite 3000, Canonsburg, Pennsylvania 15317; 724-873-2940
  - C Present employer ABM Franchising Group, LLC
  - D Present title: Director of Sales
  - E Employment during the past five years

Mr. Santillo became our Director of Sales in May 2012 From January 2003 until April 2012, he was Vice President, Sales of TEGG Corporation and prior to that he was its Vice President of Sales Support and National Accounts since November 2001. From August 2001 until November 2001, Mr Santillo served as Director of Sales Support of TEGG Corporation, from January 2001 until August 2001 Mr. Santillo served as its Director of Sales Development & Support; and prior to January 2001, Mr Santillo served as its Manager of Sales Support from January 2000 until January 2001 From January 1995 until January 2000, Mr. Santillo was employed at Thermal Industries, located in Pittsburgh, PA, serving as their National Sales Specialist.

- 2 State whether the person identified in 1 above.
  - A. Has an administrative, criminal or material civil action pending against that person alleging a violation of franchise, antitrust or securities law, or alleging fraud, unfair or deceptive practices, or any comparable allegations?

YES \_\_\_\_\_ NO \_\_\_\_ X

B Had during the 10-year period immediately before the disclosure document's issuance date been convicted of or pleaded nolo contendere to a felony charge, or been held liable in a civil action involving an alleged violation of a franchise,

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