

AREA DEVELOPER/REPRESENTATIVE FRANCHISES: AVAILABLE TERRITORIES

Customized territories available. Visit www.ColorsOnParade.com for more opportunities.

CALIFORNIA

Los Angeles, CA

- Counties: Los Angeles
- Population: 10,000,200 Cost: \$525,010

Sacramento CA

- Counties: Sacramento, Yolo, Yuba, Sutter, San Joaquin, Shasta, Sierra, Amador, Eldorado, Nevada, Butte, Glenn, Tehama, Plumas, Lassen
- Population: 3,388,353 Cost: \$194,417

Santa Cruz, CA

- Counties: Fresno, Kern, Kings, Madera, Merced, Monterey, San Benito, San Luis Obispo, Santa Barbara, Santa Cruz, Stanislaus, Tulare, Ventura
- Population: 4,9610,072 Cost: \$273,053

COLORADO

Colorado Springs ,CO

- Counties: El Paso, Pueblo, Teller
- Population: 829,205 Cost: \$66,460

CONNECTICUT

Hartford, CT

- Counties: Hartford
- Population: 897,259 Cost: \$69,862

FLORIDA

Orlando, FL

- Counties: Orange, Osceola, Seminole, Lake
- Population: 2,223,674 Cost: \$136,183

GEORGIA

Savannah, GA

- Counties: Chatham
- Population: 276,434 Cost: \$38,821

Augusta GA, SC

- Counties: Columbia, Richmond, Aiken, Barnwell, Lincoln, McDuffie, Edgefield, McCormick, Allendale, Burke, Jefferson, Glascock, Warren
- Population: 643,193 Cost: \$57,159

Marietta, GA

- Counties: Cobb, Cherokee, Bartow, Pauldin
- Population: 1,174,218 Cost: \$83,710

IOWA

Des Moines, IA

- Counties: Polk, Warren, Story, Dallas, Madison, Marion, Jasper, Marshall, Boone
- Population: 806,435 Cost: \$65,374

IDAHO

Boise, ID

- Counties: Ada, Canyon
- Population: 602,949 Cost: \$55,147

ILLINOIS

Springfield, IL

- Counties: Sangamon, Macon
- Population: 309,393 Cost: \$40,469

INDIANA

Fort Wayne, IN

- Counties: Allen, Wells, Adams, Huntington, Whitely
- Population: 492,758 Cost: \$49,637

KANSAS

Wichita, KS

- Counties: Sedgwick, Sumner, Harper, Kingman, Reno, Rice, McPherson, Marion, Chase, Butler, Cowley, Harvey
- Population: 797,197 Cost: \$64,859

KENTUCKY

Louisville, KY

- Counties: Jefferson, Oldham, Trimble, Henry, Shelby, Spencer, Nelson, Bullitt
- Population: 1,017,590 Cost: \$75,879

Lexington, KY

- Counties: Fayette, Woodford, Anderson, Franklin, Scott, Harrison, Bourbon, Montgomery, Clark, Madison, Jessamine, Mercer
- Population: 708,128 Cost: \$60,406

MASSACHUSETTS

Boston, MA

- Counties: Suffolk, Essex, Middlesex, Plymouth, Norfolk
- Population: 4,218,863 Cost: \$235,943

MISSOURI

Columbia, MO

- Counties: Boone, Howard, Randolph, Monroe, Audrain, Callaway, Cole, Moniteau, Cooper
- Population: 392,171 Cost: \$44,643

Kansas City, MO

- Counties: Jackson, Clay Platte, Cass
- Population: 1,097,384 Cost: \$79,869

Saint Louis, MO

- Counties: St Louis, St. Charles, Warren, Franklin, Jefferson, Lincoln
- Population: 1,776,832 Cost: \$113,841

Springfield, MO

- Counties: Greene, Polk, Cedar, Dade, Lawrence, Barry, Stone, Taney, Christian, Douglas, Webster, Laclede, Dallas
- Population: 673,523 Cost: \$58,676

NORTH CAROLINA

Greensboro, NC

- Counties: Guilford, Rockingham, Caswell, Alamance, Randolph
- Population: 913,202 Cost: \$73,958

Wilmington, NC

- Counties: New Hanover, Brunswick, Columbus
- Population: 379,129 Cost: \$43,956

Winston Salem, NC

- Counties: Forsyth, Davidson, Davie, Yadkin, Surry, Stokes
- Population: 721,258 Cost: \$61,062

NEBRASKA

Omaha, NE

- Counties: Douglas, Sarpy
- Population: 697,118 Cost: \$59,855

Territory Fee Formula: 5% of population in DMA + \$25,000 Franchise Fee

NEW JERSEY

Newark, NJ

- Counties: Essex, Hudson, Union, Passaic, Morris
- Population: 2,984,906 Cost: \$174,245

Trenton, NJ

- Counties: Mercer, Monmouth, Ocean, Hunterdon, Somerset, Middlesex
- Population: 2,855,955 Cost: \$167,797

NEVADA

Las Vegas, NV

- Counties: Clark
- Population: 2,000,759 Cost: \$125,037

NEW YORK

Syracuse, NY

- Counties: Onondaga, Madison, Cayuga
- Population: 618,786 Cost: \$55,939

Buffalo, NY

- Counties: Erie, Niagra
- Population: 1,134,210 Cost: \$81,710

OHIO

Cincinnati, OH

- Counties: Hamilton, Boone, KY, Kenton, KY, Campbell, KY, Clermont, Warren, Butler
- Population: 1,964,888 Cost: \$123,244

Cleveland, OH

- Counties: Cuyahoga, Lorain, Medina, Summit, Portage, Geauga, Lake
- Population: 2,765,797 Cost: \$163,289

Columbus, OH

- Counties: Franklin, Delaware, Licking, Fairfield, Pickaway
- Population: 1,748,008 Cost: \$112,400

Dayton, OH

- Counties: Montgomery, Greene
- Population: 697,912 Cost: \$59,895

OREGON

Eugene, OR

- Counties: Lane
- Population: 354,542 Cost: \$42,727

PENNSYLVANIA

Pittsburgh, PA

- Counties: Allegheny, Washington, Beaver, Butler, Armstrong, Westmoreland, Greene, Fayette
- Population: 2,398,818 Cost: \$144,940

RHODE ISLAND

Providence, RI

- Counties: Providence, Bristol, Kent, Washington, Newport
- Population: 1,050,293 Cost: \$77,514

SOUTH CAROLINA

Greenville, SC

- Counties: Greenville, Spartanburg, Pickens, Anderson
- Population: 1,065,375 Cost: \$78,268

TENNESSEE

Nashville, TN

- Counties: Davidson, Williamson, Cheatham, Robertson, Sumner, Wilson, Rutherford
- Population: 1,531,240 Cost: \$101,562

TEXAS

Brownsville, TX

- Counties: Cameron, Willacy, Kennedy, Hidalgo, Starr, Zapata, Jim, Hogg, Brooks
- Population: 1,332,913 Cost: \$91,645

UTAH

Salt Lake City, UT

- Counties: Salt Lake City, Weber, Morgan, Davis
- Population: 2,166,616 Cost: \$133,330

WEST VIRGINIA

Wheeling, WV

- Counties: Hancock, Brooke, Ohio, Marshall
- Population: 130,907 Cost: \$31,545

WISCONSIN

Madison, WI

- Counties: Dane, Green, Rock, Jefferson, Dodge, Columbia, Sauk
- Population: 992,899 Cost: \$74,644

Milwaukee, WI

- Counties: Milwaukee, Ozaukee, Washington, Waukesha, Racine, Kenosha, Walworth
- Population: 2,032,565 Cost: \$126,628



AREA DEVELOPER/REPRESENTATIVE FRANCHISES: INVESTMENT

COLORS ON PARADE AREA DEVELOPER AVERAGE ANNUAL GROSS REVENUE FOR YEAR

Area Developer Franchisees Operating More Than 3 Years	\$593,872
Area Developer Franchisees Operating More Than 1 Year But Less Than 3 Years	\$186,948

2012 AVERAGE EXPENSE INFORMATION (% OF GROSS REVENUE)

Royalty on Gross Sales	7%
Billing and Collections Fee	1.6% - 2%
Advertising Fund Fee	1%
Business and Vehicle Insurance	.75% - 2.4%
Cost of Supplies	6% - 8%
Fuel Costs	1.9% - 6.6%
Other Expenses	2.1% - 11.5%
Employee Wages	7.9% - 13.7%
Van/Operating Unit	1.3% - 4.5%

ESTIMATED INITIAL AREA DEVELOPMENT FRANCHISE INVESTMENT

Franchise Fee	\$25,000 (two-week initial training and onsite sales assistance included)
Territory Fee	\$28,125 - \$525,010 (5% of territory population)
White Cargo Van or Truck	\$5,000 - \$24,000
Equipment Set-up	\$4,000 - \$13,500
Travel and Living Expenses	\$3,000 - \$7,500
Business and Vehicle Insurance	\$525 - \$4000
Laptop and QuickBooks Program	\$800 - \$2,000
Misc. Opening Expenses	\$3,000 - \$6,000
Additional Funds	\$15,000 - \$45,000

AREA DEVELOPER/REPRESENTATIVE FRANCHISES

Strong management and leadership skills, along with an understanding of business planning, financial forecasting, marketing, and sales, are the necessary qualities of a Colors on Parade Area Developer. If you are ready to start building your future with a proven franchise system, Colors on Parade is the opportunity you've been searching for.

In opening your designated marketing area (DMA), you work to establish a client base and recruit Operator Franchisees to service the accounts. As the liaison between the corporate office and the local Operator Franchisees, you are charged with supporting the Operator Franchisees in the following areas:

- Communication
- Technical and marketing support
- Business Planning
- Regulatory and safety compliance

YOU WILL RECEIVE TRAINING TO HANDLE ALL THESE DUTIES AND MORE.

The corporate staff will support you in building your business by:

- Communicating with you regularly
- Bringing you together with other Area Developers twice a year
- Keeping you informed of new developments, products, and techniques
- Providing you with phone, e-mail and online support
- Delivering a national marketing program
- Serving as a billing and collections agency

With our proprietary technology, premier products, and superior training, all backed by a nationally known brand, it's easy to see why Colors on Parade has secured market dominance in many of the locations where we operate.



OPERATOR FRANCHISES: INVESTMENT - PAINT REPAIR

COLORS ON PARADE FRANCHISEE AVERAGE ANNUAL GROSS REVENUE FOR 2012

Franchisees Operating More Than 3 Years	\$122,048
Franchisees Operating More Than 1 Year But Less Than 3 Years	\$88,399

AVERAGE EXPENSE INFORMATION (% OF GROSS REVENUE)

Royalty on Gross Sales	30%
Business and Vehicle Insurance	1.5%
Cost of Supplies	6% - 8%
Fuel Costs	3.8%
Other Expenses	3.77%

ESTIMATED INITIAL OPERATOR FRANCHISE INVESTMENT

Franchise Fee	\$5,000
Training Fee	\$0
White Panel Cargo Van or Truck	\$5,000 - \$24,000
Equipment Setup	\$12,500
Travel and Living Expenses	\$1,500 - \$6,000
Business and Vehicle Insurance	\$750 - \$6,000
Laptop and QuickBooks Program	\$800 - \$2,000

OPERATOR FRANCHISES: SPECIALTY AREAS

Become an Expert in One or More of These Specialties

PAINT REPAIR

Our most popular service. You will use our proprietary system to fix minor vehicle surface damage and duplicate the original factory finish.

PAINTLESS DENT REPAIR (PDR)

Remove minor dents and dings that do not have paint damage. PDR requires specialized tools, thorough training, and intense practice.

INTERIOR REPAIR

Restore vinyl, leather, plastic, and other interior surfaces. Proper tinting and blending techniques are required for repairs. Choose to specialize in interior repair or select it as an additional specialty.

The corporate research and development team is constantly evaluating new products and techniques. Colors on Parade Operator Franchisees provide additional services such as headlight restoration, wheel refinishing, clear coat scratch repair and paint touch-up. Diversification is a valuable option if you are interested in building or expanding your business in the future.



OPERATOR FRANCHISES

If you are a hands-on person who enjoys working outside, we can teach you the technical and business skills needed to successfully run a Colors on Parade franchise. We provide you the training and support you need to service customers from your own mobile operating unit. Choose the service that's right for you:

- Paint repair
- Paintless dent repair (PDR)
- Interior repair

AS AN OPERATOR FRANCHISEE, YOU CAN EXPECT:

- Very strong income potential
- Assistance in acquiring customers
- Ongoing technical and business support from your local Area Developer
- Excellent marketing tools
- Discounts on products and supplies
- The advantages of a well-known national brand

New Operator Franchisees undergo a thorough initial training program in the classroom at the corporate headquarters as well as hand-on training in the field. You'll receive additional training as new products and techniques are introduced. You'll also have the opportunity to attend seminars and classes at our annual convention.



ECOSMART

Environmental and safety regulations are important in our industry, so you'll be glad to know that Colors on Parade meets all federal, state, and local regulatory requirements. You and your clients will take comfort in knowing full compliance is mandatory with Colors on Parade.

APPRENTICESHIP PROGRAM

In some cases, potential franchisees will join our system as an employee through our apprenticeship program and receive on-the-job training. At the end of the apprenticeship, the candidate will attend 24 hours of final training at the corporate headquarters in order to complete their certification.