



Technology & Services Advanced by...

Accelerated WASTE SOLUTIONS

...PROBLEM SOLVED



RECURRING REVENUE
PATENTED TECHNOLOGY
RECESSION RESISTANT
ENVIRONMENTALLY RESPONSIBLE



Accelerated Leadership

Fred Tomlin, Jr.
Chief Executive Officer

Sherrod Hunter
President & Chief Operating Officer



Accelerated 2022 Year In Review

- ✓ 17 Franchise Agreements signed across 10 new states
- ✓ Opened 12 Franchise locations all with sales on Day 1
 - ✓ New locations are opening less than 150 days after signing
- ✓ Purchased a new 10,000 sq ft National Headquarters and Training Center in Tampa, FL
- ✓ Upgraded our technology platforms to enhance efficiency and customer experience
- ✓ National Truck Lease and Purchase Program Vendor along with pre-ordered trucks
 - ✓ New VP of Franchise Development
 - ✓ New CARE Call Center Director



Accelerated Foundation and Growth



2008

Tampa Bay Trash was Born (Doing our 1st Junk Removal w/ a Friends Borrowed Pick-up Truck)



2010

TBT becomes Accelerated Waste Solutions



2011

AWS begins Multi-State Service!



2012

AWS implements the Doorstep Details, Valet Trash App & USA's 1st & Only Junk/Bulk Removal App, JUNK SHOT FLEET



2019

Awarded our Patent for JUNK SHOT App from the US Government



2020

Began Franchising and signed our 1st Franchisee



2021

Opened our 1st Franchise location and expanded our national footprint in 23 states!



2022

Signed 17 Franchise Agreements and ended the year with 12 franchise locations open and operating from coast to coast!



Accelerated Opportunities

TWO unique, complimentary niche businesses for **ONE** Franchise Fee!

DOORSTEP DETAILS - Valet Trash

**“National Leader, in 5 Night-A-Week,
Apartment Doorstep Trash & Recycling Collection”**

- 20 MILLION Apartment Units Nationwide!
- Valet Trash service has over \$1 BILLION Market Potential. (Source: National Multifamily Housing Council)
- Rare “Win-Win” business model for you and Apartment Mgmt./Ownership (Increase Apt. Investors N.O.I.)
- Existing Valet Trash Contracts for Sale, with Instant Invoiced Revenue!

JUNK SHOT - Technology Driven Junk Removal

“The “Uber” of Junk Removal!”

- Junk Removal has a \$6 BILLION Market Potential. (Source: ProfitableVenture.com)
- National Apartment & Storage Management Relationships reinforce your Local Sales
- National Waste Consultant/Broker Leads
- Unique B2B business model with targeted sales and high margins



Accelerated Advantages

Blending hands free, patented technology with essential multi-billion-dollar industries

INSTANT COMPETITIVE ADVANTAGE

- JUNK SHOT :
Patent
Protected Junk
Removal App
- DOORSTEP
DETAILS :
Photo App-
Based
Operations

UNIQUE RECURRING & DAILY REVENUE

- JUNK SHOT :
Our Large
Trucks, Win
Leads Daily
- DOORSTEP
DETAILS :
Long-Term,
Contracts
(Mailbox
Money)

LOW INVESTMENT / FRANCHISE SUPPORT

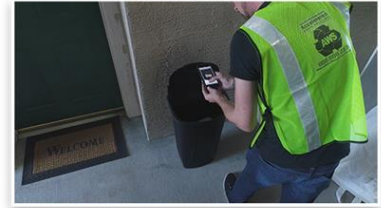
- NO BRICK &
MORTAR
- START WITH
ONLY NEEDED
EQUIPMENT
- 24/7 OPS,
SALES, &
CUSTOMER
SUPPORT

OWNERSHIP & CULTURE

- White Collar
Professional
using
Technology in
Blue Collar
Industries
- We C.A.R.E.

STRATEGIC BRANDING

- JUNK SHOT :
B2B-Focused,
Homeowner
Trusted
- DOORSTEP
DETAILS :
National
"Apartment"
Vendor



Accelerated Advantages

Our Custom Built 18 Cubic Yard Dumpsters on Wheels Create More Revenue Opportunities



Get twice the size
for half the price!

Our		Their
Full	=	1 1/4
Truck load		Truck load
\$550		\$925

BIGGER Trucks... BETTER Pricing...



Accelerated Technology

Accelerated Advancements in Technology

- ❑ **Patented App for Customers-** We invented the Junk Shot App and have been awarded the only junk removal patent in the USA
- ❑ **Proprietary App for Digital Operations and Management-** Digitized valet trash and junk removal operations
- ❑ **Real time Reporting App (Job fulfillment & KPI)-** Proprietary Doorstep Details Valet trash pickup app provides daily Reporting for properties
- ❑ **Customer Relationship Management-** Fully integrated app with CARE Center Booking
- ❑ **Integrated Job and Vehicle Tracking-** Built in Truck GPS/diagnostic system with enhanced driver behavior alerts



Accelerated Technology

“There’s an App for That!”

Below are just some of the business functions that can be executed from the palm of your hand:

- ✓ Customer Price Quotes
- ✓ Routing
- ✓ Scheduling
- ✓ Load Planning
- ✓ Invoicing
- ✓ Sales Support
- ✓ Job Estimates
- ✓ Job Quoting Support
- ✓ Job Loading Assessment & Guidance
- ✓ Companywide Communication
- ✓ Bank Deposits
- ✓ Customer Communication
- ✓ GPS/ Vehicle Tracking
- ✓ Vehicle Diagnostics
- ✓ Job Fulfillment Reporting
- ✓ Work Order Management
- ✓ Time Management
- ✓ Employee Time Keeping
- ✓ Employee Scheduling
- ✓ Employee Recruiting
- ✓ Email Marketing
- ✓ Field Team Marketing
- ✓ Payroll



Accelerated Sales and Marketing

Proven multi-faceted Marketing platform to Maximize ROI and Drive Success



Accelerated Clients

With Our Focus on Reoccurring Business, Clients For Our Services Are...

- | | | |
|---|---|--|
| ☐ Property Managers | ☐ Landlords | ☐ Landscaping Companies |
| ☐ Realtors | ☐ Warehouse Managers | ☐ Restoration Companies |
| ☐ Real Estate Investors | ☐ Fencing Contractors | ☐ Lenders |
| ☐ Construction Companies | ☐ Office Managers | ☐ Title Officers |
| ☐ Asset Managers | ☐ Renters | ☐ Family Lawyers |
| ☐ Senior Move Managers | ☐ Homeowners | ☐ Relocation Specialists |
| ☐ Appliance Repair | ☐ HOA's | ☐ Estate Liquidators |
| ☐ Remodel Contractors | ☐ Storage Facilities | ☐ Funeral Homes/Directors |
| ☐ Carpet Installers | ☐ Retailers | ☐ Painters |
| ☐ Handymen | ☐ Code Enforcement | ☐ Disaster Recovery |
| ☐ Maintenance Men | ☐ Demolition Contractors | |
| ☐ Insurance Companies | ☐ Printing Shops | |
| ☐ Government Agencies | ☐ Moving Companies | |



Accelerated Purpose

Impact the environment and your community by helping those in need



Accelerated Relationships

You Will Benefit From Our Long-Established National Relationships



Discover the VALUE & SAVINGS Mgmt. Groups Rely On...

Morguard



**MILESTONE
MANAGEMENT**

Sentinel 

CORNERSTONE
RESIDENTIAL MANAGEMENT, LLC

GREYSTAR

**GABLES
RESIDENTIAL**

CONTINENTAL

**ExtraSpace
Storage**


RUBICON

CBRE

Opendoor

**Public
Storage**

**BERKSHIRE
HATHAWAY**
HomeServices

Cass Information
Systems, Inc.



VAMA The Virginia Apartment
Management Association

NAA
NATIONAL APARTMENT
ASSOCIATION

ATAA
TEXAS APARTMENT ASSOCIATION

GAA
Georgia Apartment Association



Accelerated Existing Contracts

Currently operating in 23 states with existing contracts available for franchisees to purchase in their territory...

Doorstep Details has accounts currently in 20 states. Below is a list of these accounts, all of which are available for purchase by a new franchisee, who is awarded the territory in which the location/account is located. These accounts are available for 50% of the annual gross revenue of the account.

<u>FLORIDA</u> Tampa, FL Lutz, FL Hialeah, FL Sunrise, FL St. Petersburg, FL West Palm Beach, FL Orlando, FL Pompano Beach, FL Plantation, FL Miami, FL Wesley Chapel, FL Kissimmee, FL St. Petersburg, FL Sarasota, FL	<u>TEXAS</u> League City, TX Irving, TX Garland, TX Cedar Park, TX San Marcos, TX Lubbock, TX College Station, TX	<u>VIRGINIA</u> Woodbridge, VA Chesapeake, VA Richmond, VA Springfield, VA
<u>SOUTH CAROLINA</u> Charleston, SC Indianland, SC Columbia, SC Myrtle Beach, SC Summerville, SC	<u>ALABAMA</u> Hoover, AL Tuscaloosa, AL Birmingham, AL Prattville, AL	<u>COLORADO</u> Aurora, CO Lakewood, CO Colorado Springs, CO
<u>NORTH CAROLINA</u> Charlotte, NC	<u>TENNESSEE</u> Knoxville, TN	<u>MARYLAND</u> Baltimore, MD
<u>OHIO</u> Columbus, OH	<u>MISSOURI</u> Columbia, MO	<u>NEBRASKA</u> Lincoln, NE
<u>ARIZONA</u> Tempe, AZ	<u>OKLAHOMA</u> Norman, OK	<u>GEORGIA</u> Decatur, GA Sandy Springs, GA
<u>INDIANA</u> West Lafayette, IN	<u>MICHIGAN</u> Dearborn, MI	<u>LOUISIANA</u> Baton Rouge, LA
<u>OREGON</u> Lake Oswego, OR	<u>CALIFORNIA</u> Sacramento, CA	



Accelerated Ownership Types

Our business model was designed and built for owner flexibility.

The three most common ownership types are below.

Owner/Operator

- Heavily Involved in the day-to-day operations of the business (Operations Manager)
- Approximate weekly time commitment- 30 to 40 Hours



Semi-Absentee

- Limited involvement in day-to-day operations mainly focused on Business Development, HR and financials
- Hire Team Leader/Supervisor to assist in day-to-day operations.
- Approximate weekly time commitment- 10 to 20 Hours



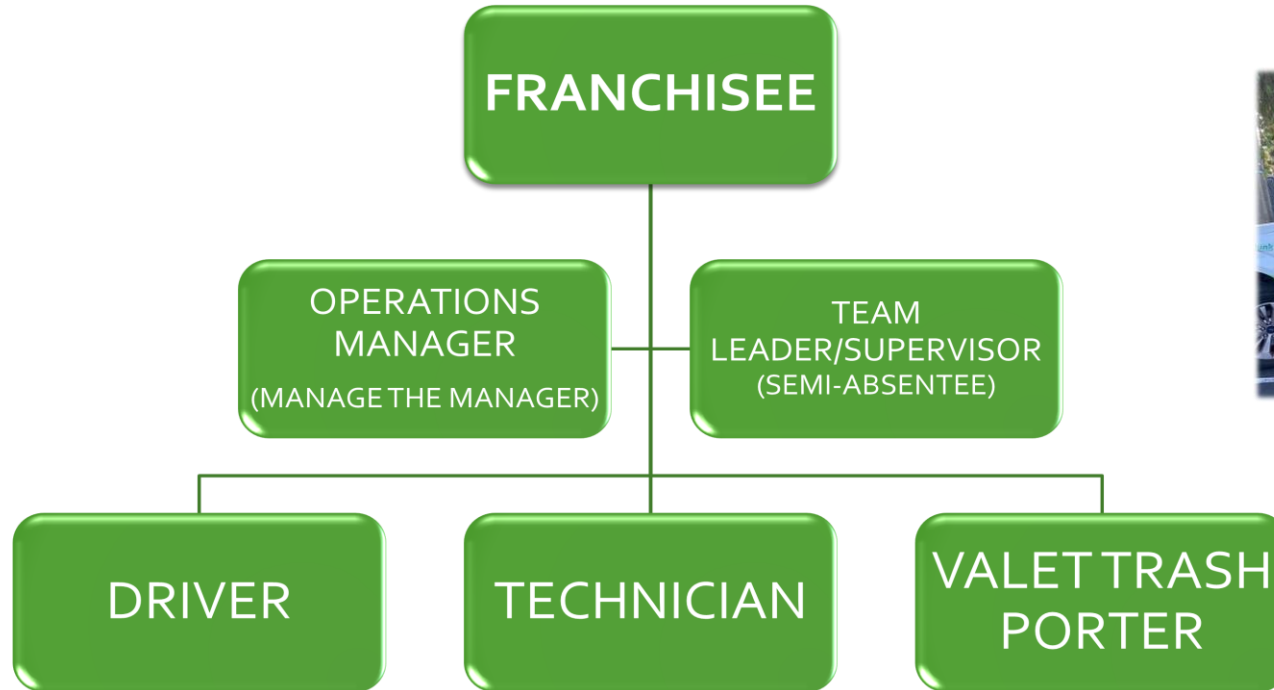
Manage The Manager (MTM)

- Hire an Operations Manager from Day 1 to attend training and run the day-to-day of the business. Mainly focused on KPI's and Financial Performance.
- Approximate weekly time commitment- 0 to 10 Hours



Accelerated Team Structure

Low employee headcount! All employees are in revenue generating positions



Accelerated Candidates and Day In The Life

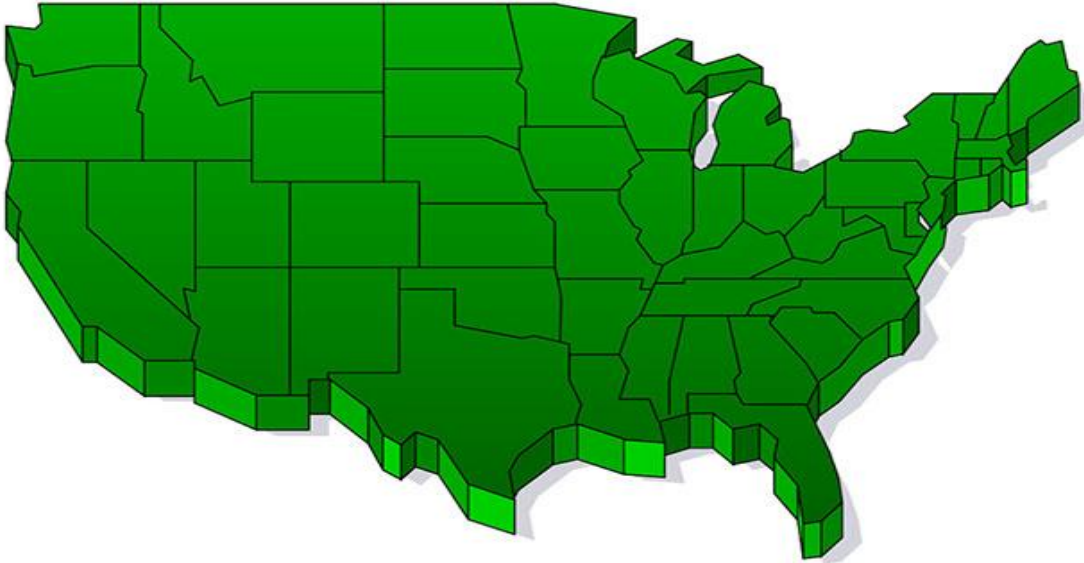
Perfect for executives, service professionals, veterans and team builders...

Our CARE Center works with you to streamline Operations and Support...



Accelerated Territory

Large 300,000+ resident territories with strong multi-family unit presence.
Perfect for multi-unit empire builders to control an entire market...



Accelerated Investment

	JUNKSHOT AND DOORSTEP DETAILS
Initial Franchise Fee	\$54,900 (promotion) *\$74,900 without promotion
Rent, Improvements, Office Supplies, Uniforms, Computer & Software, and Technology	\$7,100 - \$11,900
Initial Materials, Tools & Equipment, Vehicle, Training, and Marketing	\$27,300 - \$148,100
Insurance, Legal & Accounting	\$2,550 - \$8,250
Additional Funds (3 Months)	\$28,000 - \$40,000
Total Investment	\$139,850 - \$283,200



* Franchise Fee discounts available on multiple territory purchases



Accelerated Financials- Corporate

Strong Financial Model Driving HIGH Margins and Low Overhead

YEAR	JUNK SHOT ONLY ⁽¹⁾			DOORSTEP DETAILS ONLY ⁽²⁾			JUNK SHOT AND DOORSTEP DETAILS		
	2019	2020	2021	2019	2020	2021	2019	2020	2021
Annual Gross Revenue	\$1,895,974	\$2,299,913	\$2,779,471	\$2,093,043	\$2,025,959	\$2,175,668	\$3,989,017	\$4,325,872	\$4,955,139
Labor Costs	23%	21%	26%	52%	57%	56%	38%	38%	39%
Disposal Costs	11%	11%	12%	0%	0%	\$0	5%	6%	7%
Fuel Costs ³	6%	5%	6%	0%	0%	0%	3%	2%	3%
Supply & Maintenance Costs ⁴	3%	4%	4%	2%	3%	0.05%	2%	3.5%	3%
Credit Card Fees	1.4%	1.3%	1%	0%	0%	\$0	0.6%	0.6%	0.3%
Cost of Service	\$777,349	\$919,965	\$1,361,940	\$1,130,243	\$1,215,575	\$1,229,252	\$1,914,728	\$2,162,936	\$2,576,672
Gross Profit ⁵	\$1,118,625	\$1,379,948	\$1,417,531	\$962,800	\$810,384	\$946,416	\$2,074,289	\$2,162,936	\$2,378,467
Gross Profit as % of Gross Revenue	59%	60%	51%	46%	40%	43.5%	52%	50%	48%



Accelerated Financials- Franchisee

Strong Financial Model Driving HIGH Margins and Low Overhead

The representation made in this Item 19 is based on historical financial performance of our franchisee owned and operation of JUNK SHOT and DOORSTEP DETAILS business. The following chart shows the operation of one franchisee-owned JUNK SHOT and DOORSTEP DETAILS business in Virginia from January 1, 2021 to December 31, 2021.

Brands	Junk Shot Junk Removal ¹	Doorstep Details Valet Trash ²	Both Brands Combined
Year	2021	2021	2021
Annual Gross Sales	\$213,467	\$56,439	\$269,906
Labor Costs	31%	38%	33%
Disposal Costs	14%	\$0	11%
Fuel Costs ³	6%	0%	4.5%
Credit Card Fees	0.6%	\$0	0.4%
Total Cost of Service	\$110,148	\$21,525	\$131,638
Total Gross Profit ⁴	\$103,319	\$34,914	\$138,268
Gross Profit as % of Revenue	48%	62%	51%



Accelerated Key Differentiators

- \$ Instant Differentiation - The only Patented Junk Removal App Company in the World!
- \$ Custom Built Dump Trucks - “Bigger Trucks Better Pricing”, wins jobs over competitors
- \$ Proprietary Workforce Management Software helps monitor jobs in Real Time
- \$ C.A.R.E. Center Support Teams books and dispatches all jobs, as well as create routes for you
- \$ **TWO** Recession Resistant- Pandemic Proof- Pandemic Thriving— Businesses... People will always need to get rid of their Junk!
- \$ Insanely **HIGH** Margins!!!



Accelerated Key Differentiators

- \$ Unique B2B business model with targeted sales and high margins
- \$ Rare “Win-Win” business model for you and Apartment Mgmt./Ownership
- \$ Tech-Driven Operations (Photo-Documented Reporting)
- \$ Existing Valet Trash Contracts for Sale, with Instant Invoiced Revenue!
- \$ 24/7 Ops Support for Night Trash Collection Confirmation and Reporting
- \$ National Apartment Management Relationships that reinforce your Local Sales
- \$ National Waste Consultant Leads
- \$ Lastly, did I mention... **INSANELY HIGH MARGINS!**



Accelerated Process and Next Steps

Franchise Discovery Process



Accelerated and FRANSERVE

Single Unit \$30,000

\$10,000 for each additional unit



Accelerate your Future... Today!

Contact Morris Shamouni for more information at
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or schedule an online appointment [\[Click Here\]](#)

