

FRANCHISE DISCLOSURE DOCUMENT



Best Western International, Inc.
An Arizona nonprofit corporation
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This Franchise Disclosure Document offers a membership in Best Western International, Inc. and the right to construct, or convert an existing hotel to, a hotel that utilizes the “Best Western[®]”, “Best Western Plus[®]”, “Best Western Premier[®]”, “Executive Residency by Best Western[®]”, “Vīb[®]”, “GLō[®]”, “Aiden[®]”, or “Sadie[®]” name, as well as Best Western’s proprietary system.

The total investment necessary to begin operation of a 75-room Best Western hotel as one of our members is \$5,080,050 - \$9,589,538 (for new construction) and \$505,050 - \$1,939,539 (for a conversion), which includes \$69,350 - \$143,438 that must be paid to us or our affiliate; the total investment necessary to begin operation of a 90-room Best Western Plus hotel as one of our members is \$6,433,050 - \$10,397,788 (for new construction) and \$608,050 - \$2,406,288 (for a conversion), which includes \$72,350 - \$147,188 that must be paid to us or our affiliate; the total investment necessary to begin operation of a 120-room Best Western Premier hotel as one of our members is \$13,944,450 - \$24,773,188 (for new construction) and \$869,450 - \$5,673,188 (for a conversion), which includes \$78,350 - \$154,688 that must be paid to us or our affiliate; the total investment necessary to begin operation of a 100-room Executive Residency by Best Western hotel as one of our members is \$6,573,050 - \$11,949,788 (for new construction) and \$648,050 - \$3,149,788 (for a conversion), which includes \$74,350 - \$149,688 that must be paid to us or our affiliate; the total investment necessary to begin operation of a 100-room dual brand hotel as one of our members (e.g., Best Western Plus and Executive Residency by Best Western) is \$6,751,750 - \$12,065,838 (for new construction) and \$726,750 - \$3,370,838 (for a conversion), which includes \$109,350 - \$193,438 that must be paid to us or our affiliate; the total investment necessary to begin operation of a 110-room Vīb hotel as one of our members is \$9,817,150 - \$14,354,988 (for new construction) and \$1,392,150 - \$3,804,988 (for a conversion), which includes \$76,350 - \$152,188 that must be paid to us or our affiliate; the total investment necessary to begin operation of an 80-room GLō hotel as one of our members is \$7,354,750 - \$9,821,488 (for new construction) and \$1,129,750 - \$2,771,488 (for a conversion), which includes \$70,350 - \$144,688 that must be paid to us or our affiliate; the total investment necessary to begin operation of a 90-room Aiden hotel as one of our members is \$6,494,750 - \$10,467,988 (for new construction) and \$669,750 - \$2,467,988 (for a conversion), which includes \$72,350 - \$147,188 that must be paid to us or our affiliate; and, the total investment necessary to begin operation of a 120-room Sadie hotel as one of our members is \$13,924,750 - \$24,749,488 (for new construction) and \$845,750 - \$5,649,488 (for a conversion), which includes \$78,350 - \$154,688 that must be paid to us or our affiliate.

This disclosure document summarizes certain provisions of your Membership 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 licensor or an affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

Best Western International, Inc.
2020 Membership FDD
ACTIVE 47628164v1

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 Lawrence M. Cuculic, Senior Vice President, General Counsel and Corporate Secretary of Best Western International, Inc. at 6201 N. 24th Parkway, Phoenix, AZ 85016, and (602) 957-4200.

The terms of your contract will govern your franchise relationship. Do not rely solely on the disclosure document to understand your contract. Read your entire contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex decision. 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 visit the FTC’s home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

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How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
How much can I earn?	Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibit G.
How much will I need to invest?	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor's direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
Does the franchisor have the financial ability to provide support to my business?	Item 21 or Exhibit E includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only Best Western, Best Western Plus, Best Western Premier, Executive Residency by Best Western, Vīb, GLō, Aiden, or Sadie hotel business in my area?	Item 12 and the "territory" provisions in the membership agreement describe whether the franchisor and other franchisees can compete with you.
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What's it like to be a Best Western, Best Western Plus, Best Western Premier, Executive Residency by Best Western, Vīb, GLō, Aiden or Sadie hotel franchisee?	Item 20 or Exhibit G lists current and former franchisees. You can contact them to ask about their experiences.
What else should I know?	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

This is a document preview downloaded from FranchisePanda.com. The full document is available for free by visiting: <https://franchisepanda.com/franchises/best-western>