

FRANCHISOR'S COSTS AND SOURCE 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

<u>Category</u>	<u>Costs</u>
Real Estate	N/A
Improvements	N/A
Supplies	\$200 - \$500
Inventory	N/A
Training (including travel)	\$3,000 - \$5,000
Other (describe)	
Technology and website development	\$3,000
General Business Administration	<u>\$500 - \$1,200</u>
Totals	\$6,700 - \$9,700

- 2 State separately the sources of all required funds

Franchisor's obligations will be paid with funds from the Franchise Fees and working capital

The franchisor may incur certain administrative and operational expenses not attributable to any individual franchisee

FRANCHISE SELLER DISCLOSURE FORM

1 List who will solicit, offer or sell franchises for the Franchisor in this state

- A Name **Graham Cove**
- B Business address and telephone number
**CruiseShipCenters International Inc.
 Suite 400 – 1055 West Hastings, Street
 Vancouver, BC V6E 2E9, CANADA
 Telephone Number: 604.678.3570**
- C Present employer **CruiseShipCenters USA Inc.**
- D Present title **Vice President Franchise Sales**
- E Employment during the past five years For each employment, state the name of the employer, position held, and beginning and ending dates

<u>Name of Employer</u>	<u>Position Held</u>	<u>Beg Date – End Date</u>	
Cruiseshipcenters International Inc	Senior Director of Franchise Development	Sept 2011	Present
Princess Cruise Lines Ltd	Retail Sales Director	2006	Sept 2011

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

If you answered "yes," please provide

- 1 Names of the parties
- 2 Forum, nature and current status of the pending action
- 3 Case or proceeding identification number

- 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

If you answered "yes," please provide

- 1 Names of the parties
- 2 The forum

3 Case or proceeding identification number

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 _____ NO X _____

If you answered "yes," please provide

- 1 Names of the person
- 2 Public agency or court
- 3 Case or proceeding identification number

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