

FRANCHISE DISCLOSURE DOCUMENT

GECKO DEVELOPMENT CORPORATION

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GECKO HOSPITALITY® **GECKO EXECUTIVE HOSPITALITY®**

The franchise offered is for the operation of a business which provides management recruiting for the restaurant industry under the trade name **GECKO HOSPITALITY®** and/or a business which provides management recruiting for the hospitality industry under the trade name **GECKO EXECUTIVE HOSPITALITY®**.

The total investment necessary to begin operation of a **GECKO HOSPITALITY®** franchise is from \$58,690 to \$84,565. This includes \$40,000 or \$50,000 that must be paid to the franchisor or its affiliates. This is the total of all initial fees and payments for services or goods received from the franchisor and its affiliates before the **GECKO HOSPITALITY®** business opens.

The total investment necessary to begin operation of a **GECKO EXECUTIVE HOSPITALITY®** franchise is from \$47,190 to \$73,065. This includes \$25,000 or \$35,000 that must be paid to the franchisor or its affiliates. This is the total of all initial fees and payments for services or goods received from the franchisor and its affiliates before the **GECKO EXECUTIVE HOSPITALITY®** business opens.

We may also offer to certain qualified people the right to develop multiple **GECKO HOSPITALITY®** franchises under Multiple Unit Development Agreement. The total investment necessary to begin operation as a Multiple Unit Developer is \$10,000 which must be paid to us for each **GECKO HOSPITALITY®** franchise that you agree to develop at the time you sign the Multiple Unit Development Agreement.

This disclosure document summarizes provisions of your Franchise 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 franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no government agency has verified the information contained in the document.**

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure to an advisor like a lawyer or accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising such as "[A Consumer 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, DC 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.

Issuance Date: April 1, 2019

(For the specific effective date for those states whose registration date differs from the issuance date listed above, see the attached Supplement State Effective Dates Page)

STATE COVER PAGE

Your state may have a franchise law that requires a franchisor to register or file with a state franchise administrator before offering or selling in your state. REGISTRATION OF A FRANCHISE BY A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS THE FRANCHISE OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE.

Call the state franchise administrator listed in Exhibit E for information about the franchisor, or about franchising in your state.

MANY FRANCHISE AGREEMENTS DO NOT ALLOW YOU TO RENEW UNCONDITIONALLY AFTER THE INITIAL TERM EXPIRES. YOU MAY HAVE TO SIGN A NEW AGREEMENT WITH DIFFERENT TERMS AND CONDITIONS IN ORDER TO CONTINUE TO OPERATE YOUR BUSINESS. BEFORE YOU BUY, CONSIDER WHAT RIGHTS YOU HAVE TO RENEW YOUR FRANCHISE, IF ANY, AND WHAT TERMS YOU MIGHT HAVE TO ACCEPT IN ORDER TO RENEW.

Please consider the following RISK FACTORS before you buy this franchise:

1. THE FRANCHISE AGREEMENT AND MULTIPLE UNIT DEVELOPMENT AGREEMENT REQUIRE THAT ALL DISAGREEMENTS AND DISPUTES BE SETTLED BY MEDIATION, BINDING ARBITRATION OR LITIGATION IN THE STATE IN WHICH OUR PRINCIPAL PLACE OF BUSINESS IS LOCATED, WHICH IS CURRENTLY FORT MYERS, FLORIDA. OUT-OF-STATE ARBITRATION OR LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST MORE TO ARBITRATE WITH US IN OUR HOME STATE RATHER THAN IN YOUR OWN STATE.
2. THE FRANCHISE AGREEMENT AND MULTIPLE UNIT DEVELOPER AGREEMENT STATE THAT FLORIDA LAW GOVERNS THE FRANCHISE AGREEMENT AND THE RELATIONSHIP BETWEEN US AND YOU. THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
3. YOU MUST MAINTAIN MINIMUM SALES PERFORMANCE LEVELS. YOUR INABILITY TO MAINTAIN THESE LEVELS MAY RESULT IN LOSS OF ANY TERRITORIAL RIGHTS YOU ARE GRANTED, TERMINATION OF YOUR FRANCHISE, AND LOSS OF YOUR INVESTMENT. YOU MAY BE REQUIRED TO MAKE MINIMUM ROYALTY PAYMENTS BASED ON THE MINIMUM SALES PERFORMANCE STANDARS. YOUR INABILITY TO MAKE THE PAYMENTS MAY RESULT IN TERMINATION OF YOUR FRANCHISE AND LOSS OF YOUR INVESTMENT.
4. YOU WILL NOT RECEIVE AN EXCLUSIVE TERRITORY. YOU MAY FACE COMPETITION FROM OTHER FRANCHISEES, FROM OUTLETS THAT WE OWN, OR FROM OTHER CHANNELS OF DISTRIBUTION OR COMPETIVE BRANDS THAT WE CONTROL.
5. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

Effective Date: See the next page for state effective dates.

STATE EFFECTIVE DATES

The following states require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington and Wisconsin.

This Franchise Disclosure Document is registered, on file or exempt from registration in the following states having franchise registration and disclosure laws, with the following effective dates:

<u>State</u>	<u>Effective Date</u>
CALIFORNIA	October 23, 2019
HAWAII	April 2, 2019
ILLINOIS	March 25, 2019
INDIANA	March 25, 2019
MARYLAND	
MICHIGAN	
MINNESOTA	
NEW YORK	
NORTH DAKOTA	
RHODE ISLAND	
SOUTH DAKOTA	
VIRGINIA	
WASHINGTON	
WISCONSIN	

In all other states, the effective date of the Franchise Disclosure Documents is the issuance date of April 1, 2019.

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