

April 22, 2010





Daniel Sexton Commissioner of Commerce Department of Commerce 85 7th Place East, Suite 500 St. Paul, MN 55101

Re:

Franchise Registration Renewal for Doctors Express Franchising, LLC

File No. F-6098

Dear Mr. Sexton:

On April 12, 2010 1 submitted a renewal registration for Doctors Express Franchising, LLC, including clean and black-line versions of the Franchise Disclosure Document ("FDD"). We have since discovered an error with regard to the cover page and page 13 of the FDD. Accordingly, please find enclosed replacement pages (cover page and page 13) for Doctors Express Franchising, LLC's clean and black-line version of the Franchise Disclosure Document. Please substitute these replacement pages for the original pages in the FDD.

If you have any questions about the materials please contact me at (480) 326-1549.

Sincerely,

Michael J. Todd General Counsel

8600 LaSalle Rd, Suite 326 Towson, MD 21286 410-296-7514



FRANCHISE DISCLOSURE DOCUMENT



Doctors Express Franchising, LLC
A Maryland limited liability company
8600 LaSalle Road, Suite 326
Towson, Maryland 21286
1-410-453-6172
www.doctorsexpress.com
pross@doctorsexpress.com

The franchisee will operate an urgent care management business that will establish and manage an urgent care center that, through independent physicians and professionally licensed persons or entities, provides various levels of patient care services, which include minor injuries, infections, workers compensation injuries, sports physicals, travel medicine, colds and flu, and much more. Each center will be equipped with several exam rooms, X-Ray Equipment, on-site laboratory, and pharmacy dispensing the most common urgent care medicine.

The total initial investment necessary to begin operation of a franchised business (in which you are not converting an existing urgent care business), ranges from \$508,500 - \$693,000. This includes an initial fee of \$55,000 that must be paid to the franchisor or aff liate. If you are converting an existing urgent care facility to be a "Doctors Express" urgent care center that you will manage, the total initial investment necessary to begin operation of a franchised business, the total estimated initial investment ranges from \$95,500 - \$195,500. This includes an initial fee of \$27,500 that must be paid to the franchisor or affiliate.

This disclosure document summarizes certain 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 aff.liate in connection with the proposed franchise sale. Note, however, that no governmental agency has verified the information contained in this document.

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 Kathleen Huntsman, Vice President of Operations, at 8600 LaSalle Road, Suite 326, Towson, MD 21286, (410) 453-6172.

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 document to an advisor, like a lawyer or an 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'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.

The issuance date of this Franchise Disclosure Document is April 6, 2010.

Doctors Express Disclosure Document PK 24935.6 (April 6, 2010)



Type of Expenditure	Amount (Low-High Range)	Method Of Payment	When Due	To Whom Payment Is To Be Made
Signage (12)	\$5,000 - \$20,000	As incurred	As incurred	Suppliers
Credentialing Cost (13)	\$3,000 - \$5,000	As incurred	As incurred	Third parties
Legal/ Professional Fees (14)	\$5,000 - \$10,000	As incurred	As incurred	Attorney / Accountant
Insurance – GL and Malpractice (15)	\$5,000 - \$7,000	As incurred	Before opening	Insurance agent or carrier
Recruitment (16)	\$3,000 - \$20,000	As incurred	As incurred	Third parties
Additional Funds (3 months) (17)	\$50,000 - \$100,000	As incurred	As incurred	Employees, suppliers, utilities
Total (18)	\$508,500 - \$693,000			

Notes to Table (including development of new Urgent Care Center):

- *The first table in this Item 7 represents the initial investment for a single Franchised Business in which the franchisee develops a new Urgent Care Center. (Information regarding estimated costs for Conversion Franchisees is shown below in the second table in this Item 7.) Please review the table with the following notes.
- (1) <u>Initial Franchise Fee</u>. The initial franchise fee is \$55,000 and is paid when you sign the Franchise Agreement. Please see Item 5 for more details.
- Travel/Training. You will pay for all travel and living expenses which you (or your Operating Principal) and all of your employees incur and for your employees' wages and workers' compensation insurance while they are training. The costs will depend on the distance you must travel and the type of accommodations you choose. We will provide the initial training program at our headquarters (currently Towson, Maryland) or at a designated training facility of our choice. The low estimate assumes that you live within driving distance of our headquarters or the designated training facility; the high estimate assumes that you will incur costs for lodging, food and travel for one week.
- (3) <u>Lease: Utility and Security Deposits</u>. You must operate from a business location. We expect that you will need approximately 2,000 square feet for the location. Lease costs will vary with real estate costs in each market.
- (4) Medical Equipment. You will need to purchase (or lease if you prefer) medical equipment such as x-ray machines, exam tables, etc. for the DRX Center you will manage. The amounts listed are to purchase this equipment. You may decide to lease the equipment rather than purchasing it with an upfront payment. A variety of factors (such the condition of the national and regional economy, availability of credit, number of suppliers leasing equipment in your area, the interest rates being offered by suppliers, duration of leases offered, security requirements, and your credit

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