



FRANCHISE DISCLOSURE DOCUMENT
Microtel Inns and Suites Franchising, Inc.

A Georgia corporation
22 Sylvan Way
Parsippany, New Jersey 07054
(800) 758-8999
www.microtelinn.com

The franchise offered is to operate an all-new construction, economy/budget Microtel Inn & Suites by Wyndham® hotel which features modern accommodations, down-sized guest rooms and/or one-room suites, and economy/budget room rates.

The total investment necessary to begin operation of a Microtel Inn & Suites by Wyndham hotel ranges from \$3,863,974 to \$5,975,866 for an 83 room new construction hotel. Land acquisition costs are not included in these ranges. This includes \$61,900 that must be paid to the franchisor or an 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 affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information in this document.**

The terms of your contract will govern your franchise relationship. Do not 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.

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 Franchise Development Department, Microtel Inns and Suites Franchising, Inc. 22 Sylvan Way, Parsippany, New Jersey 07054 or call (800) 758-8999.

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, 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 be laws on franchising in your state. Ask your state agencies about them.

Issuance date of this Franchise Disclosure Document: April 1, 2017.

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 DOCUMENT.

Call the state franchise administrator listed in Exhibit B 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 REQUIRES YOU TO CONSENT TO THE NON-EXCLUSIVE JURISDICTION OF THE COURTS IN NEW JERSEY. OUT-OF-STATE LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO LITIGATE WITH US IN NEW JERSEY THAN IN YOUR OWN STATE.
2. THE FRANCHISE AGREEMENT STATES THAT NEW JERSEY LAW GOVERNS THE AGREEMENT, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
3. THE FRANCHISE AGREEMENT SUGGESTS YOU SUBMIT ANY CLAIM TO NON-BINDING MEDIATION PRIOR TO BRINGING SUCH CLAIM IN COURT.
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 COMPETITIVE BRANDS THAT WE CONTROL.
5. IF YOUR OWNERS OF THE FACILITY ARE LOCATED IN A COMMUNITY PROPERTY OR TENANCY BY THE ENTIRETY – NO SEVERANCE STATE, YOUR OWNERS' SPOUSES MUST ALSO SIGN THE GUARANTY. SPOUSES OF FRANCHISE OWNERS THAT SIGN THE PERSONAL AGREEMENT MAY PLACE THEIR PERSONAL AND MARITAL ASSETS AT RISK.
6. THE FRANCHISOR IS NOT THE OWNER OF THE PRINCIPAL TRADEMARK. THE FRANCHISOR HAS THE RIGHT TO FRANCHISE AND LICENSE THE PRINCIPAL TRADEMARK UNDER AN AGREEMENT WITH THE TRADEMARK OWNER, THE PARENT OF THE FRANCHISOR.
7. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

Effective Date: See the next page for the effective dates of this Franchise Disclosure Document in the franchise registration states.

MICROTEL INNS AND SUITES FRANCHISING, INC.

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, Florida, Hawaii, Illinois, Indiana, Kentucky, Maryland, Michigan, Minnesota, Nebraska, New York, North Dakota, Rhode Island, South Dakota, Texas, Utah, Virginia, Washington, and Wisconsin.

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

| STATE | EFFECTIVE DATE |
|--------------|-----------------------|
| Hawaii | April 8, 2017 |
| Michigan | April 1, 2017 |
| Minnesota | , 2017 |
| South Dakota | , 2017 |
| Wisconsin | April 2, 2017 |

In all other states, this Franchise Disclosure Document’s effective date is the issuance date of April 1, 2017.

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