

## nighthotels®

## FRANCHISE DISCLOSURE DOCUMENT

Night Franchisor, LLC
A Delaware limited liability company
200 W 55th Street, Suite 42
New York, NY 10019
(212) 474-9800
Email: info@nighthotels.com

www.nighthotels.com

Franchisees will own and operate hotels offering distinctive, high quality lodging services to the general public under the name "NIGHT HOTELS®" (a "Night Hotel"). We estimate that the total investment necessary to construct or convert and begin operation of a typical 100-room Night Hotel will

range from \$5,866,250 to \$9,868,500 which includes \$42,500 to \$46,500 that must be paid to us. This estimated range excludes the purchase price of the real estate and site preparation expenses.

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 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 our Chief Administrative Officer, Kathleen Flores, at 2200 W 55th Street, Suite 42, New York, NY 10019, (212) 474-9800, or via email at kflores@hh-r.com.

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, DC 20580. You can also visit the FTC's homepage 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: July 10, 2015

Night Franchisor, LLC –Initial FDD 07/15 GP: 3831113 v4



## 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 <u>Exhibit D</u> 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 RESOLVE DISPUTES WITH US BY ARBITRATION ONLY IN NEW YORK, NEW YORK. OUT-OF-STATE ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO ARBITRATE WITH US IN NEW YORK THAN IN YOUR OWN STATE. THIS PROVISION OF THE FRANCHISE AGREEMENT MAY NOT BE ENFORCEABLE IN YOUR OWN STATE.
- 2. THE FRANCHISE AGREEMENT PROVIDES THAT THE LAWS OF THE STATE NEW YORK GOVERNS THE AGREEMENT, AND THESE LAWS MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
- 4. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

We use the services of one or more FRANCHISE BROKERS or referral sources to assist us in selling our franchise. A franchise broker or referral source represents us, not you. We pay this person a fee for selling our franchise or referring you to us. You should be sure to do your own investigation of the 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, Indiana, 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:

California Pending
Illinois Pending
Michigan Pending
New York Pending
Virginia Pending
Washington Pending

THIS DISCLOSURE DOCUMENT MAY NOT BE USED IN THE STATES OF HAWAII, INDIANA, MARYLAND, MINNESOTA, NORTH DAKOTA, RHODE ISLAND, SOUTH DAKOTA AND WISCONSIN.

In the states listed below, the effective date of this disclosure document is the issuance date of July 10, 2015.

Alabama Kentucky Ohio Alaska Louisiana Oklahoma Arizona Maine Oregon Arkansas Massachusetts Pennsylvania Colorado Mississippi South Carolina Connecticut Missouri Texas Delaware Montana Tennessee District of Columbia Nebraska Utah Florida Nevada Vermont Georgia New Hampshire West Virginia Idaho New Jersey Wyoming Iowa New Mexico Kansas North Carolina

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