



## NON-TRADITIONAL FRANCHISE DISCLOSURE DOCUMENT

The UPS Store, Inc.  
A Delaware Corporation  
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We grant The UPS Store® franchises for Centers featuring shipping, packaging, postal, print, and similar business and communication services to be operated at Traditional and Non-Traditional locations. This disclosure document focuses on Centers to be operated at or within Non-Traditional locations like hotels, military bases, universities, convention centers, self-storage facilities, and airports. (We offer franchises for Centers to be located at Traditional sites in a separate franchise disclosure document.)

The total investment necessary to begin operation of a Center under the Blue Horizon design at a Non-Traditional location is \$70,446 to \$320,510 for a new or relocation Access Model Center, \$28,278 to \$215,823 for a remodel Access Model Center, \$109,378 to \$186,834 for a new or relocation Center located in a self-storage facility, \$64,402 to \$94,823 for a remodel Center located in a self-storage facility, \$120,929 to \$250,540 for a new or relocation store in store without an exterior entrance, \$78,203 to \$123,174 for a remodel store in store without an exterior entrance, \$211,206 to \$356,771 for a new or relocation Center located within a standard-size hotel, \$100,850 to \$133,971 for a remodel Center located within a standard-size hotel, \$68,377 to \$439,954 for a new or relocation Center located at all Non-Traditional locations combined, and \$28,278 to \$220,823 for a remodel Center located at all Non-Traditional locations combined. This includes \$16,844 to \$60,552 that must be paid to the franchisor or affiliate.

The total investment necessary to begin operation of a Center under the TUPSS 2000 design at a Non-Traditional location is \$58,818 to \$298,704 for a new Access Model Center, \$93,199 to \$140,161 for a new Center located in a self-storage facility, \$112,342 to \$221,558 for a new store in store without an exterior entrance, \$160,018 to \$328,396 for a new Center located within a standard-size hotel, and \$64,194 to \$349,299 for a new Center located at all Non-Traditional locations combined. This includes \$14,744 to \$59,527 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 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 Franchise Development department at 6060 Cornerstone Court West, San Diego, California 92121, (877) 623-7253.

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 home page at [www.ftc.gov](http://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 of this Franchise Disclosure Document: May 7, 2021

## How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
<b>How much can I earn?</b>	Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibit 3.
<b>How much will I need to invest?</b>	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor’s direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
<b>Does the franchisor have the financial ability to provide support to my business?</b>	Item 21 or Exhibit 6 includes financial statements. Review these statements carefully.
<b>Is the franchise system stable, growing, or shrinking?</b>	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
<b>Will my business be the only The UPS Store® business in my area?</b>	Item 12 and the “territory” provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
<b>Does the franchisor have a troubled legal history?</b>	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
<b>What’s it like to be a The UPS Store® franchisee?</b>	Item 20 or Exhibit 3 lists current and former franchisees. You can contact them to ask about their experiences.
<b>What else should I know?</b>	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

This is a document preview downloaded from FranchisePanda.com. The full document is available for free by visiting: <https://franchisepanda.com/franchises/the-ups-store-non-traditional>