

HOTEL MANAGEMENT SURVEY

2012 FRANCHISE FEES GUIDE

Franchise brand name Parent company	Segment	Contact Contact email	Guestrooms*	Properties*	Construction costs per room**	Initial fee***	Royalty	Marketing fee	Reservations fee ****
Aloft Hotels Starwood Hotels & Resorts Worldwide	Upscale	Jennifer Bergamo jennifer.bergamo@starwoodhotels.com	5,965	41	NA	\$60,000 minimum	5.5% of GRS	4% of GRS	NA
Americas Best Value Inn Vantage Hospitality Group	Economy	Roger Bloss rbloss@vantagehospitality.com	63,736	1,028	\$40,000-\$50,000	\$11,500 (up to 60 rooms), \$150/room (61+ rooms)	\$17.50/room/month (first 50 rooms) ⁽⁶⁾	\$11/room/month	7% CRS fee of completed booking at brand website
Americinn Northcott Hospitality	Midscale	Ron Burgett franchise@americinn.com	12,519	217	\$65,000-\$75,000	\$35,000	5%	2%	1.25%
Ascend Collection Choice Hotels International	Upscale	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	4,671	53	\$15,921-\$133,086	\$375/room, \$30,000 minimum	4%	2.5% (includes reservations fee)	NA
Autograph Collection Marriott International	Upper-upscale	Rory Tetreault rory.tetreault@marriott.com	5,815	20	NA	\$60,000 or \$200/room (greater)	5% of GRR	1.5% of GRR	NA
Baymont Inn & Suites Wyndham Hotel Group	Midscale	Franchise Representative hotelfranchise@wyn.com	21,366	254	Conversion: \$1,794-\$17,114; New: \$17,459-\$78,212 ^(7a)	Conversion: \$26,000 New: \$27,000	5% of GRR	2% of GRR	1.5% of GRR
Best Western Best Western International	Upper-midscale	Mark Williams mark.williams@bestwestern.com	161,211	1,978	\$85,000 average	\$55,000 for 100 rooms	\$48,271/yr based on room count	\$13,464/year (based on room count)	\$5,110
Budget Host Inn Budget Host International	Economy	Lisa Sawyer sawyer@budgethost.com	5,230	149	NA	\$5,000	\$480/year	NA	5% commission charged by reservations provider
Cambria Suites Choice Hotels International	Upscale	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	2,215	19	\$90,588-\$120,963	\$500/room, \$60,000 minimum	5%	4% (includes reservations fee)	NA
Candlewood Suites InterContinental Hotels Group	Extended stay	Joel Eisemann development@ihg.com	27,235	283	\$59,027-\$79,168	\$500/room (not less than \$50,000)	5% of gross suites rev.	2.5% of gross suites revenue	NA
Centerstone Inns, Hotels & Plaza Hotels Vimana Franchise Systems, LLC	Economy - luxury	Steven Belmonte steve@vimanafs.com	1,320	11	\$35,000-\$40,000	\$14,000	1.50%	1.50%	\$5.50/web reservation, 8% + \$0.50/phone reservation
Clarion Choice Hotels International	Upper-midscale	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	27,550	188	\$84,124-\$116,574	\$300/room, \$40,000 minimum	4.25%	3.25% (includes reservations fee)	NA
Comfort Inn Choice Hotels International	Upper-midscale	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	108,777	1,392	\$66,426-\$85,412	\$500/room, \$50,000 minimum	5.65%	3.85% (includes reservations fee)	NA
Comfort Suites Choice Hotels International	Upper-midscale	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	47,506	613	\$66,426-\$85,412	\$500/room, \$50,000 minimum	5.65%	3.85% (includes reservations fee)	NA
Conrad Hotels & Resorts Hilton Worldwide	Luxury	Craig Mance craig.mance@hilton.com	1,323	4	\$117,915,000-\$435,381,500	\$75,000	5% of GRR and 3% of GFBR	4% of GRR	NA
Country Inns & Suites By Carlson Carlson Rezidor Hotel Group	Upper-midscale	Nancy Johnson njohnson@carlsonrezidor.com	36,035	452	\$4,600,420-\$7,114,620 total investment ^(7b)	\$45,000 or \$450/room (greater)	4.5% of GRR	2.5% of GRR	1.25% of GRR
Courtyard by Marriott Marriott International	Upper-midscale	Christie McEaney christie.mceaney@marriott.com	113,692	807	NA	\$75,000 or \$500/room	5.5% of GRR	2% of GRR	NA
Crowne Plaza Hotels & Resorts InterContinental Hotels Group	Upscale	Joel Eisemann development@ihg.com	41,871	149	\$89,277-\$165,317	\$500/room (not less than \$75,000)	5% of GRR	3% of GRR	NA
Days Inn Wyndham Hotel Group	Economy	Franchise Representative hotelfranchise@wyn.com	125,797	1,626	Conversion: \$1,874-\$16,913; New: \$50,358-\$78,572 ^(7c)	Conversion: \$1,000 + greater of \$35,000 or \$350/room ^(7c)	5.5% of GRR	3.8% of GRR (includes reservations fee)	NA
Doubletree by Hilton Hilton Worldwide	Upscale	Craig Mance craig.mance@hilton.com	61,392	240	\$35,478,000-\$62,364,375	\$75,000/first 250 rooms, \$300/additional room	5% of GRR ⁽⁷⁾	4% of GRR	\$4.72/stay charged by reservations provider
Downtowner Inns Hospitality International	Economy	Jim Bloodworth sales@hifranchise.com	106	3	NA	\$6,000	3% of GRR	2.5% of GRR (includes reservations fee)	NA
Dream Wyndham Hotel Group	Upscale	Franchise Representative hotelfranchise@wyn.com	644	3	Conversion: \$158,162-\$381,927; New: \$248,881-\$471,679 ^(7c)	\$5,000 + greater of \$50,000 or \$500/room	5% of GRR + 2% of F&B	3% of GRR	\$3.50/website booking
Econo Lodge Choice Hotels International	Economy	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	49,254	797	\$36,777-\$61,102	\$250/room, \$25,000 minimum	4.50%	3.5% (includes reservations fee)	NA
Element Hotels Starwood Hotels & Resorts Worldwide	Upscale	Jennifer Bergamo jennifer.bergamo@starwoodhotels.com	1,518	9	NA	\$60,000 minimum	5.5% of GRS	4% of GRS	NA
Embassy Suites Hotels Hilton Worldwide	Upscale	Craig Mance craig.mance@hilton.com	48,958	204	\$26,038,600-\$39,013,975	\$75,000/first 250 suites, \$300/additional suite	3.5% of GRR for first year of operation ⁽⁸⁾	4% of GRR ⁽⁷⁾	\$4.72/stay charged by reservations provider
Fairfield Inn & Suites by Marriott Marriott International	Midscale	Christie McEaney christie.mceaney@marriott.com	60,680	670	NA	\$50,000 or \$400/room	4.5% of GRR	2/5 % of GRR	NA
Four Points by Sheraton Starwood Hotels & Resorts Worldwide	Upscale	Jennifer Bergamo jennifer.bergamo@starwoodhotels.com	12,975	81	NA	\$60,000 minimum	5.5% of GRS	1% of GRS (capped at \$450,000)	0.8% GRS + \$8.65/available room/month
Hampton Hotels Hilton Worldwide	Midscale	Craig Mance craig.mance@hilton.com	174,318	1,792	\$3,695,500-\$13,524,000	\$65,000/first 100 rooms, \$450/additional room	6% of GRR	4% of GRR ⁽⁷⁾	\$4.72/stay charged by reservations provider

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Hard Rock Hotels Hard Rock International	Upper-upscale	Nelson Parker nelson_parker@hardrock.com	4,026	7	Varies	\$400/room app fee; \$750-\$1,000/room initial fee; \$1,500/room tech services fee	6% of total revenue	1.5% of total revenue	4% of achieved room revenue for ADS- and CRO-generated bookings (plus expenses); 4% of achieved room revenue for internet-generated bookings; and 4% of gross revenue for group bookings
Hawthorn Suites by Wyndham Wyndham Hotel Group	Midscale	Franchise Representative hotelfranchise@wyn.com	7,292	77	Conversion: \$1,911- \$26,934; New: \$93,291- \$146,138 ⁽¹²⁾	\$1,000 + greater of \$40,000 or \$400/suite	5% of GRR	2.5% of GRR (incl. res fee)	NA
Hilton Garden Inn Hilton Worldwide	Midscale	Craig Mance craig.mance@hilton.com	66,780	493	\$11,391,500-\$21,030,000	\$75,000/first 150 rooms, \$450/additional room	5.5% of GRR	4.3% of GRR ⁽⁸⁾	\$4.72/stay charged by reservations provider
Hilton Hotels & Resorts Hilton Worldwide	Upper-upscale	Craig Mance craig.mance@hilton.com	100,386	250	\$55,997,500-\$97,115,875	\$85,000/first 275 rooms, \$300/additional room	5% of GRR and 3% of GFBR ⁽¹⁴⁾	4% of GRR	EDGE Program ⁽⁹⁾
Holiday Inn InterContinental Hotels Group	Midscale	Joel Eisemann development@ihg.com	118,513	668	\$70,363-\$104,539	\$500/room (not less than \$50,000)	5% of GRR	3% of GRR	NA
Holiday Inn Express InterContinental Hotels Group	Midscale	Joel Eisemann development@ihg.com	149,097	1,755	\$64,295-\$91,788	\$500/room (not less than \$50,000)	6% of GRR	3% of GRR	NA
Home2 Suites by Hilton Hilton Worldwide	Midscale	Craig Mance craig.mance@hilton.com	854	8	\$7,407,500-\$13,097,000	\$50,000	5% of GRR ⁽⁴⁾	3% of GRR	\$4.72/stay charged by reservations provider
Homewood Suites by Hilton Hilton Worldwide	Upper-midscale	Craig Mance craig.mance@hilton.com	33,353	303	\$9,793,500-\$19,534,000	\$60,000/first 150 rooms, \$450/additional room	3.5% of GRR for first year of operation ⁽⁵⁾	4% of GRR	\$4.72/stay charged by reservations provider
Hotel Indigo InterContinental Hotels Group	Upscale	Joel Eisemann development@ihg.com	3,778	32	\$107,450-\$242,501	\$500/room (not less than \$60,000)	5% of GRR	3.5% of GRR	NA
Howard Johnson Wyndham Hotel Group	Midscale	Franchise Representative hotelfranchise@wyn.com	25,272	294	Conversion: \$1,874- \$17,763; New: \$44,362- \$78,197 ⁽¹²⁾	\$1,000 + greater of \$35,000 or \$350/room	4% of GRR	2% of GRR	2.5% of GRR
Hyatt Hyatt Hotels Corp.	Upper-upscale	Tracey Fetzer tracey.fetzer@hyatt.com	5,859	24 (1)	NA	\$100,000 or \$300/room (greater)	6% of GRR and 3% of GFBR		
Hyatt House Hyatt Hotels Corp.	Upscale	Tracey Fetzer tracey.fetzer@hyatt.com	7,455	53	NA	\$60,000 plus additional \$400/room over 130 rooms	5% of GRR	3.5% of GRR (incl. res fees)	NA
Hyatt Place Hyatt Hotels Corp.	Upscale	Tracey Fetzer tracey.fetzer@hyatt.com	21,109	165	NA	\$60,000 plus additional \$400/room over 150 rooms	5% of GRR	3.5% of GRR (incl. res fees)	
Hyatt Regency Hyatt Hotels Corp.	Upper-upscale	Tracey Fetzer tracey.fetzer@hyatt.com	49,900	90 ⁽⁹⁾	NA	\$100,000 or \$300/room (greater)	6% of GRR and 3% of GFBR	NA	NA
InnSuites Boutique Hotel Collection InnSuites Hospitality Trust	Midscale	Pamela Barnhill pbarnhill@innsuites.com	6,221	61	NA	Waived in 2012	None	None	15% of reservations booked through IBC
InterContinental Hotels & Resorts InterContinental Hotels Group	Upscale	Joel Eisemann development@ihg.com	8,794	21	\$212,120 - \$312,850	\$500/room (not less than \$75,000)	5% of GRR	3% of GRR	NA
Key West Inns, Hotels & Resorts Vimara Franchise Systems, LLC	Economy - luxury	Steven Belmonte steve@vimarainfs.com	1,495	26	\$35,000-\$40,000	\$14,000	1.50%	1.50%	5%/web reservation, 8%/phone reservation
Knights Inn Wyndham Hotel Group	Economy	Franchise Representative hotelfranchise@wyn.com	21,022	330	Conversion: \$1,192- \$15,374; New: \$44,765- \$69,484 ⁽¹²⁾	\$1,000 + \$6,000	5% of GRR or \$25/room (up to 50 guestrooms)	Included in royalty fee	\$4/room booked through CRS
La Quinta Inns & Suites LQ Management L.L.C.	Midscale	David Wilner david.wilner@laquinta.com	83,308	820	\$58,000-\$70,000	\$50,000	4.50%	2.50%	2%
Le Meridien Starwood Hotels & Resorts Worldwide	Upper-upscale	Jennifer Bergamo jennifer.bergamo@starwoodhotels.com	2,053	7	NA	\$85,000 minimum	5% of GRS	1% of GRS	0.8% GRS + \$8.65/ available room/month
Lexington Hotels Vantage Hospitality Group	Upper-midscale	Bill Hanley bhanley@vantagehospitality.com	1,114	10	\$50,000+	\$30,000 (up to 100 rooms), additional \$200/ room (101+rooms)	\$3,200 (first 80 rooms) ⁽¹⁰⁾	\$19/room/month (\$1,520 min.)	Website fee: \$6.50/ completed reservation
Lexington Inns Vantage Hospitality Group	Midscale	Bill Hanley bhanley@vantagehospitality.com	1,105	13	\$50,000+	\$18,000 (up to 60 rooms), additional \$200/ room (61+ rooms)	\$30/room/month (60 room min.); or 3% GRR (\$1,800 min.)	\$19/room/month (\$1,140 min.)	Website fee: \$6.50/ completed reservation
MainStay Suites Choice Hotels International	Midscale	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	3,024	39	\$52,236-\$76,143	\$300/suite, \$30,000 minimum	5%	2.5% (incl. res fee)	NA
Marriott Hotels & Resorts Marriott International	Upper-upscale	Rory Tetreault rory.tetreault@marriott.com	142,078	351	NA	\$85,000 plus additional \$300/room over 275 rooms	6% of GRR and 3% of gross food and beverage sales	1% of GRR	NA
Master Hosts Inns Hospitality International	Upper-midscale	Jim Bloodworth sales@hifranchise.com	586	6	NA	\$16,000	4% of GRR	2.5% of GRR (incl. res fee)	NA
Microtel Inn & Suites by Wyndham Wyndham Hotel Group	Economy	Franchise Representative hotelfranchise@wyn.com	20,891	295	\$49,755-\$74,711 (100 rooms)	\$40,000 or \$400/room (greater)	6% of GRR	2% of GRR (includes res fee)	NA
Motel 6 Accor	Economy	Dean Savas dsavas@accor-na.com	35,079	460	\$19,841-\$28,571	\$25,000 (<99 rooms) \$35,000 (>100 rooms)	5%	3.5% (incl. res fee)	NA
Night Wyndham Hotel Group	Midscale	Franchise Representative hotelfranchise@wyn.com	72	1	Conversion: \$18,987- \$78,247; New: \$68,131- \$104,251 ⁽¹²⁾	\$5,000 + greater of \$50,000 or \$400/room	5% of GRR + 2% of F&B	3% of GRR	\$3.50/brand website booking

Franchise brand name Parent company	Segment	Contact Contact email	Guestrooms*	Properties*	Construction costs per room**	Initial fee***	Royalty	Marketing fee	Reservations fee****
Park Inn by Radisson Carlson Rezidor Hotel Group	Upper-midscale	Philip Silberstein psilberstein@carlsonrezidor.com	2,215	10	\$1,684,080-\$4,790,680 total investment ⁽²⁾	\$35,000 or \$350/room (greater)	4.5% of GRR	2% of GRR	1.25% of GRR
Passport Inn Hospitality International	Economy	Jim Bloodworth sales@hifranchise.com	455	17	NA	\$6,000	3% of GRR	2.5% of GRR (incl. res fee)	NA
Quality Choice Hotels International	Midscale	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	91,942	1,054	\$54,980-\$80,017	\$300/room, \$35,000 minimum	4.65%	3.85% (incl. res fee)	NA
Radisson Carlson Rezidor Hotel Group	Upscale	Philip Silberstein psilberstein@carlsonrezidor.com	24,420	102	\$2,953,730-\$7,301,230 total investment ⁽²⁾	\$75,000 or \$500/room (greater)	5% of GRR or \$150,000/year (greater)	2% of GRR	2% of GRR
Ramada Wyndham Hotel Group	Midscale	Franchise Representative hotelfranchise@wyn.com	58,087	488	Conversion: \$2,134- \$20,567; New: \$53,844- \$73,941 ⁽¹²⁾	\$1,000 + greater of \$35,000 or \$350/room	4% of GRR	2.5% of GRR	2% of GRR
Red Carpet Inn Hospitality International	Midscale	Jim Bloodworth sales@hifranchise.com	6,477	122	NA	\$11,000	3.5% of GRR	2.5% of GRR (incl. res fee)	NA
Red Lion Hotels Red Lion Hotels Corp.	Midscale	Mike Castro mike.castro@redlion.com	9,010	48	NA	\$40,000 or \$300/room (greater)	4% of GRR	3.5% of GRR	NA
Red Roof Inn Red Roof Inn	Economy	Jerrit Francis jfrancis@redroof.com	35,988	345	NA	\$30,000	4.50%	4% (incl. res. fee)	NA
Renaissance Hotels Marriott International	Upper-upscale	Rory Tetreault rory.tetreault@marriott.com	29,229	80	NA	\$75,000 plus additional \$300/room over 250 rooms	5% of GRR	1.5% of GRR	NA
Residence Inn by Marriott Marriott International	Extended stay	Christie McEneaney christie.mceneaney@marriott.com	72,078	597	NA	\$75,000 or \$500/room	5.5% of GRR	2.5% of GRR	NA
Rodeway Inn Choice Hotels International	Economy	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	22,183	396	\$31,755-\$54,554	\$125/room, \$10,000 minimum	\$31/room/month	\$15/room/month (incl. res fee) ⁽¹³⁾	NA
Scottish Inns Hospitality International	Midscale	Jim Bloodworth sales@hifranchise.com	4,478	116	NA	\$7,500	3% of GRR	2.5% of GRR (incl. res fee)	NA
Sheraton Starwood Hotels & Resorts Worldwide	Upper-upscale	Jennifer Bergamo jennifer.bergamo@starwoodhotels.com	42,186	144	NA	\$85,000 minimum	6% of GRS	1% of GRS (capped at \$450,000)	0.8% GRS + \$8.65/ available room/month
Sleep Inn Choice Hotels International	Midscale	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	28,564	394	\$300/room, \$40,000 minimum	\$55,863-\$79,176	4.65%	3.85% (incl. res fee)	NA
SpringHill Suites by Marriott Marriott International	Upper-midscale	Christie McEneaney christie.mceneaney@marriott.com	33,821	299	NA	\$50,000 or \$400/suite	5% of GRR	2.5% of GRR	NA
Staybridge Suites InterContinental Hotels Group	Extended stay	Joel Eisemann development@ihg.com	17,892	166	\$88,854-\$118,218	\$500/room (not less than \$50,000)	5% of gross suites rev.	2.5% of gross suites revenue	NA
Studio 6 Accor	Extended stay	Dean Savas dsavas@accor-na.com	2,496	29	\$30,910-\$36,163	\$25,000	5%	2% (incl. res fee)	NA
Suburban Extended Stay Hotel Choice Hotels International	Extended stay	Choice Hotels Franchise Sales franchise_sales@choicehotels.com	7,191	61	\$42,116-\$63,765	\$225/room, \$30,000 minimum	5%	2.5% (incl. res fee)	NA
Super 8 Wyndham Hotel Group	Economy	Franchise Representative hotelfranchise@wyn.com	108,828	1,805	Conversion: \$2,731- \$23,730; New: \$46,186- \$63,020 ⁽¹³⁾	Conversion: \$25,000 + \$100/room; New: \$26,500 + \$100/ room ⁽¹³⁾	5.5% of GRR	3% of GRR (incl. res fee)	NA
The Luxury Collection Starwood Hotels & Resorts Worldwide	Luxury	Jennifer Bergamo jennifer.bergamo@starwoodhotels.com	1,621	8	NA	\$85,000 minimum	5% of GRS	1% of GRS (capped at \$450,000)	0.8% GRS + \$8.65/ available room/month
TownePlace Suites by Marriott Marriott International	Extended stay	Christie McEneaney christie.mceneaney@marriott.com	20,248	202	NA	\$50,000 or \$400/suite	5% of GRR	1.5% of GRR	NA
Travelodge Wyndham Hotel Group	Economy	Franchise Representative hotelfranchise@wyn.com	24,149	341	Conversion: \$1,864- \$18,223; New: \$42,521- \$67,883 ⁽¹³⁾	\$1,000 + greater of \$35,000 or \$350/room	4.5% of GRR	2% of GRR plus 5 to 10 cents/room/day	2% of GRR
TRYP by Wyndham Wyndham Hotel Group	Upper-midscale	Franchise Representative hotelfranchise@wyn.com	165	1	Conversion: \$8,326- \$74,269; New: \$82,419- 142,162 ⁽¹²⁾	\$45,000 or \$300/room (greater)	5% of GRR	3% of GRR	\$3.67/brand website booking
Waldorf Astoria Hotels & Resorts Hilton Worldwide	Luxury	Craig Mance craig.mance@hilton.com	7,423	16	\$134,415,200- \$646,381,500	\$75,000	5% of GRR and 3% of GFBP	4% of GRR	NA
Westin Starwood Hotels & Resorts Worldwide	Upper-upscale	Jennifer Bergamo jennifer.bergamo@starwoodhotels.com	16,058	48	NA	\$85,000 minimum	7% of GRS	1.32% of GRS	0.8% GRS + \$8.65/ available room/month
Wingate by Wyndham Wyndham Hotel Group	Midscale	Franchise Representative hotelfranchise@wyn.com	14,287	157	\$60,370-\$80,536 (100 rooms)	\$1,000 + greater of \$35,000 or \$350/room	4.5% of GRR	4% of GRR (incl. res fee)	NA
Wyndham Hotels and Resorts Wyndham Hotel Group	Upscale	Franchise Representative hotelfranchise@wyn.com	17,917	69	Conversion: \$3,355- \$91,106; New: \$124,330- \$201,604 ⁽¹¹⁾⁽¹³⁾	See ⁽¹⁵⁾	5% of GRR	3% of GRR	\$3.50/brand website booking

Footnotes

NA means not answered or not applicable, GRR: Gross room revenue, GFBP: Gross food-and-beverage revenue, GRS: Gross room sales

* Guestroom and property numbers reflect those operating in the U.S. as part of the franchise as of March 31, 2012. Numbers reflect all operating franchises regardless of owner or manager. ** Land not included, *** Including application fee, **** Excluding GDS fees

(1) Number includes hotels in the U.S., Canada, Caribbean and Mexico. (2) 5% of gross spa revenue if spa amendment is in effect. (3) 4.5% of GRR during second year of operation and 5.5% of GRR for the remainder of the term. 5% of gross spa revenue if spa amendment is in effect. Change of ownership and re-licensing: 5.5% of GRR. 5% of gross spa revenue, if spa amendment is in effect. (4) For all 2012 applicants, the monthly royalty fee is 3% of GRR during first year of operation, 4% of GRR during second year of operation and 5% of GRR for the remainder of the term, with the following exception: The first 50 Home2 Suites by Hilton hotels to meet the conditions described in the FDD will pay reduced monthly royalty fees as follows: 2% of GRR during first year of operation, 3% of GRR during second year of operation, 4% of GRR during third year of operation and 5% of GRR for the remainder of the term. Change of ownership and re-licensing: 5% of GRR. (5) 4.0% of GRR during second year of operation and 4.5% of GRR for the remainder of the term. Change of ownership and re-licensing: 4.5% of GRR.

(6) \$13.50/room/month (51-75 rooms), \$12.50/room/month (76+ rooms). (7) Qualifying franchisees may periodically qualify for incentive programs that may reduce the monthly program fee, but not less than 3.5%.

(8) Qualifying franchisees may periodically qualify for incentive programs that may reduce the monthly program fee, but not less than 3.8%. (9) This fee is currently 8.5% for each commissionable reservation received by a system hotel through EDGE. A commissionable reservation results when a consumer clicks on a paid link, books a room at a system hotel on brand.com that then results in a corresponding stay at the system hotel. This fee is subject to change. (10) \$35/room/month (81+ rooms); or 3% gross monthly revenue monthly (\$3,200 minimum)

(11) Wyndham Garden: Conversion: \$90,567-\$139,432 (126 rooms); new construction: \$4,713-\$75,436 (126 rooms). (12) Numbers based on specific guestroom counts. Contact company for more information. (13) Contact company for fees related to new-construction properties. (14) Additional restrictions may apply. Contact company for more information. (15) \$10,000 + \$300/room with a minimum fee of \$50,000 (Wyndham Grand Hotel, Wyndham Hotel or a Wyndham Resort Hotel); or a minimum fee of \$35,000 (Wyndham Garden)