

Joining Our Brands	Scottish INNS <sup>SM</sup>	RED CARPET INN <sup>SM</sup>	Master Hosts INNS <sup>SM</sup>	DOWNTOWNER INNS <sup>SM</sup>	Passport Inn <sup>SM</sup>
Application Fee	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800
Initial Franchise Fee	\$10,000	\$10,000	\$15,000	\$7,500	\$7,500

Monthly Fees: All Brands	
Royalty & Marketing combined	\$40 / room / month
Regional meetings & educational programs (formerly convention fee)	\$35 / hotel / month

Central Reservation System & Technology Fees: All Brands	
Direct Connect	
Expedia & Booking.com	\$2.05 per reservation*
All others	\$3.35 per reservation*
Sabre Distribution	
Call center (voice)	\$4.95 per reservation**
Stayhihotels.com (consumer booking engine)	\$4.70 per reservation**
GDS	\$11.95 per reservation
PMS Connectivity	
Set-up fee	\$195 one-time only
Monthly maintenance	\$39

\*Expedia and Booking.com commissions are handled by the respective websites and are not included in the Direct Connect fee. \*\*Call Center (voice) and stayhihotels.com (BE) reservations are not subject to a commission. Notes: 1.) Your PMS provider may have additional set-up and monthly fees, so please contact them for additional information. 2.) Fees are reviewed every July and are subject to change. 30-day written notice will be provided at the time of change.

### For these minimal fees, you'll enjoy:

Unparalleled Personal Support & Ongoing Training	Enhanced Global Reservation System	No Additional Loyalty Program Fees	Sensible Standards	A Different Approach to Franchising	Exceptional Franchise Value
					Lowest Royalty, Marketing & Loyalty Fees as a % of rooms revenue*

\*According to HVS 2020 Hotel Franchise Fee Guide