

Name of Chain	Minimum Rooms	Initial Fee	Royalty Fee	Advertising/Marketing Fee	Reservation Fee	Ave. Per Room Construction Cost
Aloft Hotels	N/A	\$60 per key + \$450 per key over 150 rooms	5.5% of gross rooms revenue	4% of gross rooms revenue (program fee)	included in program fee	\$78,000- \$190,000
America's Best Inns & Suites	40	\$25,000	4% of gross rooms revenue	1.5% of gross rooms revenue	1% of gross rooms revenue	N/A
Americas Best Value Inn	40	\$9,000 plus \$125 per room over 60 rooms	\$16.50 per room per month up to 50 rooms; \$12.50, 51-75 rooms; \$11.50, 76-plus rooms	\$9 per room per month	included in other fees	\$30,000- \$50,000
AmericInn	50	\$35,000	5% of gross rooms revenue	2% of gross rooms revenue	1.25% of gross rooms revenue	\$65,000
Baymont Inns & Suites	60 (approx.)	\$26,000- \$28,000	5% of gross rooms revenue	2% of gross rooms revenue	1.5% of gross rooms revenue	\$54,000- \$71,300
Best Western International	50+ preferred; fewer for boutique hotels	\$50,000 per 100 rooms	\$42,000 per 100 rooms	\$9,000 per 100 rooms	\$10,000 per 100 rooms	\$65,000- \$100,000
Budgetel Inns & Suites	40	\$10,000	\$12.50 per room per month	\$7.50 per room per month	7% of gross res revenue	N/A
Budget Host	N/A	\$5,000	\$1,500 base + \$80/room + \$450 sign royalty	included in other fees	included in other fees	N/A
Cambria Suites	100	\$500 per room, \$60,000 minimum	5% of gross rooms revenue	2.1% of gross rooms revenue	1.75% of gross rooms revenue	\$60,000- \$80,000
Candlewood Suites	70	\$500 per suite, \$50,000 minimum	5% of gross suites revenue	2.5% of gross suites revenue	included in other fees	\$59,027- \$79,168
Clarion	N/A	\$300 per room, \$40,000 minimum	4.25% of gross rooms revenue	2% of gross rooms revenue	1.25% of gross rooms revenue	\$70,000- \$95,000
Comfort Inn	N/A	\$500 per room, \$50,000 minium	5.65% of gross rooms revenue	2.1% of gross rooms revenue	1.75% of gross room revenues	\$55,000- \$65,000
Comfort Suites	N/A	\$500 per room, \$50,000 minium	5.65% of gross rooms revenue	2.1% of gross rooms revenue	1.75% of gross room revenues	\$63,000- \$73,000
Conrad Hotels & Resorts	N/A	\$75,000	5% of gross rooms revenue	4% of gross rooms revenue	included in other fees	\$54,649- \$276,374
Country Inns & Suites By Carlson	N/A	greater of \$45,000 or \$450 per room	4.5% of gross rooms revenue	2.5% of gross rooms revenue	1.25% of gross rooms revenue	N/A
Courtyard by Marriott	N/A	greater of \$60,000 or \$500 per room	5.5% of gross rooms revenue	2% of gross rooms revenue	1% of GRR; + \$2 per non-property reservation	N/A
Crowne Plaza Hotels & Resorts	150	\$500 per room, \$75,000 minimum	5% of gross rooms revenue	3% of gross rooms revenue	included in other fees	\$89,152- \$231,000+
Days Inns	40 (approx.)	Conversion: \$1,000 + greater of \$35,000 or \$350/room; New build: \$1,000 + greater of \$36,500 + \$365/room	5.5% of gross rooms revenue	3.8% of gross rooms revenue	included in marketing fee	\$39,800- \$60,600

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Doubletree	N/A	\$75,000	5% of gross rooms revenue	4% of gross rooms revenue	included in other fees	\$135,381-\$214,653 for 250 rooms
Downtowner Inns	N/A	\$5,000	3% of gross rooms revenue	2.5% of gross rooms revenue	included in marketing fees	N/A
Econo Lodge	N/A	\$250 per room, \$25,000 minimum	4.5% of gross rooms revenue	3.5% of gross rooms revenue	included in other fees	\$35,000-\$55,000
Element Hotels	N/A	\$60 per key plus \$450/key over 150 rooms	5.5% of gross rooms revenues	4% of gross rooms revenue (program fee)	included in program fee	\$102,000-\$205,000
Embassy Suites Hotels	N/A	\$75,000	3-5% of gross rooms revenue (ramp-up program)	4% of gross rooms revenue	included in other fees	\$137,658-\$222,184 for 145 rooms
Fairfield Inn By Marriott	N/A	greater of \$50,000 or \$400 per room	4.5% of gross rooms revenue	2.5% of gross rooms revenue	.8% of GRR; plus \$2.60/non-property reservation	N/A
Four Points by Sheraton	N/A	\$60 per key plus \$450/key over 150 rooms	5.5% of gross rooms revenues	1.25% of gross rooms revenue	0.8% of GRR + \$8.65/room per month	\$81,000-\$160,000
GuestHouse International	40-50	\$25,000	3% of gross room revenue in year one; 3.5% thereafter	1% of gross rooms revenues	based on delivered reservations through InnLink	\$65,000 + land
Hampton	N/A	\$50,000	5% of gross rooms revenue	4% of gross rooms revenue	included in other fees	\$69,722-\$124,017 for 81 rooms
Hawthorn Suites by Wyndham	60 (approx.)	greater of \$40,000 or \$400 per suite	5% of gross rooms revenue	2.5% of gross rooms revenue	included in other fees	\$88,300-\$135,700 + land
Hilton Hotels & Resorts	N/A	\$85,000	5% of gross rooms revenue	4% of gross rooms revenue	included in other fees	\$177,938-\$300,496 for 300 rooms
Hilton Garden Inn	N/A	\$60,000	5% of gross rooms revenue	4.3% of gross rooms revenue	included in other fees	\$83,287-\$149,294 for 135 rooms
Historic Hotels of America	30	\$5,000-\$8,000	\$12,000-\$18,000	\$5,000	voice, 10%; GDS, 7%; Internet, \$12	\$125,000
Holiday Inn Express	70	\$500 per room, \$50,000 minimum	6% of gross rooms revenue	3% of gross rooms revenue	included in other fees	\$64,205-\$91,575+
Holiday Inn Hotels & Resorts	100	\$500 per room, \$50,000 minimum	5% of gross rooms revenue	2.5% of gross rooms revenue	included in other fees	\$70,240-\$114,972+
Homewood Suites By Hilton	N/A	\$60,000	4% of gross rooms revenue	4% of gross rooms revenue	included in other fees	\$82,283-\$144,813 for 123 rooms
Home2 Suites By Hilton	N/A	\$50,000	3-5% of gross rooms revenue (ramp-up program)	3% of gross rooms revenue	included in other fees	\$69,534-\$117,047 for 108 rooms
Hotel Indigo	100	\$500 per room, \$60,000 minimum	5% of gross rooms revenue	3.5% of gross rooms revenue	included in other fees	\$107,376-\$242,214+
Howard Johnson	40 (approx.)	\$1,000 plus greater of \$35,000 or \$350 per room	4% of gross rooms revenue	2% of gross rooms revenue	2.5% of gross rooms revenue	\$41,100-\$70,700 + land

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Hyatt Place	100	\$400 per room, \$60,000 minimum	5% of gross rooms revenue	3.5% of gross rooms revenue	included in other fees	N/A
Hyatt Summerfield Suites	100	\$400 per room, \$50,000 minimum	5% of gross rooms revenues	3.5% of gross rooms revenue	included in other fees	N/A
InnSuites Boutique Hotel Collection	N/A	N/A	\$10/room/month for first 100 rooms + \$2/room/month over 100 rooms	included in royalty fee	\$5 per reservation	N/A
InterContinental Hotels & Resorts	150	\$500 per room, \$75,000 minimum	5% of gross rooms revenue	3% of gross rooms revenue	included in other fees	\$212,120-\$312,850+
Key West Inns	45	\$8,500 (includes application fee)	\$17 per room per month, less for additional rooms	\$100 per month	voice, 8%, Internet, 5%, GDS, 6%	\$45,000
Knights Inn	40 (approx.)	\$7,000 (includes application fee)	Less than 50 rooms: \$25/room/month; More than 50 rooms: \$25/room/month or 5% GRR	included in royalty fee	\$4 per reservation through CRS (excluding GDS fees)	\$37,500-\$48,200
La Quinta Inn & Suites	65	\$50,000 (includes application fee)	4.5% of gross rooms revenues	2.5% of gross rooms revenue	2% of gross rooms revenue	\$62,909-\$82,404
Le Meridien	N/A	\$85 per key plus \$300/ key over 200 rooms	7% of gross rooms revenue	1% of gross rooms revenue	0.8% of GRR + \$8.65 per room per month	\$190,000-\$298,000
Lexington Collection	80	\$30,000 plus \$200/ room over 100 rooms	Either \$32-\$40/room/month or a percentage of gross rooms revenues	\$19 per room per month	included in other fees	\$50,000+
Luxe Hotels	125	\$20,000 set-up fee	included in other fees	5% of gross rooms revenue	3rd-party pass through fees	\$250,000
The Luxury Collection	N/A	\$85 per key plus \$300/ key over 200 rooms	5-7% of gross rooms revenue	1% of gross rooms revenue	0.8% of GRR + \$8.65 per room per month	\$185,000-\$376,000
MainStay Suites	N/A	\$300 per suite, \$30,000 minimum	5% of gross rooms revenue	2.5% of gross rooms revenue	included in other fees	\$38,000-\$48,000
Marriott Hotels & Resorts	N/A	greater of \$85,000 or \$300 per room	6% of GRR plus 3% of gross f&b revenue	1% of gross rooms revenue	\$2.75/room/accounting period; \$4.05-\$4.30/gross reservation; \$.32/transaction	N/A
Master Host Inns	N/A	\$15,000	4% of gross rooms revenue	2.5% of gross rooms revenue	included in other fees	N/A
Microtel Inns & Suites	60 (approx.)	greater of \$40,000 or \$400 per room	5% of GRR 1st year; 6% thereafter	3% of GRR 1st year; 2% thereafter	included in other fees	\$47,000-\$71,600
Motel 6	40	\$25,000	4% of gross rooms revenue	3.5% of gross rooms revenue	included in other fees	\$38,000-\$51,000
NYLO Hotels	150	greater of \$60,000 or \$400 per room	5% of gross rooms revenue	3.5% of gross rooms revenue	included in other fees; 3rd-party fees apply	\$68,000-\$79,000

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Park Inn	N/A	greater of \$35,000 or \$350 per room	4.5% of gross rooms revenue	2% of gross rooms revenue	1.25% of gross rooms revenue	N/A
Passport Inn	N/A	\$5,000	3% of gross rooms revenues	2.5% of gross rooms revenues	included in marketing fees	N/A
Preferred Boutique	25	\$100 per room, \$5,000 minimum	\$300 per room, \$15,000 minimum	\$10,000	voice, 10% GDS, 7% Internet, \$12	\$200,000
Preferred Hotels & Resorts	100	\$100 per room, \$20,000 minimum	\$300 per room, \$25,000 minimum	\$20,000 per year	voice, 10% GDS, 7% Internet, \$12	\$275,000
Quality	N/A	\$300 per room, \$35,000 minimum; \$50,000 minimum for suites	4.5% of gross rooms revenue	2.1% of gross rooms revenue	1.75% of gross rooms revenue	\$45,000-\$55,000
Radisson Hotels & Resorts	N/A	greater of \$75,000 or \$500 per room	greater of 5% of gross rooms revenue or \$150,000 per year	2% of gross rooms revenue	2% of gross rooms revenue	N/A
Ramada	100 (approx.)	\$1,000 + greater of \$35,000 or \$350 per room (includes app fee)	4% of gross rooms revenue	2.5% of gross rooms revenue	2% of gross rooms revenue + GDS fees	\$50,200-\$75,700
Red Carpet Inn	N/A	\$10,000	3.5% of gross rooms revenue	2.5% of gross rooms revenue	included in other fees	N/A
Red Lion Hotels	150	\$60,000	4.5% of gross rooms revenue	4% of gross rooms revenue	included in other fees	N/A
Red Roof Inn	75	\$30,000	4.5% of gross rooms revenue	4% of gross rooms revenue	included in other fees	\$50,000
Renaissance Hotels & Resorts	N/A	greater of \$60,000 or \$200 per room	5% of gross rooms revenue + 3% of ClubSport revenue	1.5% of gross rooms revenue + 1.5% of ClubSport revenue	\$2.25/room/accounting period; \$4.10-\$4.41/gross reservation; \$.32/transaction	N/A
Residence Inn by Marriott	N/A	greater of \$60,000 or \$500 per suite	5.5% of gross rooms revenue	2.5% of gross rooms revenue	included in other fees	N/A
Rodeway Inn	N/A	\$125 per room; \$10,000 minimum	\$31 per room per month	\$19 per room per month	included in marketing fees	\$25,000-\$32,000
Scottish Inns	N/A	\$7,500	3% of gross rooms revenue	2.5% of gross rooms revenue	included in marketing fees	N/A
Select Inn	N/A	\$15,000	3% of GRR or \$17/room	1% of GRR or \$7/room	GDS: 8%/res + \$5.50 transaction fee; voice: 8% website: 8%	N/A
Settle Inn & Suites	40-50	\$25,000	3% of GRR 1st year; 3.5% thereafter	1% of gross rooms revenue	based on delivered res through InnLink	\$65,000
Sheraton Hotels & Resorts	N/A	\$85 per key plus \$300/key over 200 rooms	8% of gross rooms revenues	1% of gross rooms revenue	0.8% of gross rooms revenue + \$8.65 per room per month	\$165,000-\$251,000
Sleep Inn	N/A	\$300 per room, \$40,000 minimum	4.65% of gross rooms revenue	2.1% of gross rooms revenue	1.75% of gross rooms revenue	\$45,000-\$55,000

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SpringHill Suites by Marriott	N/A	greater of \$50,000 or \$400 per suite	5% of gross rooms revenue	2.5% of gross rooms revenue	.4% of GRR; + \$3.15 per non-property reservation	N/A
Staybridge Suites	80	\$500 per room, \$50,000 minimum	5% of gross rooms revenue	2.5% of gross rooms revenue	included in other fees	\$88,854-\$118,218+
Sterling Hotels	50	\$70 per room, \$5,000 minimum	\$150 per room \$10,000 minimum	\$10,000	voice, 10% GDS, 7% Internet, \$12	\$150,000
Studio 6	80	\$25,000	5% of gross rooms revenue	2% of gross rooms revenue	included in other fees	\$46,000-\$57,000
Suburban Extended Stay Hotel	N/A	\$225 per suite, \$30,000 minimum	5% of gross rooms revenue	2.5% of gross rooms revenue	included in other fees	\$35,000-\$45,000
Summit Hotels & Resorts	100	\$70 per room, \$7,000 minimum	\$150 per room, \$10,000 minimum	\$15,000	voice, 10% GDS, 7% Internet, \$12	\$175,000
Super 8	50 (approx.)	Conversion: \$25,000 + \$100/room over 120; New construction: \$26,500 + \$100/room over 120	5.5% of gross rooms revenue	3% of gross rooms revenue	included in other fees	\$41,200-\$52,300
TownePlace Suites by Marriott	N/A	greater of \$50,000 or \$400 per suite	5% of gross rooms revenue	1.5% of gross rooms revenue	.9% of GRR; plus \$1.10 per non-property reservation	N/A
Travelodge	40 (approx.)	\$1,000 + greater of \$35,000 or \$350 per room	4.5% of gross rooms revenue	2% of gross rooms revenues + 5-10 cents/room/day	2% of gross rooms revenue (excluding GDS fees)	\$38,500-\$61,500
Value Place	108	greater of \$49,600 or \$400 per room	5% of gross rooms revenue	pro rata per project	varies	\$26,000
Vista Inn	N/A	\$20,000	\$17/room/month; \$850 minimum	\$7 per room	GDS: 8%/res + \$5.95/transaction voice/web: 8%	N/A
Waldorf Astoria Hotels & Resorts	N/A	\$50,000	5% of gross rooms revenue	4% of gross rooms revenue	N/A/	\$44,819-\$70,131 for 300 rooms
Westin	N/A	\$85/room plus \$300/key over 200 rooms	10% of gross rooms revenue	2% of gross rooms revenue	0.8% of GRR + \$8.65 per room per month	\$180,000-\$297,000
Wingate by Wyndham	60 (approx.)	\$1,000 + greater of \$35,000 or \$350 per room	4.5% of gross rooms revenue	4% of gross rooms revenue	included in other fees	\$60,700-\$73,100
WORLDHOTELS	varies	350 Euro/room; 35,000 Euro minimum	none	none	3% of total room revenue + \$7/ delivered res	N/A
Wyndham Hotels & Resorts	100 (approx.)	\$10,000 plus \$300 per room	5% of gross rooms revenue	3% of gross rooms revenue	varies (excluding GDS fees)	\$90,300-\$194,700
XP by NYLO Hotels	90	\$45,000 minimum + \$350/key over 127 keys	5% of gross rooms revenue	3% of gross rooms revenue	included in other fees; 3rd party fees apply	\$46,000-\$52,000

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