I have ded items to improve everall project angel for City		
Opgraded items to improve overall project apeal for City	¢	350,000
Gooplers to ouro poer poil conditions	¢ ¢	350,000
Lingraded feagle from all EIES to Argustane/Briels/EIES	Ъ Ф	250,000
Upgraded laçade from all EIFS to Arcustone/Bhck/EIFS	φ ¢	250,000
Opyrade dimensional relief of Façãoe	\$ ¢	100,000
Opgrade architectural details like balusters and lintels	\$	100,000
Enlarged meeting space from 12005F to 2100 SF	5	100,000
Performance Bonds required by developer agreement	\$	60,000
Water & sewer meter fee (1-2" & 2-3/4" mains)	\$	56,000
Upgrade sewer line along 2nd avenue	\$	30,000
Upgraded Street Scaping	\$	30,000
Electrical tranformer enclosures for neighborhood	\$	30,000
Covered walk for Star Garage	\$	25,000
Dumpster enclosures	\$	25,000
Contribution to solid waste relocation	\$	20,000
Upgraded exterior lighting package	\$	20,000
Electrical Transformer enclosure for hotel	\$	20,000
Remove & install existing brick pavers and expand side walk width	\$	20,000
Relocate electrical transformer	\$	15,000
Upgrade common sewer line to star Garage	\$	12,000
Water & sewer Inspection fee	\$	10,000
Relocate electrical junction boxes	\$	5,000
Relocate traffic signal controller	\$	5,000
Storm water cost and connection fee	\$	-
Added cost due to off site staging and compressed on site lay down		?
Water & sewer tap charges		?
Electrical meter fees		?
Undergrounding utilities	include	d in transformers
Total cost of items	\$	1,533,000
Annual payment based on 15 yr amortization at 11%		(\$213,187.01)

Gainesville Incentive Request

6/11/2007

CRA Staff comment:

With the exception of the costs related to enlarged meeting space (\$100,000) and performance bonds (\$60,000), all of the items listed by the applicant are reimbursable expenses. Thus, the total amount of reimbursable expenses is \$1,373,000. The "but for" gap is derived from these expenses.

Upgraded items to improve overall project apeal for City		
Added cost to locate public areas on 2nd floor to allow retail on 1st floor	\$	350,000
Geopiers to cure poor soil conditions	\$	250,000
Upgraded façade from all EIFS to Arcustone/Brick/EIFS	\$	250,000
Upgrade dimensional relief of Façade	\$	100,000
Upgrade architectural details like balusters and lintels	\$	100,000
Water & sewer meter fee (1-2" & 2-3/4" mains)	\$	56,000
Upgrade sewer line along 2nd avenue	\$	30,000
Upgraded Street Scaping	\$	30,000
Electrical tranformer enclosures for neighborhood	\$	30,000
Covered walk for Star Garage	\$	25,000
Dumpster enclosures	\$	25,000
Contribution to solid waste relocation	\$	20,000
Upgraded exterior lighting package	\$	20,000
Electrical Transformer enclosure for hotel	\$	20,000
Remove & install existing brick pavers and expand side walk width	\$	20,000
Relocate electrical transformer	\$	15,000
Upgrade common sewer line to star Garage	\$	12,000
Water & sewer Inspection fee	\$	10,000
Relocate electrical junction boxes	\$	5,000
Relocate traffic signal controller	\$	5,000
Storm water cost and connection fee	\$	-
Added cost due to off site staging and compressed on site lay down		?
Water & sewer tap charges		?
Electrical meter fees		?
Undergrounding utilities	includeo	l in transformers
Total cost of items	\$	1,373,000

#### Review and Summary of Conclusions of the Hampton Inn & Suites Hotel Proposal

RERC has been asked to review the Hampton Inn & Suites proposal as submitted by the Windsor Aughtry Company for the development of 124 room hotel on a publicly-owned parcel (lot #9) in downtown Gainesville. The purpose of the review was to analyze and respond to the changes presented by the developer since their submission of January, 2006.

The specific modifications, or revisions, to the initial submission related to increases in costs to both the initial capital requirements as well as on-going operational expenses. These modifications are specified in Attachment "A". The most significant elements of the increases related to 1) the site/foundation costs; 2) overall increase in construction costs; 3) increases in insurance premiums; and 4) the anticipated increase in property taxes. On the capital side, the increases requested from the CRA incentives amounted to an additional \$55,000. Attachment "B" provides three charts, the first one indicating the original incentive request, the second presenting the revised request, with the third providing the calculations based on our findings and input from staff. Please note that the calculations for first two charts were erroneously based on the total property taxes (city, county, school board, water management district, etc.) not on the tax increment amount.

Relating only to those items that were not in the original request or have been revised upward, the following are our conclusions:

- Construction cost increases from \$100/SF to \$114/SF seem to be appropriately justifiable. Costs for concrete, steel and sheetrock have been significantly higher over the past 18 months and are beginning to moderate. Separate discussions with other contractors/construction projects indicate the developer's costs are consistent with the current market.
- Increase in insurance rates from \$25,000 to \$100,000. The current insurance environment in the state of Florida as a result of hurricane and other weather related damages has dramatically increased premiums. Checking with current hotel developers/managers, they have verified that the proposed cost of \$800+ per room premium is consistent with inland hotel properties in Florida.
- The \$250,000 costs associated with the proposed construction technology for the foundation was difficult to verify from another independent source since it is very sitespecific regarding soils, bedrock depth, etc. We therefore, have no comment regarding this cost.
- With the exception of the property taxes annual costs, the overall proforma projections appear to be consistent with industry standards and the anticipated market in Gainesville when this property would be coming online.
- The developer has indicated that the projected property taxes for this hotel have increased to \$250,000 per year over the original \$120,000 per year or a \$130,000 per year increase in operating expenses. It is our understanding that these figures were

based on meetings with the Alachua County Property Appraiser's staff. We feel that the tax figures are at the high end of the spectrum for a limited service hotel property. However, even if the taxes do not initially meet these projections, the historical records for properties with in the CRA area should grow faster than the conservative 3% growth rate indicated in Attachment "B". Over the fifteen year period of the proposed rebates, the overall revenues should be available to support the incentive package.

In summary, the proposed incentive package would be supported by the development and be consistent with the CRA's policy of not exceeding over 70% of the tax increment in rebates for the agreed upon rebate period. In this particular case, the rebate percentage over a 13 year period would average around 59% of the increment revenue.

		0 Year 0	1 Year 1	2 Year 2	3 Year 3	4 Year 4	5 Year 5	6 Year 6	7 Year 7	8 Year 8	9 Year 9	10 Year 10	11 Year 11	12 Year 12	13 Year 13	14 Year 14	15 Year 15	١
GROSS OPERATING PROFIT		5	6 1,251,358	1,357,365	1,429,088	1,521,815	1,599,763	1,646,645	1,695,443	1,746,353	1,799,073	1,853,003						
TIE REBATE			(46 750)	(102,000)	(105,060)	(76,380)	(78,660)	(81,000)	(83.460)	(85,980)	(88 560)	(91 200)						
PROPERTY INSURANCE	3%		50,000	51,500	53,000	54,600	56,200	57,900	59,600	61,400	63,200	65,100						
	3%		55,000	120,000	123,600	127,300	131,100	135,000	139,100	145,500	147,600	152,000						
			227,400	273,600	320,390	371,800	384,800	395,604	405,204	415,104	425,204	435,704						
			285,650	343,100	391,930	477,320	493,440	507,504	520,444	533,824	547,444	561,604						
		05	965,708	1,014,265	1,037,158	1,044,495	1,106,323	1,139,141	1,174,999	1,212,529	1,251,629	1,291,399						
DEBT SERVICE:	•	25	045 500	000 007	500 400	505 000	570 755	504 000	540.000	500 700	540.005	504.050						
INTEREST	\$	8,490,984	615,596	606,207	596,138	585,338	573,755	561,333	548,009	533,720	518,395	501,959						
		7.25%	129,504	138,893	148,962	159,762	1/1,345	183,767	197,091	211,380	226,705	243,141						
TOTAL DEBT SERVICE			745,100	745,100	745,100	745,100	745,100	745,100	745,100	745,100	745,100	745,100						
NET CASH FLOW			220,608	269,165	292,058	299,395	361,223	394,041	429,899	467,429	506,529	546,299						
CASH FLOW FROM INVESTMENT INVESTMENT RETURN/(EQUITY) OPERATING CASH FLOW	\$	(3,168,000)	-	- 269 165	- 292.058	- 299 395	- 361 223	- 394 041	- 429 899	-	-	4,585,986						
TOTAL CASH FLOW		(3 168 000)	220,000	269,165	202,000	200,000	361 223	394 041	420,000	467.429	506 529	5 132 285						
IRR		13.2%	220,000	203,103	292,030	299,090	301,223	354,041	429,099	407,423	500,525	5,152,205						
FRONT-END INCENTIVES																		
RELOCATE UTILITIES		60,000																
OFF_SITE STORMWATER		100,000																
PERFORMACE ON BONDS		45,000																
BUILDING PERMITS		25,000																
SE 2ND AVE BALCONY		87,500																
COVERED WALK		-																
BACK-END INCENTIVES																		
TIF REBATE			46,750	102,000	105,060	76,380	78,660	81,000	83,460	85,980	88,560	91,200	93,960	96,780	99,660	-	-	
TOTAL	\$	317,500	46,750	102,000	105,060	76,380	78,660	81,000	83,460	85,980	88,560	91,200	93,960	96,780	99,660	-	-	
NPV> Discount Rate>	\$	873,698 = 9.0%	= Target NPV															
PROPERTY TAX INCREMENT	3%		132,040	136,000	140,080	127,300	131,100	135,000	139,100	143,300	147,600	152,000	156,600	161,300	166,100	171,100	176,200	
			47%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
			75%	75%	75%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	0%	0%	
REVISED INCENTEIVES																		
Front-end incentives																		
Relocate Utilities		60,000																
Off-site stormwater																		
Performance on bonds		45,000																
Building permits																		
SE 2nd Ave balcony																		
Coverd walk for star garage		15,000																
Back-end incentives																		
TIF rebate on taxes																		
Change in program cost/revenues Foundation cost due to poor soil		250,000																
Property insurance	3%		-	-	-			-	-	-		-	-	-	-	-	-	
Property taxes	3%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Revised TIF Rebate	- , -		54,190	57.140	60.190	63.320	66.550	69.880	73.310	76.840	80,470	84.210	88.070	92.040	96.130	100.350	104.690	
TOTAL	\$	370,000	54,190	57,140	60,190	63,320	66,550	69,880	73,310	76,840	80,470	84,210	88,070	92,040	96,130	100,350	104,690	
NPV> Discount Rate>	\$	873,700 9.0%																
Additional TIF required> NPV>	\$ \$	52,500 1	7,440	(44,860)	(44,870)	(13,060)	(12,110)	(11,120)	(10,150)	(9,140)	(8,090)	(6,990)	(5,890)	(4,740)	(3,530)	100,350	104,690	
		9	5 77,066 55%	81,270	85,600	90,060	94,653	99,384	104,257	109,276	114,446	119,771	125,256	130,905	136,724	142,717	148,890	
	3%	9	5 140,120 100%	144,324 100%	148,654 100%	153,114 100%	157,707 100%	162,438 100%	167,311 100%	172,330 100%	177,500 100%	182,825 100%	188,310 100%	193,959 100%	199,778 100%	205,771 100%	211,944 100%	
	70%	15	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	

16	17	18	19	20
Year 16	Year 17	Year 18	Year 19	Year 20

-	-	-	-	-
-	-	-	-	-
181,500 100% 0%	186,900 100% 0%	192,500 100% 0%	198,300 100% 0%	204,200 100% 0%
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
155,248	161,797	168,543	175,491	182,647
218,302 100% 0%	224,851 100% 0%	231,597 100% 0%	238,545 100% 0%	245,701 100% 0%

	TOTAL	Year 1 2010	Year 2 2011
3% 55% TIF Revenue stream Rebate to Project Residual to CRA	\$ 4,650,000 2,557,700 1,507,600 1,050,100	\$ 250,000 137,500 123,800 13,700	257,500 141,600 127,400 14,200
TIF Rebate % to Development	Average 59% TOTAL	90%	90%
NPV to Developer NPV to CRA NPV of Total TIF Revenue	\$ 802,200 357,000 \$ 1,159,200		
Discount Factor>	11%		

Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
2012	2013	2014	2015	2016	2017
265,200	273,200	281,400	289,800	298,500	307,500
145,900	150,300	154,800	159,400	164,200	169,100
131,300	135,300	139,300	95,600	98,500	101,500
14,600	15,000	15,500	63,800	65,700	67,600
90%	90%	90%	60%	60%	60%

Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
2018	2019	2020	2021	2022	2023	2024
316,700	326,200	336,000	346,100	356,500	367,200	378,200
174,200	179,400	184,800	190,400	196,100	202,000	208,000
104,500	107,600	110,900	114,200	117,700	-	-
69,700	71,800	73,900	76,200	78,400	202,000	208,000
60%	60%	60%	60%	60%	0%	0%



#### Hampton Inn & Suites - Gainesville, FL Revised TIF Request May 29, 2007

The original response to the RFP on Lot 9, requested approximately \$317,500 in up front incentives which were to go towards various site specific expenses during construction. Through the due diligence process, several of these have been reduced or eliminated. Below is a summary of the each item.

Utility Relocation Expense: Original \$60,000 budget remains.

- Electrical Transformer on SW corner shall be relocated to the rear of the hotel building. The developer is to install conduit and concrete from the SW corner of the site to the new pad location. GRU will furnish and install two transformers and pull the wires to the new location at their expense. The two transformers that are planned for behind the building, include one to serve the hotel and one to serve the neighborhood. The civil engineer estimates this cost to be approximately \$15,000.
- Electrical Junction boxes along SE 1<sup>st</sup> St currently service the interior parking lot lights. They shall be terminated and removed. Estimated cost \$5000.
- Traffic signal controller at SW corner of site no longer has any signal equipment in it, but does have some electrical junctions to it. They will need to be relocated into a in ground junction box within the sidewalk area. Estimated cost \$5000.
- Solid Waste will relocate the collection station to the corner of 1<sup>st</sup> Ave & Third St. (corner of US Post Office parking lot). Solid waste has asked for a contribution to help off set costs. Estimate \$5000 for demolition not including contribution.
- Public pay phone shall be removed and terminated. Cost should be less than \$1000.
- Sewer line along SW 2<sup>nd</sup> Ave needs to be upgraded using either a slip liner or a pipe burst technique. The civil engineer estimates this cost at \$15,000-\$30,000 depending on which technique is used.
- Common sewer line in 20' leased strip needs to be upgraded as well. Engineer estimates \$12000 including a man hole at connection in SW 2<sup>nd</sup> Ave.

**Off-site Storm water:** Requested connection to off site system at no cost to developer. Tie in should be available at the SW corner of the site. Storm Water management fees are built into property taxes as additional Millage.

**Performance Bonds and Permits:** Requested no bond and ½ price on building permits. The site qualifies for ½ price building permits under the empowerment zone. Performance bonds for the subs are budgeted at \$50,000.

SE  $2^{nd}$  Ave Balcony: Requested  $\frac{1}{2}$  of budgeted cost of \$175,000. Balcony has been deleted.

In addition to these previously requested subsidies, we have encountered several other hidden or unanticipated costs during the due diligence process.

**Site Work:** The Geotechnical study indicated poor soil conditions across the site. To achieve the required bearing capacity for the building there are two solutions. The first solution is to remove the top 8' of dirt on the site and replace it with new structurally compacted fill and then set the building on a shallow foundation system. This solution was ruled out, due to the proximity of neighboring buildings and the noise and vibration associated with compaction. The second solution is to drill and install a system of micro pilings across the site to a depth of 30'-60' bearing on bedrock. This solution will add approximately \$250,000 to the cost of site work.

**Construction costs:** Over the last eighteen months, our construction costs have increased from \$100/SF to \$115 per square foot, fueled in part by the hurricanes that have passed through Florida in the last few years.

**Property Taxes:** Originally budgeted at \$120,000, consistent with similar sized properties we own elsewhere, we now calculate property taxes in Downtown Gainesville to be approximately \$250,000 per year.

**Property Insurance:** Originally budgeted at \$25,000 per year, again, consistent with our other properties, including Tallahassee, FL, we now estimate this cost at \$100,000 per year given the current state of the insurance market in Florida.

Fortunately, most of the construction cost increase, when financed with twenty-five year debt, can be offset with the recent increase in rental rates for the lodging market in Gainesville. Unfortunately, the increase of \$300,000 in front end expenses and \$150,000 in recurring annual expenses, is still too much burden for the project. The projected internal rate of return has dropped from 13.2% to 6.9%, well below our threshold for moving forward with this project. This return can be increased back to a 12.5% internal rate of return by increasing the TIF request to 90% for twenty years. A copy of the original proforma and revised proforma is attached.

In summary, this deal is projecting a very thin return based on today's market conditions, but we believe Downtown Gainesville is headed in the right direction and has good momentum to continue its resurgence. In our opinion, Downtown is only going to get better and stronger, which is why we are continuing to pursue the project.

Hampton Inn & Suites - Gainesville, FL Net Present Value Analysis of City Incentives 29-May-07

## Request From RFP

	Year 0	Year 1	^	/ear 2	Year 3	, Ye:	ar 4	Year 5	Year 6	Υея	ır 7
Front End Incentives								i i		2	-
Relocate utilities (100% of cost)	\$ 60,000										
Off Site Storm Water (100% of cost)	\$ 100,000										
Performance Bonds (1/2 of \$90,000)	\$ 45,000										
Building Permits (1/2 of \$50,000)	\$ 25,000										
SE 2nd Ave Balcony (1/2 of \$175,000)	\$ 87,500										
Back End incentives											
TIF Rebate on Taxes (3yrs @ 75%; 10 yrs @ 60%)	۔ ج	\$ 46,750	\$	102,000 \$	105,060	\$	6,380 \$	78,660	\$ 81,000	8 8	3.460
Total Incentive Package	\$ 317,500	\$ 46,750	\$	102,000 \$	105,060	\$ 1	6,380 \$	78,660	\$ 81,000	8	3,460
*NPV @ 13.2%	\$ 729,897										

# **Revised Incentive Request**

		Year 0	Year 1	Year 2	Year 3	Year	~	rear 5	Year 6	Yez	ar 7
Relocate utilities	Ś	(000)							)   		
Off Site Storm Water (100% of cost)	\$										
Performance Bonds (1/2 of \$90,000)	S	(45.000)									
Building Permits (1/2 of \$50,000)	\$	• •									
SE 2nd Ave Balcony (1/2 of \$175,000)	ŝ	\$									
Covered walk for Star Garage	ŝ	(15,000)									
Increase in foundation cost due to poor soil	Ś	(250,000)									
Increase in construction costs	ŝ	•									
Increase in property insurance	<del>69</del>		\$ (75,000) \$	\$ (77,250)	\$ (79.568)	\$ (81,	955) \$	(84.413)	86.946)	\$ (8	19.554)
Increase in property taxes (based on 80% of \$12.5mm)	Ś	•	\$ (150,000)	\$ (154,500)	\$ (159,135)	\$ (163.	909) S (	168.826)	\$ (173,891	\$ (17	9.108)
90% TIF Rebate on Real Property (taxes based on 80% of \$11mr	<del>ا</del>		\$ 104,840	\$ 104,840	\$ 104,840	\$ 104.	340 \$	104.840	8 104,840	\$	14.840
90% TIF Rebate on FF&E (taxes based on \$1.5mm)			\$ 17,870	\$ 17,870	\$ 17,870	\$ 17	370 \$	17.870	5 17,870	,	7.870
Total	\$	(370,000)	\$ (102,289) \$	\$ (109,039)	\$ (115,992)	\$ (123,	153) \$ (	(130,529)	\$ (138,126)	\$ (14	15,951)
*NPV @ 13.2%	\$	(1,228,265)									
Additional TIF requested	÷	(317,500)	\$ 75,961	8 20,711	\$ 17,651	\$ 46,	331 \$	44,051	\$ 41,711	න භ	19,251
*NPV @ 13.2%	ŝ	22,536									

\* 13.2% was the effective IRR shown in RFP response with incentives

Hampton Inn & Suites - Gainesville, FL Net Present Value Analysis of City Incentives 29-May-07

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Request From RFP												
	~	ear 8	Year 9	Year 10	ž	ear 11	Vaar 19	1	/oar 13	Voor 14	Voor 16	Voor 16
Front End Incentives		:	•	1		-		-	2			
Relocate utilities (100% of cost)												
Off Site Storm Water (100% of cost)												
Performance Bonds (1/2 of \$90,000)												
Building Permits (1/2 of \$50,000)												
SE 2nd Ave Balcony (1/2 of \$175,000)												
Back End incentives												
TIF Rebate on Taxes (3yrs @ 75%; 10 yrs @ 60%)	\$	85,980	88,560	\$ 91,200	Ś	93.936	\$ 96.75	\$	99.656	، دی	, tr	
Total Incentive Package	\$	85,980	88,560	\$ 91,200	\$	93,936	\$ 96,75	4	99,656	\$	•	\$
*NPV @ 13.2%												
5												
Revised Incentive Request												
	~	ear 8	Year 9	Year 10	ž	ear 11	Year 12	~	ear 13	Year 14	Year 15	Year 16

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		Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16
	Relocate utilities								-	
	Off Site Storm Water (100% of cost)									
	Performance Bonds (1/2 of \$90,000)									
	Building Permits (1/2 of \$50,000)									
	SE 2nd Ave Balcony (1/2 of \$175,000)									
	Covered walk for Star Garage									
	Increase in foundation cost due to poor soil									
	Increase in construction costs									
	Increase in property insurance	\$ (92,241) \$	(95,008)	(97,858)	\$ (100.794)	\$ (103,818)	\$ (106,932)	\$(110.140)	\$(113,444)	\$1116 848)
	Increase in property taxes (based on 80% of \$12.5mm)	\$ (184,481) \$	(190,016) \$	(195,716)	\$ (201.587)	\$ (207,635)	\$ (213.864)	\$(220.280)	\$(226,888)	\$ (233 605)
	90% TIF Rebate on Real Property (taxes based on 80% of \$11mm)	\$ 104,840 \$	104,840 \$	104,840	\$ 104.840	\$ 104.840	\$ 104.840	\$ 104.840	\$ 104 840	\$ 104 R40
	90% TIF Rebate on FF&E (taxes based on \$1.5mm)	\$ 17,870 \$	17,870	17,870	\$ 17,870	\$ 17.870	\$ 17,870	\$ 17.870	\$ 17.870	\$ 17,870
Total		\$ (154,011) \$	(162,313) \$	(170,863)	\$ (179,671)	\$ (188,742)	\$ (198,086)	\$(207,709)	\$(217,622)	\$(227,832)
® vqv⁺	13.2%									

Additional TIF requested \*NPV @ 13.2%

23,055 \$ 122,711 \$ 122,711 \$ 122,711 25,957 \$ Ś 28,775 Ś 31,511 69 34,151 ↔ 36,731 69

 $^{\star}$  13.2% was the effective IRR shown in RFP response with incentives

Hampton Inn & Suites - Gainesville, FL Net Present Value Analysis of City Incentives 29-May-07				
Request From RFP		;	2	;
Front End Incentives Relocate utilities (100% of cost) Off Site Storm Water (100% of cost) Performance Bonds (1/2 of \$90,000) Building Permits (1/2 of \$50,000) SET 2nd Avid Performation (1/2 of \$50,000)			Year 19	Year ZU
Back End incentives TIF Rebate on Taxes (3yrs @ 75%; 10 yrs @ 60%)				
Total Incentive Package		•	•	- \$
*NPV @ 13.2%				
Revised Incentive Request	:	:	:	
Relocate utilities Off Site Storm Water (100% of cost) Performance Bonds (1/2 of \$90,000) Building Permits (1/2 of \$50,000) SE Znd Ave Balcony (1/2 of \$175,000) Covered walk for Star Garage Increase in foundation cost due to poor soil Increase in Construction costs	Year 17	Year 18	Year 19	Year 20
Increase in property insurance Increase in property taxes (based on 80% of \$12.5mm)	\$ (120,353) \$ (240,706)	\$(123,964) \$(247.927)	\$ (127,682) \$ (255,365)	\$(131,513) \$(263.026)
90% TIF Rebate on Real Property (taxes based on 80% of 90% TIF Rebate on FF&E (taxes based on \$1.5mm)	of \$11mm) \$ 104,840 \$ 17,870	\$ 104,840 \$ 17,870	\$ 104,840 \$ 17,870	\$ 104,840 \$ 17,870
Total	\$ (238,348)	\$(249,180)	\$(260,337)	\$(271,828)
*NPV @ 13.2%				
Additional TIF ranuasted		774 COT 4		

Additional TIF requested \*NPV @ 13.2%

\$ 122,711 \$ 122,711 \$ 122,711 \$ 122,711

\* 13.2% was the effective IRR shown in RFP response with incentives

070223

## Preliminary Proforma Financial Projections

Proposed Hampton Inn & Suites - Downtown Gainesville, Florida

> 122 Keys 79 rooms / 43 studio suites

> > Chris Cargen 2/1/2006

FROM RFP WITH CITY INCENTIVES

## HAMPTON INN & SUITES interior corridor Non-Standard Prototype with Outdoor Swimming Pool

Downtown Gainesville, FL

COST

## PROJECT COSTS 122 KEYS & DEVELOPMENT BUDGET

	707.4	PER
DIRECT COSTS:	IUTAL	ROOM
Land including Acquisition Fee	\$500.000	\$4 009
Architectural & Engineering Fees	\$185,000	\$4,090 \$1,516
Construction Contrad 86.360 sf \$100.00 per sf	\$8,636,000	\$70 787
Utility Relocation Expense	40,000,000	ψι0,ι01
Off site storm water		
Site Work	\$100.000	\$820
Performance Bonds, Permits etc.	\$25,000	\$205
Landscaping	\$50,000	\$410
F, F & E Design Fees	\$35,000	\$287
F, F & E Purchasing Fees	\$50,000	\$410
SW 2nd Ave Balcony	\$87,500	\$717
Furniture, Fixtures & Equipment (F,F & E)	\$1,464,000	\$12,000
Franchise Commitment Fee	\$61,000	\$500
Appraisal/Market Study	\$15,000	\$123
Travel/Project Expense	\$50,000	\$410
Contingency/Rounding	\$260,000	\$2,131
TOTAL DIRECT COSTS:	\$11,518,500	\$94,414
INDIRECT & FINANCING COSTS:		
Closing Costs/Legal/Recording Fees/Taxes	\$65.000	\$533
Development Fee	\$300.000	\$2,459
Lender's Inspecting Architect	\$10,000	\$82
Construction Mortgage Fee (1/2%)	\$47.500	\$389
Construction Loan Interest @ 6.5%, 10 mo.	\$220,000	\$1,803
Property Taxes during construction	\$10,000	\$82
TOTAL INDIRECT & FINANCING COSTS	\$652,500	\$5,348
PRE-OPENING COSTS:		
Preopening Operations	\$175.000	\$1,434
Initial Inventories	\$122,000	\$1.000
TOTAL PRE-OPENING COSTS	\$297,000	\$2,434
TOTAL PROJECT COSTS	\$12,468,000	\$102,197
WORKING CAPITAL	\$200,000	\$1,639
TOTAL PROJECT COSTS		
PLUS WORKING CAPITAL	\$12,668,000	\$103,836
PERMANENT FINANCING: FOULTY	\$2 169 000	05 00/
MORTGAGE	40,100,000 Ca 500,000	20.0% 75.0%
TOTAL	\$12,668,000	10.0%
	φ12,000,000	100.0%

**INCOME & EXPENSE PROFORMA** 

YEAR 1 = 2008	YEA	R 1	YE	AR 2	YE	AR 3	YE	AR 4	YEI	LR 5
STATISTICS:										
Rooms	122		122		122		C (7 F			
Room Nights Available	44 530		AA 530		771 221		771		771	
Room Nights Sold	29,835		34.174		000,44 000,000		44,330		44,530	
Occupancy %	67 0%		700.04		200,20		206'70		33,398	
Average Rate (Sold)	00000		#10.0%		0/17/		14.0%		75.0%	
	00.884		06.201¢		\$106.05		\$109.23		\$112.51	
REVENUES:										
Rooms	\$2,953,700	97.1%	\$3,209,400	97.1%	\$3.400.100	97.1%	\$3 599 400	97 1%	\$3 757 500	07 10/
Telephone	\$15,200	0.5%	\$16,500	0.5%	\$17,500	0.5%	\$18 500	0 5 %	\$10,400	0.50
Rentals and Other Income	\$73,800	2.4%	\$80.200	2.4%	\$85 000	2 4%	200,000	2.4%	603 000	9 C C
TOTAL REVENUES	\$3,042,700	100.0%	\$3,306,100	100.0%	\$3.502.600	100.0%	\$3,707,900	100.0%	\$3 870 800	100 007
DEPARTMENTAL EXPENSE:									00010-00100	10.001
Rooms	004 6643	102 10	000 0010							
Hilton Houses	001'07'00 010 010	0%.0.47	\$/80,3UU	24.3%	\$633,000	24.5%	\$881,900	24.5%	\$920,600	24.5%
	413,043	%6.2	\$80,235	2.5%	\$85,003	2.5%	\$89,985	2.5%	\$93,938	2.5%
	\$14,400	94.7%	\$15,700	95.2%	\$16,600	94.9%	\$17,600	95.1%	\$18,400	94.8%
TOTAL DEDADTAFITAL FUNCTION	\$40,600	55.0%	\$44,100	55.0%	\$46,800	55.1%	\$49,500	55.0%	\$51,600	55.0%
CUAL DEFAMINENTAL EXPENSE	\$811,943	26.7%	\$882,235	26.7%	\$934,603	26.7%	\$989,485	26.7%	\$1,032,938	26.7%
DEPARTMENTAL PROFIT (LOSS):										
Rooms	\$2.156.158	73.0%	\$2.342.865	73 0%	\$2 482 098	70 U 52	¢0 607 646	73 09/	40 710 060	100 62
Telephone	\$800	5.3%	SB00	4.8%	000'301'34	5 10/		02.0.01 A DOV	34,142,903 64,000	13.0%
Rentals and Other Income	\$33,200	45.0%	\$36.100	15.00%	000 003	0/1.0		4.9%	000'L\$	9.7.6
TOTAL DEPARTMENTAL PROFIT (LOSS)	CO 100 4E0	100 04	100 000	20.0%	007'00\$	44.37/0	\$40,500	45.0%	\$42,300	45.0%
	9C1 0A1 70	12.0%	\$2,3/9,/05	(2.0%	\$2,521,198	72.0%	\$2,668,915	72.0%	\$2,786,263	72.0%
UNDISTRIBUTED OPERATING EXPENSE:										
Administrative & General	\$301,000	6.9%	\$327,000	9.9%	\$347,000	%66	\$367 000	0 0%	\$378,000	0 80/
HI Franchise Royalty Fees (5% of RS)	\$147,700	4.9%	\$160,500	4 9%	\$170,000	700 7	\$180 000	100	000,0100 000	9.0% 10%
Marketing	\$150,000	4.9%	\$154 500	A 7%	\$159.100	A 50%	4 162 000	4.47%	4107,9UU	4.4%
HI Marketing Fees (4% of RS)	\$118 100	3 0%	\$128 ADD	200 6	6128,000	\$0. <del>1</del>	002'201¢	4.4%	\$108,800	4.4%
Repairs & Maintenance	\$100,000	3.3%	\$120,000	2 60%	\$140,000	0/A/0	\$144,000	3.9%	\$150,300	3.9%
Energy Costs	\$122,000	A 0.02	#122,000			%0. <del>1</del>	\$144,2UU	3.9%	\$148,500	3.8%
TOTAL UNDISTRIBUTED OPERATING EXP.	\$938,800	30.9%	\$1,022,400	30.9%	\$1,092,100	4.0% 31.2%	\$1,147,100	30.9%	\$155,000 \$1 188 500	30.7%
<b>GROSS OPERATING PROFIT</b>	\$1,251,358	41.1%	\$1.357.365	41.1%	\$1 429 098	40.8%	C1 E31 B1E	11 00/	¢1 E07 769	14 20/
FIXED EXPENSES:	**				00010-11-A	1000	0 0 1 201	0/0/14	001 100 10	41.3%
Parking Space Rental-110 spaces	\$75,200	2.5%	\$75,200	702 C	\$75,200	/01 C	000 340	100 0	000 LF8	
Property Taxes	\$55,000	1 8%	\$120,000	2 80/2	E123 E00	2 50	002,674	2.U%	002,076	1.9%
TIF Rebate	(\$46.750)	-15%	(\$102,000)	3 1%	\$123,000 /\$105,060)	0/0/0	4121,300 1000,121¢	3.4% 7.4%	001,151¢	3.4%
Insurance	\$50,000	16%	\$61 500	1.50		01.0.0	(100,016)	-2.1%	(202,000)	-2.0%
Management Fees	\$91300	3.0%	000'-008	3 0%	\$105,000 \$105,100	0/.C.I	\$24,0UU	%C.L	\$55,200 \$410,400	1.5%
Reserve for Replacement	SED OOD	2006		200 c	001 100 A	0/ 0/ 0	002,1110	3.0%	\$116,100	3.0%
TOTAL FIXED EXPENSES	\$285,650	9.4%	\$343.100	10.4%	\$391.940	4.0%	\$185,400	12.0%	\$193,500	5.0%
NET OBEBATING INCOME						2 - 1	040 1110	0/ 2.71	0++*00++	12.1%
	\$902,708	31./%	\$1,014,265	30.7%	\$1,037,158	29.6%	\$1,044,495	28.2%	\$1,104,323	28.5%
					10. 11. 14. 14. 14. 14. 14. 14.					
INFLATION FACTOR:	3.0%	EXCEPT	1.5% Commerc	ial Condo I	Lease + Condo	CAM Fees				

NOTE: Percentages are of total revenue except depariment expenses and profits are percentages of departmental revenue.

INCOME & EXPENSE PROFORMA

STATISTICS:   \$141, \$150,\$150,\$150,\$150,\$150,\$150,\$150,\$150,	122 530 3398 3398 200 97.1% 200 0.5% 200 2.4% 200 2.4.5% 25.0% 25.0% 25.0%	122 44,530 33,398 75.0% \$119.36		122		122			
Rooms Room Nights Available 44, Room Nights Available 44, Cocupancy % 5115 Average Rate (Sold) 5115 Average Rate (Sold) 5115 Reports Reports Reports Freterbane 0ther Income 53, 870, 2 Reports and Other Income 518, 2 BePARTMENTAL EXPENSE: 53, 366, 7 Hilton Hhonors 596, 7 Hilton Hhonors 596, 7 Telephone 5 Reports and Other Income 5, 33, 306, 7 Hilton Hhonors 5, 306, 7 Telephone 5, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3,	122   530   3398   3398   3398   3398   3398   3300   97.1%   200   97.1%   200   97.1%   200   215%   200   215%   200   25.0%   25.0%   25.0%	122 44,530 33,398 75.0% \$119.36		122		122		007	
Room Nights Avaitable 44, Room Nights Sold 33, Occupancy % 75, Average Rate (Sold) \$115 Average Rate (Sold) \$115 Reoms \$19,6 Reoms \$3,870,2 Reoms \$19,6 Rentals and Other Income \$33,396,6 FOTAL REVENUES \$3,396,6 FOTAL REVENUES \$3,396,6 S0,87,0 Rentals and Other Income \$36,6,7 Hilton Hhonors \$56,7 Telephone \$13,0 Rooms \$56,7 Helphone \$53,2 Reoms and Other Income \$56,7 Helphone \$53,2 Rentals and Other Income \$56,7 Helphone \$53,2 Rentals and Other Income \$56,7 Contals and Other Income \$56,7 Rentals and Other Income \$56,7 Rentals and Other Income \$56,7 Rentals and Other Income \$55,7 Rentals and \$55,7 Rentals an	532 338 88 88 800 0.5% 97.1% 200 0.5% 24.5% 26.5 24.5% 26.0% 25.0% 55.0% 55.0%	44,530 33,398 75.0% \$119.36		771					
Advised 34,0   Advised 34,0   Advised 33,15   Average Rate (Sold) 75,1   Average Rate (Sold) \$15,15   Average Rate (Sold) \$15,15   Revenues: \$3,870,2   Rooms \$3,870,2   Revenues: \$3,870,2   Revenues: \$3,810,2   Rooms \$3,810,2   Rooms \$3,810,2   Rooms \$3,810,2   Revenues: \$3,810,2   Rooms \$4,10,10   Rooms \$4,10	530 398 200 97.1% 200 97.1% 200 0.5% 245% 245% 245% 245% 245% 25.5% 25.5% 25.5% 25.5% 25.5% 25.5% 25.5%	44,530 33,398 75.0% \$119.36						77L	
Record Number     33, 504       Occupancy %     75, 75       Average Rate (Sold)     \$115       Revenues:     \$15, 970       Revenues:     \$3, 870, 25       Rooms     \$3, 870, 25       Retexenues:     \$3, 866, 7       Retexenues:     \$3, 866, 7       Retexenues:     \$3, 870, 25	3398 .0% .0% .00 97.1% 200 97.1% 200 2.4% 200 2.4.5% 25.0% 25.0% 25.0%	33,398 75.0% \$119.36		44,030		44,530		44.530	
75. Average Rate (Sold) \$115 Average Rate (Sold) \$115 Reoms \$3.870.2 Reoms \$3.870.2 Febratis and Other Income \$36.6 FOTAL REVENUES \$3.396.6 FOTAL REVENUES \$3.396.6 FOTAL REVENUES \$3.396.6 FOTAL REVENUES \$3.396.6 For the Income \$36.7 Hilton Hinonars \$56.7 Febratis and Other Income \$35.2 For the prior	.0% .88 .88 .00 97.1% .00 2.4% .00 100.0% .55 2.5% .00 95.0%	75.0% \$119.36		33,398		33.398		32 398	
Average Rate (Sold) \$115 REVENUES: \$3,870,2 Rooms \$3,870,2 Retephone \$596,8 Rentals and Other income \$598,2 Rentals and Other income \$598,2 Reoms \$53,2 Reoms \$53,2 Retephone \$53,2 Reoms and Other income \$56,7 Telephone \$53,2 Reoms and Other income \$56,7 Telephone \$53,2 Reoms and Other income \$55,2 Reoms \$55,	.88 200 97.1% 200 0.5% 200 102.4% 200 100.0% 155 2.5% 200 55.0% 550 55.0%	\$119.36		75.0%		75,00%		76,00/	
REVENUES: Rooms \$3,870,2 Telephone \$19,9 Rentals and Other Income \$19,9,90,90 TOTAL REVENUES \$3,986,9 S13,986,9 S13,986,9 S13,986,9 S13,986,9 S13,870,2 S14,970,2 S14	200 97.1% 200 97.1% 200 0.5% 200 2.4% 100.0% 100.0% 2.5% 2.			\$122.94		\$126.63		\$130.43	
Rooms 33,870.2 Telephone 519.6 Rentals and Other Income 53,870.2 TOTAL REVENUES 53,386.9 DEPARTMENTAL EXPENSE: 53,386.9 Rooms 5948.2 Hilton Hhonors 596.7 Telephone 513.2 Rental and Other Income 513.2 Rental and Other Income 513.2	200     97.1%       200     0.5%       200     0.5%       200     2.4%       200     2.4%       200     2.4%       200     2.4%       200     2.4%       200     2.4%       200     2.5%       200     95.0%       200     95.0%								
Tradition and Cher Income \$19,0 Retrials and Other Income \$19,0 TOTAL REVENUES \$3,966,0 DEPARTMENTAL EXPENSE: \$34,966,0 Hilton Hhonors \$18,0 Telephone \$13,0 Telephone \$13,0 Rooms and Other Income \$18,0 Forthals and Other Income \$13,0 Forthals and Other Income \$13,0 Forthal Forthal Forthal \$13,0 Forthal	200 97.1% 900 0.5% 900 2.4% 900 100.0% 100 24.5% 100 24.5% 100 25.0% 95.0% 95.0%								
Telephone \$19,5 Tentals and Other Income \$36,6 TOTAL REVENUES \$3,386,5 DEPARTMENTAL EXPENSE: \$348,2 Rooms \$33,386,7 Telephone \$58,7 Telephone \$153,2 Rooms and Other Income \$58,7 Telephone \$153,2 Rooms and Other Income \$58,7 Telephone \$53,2 Rooms and Other Income \$53,2 Rooms and \$53,	000 0.5% 000 2.4% 000 24.5% 000 24.5% 000 95.0% 000 95.0%	\$3,986,300	97.1%	\$4,105,900	97.1%	\$4,229,100	97.1%	\$4,355,900	97.1%
Rentals and Other Income \$96.8 TOTAL REVENUES \$3.3986.9 DEPARTMENTAL EXPENSE: \$948.2 Rooms \$948.2 Hilton Hhonors \$96.7 Telephone \$18.9 Rentals and Other Income \$18.9	200     2.4%       200     100.0%       2155     2.5%       200     24.5%       255     2.55%       200     55.0%	\$20,500	0.5%	\$21,100	0.5%	\$21.800	0.5%	\$22 400	70 E 0
TOTAL REVENUES DEPARTMENTAL EXPENSE: Rooms Hilton Hhonors Telephone Rentals and Other Income Rentals and Other Income	200     100.0%       200     24.5%       55     2.5%       900     95.0%       900     55.0%	\$99.700	2.4%	\$102,600	%P C	\$105,700	2 40%	C108 000	
DEPARTMENTAL EXPENSE: Rooms \$948,2 Hilton Hhonors \$96,7 Telephone \$18,9 Rentals and Other Income \$53,2 Rentals and Other Income	200 24.5% 55 2.5% 00 95.0% 200 55.0%	\$4,106,500	100.0%	\$4.229,600	100.0%	\$4.356.600	100.0%	\$4 487 200	100.0%
Rooms \$948,2 Hilton Hhonors \$96,7 Telephone \$18,9 Rentals and Other Income	200 24.5% 755 2.5% 100 95.0% 25.0%								
Telephone \$53.2 Relephone \$58.7 Rentals and Other Income \$53.2	200 24.5% 755 2.5% 000 95.0% 200 55.0%								
Hiton Hitonors \$96,7 Telephone \$18,9 Rentals and Other Income \$53,2 Tottal Anantiticut roothor	755 2.5% 000 95.0% 200 55.0%	\$976,600	24.5%	\$1,005,900	24.5%	\$1,036,100	24.5%	\$1.067.200	24.5%
Telephone \$18,9 Rentais and Other Income \$53,2 Trans and Other Income \$53,2	000 95.0% 000 55.0%	\$99,658	2.5%	\$102,648	2.5%	\$105.728	2 5%	\$108.808	2 E 0/
Rentals and Other Income \$53.2 TOTAL REDARTMENTAL FORMULA	200 55.0%	\$19,500	95.1%	\$20,000	AA Rov	\$20 YOU	DE 002	000 200	04 40
TOTAL DEDADTMENTAL EVENINE	DE 201	\$54 800	55.0%	\$56 400	55 D0/.	001'070 EEG 100	20.00	000,120	80° 1 70
I O I AL DEPARTIMENTAL EXPENSE \$1,063,8	20.170	\$1.095.758	26.7%	\$1.128.548	26.7%	\$1 162 528	04.0.00 26.7%	\$1 107 208	00.020
						A 1/2 1/2	N 1.04	000'101'10	20.1.70
KUOIIIS \$2,825,2	245 73.0%	\$2,910,043	73.0%	\$2,997,353	73.0%	\$3,087,273	73.0%	\$3.179.803	73.0%
lelephone \$1,0	00 5.0%	\$1,000	4.9%	\$1,100	5.2%	\$1.100	5.0%	\$1100	4 90
Rentals and Other Income \$43,6	00 45.0%	\$44,900	45.0%	\$46,200	45.0%	\$47,600	45.0%	\$49 000	45.0%
TOTAL DEPARTMENTAL PROFIT (LOSS) \$2,869,8	145 72.0%	\$2,955,943	72.0%	\$3.044.653	72.0%	\$3,135,973	72 0%	\$3 229 903	100 64
UNDISTRIBUTED OPERATING EXPENSE				A Martin and					
Administrative & General	00 0 000								
	020 8.070	\$401,UUU	9.8%	\$413,000	9.8%	\$425,000	9.8%	\$438,000	9,8%
Morterion (27% Of Ka) (27% Of Ka)	00 4.9%	\$199,300	4.9%	\$205,300	4,9%	\$211,500	4.9%	\$217,800	4.9%
	100 4.4%	\$179,100	4.4%	\$184,500	4.4%	\$190,000	4.4%	\$195,700	4.4%
HI IMAIRCUNG FEES (4% OF KS) \$154,8	00 3.9%	\$159,500	3.9%	\$164,200	3.9%	\$169,200	3.9%	\$174,200	3.9%
Hepairs & Maintenance \$153,0	00 3.8%	\$157,600	3.8%	\$162,300	3.8%	\$167.200	3.8%	\$172 200	3.8%
Energy Costs \$159,0	00 4.0%	\$164,000	4.0%	\$169,000	4.0%	\$174,000	4 0%	\$179.000	700 V
TOTAL UNDISTRIBUTED OPERATING EXP. \$1,223,2	00 30.7%	\$1,260,500	30.7%	\$1,298,300	30.7%	\$1,336,900	30.7%	\$1.376.900	30.7%
GROSS OPERATING PROFIT \$1,646,6	45 41.3%	\$1,695,443	41.3%	\$1,746,353	41.3%	\$1,799,073	41.3%	\$1.853.003	41.3%
FIXED EXPENSES:								4	
Parking Space Rentai-110 spaces \$76.7	04 1.9%	\$76.704	1 9%	576 704	1 80%	676 704	1 00/	102 224	TUT V
Property Taxes \$135.0	00 3.4%	\$130 100	701 5		0/ n· i		0/01	\$10'104 0100 000	1.7%
TIF Rebate (\$81.0	%UC- 100	1683 4601	200		24.0	000,1414	0.4%		3.4%
Insurance \$57 0	00 + 207	(400,400) 860,600	0 <sup>2</sup> 0.72-	(nos'cot)	0%.O.7-	(000,884)	%0.7-	(\$91,200)	-2.0%
Management Fees	30%		%.C.2	400 000 000	%C.1	\$102,200 \$100 200	1.5%	\$65,100	1.5%
Reserve for Renlacement	00 2.00	007'07' A	8.0.0 100 r	2014 200	5.U%	\$130,700	3.0%	\$134,600	3.0%
TOTAL FIXED EXPENSES	04 12 702	\$530 444	0%0.0	0001124	9.0%	\$217,800	5.0%	\$224,400	5.0%
		+++	04.1.71	470'CCC¢	12.0%	F \$547,444	12.6%	\$561,604	12.5%
NET OPERATING INCOME \$1,139,1	41 28.6%	\$1,174,999	28.6%	\$1,212,529	28.7%	\$1,251,629	28.7%	\$1,291,399	28.8%

NOTE: Percentages are of total revenue except department expenses and profits are percentages of departmental revenue.

HAMPTON INN & SUITES 122-keys, Downtown Gainesville, FL \$910,000 INVESTMENT ANALYSIS: With Retail Space (7563 SF) Sold Prior to Opening @ \$120/SF =

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR <sup>R</sup>	YEAR	YEAR 10	TOTALC
HOTEL OCCUPANCY %	67.0%	70.0%	72.0%	74.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	101213
NET OPERATING INCOME	\$965,708	\$1,014,265	\$1,037,158	\$1,044,495	\$1,104,323	\$1,139,141	\$1,174,999	\$1,212,529	\$1,251,629	\$1,291,399	\$11,235,643
DEBT SERVICE: INTEREST \$8.590.000 PRINCIPAL	(\$618,600) (\$126,500)	(\$609,200) (\$135,900)	(\$599,000) (\$146,100)	(\$588,000) (\$157 100)	(\$576,200) (\$168 000)	(\$563,600) (\$184,500)	(\$550,000)	(\$535,400)	(\$519,600)	(\$502,700)	(\$5,662,300)
TOTAL DEBT SERVICE	(\$745,100)	(\$745,100)	(\$745,100)	(\$745,100)	(\$745,100)	(\$745,100)	(\$745,100)	(\$745,100)	(\$745,100)	(\$745,100)	(\$7,451,000) (\$7,451,000)
CASH FLOW AFTER DEBT SERVICE	\$220,608	\$269,165	\$292,058	\$299,395	\$359,223	\$394,041	\$429,899	\$467,429	\$506,529	\$546.299	\$3.784.643
DEBT COVERAGE RATIO	1.30	1.36	1.39	1.40	1.48	1.53	1.58	1.63	1.68	1.73	
CASH FLOW AVAILABLE FOR DISTF	\$220,608	\$269,165	\$292,058	\$299,395	\$359,223	\$394,041	\$429,899	\$467,429	\$506,529	\$546,299	\$3,784,643
ORIGINAL PROJECT ORIGINAL COSTS MORTGAGE			PRINCIPAL								
\$12,668,000 \$9,500,000 AFTER RETAIL SPACE SOLI	Q		AS % OF	Ŭ	PRE-TAX CASH FLOW	ANNUAL I CASH	NTERNAL RA	TE OF RETURN	÷		13.2%
TOTAL PROJECT MORTGAGE YEAR COSTS FINANCING	TOTAL EQUITY CAPITAL	ANNUAL PRINCIPAL REDUCTION	TOTAL EQUITY CAPITAL	Ĩ	AVAILABLE FOR STRIBUTION	CASH	L L	NVESTMENT	OPERATING	FROM	CASH
YEAR 0 \$11,758,000 \$8,590,000	\$3,168,000	80			05			(\$3 168 000)	WELCON.	OALE	1LUW
YEAR 1		\$126,500	4.0%		\$220,608	7.0%	FAR 1		\$220,608		(40,100,000) \$220,608
TEAR 2 YEAR 3		\$135,900 \$146,100	4.3% 4.6%		\$269,165 \$292.058	8.5%	/EAR 2		\$269,165 \$200,059		\$269,165 5259,555
YEAR 4		\$157,100	5.0%		\$299,395	9.5%	rear 4		\$299.395 \$299.395		\$299.395
YEAR 5 VEAR 6		\$168,900	5.3%		\$359,223	11.3%	rear 5		\$359,223		\$359,223
YEAR 7		\$181,500 \$106,100	5.7%		\$394,041	12.4%	/EAR 6		\$394,041		\$394,041
YEAR 8		\$209.700	0.2% 6.6%		\$467 429	13.0%	(EAR /		\$429,899 \$467 400		\$429,899
YEAR 9		\$225,500	7.1%		\$506,529	16.0%	(EAR 9		\$506.529		\$506 520
YEAR 10 TOTALS - 10 YEARS:	I	\$242,400 \$1,788,700	7.7%	J	\$546,299 \$3,784,643	17.2%	rear 10	(\$3.168.000)	\$546,299 \$3 784 643	\$4,585,986 \$4.585,986	\$5,132,285 \$5,132,285
NOTES:		R WALLER									
1. TOTAL PROJECT COSTS:	\$11,758,000	2	let Operating I	income - Year	10	\$1,291,399					
2. EQUIT:	43, 100,0UU	م د	Japitilization Ki Jales Price	ate		11.0% \$11 739 986	DISCLAI	MER :			
3. PROJECTIONS ASSUME 3%	ANNUAL INFLA	ATION. S	ales Costs @	3%		(\$352,000)	THE FIN	ANCIAL PRO	FORMAS ANI	D INVESTME	VT

CLIADANTEES THE DESULTS OF THESE ANALYSES OF HOSPITALITY AMERICA NEITHER WARRANTS NOR

ESTIMATES AND ASSUMPTIONS BASED UPON OUR

(\$6,802,000) \$4,585,986

Mortgage Balance (End Year 10) TOTAL NET PROFIT FROM SALE

7.25% INTEREST, 25 YRS

4. MORTGAGE

\$6,802,000

5. PRINCIPAL - END YR 10:

STUDY OF CURRENT MARKET CONDITIONS.

THE FINANCIAL PROFORMAS AND INVESTMENT ANALYSIS REPRESENTED HEREIN CONTAIN

070223

## Preliminary Proforma Financial Projections

Proposed

Hampton Inn & Suites - Downtown Gainesville, Florida

> 124 Keys 97 rooms / 27 studio suites

> > Chris Cargen 5/21/2007

**REVISED WITHOUT CITY INCENTIVES** 

COST

## HAMPTON INN & SUITES interior corridor Non-Standard Prototype with Outdoor Swimming Pool

Downtown Gainesville, FL

## PROJECT COSTS 124 KEYS & DEVELOPMENT BUDGET

		PER
	TOTAL	ROOM
DIRECT COSTS:	**************************************	
Land including Acquisition Fee	\$500,000	\$4,032
Architectural & Engineering Fees	\$250,000	\$2.016
Threshold Inspection Fees	\$50,000	\$403
Construction Contrad 82,885 sf \$115.00 per sf	\$9,532,000	\$76,871
Utility Relocation Expense	\$60,000	\$484
Off site storm water	\$1,000	\$8
Site Work	\$250,000	\$2.016
Performance Bonds, Permits etc.	\$100,000	\$806
Laminated Windows	\$50,000	\$403
Parking Expense	\$25,000	\$202
Landscaping	\$50,000	\$403
F, F & E Design Fees	\$35,000	\$282
F, F & E Purchasing Fees	\$50,000	\$403
Furniture, Fixtures & Equipment (F, F & E)	\$1.612.000	\$13,000
Franchise Commitment Fee	\$62.000	\$500
Appraisal/Market Study	\$15,000	\$121
Travel/Project Expense	\$100.000	\$806
Contingency/Rounding	\$248,000	\$2,000
TOTAL DIRECT COSTS:	\$12,990,000	\$104 758
	+ -=,+,+++++++++++++++++++++++++++++++	<i>\(\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\</i>
INDIRECT & FINANCING COSTS:		
Closing Costs/Legal/Recording Fees/Taxes	\$65,000	\$524
Development Fee	\$350,000	\$2 823
Lender's Inspecting Architect	\$10,000	\$81
Construction Mortgage Fee (1/4%)	\$27,000	\$218
Construction Loan Interest @ 6.5%, 10 mo.	\$240,000	\$1,935
Property Taxes during construction	\$10,000	\$81
TOTAL INDIRECT & FINANCING COSTS	\$702.000	\$5.661
	····,···	+0,001
PRE-OPENING COSTS:		
Preopening Operations	\$200.000	\$1 613
Initial Inventories	\$124,000	\$1,000
TOTAL PRE-OPENING COSTS	\$324,000	\$2 613
	+,	¢2,010
TOTAL PROJECT COSTS	\$14,016,000	\$113,032
		• • • • •
WORKING CAPITAL	\$200,000	\$1,613
	<b>A</b> 4 A 4 A 4 A A A A	
PLUS WORKING CAPITAL	\$14,216,000	\$114,645
PERMANENT FINANCING:		
EQUITY	\$3,516,000	24.7%
MORTGAGE	\$10,700,000	75.3%
TOTAL	\$14,216,000	100.0%

HAMPTON INN & SUITES-Downtown Gainesville, FL

YEAR 1 = 2008	¥ آ	AR 1	YE	AR 2	ΥE	AR 3	Ţ	4R 4	ΥE	2 0 0
STATISTICS:				*****						
Rome	101									
	+7I		571		124		124		124	
	45,260		45,260		45,260		45.260		45.260	
Room Nights Sold	29,872		31,229		32,587		33.040		33 040	
Occupancy %	66.0%		69.0%		72.0%		73.0%		73 067	
Average Rate (Sold)	\$117.00		\$121.68		\$125.33		\$129.09		\$132.06	
REVENUES:										
Rome	000 201 64									
Telenhone	000'084'00 646'000	97.1%	\$45,800,000	%L'/A	\$4,084,200	97.1%	\$4,265,100	97.1%	\$4,393,100	97.1%
	\$18,000	0.5%	\$19,600	0.5%	\$21,000	0.5%	\$22,000	0.5%	\$22,600	0.5%
Kentais and Other Income	\$87,400	2.4%	\$95,000	2.4%	\$102,100	2.4%	\$106,600	2.4%	\$109,800	2 4%
TOTAL REVENUES	\$3,600,400	100.0%	\$3,914,600	100.0%	\$4,207,300	100.0%	\$4,393,700	100.0%	\$4,525,500	100 0%
DEPARTMENTAL EXPENSE:										
Doome	000 0100									
	005,0054	24.5%	\$931,000	24.5%	\$1,000,600	24.5%	\$1,044,900	24.5%	\$1,076,300	24.5%
	\$87,375	2.5%	\$95,000	2.5%	\$102,105	2.5%	\$106,628	2.5%	\$109.828	2.5%
leephone	\$17,100	95.0%	\$18,600	94.9%	\$20,000	95.2%	\$20.900	95.0%	\$21500	95.1%
Rentals and Other Income	\$48,100	55.0%	\$52,300	55.1%	\$56,200	55.0%	\$58,600	55.0%	\$60.400	55.0%
TOTAL DEPARTMENTAL EXPENSE	\$960,775	26.7%	\$1,044,600	26.7%	\$1,122,705	26.7%	\$1.172.428	26.7%	\$1,207,628	26.7%
DEPARTMENTAL PROFIT (LOSS):										
Roms	¢9 661 326	73 002	000 122 63							
Telenhone		0.0.0 r	000'471'7¢	13.0%	G84,188,2¢	/3.0%	\$3,113,573	73.0%	\$3,206,973	73.0%
Pootole and Attacks	nne¢	9°0.6	\$1,000	5.1%	\$1,000	4.8%	\$1,100	5.0%	\$1,100	4.9%
	\$39,300	45.0%	\$42,700	44.9%	\$45,900	45.0%	\$48,000	45.0%	\$49,400	45.0%
I U I AL. DEPARTMENTAL PROFIT (LOSS)	\$2,591,525	72.0%	\$2,817,700	72.0%	\$3,028,395	72.0%	\$3,162,673	72.0%	\$3,257,473	72.0%
UNDISTRIBUTED OPERATING EXPENSE:										
Administrative & Generat	\$356.000	7000	\$388 000	0 007	¢447 000	0000	000 444	20.00		
HI Franchise Rovativ Fees (5% of RS)	£474 800	2.0 k		0.0%		9.9%	\$433,000	9.9%	\$448,000	6.6%
Marketing	\$1E0.000	% p. <del>1</del>	4150 LOU	4.9%	\$425 400	4.9%	\$213,300	4.9%	\$219,700	4.9%
		4.2%	000'401¢	3.9%	\$159,100	3.8%	\$163,900	3.7%	\$168,800	3.7%
	\$139,800	3.9%	\$152,000	3.9%	\$163,400	3.9%	\$170,600	3.9%	\$175,700	3.9%
	\$100,000	2.8%	\$120,000	3.1%	\$140,000	3.3%	\$144,200	3.3%	\$148,500	3.3%
	\$144,000	4.0%	\$157,000	4.0%	\$168,000	4.0%	\$176,000	4.0%	\$181,000	4.0%
I VI AL UNDISTRIBUTED UPERALING EXP.	\$1,064,600	29.6%	\$1,161,500	29.7%	\$1,251,700	29.8%	\$1,303,000	29.7%	\$1,341,700	29.6%
GROSS OPERATING PROFIT	\$1,526,925	42.4%	\$1,656,200	42.3%	\$1,776,695	42.2%	\$1,859,673	42.3%	\$1.915.773	42.3%
FIXED EXPENSES:										
Parking Space Rental-110 spaces	\$0	0.0%	\$75,200	1.9%	\$75.200	1 A%	\$75 200	1 70%	675 200	1 70/
Property Taxes	\$252,622	7.0%	\$260.200	6.6%	\$268 000	6 4%	\$276,000	6 20/	CO24 200	0/ 1-1
TIF Rebate	\$0	0.0%	\$0	0.0%	80	0.0%	0\$	0.0%		% 0.00
Insurance	\$100,000	2.8%	\$103,000	2.6%	\$106 100	2 5%	\$100 300	0.0% 0 F.W	6112 EUC	2010
Management Fees	\$108,000	3.0%	\$117,400	3.0%	\$126.200	3.0%	\$131 BDD	3.0%	\$112,000 \$135,800	0/ C 7
Reserve for Replacement	\$72,000	2.0%	\$117.400	3.0%	\$168,300	4 0%	\$219 700	2.0%		3.U/0 E 00/
TOTAL FIXED EXPENSES	\$532,622	14.8%	\$673,200	17.2%	\$743,800	17.7%	\$812.000	18.5%	\$834.200	0.07% 18.4%
NET OPERATING INCOME	\$994,303	27.6%	\$983,000	25.1%	\$1,032,895	24.6%	\$1.047.673	23.8%	\$1.081.573	23.9%
	CARGE AND	ADDINE STREET,		SOUTH A STATE OF A STA						
INELATION EACTOR.										
	3.0%	EXCEPT	1.5% Commer	cial Condo	Lease + Condo	CAM Fees				

NOTE: Percentages are of total revenue except department expenses and profits are percentages of departmental revenue.

**INCOME & EXPENSE PROFORMA** 

	[									
<u>YEAR 1 = 2008</u>	YE	AR 6	ΥE	AR 7	ΥE	4R 8	YE	AR 9	VEA	0 10
STATISTICS:								*****		
Roams	124		124		124		101		121	
Room Nights Available	45,260		45.260		45 260		151		471 1200 31	
Room Nights Sold	33,040		33.040		33.040		33,040		49,200	
Occupancy %	73.0%		73.0%		73.0%		73 040		040'CC 70 050	
Average Rate (Sold)	\$136.95		\$141.06		\$145.29		\$149.65		\$ 154 14	
REVENUES:									•	
Rooms	\$4.524 900	97 1%	\$4 660 600	07 400	\$1 800 A00	07 40	100			
Telephone	\$23,300	0.5%	\$24,000	0/1.10	004'000'++	ar.170 0.ED/	44 844 400	31.1%	008/280,0\$	97.1%
Rentals and Other Income	\$113.100	2.4%	\$116,500	707 6	\$120,000	%0.0 /07.0	000,024	0.0%	\$25,200	0.5%
TOTAL REVENUES	\$4,661,300	100.0%	\$4,801,100	100.0%	\$4,945,100	100.0%	\$5,093,500	100.0%	\$5 246 300	2.4%
DEPARTMENTAL EXPENSE:				****				20.000	000101-2102	0/ 0/00
Rooms	\$1,108,600	24.5%	\$1,141.800	24.5%	\$1.176 100	24.5%	\$1 211 400	70 E 00	002 276 23	74 E 0
Hiton Hhonors	\$113,123	2.5%	\$116,515	2.5%	\$120.010	2.5%	\$123 610	2 5 5 9%	001,142,14	0/.C.+7
Tetephone	\$22,100	94.8%	\$22,800	95.0%	\$23,500	95.1%	\$24,200	0/ 0%	070,1214	0/ 0/ 20
Rentals and Other Income	\$62,200	55.0%	\$64,100	55.0%	\$66,000	55.0%	\$68.000	55.0%	\$70,000 \$70,000	55.0%
TOTAL DEPARTMENTAL EXPENSE	\$1,243,823	26.7%	\$1,281,115	26.7%	\$1,319,610	26.7%	\$1,359,210	26.7%	\$1,399.920	26.7%
DEPARTMENTAL PROFIT (LOSS);										
Rooms	\$3,303,178	73.0%	\$3,402,285	73.0%	\$3,504,290	73.0%	\$3,609,390	73.0%	\$3 717 780	73 0%
Telephone	\$1,200	5.2%	\$1,200	5.0%	\$1,200	4.9%	\$1.300	5.1%	\$1300	5.0%
Rentals and Other Income	\$50,900	45.0%	\$52,400	45.0%	\$54,000	45.0%	\$55,600	45.0%	\$57,300	45.0%
I UTAL DEPARTMENTAL PROFIT (LOSS)	\$3,355,278	72.0%	\$3,455,885	72.0%	\$3,559,490	72.0%	\$3,666,290	72.0%	\$3,776,380	72.0%
UNDISTRIBUTED OPERATING EXPENSE:										
Administrative & General	\$461,000	9.9%	\$475,000	9.9%	\$489,000	9,9%	\$504.000	% <del>0</del> 6	\$519.000	0 0%
HI Franchise Royalty Fees (5% of RS)	\$226,200	4.9%	\$233,000	4.9%	\$240,000	4.9%	\$247,200	4.9%	\$254 600	767
Marketing	\$173,900	3.7%	\$179,100	3.7%	\$184,500	3.7%	\$190,000	3.7%	\$195,700	3.7%
Denoire 8 Maintennes (4% 01 MS)	\$181,000	3.9%	\$186,400	3.9%	\$192,000	3.9%	\$197,800	3.9%	\$203,700	3.9%
repairs & Mainterfance Energy Conta	\$153,000	3.3%	\$157,600	3.3%	\$162,300	3.3%	\$167,200	3.3%	\$172,200	3.3%
TOTAL LINDISTRIBUTED OBERATING EVD	\$186,000	4.0%	\$192,000	4.0%	\$198,000	4.0%	\$204,000	4.0%	\$210,000	4.0%
	001,100,14	%0.62	\$1,423,100	29.6%	\$1,465,800	29.6%	\$1,510,200	29.6%	\$1,555,200	29.6%
GRUSS OPERATING PROFIT	\$1,974,178	42.4%	\$2,032,785	42.3%	\$2,093,690	42.3%	\$2,156,090	42.3%	\$2,221,180	42.3%
FIXED EXPENSES:										
Parking Space Rental-110 spaces	\$76,704	1.6%	\$76,704	1.6%	\$76,704	1.6%	\$76,704	1.5%	\$76.704	1.5%
Trupery laxes	\$292,800	6.3%	\$301,600	6.3%	\$310,600	6.3%	\$319,900	6.3%	\$329,500	6.3%
III Neudic Insuranaa	04	0.0%	02	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
Management Econ	\$116,000	2.5%	\$119,500	2.5%	\$123,100	2.5%	\$126,800	2.5%	\$130,600	2.5%
Prenegenent J cos Pecebia for Danhoomoof	008,9514	3.0%	\$144,000	3.0%	\$148,400	3.0%	\$152,800	3.0%	\$157,400	3.0%
	001 2233, 100	0.0%	\$240,100	5.0%	\$247,300	5.0%	\$254,700	5.0%	\$262,300	5.0%
	+0+10000	10.4%	\$601,904	18.4%	\$905,104	18.3% #	\$930,904	18.3%	\$956,504	18.2%
NET OPERATING INCOME	\$1,115,774	23.9%	\$1,150,881	24.0%	\$1,187,586	24.0%	\$1,225,186	24,1%	\$1,264,676	24.1%
	A REAL PROPERTY OF THE PARTY OF									

5/21/07 PAGE 4 OF 5 CC

MPTON INN & SUITES 124-kevs, Downtown Gainesville, FL	\$970,000
WESTMENT ANALYSIS:	III Retail Space (7/50 SF) Sold Prior to Opening @ \$125/SF =

	YEAR 1	YEAR 2	YEAR 3	YEAR	YEAR	YEAR	YEAR	YEAR	YEAR	YEAR	
HOTEL OCCUPANCY %	66.0%	69.0%	72.0%	73.0%	73.0%	73.0%	73.0%	8 73.0%	9 73 042	10 73 00/	TOTALS
NET OPERATING INCOME	\$994,303	\$983,000	\$1,032,895	\$1,047,673	\$1,081,573	\$1,115,774	\$1,150,881	\$1.187.586	\$1.225.186	51 264 676	\$11 082 EAE
DEBT SERVICE: INTEREST \$9,730,000 PRINCIPAL	(\$700,700) (\$143,200)	(\$690,000) (\$153,900)	(\$678,500) (\$165,400)	(\$666,000) (\$177,900)	(\$652,700) (\$191,200)	(\$638,400) (\$205,500)	(\$623,000) (\$220,900)	(\$606,400) (\$237,500)	(\$588,600) (\$588,600)	(\$569,500) (\$774,400)	(\$6,413,800)
I UI AL DEBT SERVICE	(\$843,900)	(\$843,900)	(\$843,900)	(\$843,900)	(\$843,900)	(\$843,900)	(\$843,900)	(\$843,900)	(\$843,900)	(\$843,900)	(\$8,439,000)
CASH FLOW AFTER DEBT SERVICE	\$150,403	\$139,100	\$188,995	\$203,773	\$237.673	\$271.874	\$306 981	6242 6B6	000 F000		
DEBT COVERAGE RATIO	1,18	1.16	1.22	1.24	1.28	1.32	1.36	1.41	¢301,∠00 1.45	\$420,176 1.50	\$2,544,546
CASH FLOW AVAILABLE FOR DISTR	\$150,403	\$139,100	\$188,995	\$203,773	\$237,673	\$271,874	\$306,981	\$343,686	\$381,286	\$420,776	\$2,644,546
ORIGINAL											
PROJECT ORIGINAL COSTS MORTGAGE		-	<b>PRINCIPAL</b> REDUCTION								
AFTER RETAIL SPACE SOLD	_		AS % OF		PRE-TAX CASH FLOW	ANNUAL 1 CASH	NTERNAL RA'	<b>TE OF RETURN</b>			6.9%
TOTAL BBO LECT MOBILIANE	TOTAL	ANNUAL	TOTAL		AVAILABLE	NO					NET
YEAR COSTS FINANCING		PRINCIPAL REDUCTION	EQUITY CAPITAL	β	FOR	CASH RETURN Y	EAR	NVESTMENT	DPERATING	FROM	CASH
YEAR 0 \$13.246.000 \$9.730.000	\$3 516 000	60		I						OME	LLOW
YEAR 1		\$143,200	4.1%		\$0 \$150.403	1 3%5 1	EAR 0	(\$3,516,000)	0150 400		(\$3,516,000)
YEAR 2		\$153,900	4.4%		\$139,100	V 0.4	EAR 2		\$130,403 \$130,100		\$150,403
TEAK 3 VEAD 4		\$165,400	4.7%		\$188,995	5.4%	EAR 3		\$188.995		\$139,100 \$188 005
YEAR 5		\$177,900	5.1%		\$203,773	5.8%	EAR 4		\$203,773		\$203.773
YEAR 6		\$131,200	5.4%		\$237,673	6.8% Y	EAR 5		\$237,673		\$237,673
YEAR 7		000'007¢	0.8% 2.0%		\$271,874	7.7%	EAR 6		\$271,874		\$271,874
YEAR 8		\$237 500	0.3%0		\$306,981	8.7% \	EAR 7		\$306,981		\$306,981
YEAR 9		\$255.300	0.0%		\$343,686 \$264 266	9.8%	EAR 8		\$343,686		\$343,686
YEAR 10		\$274 400	7 80/		007,1000	10.8% Y	EAR 9		\$381,286		\$381,286
TOTALS - 10 YEARS;	1 1	\$2,025,200	57.6%		\$2,644,546	72.0% T	EAR 10 OTALS -	(\$3,516,000)	\$420,776 \$2,644,546	\$3,448,055 \$3,448,055	\$3,868,831 \$2,576,600
NOTES:		R VALUE		T DACED ON						The second s	
1. TOTAL PROJECT COSTS:	\$13,246,000 \$3,546,000		Vet Operating I	ncome - Year	10	<b>31,264,676</b>					
		מנ	Jales Price	lle	Ŭ	11.0%	DISCLAIN	NER:			
3. PROJECTIONS ASSUME 3% A	ANNUAL INFLA	TION. S	sales Costs @	3%	7	(\$345,000)	THE FIN	ANCIAL PROF	ORMAS AND	INVESTMEN	7
4. MORTGAGE @ 7.25% IN	VTEREST, 25 Y	RS T	Aortgage Balan	Ice (End Year ROFIT FROM	10) SALE	(\$7,704,000) \$3,448,055	ANALYSI. ESTIMAT	S REPRESENT ES AND ASSU	TED HEREIN	CONTAIN 4SED UPON 4	an

ESTIMATES AND ASSUMPTIONS BASED UPON OUR

STUDY OF CURRENT MARKET CONDITIONS.

\$7,704,000

5. PRINCIPAL - END YR 10:

99899733357 INNE ASAHL AO SLIIISAG AHL SAALINVAVID

HOSPITALITY AMERICA NEITHER WARRANTS NOR

070223

## Preliminary Proforma Financial Projections

Proposed

Hampton Inn & Suites - Downtown Gainesville, Florida

> 124 Keys 97 rooms / 27 studio suites

> > Chris Cargen 5/21/2007

**REVISED WITH CITY INCENTIVES** 

## HAMPTON INN & SUITES interior corridor Non-Standard Prototype with Outdoor Swimming Pool

Downtown Gainesville, FL

KEYS

124

## PROJECT COSTS & DEVELOPMENT BUDGET

		COST
	TOTAL	ROOM
DIRECT COSTS:	w	
Land including Acquisition Fee	\$500,000	\$4,032
Architectural & Engineering Fees	\$250,000	\$2,016
Threshold Inspection Fees	\$50,000	\$403
Construction Contrad 82,885 sf \$115.00 per sf	\$9,532,000	\$76,871
Utility Relocation Expense	\$60,000	\$484
Off site storm water	\$1,000	\$8
Site Work	\$250,000	\$2,016
Performance Bonds, Permits etc.	\$100,000	\$806
Laminated Windows	\$50,000	\$403
	\$25,000	\$202
	\$50,000	\$403
$\Gamma, \Gamma \in \mathcal{L}$ E Design Fees	\$35,000	\$282
$F, F \in E$ Functional Function $F \in F$	000,UC¢	\$403
Franchise Commitment Foo	\$1,612,000	\$13,000
Appraise/Markot Study	30Z,000	\$000 \$101
Travel/Project Expense	ຈາວ,000 ¢100,000	\$121 \$906
Contingency/Rounding	\$100,000 \$248,000	0000 000 ¢2
TOTAL DIRECT COSTS:	\$12 990 000	\$104 758
	φ12,330,000	\$104,750
INDIRECT & FINANCING COSTS:		
Closing Costs/Legal/Recording Fees/Taxes	\$65,000	\$524
Development Fee	\$350,000	\$2.823
Lender's Inspecting Architect	\$10,000	\$81
Construction Mortgage Fee (1/4%)	\$27,000	\$218
Construction Loan Interest @ 6.5%, 10 mo.	\$240,000	\$1,935
Property Taxes during construction	\$10,000	\$81
TOTAL INDIRECT & FINANCING COSTS	\$702,000	\$5,661
PRE-OPENING COSTS:		
Preopening Operations	\$200,000	\$1,613
Initial Inventories	\$124,000	\$1,000
TOTAL PRE-OPENING COSTS	\$324,000	\$2,613
TOTAL PROJECT COSTS	\$14,016,000	\$113.032
WORKING CAPITAL	\$200,000	\$1,613
TOTAL PROJECT COSTS		
PLUS WORKING CAPITAL	\$14,216,000	\$114,645
PERMANENT FINANCING:		
EQUITY	\$3,516,000	24.7%
MORTGAGE	\$10,700.000	75.3%
TOTAL	\$14,216,000	100.0%

HAMPTON INN & SUITES-Downtown Gainesville, FL

<u>YEAR 1 = 2008</u>	L YE	AR 1	YE	4R 2	YE	AR 3	YE	4R 4	Ч	AD 5
STATISTICS:		****								
Rooms	124		101		PC P					
Room Ninhts Available	15 JEO		000 JF		121		124		124	
Room Nichts Sold	20 90 00		007'04		40,200		45,250		45,260	
	710'27		51,228		32,58/		33,040		33,040	
	60.0%		69.0%		72.0%		73.0%		73.0%	
Average Rate (Sold)	\$117.00		\$121.68		\$125.33		\$129.09		\$132.96	
REVENUES:										
Rooms	\$3.495.000	07 10	83 BUO 000	107 40/						
Teleptione	\$18 DOD	0.50/	000'000'0¢	0/1.1/0	007'400'4¢	9/1.78	001,co2,4¢	97.1%	\$4,393,100	97.1%
Dontoin and Other lagrams		0.0.0	\$ 18'0UU	%C'N	000'LZ\$	0.5%	\$22,000	0.5%	\$22,600	0.5%
	\$87,400	2.4%	\$95,000	2.4%	\$102,100	2.4%	\$106,600	2.4%	\$109.800	2.4%
I U I AL REVENUES	\$3,600,400	100.0%	\$3,914,600	100.0%	\$4,207,300	100.0%	\$4,393,700	100.0%	\$4.525.500	100 0%
DEPARTMENTAL EXPENSE:										212-22
Roome	000 000									
	005,0054	24.5%	\$931,000	24.5%	\$1,000,600	24.5%	\$1,044,900	24.5%	\$1,076,300	24.5%
	\$87,375	2.5%	\$95,000	2.5%	\$102,105	2.5%	\$106,628	2.5%	\$109.828	2.5%
telephone	\$17,100	95.0%	\$18,600	94.9%	\$20,000	95.2%	\$20,900	95.0%	\$21500	G5 10/
Rentals and Other Income	\$48,100	55.0%	\$52,300	55.1%	\$56.200	55.0%	\$58 600	55.0%	\$60 ADO	55 002
TOTAL DEPARTMENTAL EXPENSE	\$960,775	26.7%	\$1,044,600	26.7%	\$1,122,705	26.7%	\$1.172.428	26.7%	\$1 207 628	26.7%
DEPARTMENTAL PROFIT (LOSS):					Min					
Rooms	\$2 651 326	73 U%	000 177 63	10 00	400 V04 V0E	100 02				
Telenhone	0000	20.07	000,411,24	20.02 10	064,108,2¢	%n.c./	\$5,113,5/3/3	/3.0%	\$3,206,973	73.0%
Bentals and Other Jeromo	0060003	%0.0	000'I \$	o.1%	\$1,0UU	4.8%	\$1,100	5.0%	\$1,100	4.9%
	\$39,300	45.0%	\$42,700	44.9%	\$45,900	45.0%	\$48,000	45.0%	\$49,400	45.0%
I U I AL UEPAKI MEN AL PROFIT (LOSS)	\$2,591,525	72.0%	\$2,817,700	72.0%	\$3,028,395	72.0%	\$3,162,673	72.0%	\$3,257,473	72.0%
UNDISTRIBUTED OPERATING EXPENSE:										
Administrative & General	\$356 000	0 0%	\$288 000	000	000 2784	2000		100 0		
HI Franchisa Rowalty Faas (5% of DC)	E474 000	20.0		0.6.6	000' / I 4¢	8.9%	\$435,000	9.9%	\$448,000	6.9%
Marketing	000'+/1¢	4.9%	000'061¢	4.9%	\$204,200	4.9%	\$213,300	4.9%	\$219,700	4.9%
		4.2%	\$154,500	3.9%	\$159,100	3.8%	\$163,900	3.7%	\$168,800	3.7%
FILINIARKEUNG FEES (4% OT KS)	\$139,800	3.9%	\$152,000	3.9%	\$163,400	3.9%	\$170,600	3.9%	\$175,700	3.9%
repairs & Maintenance	\$100,000	2.8%	\$120,000	3.1%	\$140,000	3.3%	\$144,200	3.3%	\$148,500	3.3%
Energy Costs	\$144,000	4.0%	\$157,000	4.0%	\$168,000	4.0%	\$176,000	4.0%	\$181,000	4.0%
I U I AL UNDISTRIBUTED OPERATING EXP.	\$1,064,600	29.6%	\$1,161,500	29.7%	\$1,251,700	29.8%	\$1,303,000	29.7%	\$1,341,700	29.6%
<b>GROSS OPERATING PROFIT</b>	\$1,526,925	42.4%	\$1,656,200	42.3%	\$1,776,695	42.2%	\$1.859.673	42.3%	\$1 915 773	701: 67
FIXED EXPENSES:										20.24
Parking Space Rental-110 spaces	80	70 U 0	\$75 200	1 00/	67E 300	1 001	000 114			
Property Taxes	6080 600	2002		0/ 0/ 0	007,016	0/01	002,674	1.1%	\$75,200	1.7%
TIF Rehate	770,2020	%.O. 1	007'097¢	0.0%	\$268,000	6.4%	\$276,000	6.3%	\$284,300	6.3%
	(20,10114)	-3.3%	(\$122,294)	-3.1%	(\$125,960)	-3.0%	(\$129,720)	-3.0%	(\$133,621)	-3.0%
	\$100,000	2.8%	\$103,000	2.6%	\$106,100	2.5%	\$109,300	2.5%	\$112,600	2.5%
	\$100,800\$	3.0%	\$117,400	3.0%	\$126,200	3.0%	\$131,800	3.0%	\$135,800	3.0%
Reserve tor Replacement	\$72,000	2.0%	\$117,400	3.0%	\$168,300	4.0%	\$219,700	5.0%	\$226.300	5.0%
I U I AL FIXED EXPENSES	\$413,890	11.5%	\$550,906	14.1%	\$617,840	14.7%	\$682,280	15.5%	\$700,579	15.5%
NET OPERATING INCOME	\$1,113,035	30.9%	\$1,105,294	28.2%	\$1,158,855	27.5%	\$1,177,393	26.8%	\$1,215,194	26.9%
		Contraction of the local distance of the loc				STANDARD STORES				
INFLATION FACTOR-	3 00/	EVDEDT		0						
	01.0.0	「こうへに」	1.5% Commerc	Ial Condo I	Lease + Condo	CAM Fees				

INCOME & EXPENSE PROFORMA

						******				
STATISTICS:										
Rooms	124		124		124		104		101	
Room Nights Available	45 260		15 260		151		12 220		124	
Room Nichts Sold	040 55		010 25				010 00		40,200	
Oreinanou 96			040'ro				33,040		33,040	
	10.0%		13.0%		/3.0%		73.0%		73.0%	
Average Kate (Sold)	\$136.95		\$141.06		\$145.29		\$149.65		\$154.14	
REVENUES:										
Rooms	\$4,524,900	97 1%	\$4 660 600	97 1%	\$4 BOD 400	07 100	64 044 400	10/ 10/	000 000 au	104 40
Telephone	\$23,300	D 5%	\$24,000	0.5%	004 868	0.5%	4.14.1400 4.25 500	0/1.1/0	000,350,05	21.17 0 For
Rentals and Other Income	\$113 100	%P 6	\$116 500	0.000	£120,000	2 A0/		20.0		
TOTAL REVENUES	\$4,661,300	100.0%	\$4,801,100	100.0%	\$4,945,100	100.0%	\$5.093.500	100.0%	\$5 246 300	100.0%
DEPARTMENTAL EXPENSE:										
	400 000									
	\$1,1U6,5UU	24.5%	\$1,141,800	24.5%	\$1,176,100	24.5%	\$1,211,400	24.5%	\$1,247,700	24.5%
	\$113,123	2.5%	\$116,515	2.5%	\$120,010	2.5%	\$123,610	2.5%	\$127,320	2.5%
lelephone	\$22,100	94.8%	\$22,800	95.0%	\$23,500	95.1%	\$24.200	94.9%	\$24,900	95.0%
Rentais and Other Income	\$62,200	55.0%	\$64,100	55.0%	\$66,000	55.0%	\$68,000	55.0%	\$70,000	55.0%
TOTAL DEPARTMENTAL EXPENSE	\$1,243,823	26.7%	\$1,281,115	26.7%	\$1,319,610	26.7%	\$1,359,210	26.7%	\$1,399,920	26.7%
DEPARTMENTAL PROFIT (LOSS):										
Rooms	\$3,303,178	73.0%	\$3.402.285	73.0%	\$3.504.290	73.0%	\$3,609,390	73 0%	\$3 747 7RD	73 00/
Telephone	\$1,200	5.2%	\$1.200	5.0%	\$1.200	4.9%	\$1300	5 1%	001 13 1'00	20.01
Rentals and Other Income	\$50,900	45.0%	\$52,400	45.0%	\$54.000	45.0%	\$55,600	45.0%	\$57,300	45.0%
TOTAL DEPARTMENTAL PROFIT (LOSS)	\$3,355,278	72.0%	\$3.455,885	72.0%	\$3.559.490	72.0%	\$3 666 290	72 0%	\$3 776 380	70 00/24
UNDISTRIBUTED OPERATING EXPENSE										× ~
Administrative & General	\$461,000	0 0%	\$475 000	0 00/	000 000	20.00	0001000	2000		
H Franchise Rovalty Ease (5% of DC)	000'I 014	0/ 0-0-V		0.9.0 1 00/	000 0100	9.9%	000,5004	9,9%	\$519,000	6.6%
	007'0220 6172 000	0/ 0- 6	00010270	4.9% 147.0	\$240,000	4.9%	\$247,200 \$250,000	4.9%	\$254,600	4.9%
Worksting Econ (40' of the)		0.1.0	001'A/1¢	3.1%	00c, 581 ¢	3.1%	\$190,000	3.7%	\$195,700	3.7%
	\$181,000	3.9%	\$186,400	3.9%	\$192,000	3.9%	\$197,800	3.9%	\$203,700	3.9%
	\$153,000	3.3%	\$157,600	3.3%	\$162,300	3.3%	\$167,200	3.3%	\$172,200	3.3%
Energy Costs	\$186,000	4.0%	\$192,000	4.0%	\$198,000	4.0%	\$204,000	4.0%	\$210,000	4.0%
I ULAL UNDISTRIBULED OPERATING EXP.	\$1,381,100	29.6%	\$1,423,100	29.6%	\$1,465,800	29.6%	\$1,510,200	29.6%	\$1,555,200	29.6%
GROSS OPERATING PROFIT	\$1,974,178	42.4%	\$2,032,785	42.3%	\$2,093,690	42.3%	\$2,156,090	42.3%	\$2,221,180	42.3%
FIXED EXPENSES:										
Parking Space Rental-110 spaces	\$76,704	1.6%	\$76,704	1.6%	\$76.704	1.6%	\$76 704	1 5%	\$76 704	1 50
Property Taxes	\$292,800	6.3%	\$301,600	6.3%	\$310,600	6.3%	\$319 900	5 30%	\$320 500	A 20/
TIF Rebate	(\$137,616)	-3.0%	(\$141.752)	-3.0%	(\$145 982)	3.0%	(\$150.353)	2005	12154 BEEN	200
Insurance	\$116,000	2.5%	\$119.500	2.5%	\$123,100	25%	\$126,800	2 5%	\$130,600	200
Management Fees	\$139,800	3.0%	\$144,000	3.0%	\$148,400	3.0%	\$152,800	3.0%	\$157 ADD	20.2
Reserve for Replacement	\$233,100	5.0%	\$240,100	5.0%	\$247,300	5.0%	\$254 700	5.0%	\$262 300	200
TOTAL FIXED EXPENSES	\$720,788	15.5%	\$740,152	15.4%	\$760,122	15.4% £	t \$780,551	15.3%	\$801,639	15.3%
NET OPERATING INCOME	\$1,253,390	26.9%	\$1,292,633	26.9%	\$1,333,568	27.0%	\$1,375,539	27.0%	\$1.419.541	27.1%

070223

NOTE: Percentages are of total revenue except department expenses and profits are percentages of departmental revenue.

5/21/07 PAGE 4 OF 5 CC

HAMPTON INN & SUITES 124-keys, Downtown Gainesville, FL \$970,000 INVESTMENT ANALYSIS: H With Retail Space (7750 SF) Sold Prior to Opening @ \$125/SF =

	- <u></u>		~~~	ন্ন			- I	~ ~		5				~					_		1		<u></u>		
TOTALS		\$12,444,441	(\$6,413,800	(\$8,439,000		\$4,005,441	\$4,005,441	12.59	NE CASI FLOV	(\$3 516 000	\$269,135	\$261,394	\$314,955	\$333,493	\$371,294 ¢400.400	\$448 733	\$489,668	\$531,639	\$5,389,559	\$5,303,359			SNT .		OUR
YEAR 10	73.0%	\$1,419,541	(\$569,500)	(\$843,900)		1.68 1.68	\$575,641		FROM SALE										\$4,813,918	\$4,813,918			INVESTMI	CONTAIN	ASED UPON
YEAR 9	73.0%	\$1,375,539	(\$588,600) (\$755 200)	(\$843,900)		\$531,639 1.63	\$531,639		DERATING		\$269,135	\$261,394	\$314,955	\$333,493	\$3/1,294 \$400 400	\$448.733	\$489,668	\$531,639	\$575,641	\$4,005,441	2004 Film 2014 C		ORMAS ANI	TED HEREIN	MPTIONS B
YEAR 8	73.0%	\$1,333,568	(\$606,400) (\$227,500)	(\$843,900)		⊅469,000 1.58	\$489,668	E OF RETURN	VESTMENT	(\$3.516.000)										(\$3,516,000)		4	<u>iek</u> : Inclal proi	V REPRESEN	ES AND ASSU
YEAR 7	73.0%	\$1,292,633	(\$623,000) (\$230,000)	(\$843,900)	002 0770	9446,733 1.53	\$448,733	NTERNAL RAT	EAR	EAR 0	EAR 1	EAR 2	EAR 3	EAR 4	EAK 0 FAR 6	EAR 7	EAR 8	EAR 9	EAR 10	OTALS			THE FINA	ANALYSE	ESTIMAT
YEAR 6	73.0%	\$1,253,390	(\$638,400) (\$205,500)	(\$843,900)	000 000 <del>0</del>	a403,430 1.49	\$409,490		CASH RETURN Y	<del>_</del>	7.7%	7.4% Y	A %0.6	9.5%	11.6%	12.8%	13.9% Y	15.1% Y	16.4% Y	<u> </u>	D OF YEAR 10	\$1,419,541 11.0%	\$12,904,918 /*287,000	(000, 1054)	\$4,813,918
YEAR 5	73.0%	\$1,215,194	(\$652,700) (\$101.200)	(\$843,900)	100 100	4301,234	\$371,294	PRE-TAX	AVAILABLE FOR STRIBUTION	\$0	\$269,135	\$261,394	\$314,955	\$333,493 6374 204	\$409 490 \$409 490	\$448,733	\$489,668	\$531,639	\$575,641	\$4,005,441	I SALE AT ENI	10		101	SALE
YEAR 4	73.0%	\$1,177,393	(\$666,000) (\$177,900)	(\$843,900)	007 0000	1,40	\$333,493		, <u>n</u>										1	1 1	CT BASED ON	Income - Year tate	705	ro∧o nce/End Veer	ROFIT FROM
YEAR 3	72.0%	\$1,158,855	(\$678,500) (\$165,400)	(\$843,900)	001 A DEC	1.37	\$314,955	PRINCIPAL REDUCTION AS %	TOTAL EQUITY CAPITAL		4.1%	4.4%	4.7%	0.1% 1.4%	5.8%	6.3%	6.8%	7.3%	7.8%	57.6%	IE OF PROJE(	Net Operating Capitilization R	Sales Price Sales Costs @	Mortoade Bala	TOTAL NET P
YEAR 2	69.0%	\$1,105,294	(\$690,000) (\$153,900)	(\$843,900)	COE 4 304	1.31	\$261,394		ANNUAL PRINCIPAL REDUCTION	\$0	\$143,200	\$153,900	\$165,400 \$177,000	9177,900 8404 200	\$205.500	\$220,900	\$237,500	\$255,300	\$274,400	\$2,025,200	6. VALU		NOIT		rrs.
YEAR 1	66.0%	\$1,113,035	(\$700,700) (\$143,200)	(\$843,900)	4760 136	1.32	\$269,135		TOTAL EQUITY CAPITAL	\$3,516,000									1	11		\$13,246,000 \$3,516,000	NNIIAI INFI 4		VTEREST, 25 '
		щ	VTEREST PRINCIPAL		AT SEDVICE		E FOR DISTR	ORIGINAL MORTGAGE 510,700,000 SPACE SOLD	MORTGAGE FINANCING	\$9,730,000													ASSUME 3% A		7.25%
*****	CUPANCY %	RATING INCOM	VICE: 11 \$9.730.000 P	BT SERVICE	W AFTER DEF	/ERAGE RATIC	W AVAILABLE	ORIGINAL PROJECT COSTS 1 \$14,216,000 { FTER RETAL	TOTAL PROJECT I COSTS	\$13,246,000										10 YEARS:		OTAL PROJEC QUITY:	ROJECTIONS /		
	HOTEL O(	NET OPER	DEBT SEF	TOTAL DE	CASH FLO	DEBT COV	CASH FLC	► 	YEAR	YEAR 0	YEAR 1	YEAR 2	YEAK 3 VEAD A	VEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	TOTALS -	NOTES:	- 4 - 4	с С	5	4. M

CUAD ANTEES THE DESULTS OF THESE ANALYSES, 54100 HOSPITALITY AMERICA NEITHER WARRANTS NOR

ESTIMATES AND ASSUMPTIONS BASED UPON OUR

(\$387,000) (\$7,704,000) \$4,813,918

5. PRINCIPAL - END YR 10: \$7,704,000

STUDY OF CURRENT MARKET CONDITIONS.

#### Review and Summary of Conclusions of the Hampton Inn & Suites Hotel Proposal

RERC has been asked to review the Hampton Inn & Suites proposal as submitted by the Windsor Aughtry Company for the development of 124 room hotel on a publicly-owned parcel (lot #9) in downtown Gainesville. The purpose of the review was to analyze and respond to the changes presented by the developer since their submission of January, 2006.

The specific modifications, or revisions, to the initial submission related to increases in costs to both the initial capital requirements as well as on-going operational expenses. These modifications are specified in Attachment "A". The most significant elements of the increases related to 1) the site/foundation costs; 2) overall increase in construction costs; 3) increases in insurance premiums; and 4) the anticipated increase in property taxes. On the capital side, the increases requested from the CRA incentives amounted to an additional \$55,000. Attachment "B" provides three charts, the first one indicating the original incentive request, the second presenting the revised request, with the third providing the calculations based on our findings and input from staff. Please note that the calculations for first two charts were erroneously based on the total property taxes (city, county, school board, water management district, etc.) not on the tax increment amount.

Relating only to those items that were not in the original request or have been revised upward, the following are our conclusions:

- Construction cost increases from \$100/SF to \$114/SF seem to be appropriately justifiable. Costs for concrete, steel and sheetrock have been significantly higher over the past 18 months and are beginning to moderate. Separate discussions with other contractors/construction projects indicate the developer's costs are consistent with the current market.
- Increase in insurance rates from \$25,000 to \$100,000. The current insurance environment in the state of Florida as a result of hurricane and other weather related damages has dramatically increased premiums. Checking with current hotel developers/managers, they have verified that the proposed cost of \$800+ per room premium is consistent with inland hotel properties in Florida.
- The \$250,000 costs associated with the proposed construction technology for the foundation was difficult to verify from another independent source since it is very sitespecific regarding soils, bedrock depth, etc. We therefore, have no comment regarding this cost.
- With the exception of the property taxes annual costs, the overall proforma projections appear to be consistent with industry standards and the anticipated market in Gainesville when this property would be coming online.
- The developer has indicated that the projected property taxes for this hotel have increased to \$250,000 per year over the original \$120,000 per year or a \$130,000 per year increase in operating expenses. Our analysis of the Alachua County Tax

Collector's records for 2006 on twelve (12) hotels in Gainesville with approximately 100-200 rooms do not support the projected property tax increase. Attachment "C" shows the taxes paid by the hotels on a per room basis in the Gainesville area. Attachment "D" reflects the tax payments for all the Hampton Inns or Hampton Inn & Suites in Orange County which are newer hotels and in the tourism/convention area. Again, there is no property that would remotely reflect a \$2,000 per room tax payment that would be required for a \$250,000 per year property tax expense. Our assessment would indicate that the real estate tax payment would be around \$1,000 per room with the tangible property tax payment around \$130 per room. The total estimated annual property tax payment would be based on a millage rate of 25.2622.

#### 124 rooms x \$1,130/room/year = \$140,120/year

The TIF revenue based on 13.9303 mils would be approximately 55% of the above figure:

 $\frac{13.9303 \text{ mils}}{25.2622 \text{ mils}} = 55\%$   $\$140,120 \times 55\% = \$77,066/\text{year}$ 

Therefore, we have substituted this estimated TIF revenue support into the second chart format in Appendix "B". We have used a discount factor of 9% to calculate the Net Present Value for the proposed incentive package. Based on the risk factors indicated in a hotel venture of this sort, we feel this is relatively conservative. Based on staff input, we projected calculations only on the capital needs for the project (estimated at \$370,000) and eliminated the operational costs increase requests (i.e. the insurance and tax increases). The result was an incentive package that could be supported by a TIF incentive rebate of 70%/year for a 15 year period.

## **GAINESVILLE AREA HOTELS**

					Taxes
		#		2006	per
Hotel	Address	Rooms	Yr Built	Taxes	Room
Fairfield Inn by Marriott	6901 NW 4th Boulevard	135	1989	\$64,333	\$476.54
Days Inn I-75	7516 Newberry Road	102	1986	\$67,658	\$663.31
Holiday Inn	7417 Newberry Road	170	1967	\$192,270	\$1,131.00
LaQuinta Inn	920 NW 69th Terrace	134	1989	\$87,776	\$655.04
Cabot Lodge	3726 SW 40th Boulevard	208	1986	\$155,965	\$749.83
Hampton Inn Gainesville	4225 SW 40th Boulevard	106	1994	\$74,844	\$706.08
Motel 6	4000 SW 40th Boulevard	121	1989	\$64,880	\$536.20
Extended Stay America	3600 SW 42nd Street	129	1997	\$77,114	\$597.78
Red Roof Inn					
Gainesville	3500 SW 42nd Street	129	1998	\$87,411	\$677.60
Gainesville Inn & Suites	4021 SW 40th Boulevard	114	1983	\$47,560	\$417.19
Homewood Suites by					
Hilton	3333 SW 42nd Street	103	2007	NA	NA
Spring Hill Suites by					
Marriott	4155 SW 40th Boulevard	126	TBD	NA	NA
Quality Inn	3455 SW Williston Road	86	1985	\$47,538	\$552.77
Courtyard by Marriott	3700 SW 42nd Street	78	1998	\$72,015	\$923.27

## **Summary Statistics**

Average per Room	\$673.89
Median per Room	\$659.18
Wtd Average per Room	\$687.41

## HAMPTON INN & SUITES - ORANGE COUNTY

					Taxes
Hatal	A dalare e e	# D	Yr Dl4	2006	Per
Hotel	Address	# Rms	BIT	laxes	Room
Hampton Inn North Universal Blvd	5621 Windhover Drive	120	1992	\$88,572	\$738.10
Hampton Inn Orlando - Florida Mall	8601 South Orange Blossom Trail	128	1974	\$36,505	\$285.20
Hampton Inn Orlando - International Airport	5767 TG Lee Blvd	123	1995	\$93,907	\$763.47
Hampton Inn - South of Universal Studios	7110 South Kirkman Road	170	1991	\$94,984	\$558.73
Hampton Inn & Suites	7448 International Drive	108	2003	\$120,292	\$1,113.81
Hampton Inn Orlando - Convention Centre International Drive Area	8900 Universal Blvd	170	1999	\$179,958	\$1,058.58
Hampton Inn & Suites Orlando - East University of Central Florida	3450 Quadrangle Blvd	113	1998	\$76,157	\$673.96
Hampton Inn & Suites Orlando/ Lake Buena Vista	8150 Palm Parkway	147	1998	\$149,341	\$1,015.93

## Summary

Average Per Room	\$775.97
Weighted Average	
Per Room	\$778.24
Median	\$750.79