TOWN OF WINTER PARK
BOARD OF ADJUSTMENT
Tuesday, October 11, 2022 8:00 AM
Immediately Following Planning Commission

A G E N D A

I. Meeting Call to Order

II. Roll Call of BOA Members

III. Minutes: July 12, 2022

IV. Conflicts of Interest

V. Action Items:

A. Building Height Variance Request – 78581 Highway 40 – Metes and Bounds Parcel (PLN22-086)

If members of the public wish to attend the meeting digitally the link is below. The meeting will continue in person regardless of technical difficulties with Zoom.

Computer Log-In Instructions

Please click the link below to join the webinar:
https://us02web.zoom.us/j/81725744995?pwd=RnVOb2hpVmN1SXBydzFBZEc3NGhGZz09
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Dial In Numbers
US: +1 669 900 6833 or +1 253 215 8782 or +1 346 248 7799 or +1 929 436 2866 or +1 301 715 8592 or +1 312 626 6799
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Public Hearing Process

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TOWN OF WINTER PARK
BOARD OF ADJUSTMENT
Tuesday, July 12, 2022 8:00 AM
Immediately Following Planning Commission at

MINUTE

I. Meeting Call to Order. The meeting starts at 9:30 am. Roll Call indicated present Chairman Brad Holzwarth, BOA Members Angela Sandstrom, Roger Kish and Dave Barker and BOA Alternates Doug Robbins and Mike Davlin. Community Development Director James Shockey and Town Planner Hugh Bell are also present. BOA Alternate Mike Davlin leaves the Meeting.

II. Minutes: No minutes to review.

III. Conflicts of Interest. No one comes forward.

V. Action Items:

A. Adoption of Resolution 6, Series 2022, A RESOLUTION OF THE BOARD OF ADJUSTMENT OF THE TOWN OF WINTER PARK ADOPTING FINDINGS OF FACT RELATED TO THE APPROVAL OF A VARIANCE TO REDUCE THE FRONT YARD SETBACK FOR LOTS 7 AND 8, BLOCK 10, OF WINTER PARK VILLAGE

BOA Member Barker makes a motion to approve the Adoption of Resolution 6, Series 2022. BOA Member Robbins seconds. The Adoption of Resolution 6, Series 2022 is approved 5, 0.

B. Adoption of Resolution 7, Series 2022, A RESOLUTION OF THE BOARD OF ADJUSTMENT OF THE TOWN OF WINTER PARK ADOPTING FINDINGS OF FACT RELATED TO THE APPROVAL OF A VARIANCE TO INCREASE THE MAXIMUM STRUCTURE HEIGHT FOR LOT 99-S OF RESERVE AT LAKOTA PARK SUBDIVISION

BOA Member Barker makes a motion to approve the Adoption of Resolution 7, Series 2022. BOA Member Sandstrom seconds. The Adoption of Resolution 7, Series 2022 is approved 5, 0.

C. Adoption of Resolution 8, Series 2022, A RESOLUTION OF THE BOARD OF ADJUSTMENT OF THE TOWN OF WINTER PARK ADOPTING FINDINGS OF FACT RELATED TO THE APPROVAL OF A VARIANCE TO INCREASE THE MAXIMUM STRUCTURE HEIGHT FOR LOT 99-Q OF RESERVE AT LAKOTA PARK SUBDIVISION

BOA Member Barker makes a motion to approve the Adoption of Resolution 8, Series 2022. BOA Member Sandstrom seconds. The Adoption of Resolution 8, Series 2022 is approved 5, 0.

Upon a previously approved motion, the BOA meeting is adjourned at 9:33 am.

MEMO

TO	Board of Adjustment
FROM	Hugh Bell, Planner
THRU	James Shockey, Community Development Director
DATE	October 11, 2022
RE	Building Height Variance Request – 78581 Highway 40 – Metes and Bounds Parcel (PLN22-086)

Applicant: Sudha Tokala on behalf of Winter Park FBIT, LLC

Description of Property:
The property is zoned D-C (Destination Center) overlaid with D-B-O (Downtown Business Overlay) and with the following entitlements:

Dwelling Unit (DU) Density – 32 DU/acre
Overnight Accommodation Unit (OAU) Density – 84 OAU/acre
Setbacks – 0' front / 0' rear / 0' side
Building Coverage – No limit given predominant first-floor use is commercial
Building Height – 55' midpoint
Floor Area Ratio – 1.125% (for a two-level parking structure in the D-C zone district)

Variance Request:
Request to increase maximum building height from 55' to 69'-0" for a mixed-use structure.

Owner's Reasons Why the Variance Should be Granted:
Applicant cites several hardships: that a 14' grade difference exists between the west and east property lines; that a minimum number of OAU, for-sale DU, and on-site employee housing DU are required for financial feasibility; and that off-street parking is best served by a covered parking structure given the number of OAU and DU. The property is deep, averaging ~473', and wetlands abutting the Fraser River on the east side comprise ~0.71 acres of the 3.07-acre property. See application for further details.

Applicable Provision(s) of the Unified Development Code (UDC):
§ 3-A-5, MIXED-USE DISTRICTS
Maximum Height in Destination Center (D-C) zoning district: 55'

§ 5-F-3, VARIANCE

A. Generally. Variances are authorizations to depart from the strict application of the standards of this UDC. In order to prevent or to lessen such practical difficulties and unnecessary physical hardships inconsistent with the objectives of this UDC as would result from strict or literal interpretation and enforcement, variances from certain regulations may be granted. A practical difficulty or unnecessary physical hardship may result from the size, shape or dimensions of a site or the location of existing structures thereon; from topographic or physical conditions on the site or in the immediate vicinity; or from other physical limitations,

street locations or traffic conditions in the immediate vicinity. Cost or inconvenience to the applicant of strict or literal compliance with a regulation shall not be a reason for granting a variance. It is not the intent of this Section to allow variances in the classification of uses of property. They are granted by the Board of Adjustment (BOA) by C.R.S., § 31-23-307 et seq., as amended.

Criteria to Grant Variance:

§ 5-F-3(F), *Approval Criteria* The variance request shall meet all four (4) of the following criteria for approval:

1. Hardship. The strict or literal interpretation and enforcement of the specified regulation would result in practical difficulty or unnecessary physical hardship that would deprive the applicant of privileges enjoyed by the owners of other properties in the same zone district;
2. Health, Safety, and Welfare. That the granting of the variance will not be detrimental to the public health, safety or welfare or materially injurious to properties or improvements in the vicinity;
3. Unusual Circumstances. The plight of the owner is due to unusual circumstances at the property of the variance that do not generally apply to other properties in the same zone district; and
4. Character. That the granting of the variance will not alter the essential character of the locality.

§ 5-B-8 Public Notice Requirements:

This variance request has had proper public notification pursuant to § 5-B-8 of the UDC. A Newspaper Publication (PUB) was published in the Middle Park Times on September 29, 2022, providing notification of the meeting and requesting comments. A Surrounding Property Owners Mailing (ML) was sent to property owners within 300' of the property on September 21, 2022. A Property Posting (PO) was posted on September 23, 2022.

Two (2) comments have been received as of October 7, 2022. The comments oppose the request and are attached.

Staff Comments:

Applicant proposes constructing a mixed-use building containing overnight accommodation units (OAU), dwelling units (DU), and commercial space. Applicant requests to increase maximum building height from 55' to 69'-0". Earlier this year, the Applicant submitted a variance request for building height, asking for a maximum height of 73', which BOA denied on April 26 via Resolution No. 5, Series 2022.

To provide adequate parking for the proposed 92 OAU and 72 DU, Applicant cites the need for a height variance, as a two-level parking garage is proposed. Basing minimum parking requirements on Applicant's floorplan exhibit, a minimum of 188 off-street parking spaces are required for the OAU and DU uses:

- 1 space per one-bedroom multifamily DU (2 1br DU) = 2 spaces
- 1.5 spaces per two-bedroom multifamily DU (23 2br DU) = 34.5 spaces
- 2 spaces per three bedroom or more multifamily DU (36 3-and-4br DU) = 72 spaces
- 1 space per on-site employee housing DU (10 DU) = 10 spaces
- 0.75 spaces per OAU (92 OAU) = 69 spaces
- 1 space per 300 sq. ft. of meeting rooms, ballrooms, and administrative offices = TBD
- 1 space per 100 sq. ft. of integrated restaurants and bars that are open to the public = TBD

Applicant depicts 215 off-street parking spaces on floorplans. Uses for the commercial spaces are not yet proposed so parking cannot be calculated for those portions of the project, nor can it be calculated for the auxiliary uses accompanying a hotel, listed above.

Easements adjacent to the west property line, which is classified as the front lot line, prevent the building from being built to the property line as permitted in the D-C zone. Easements comprise approximately the first 25' into the property, and the building cannot encroach into these.

The ~0.71-acre-wetland also limits the buildable area as it comprises a significant amount of the property's east side. Any wetland encroachment would require approval by the U.S. Army Corps of Engineers, the Planning Commission, and the Town Council (UDC, § 3-C-3), which staff believes would be difficult to obtain.

The request conforms to several recommendations of the Town's Comprehensive Plan, Imagine Winter Park (2019):

- C.O. Strategy 3.6, p. 4-13: Work with Main Street property owners to direct parking to the rear of the parcel to eliminate the visual impact of off-street parking. Off-street parking would be screened by the commercial units fronting Main Street.
- C.C. Strategy 3.2, p. 3-13: Ensure that all new commercial and residential development mitigate their impacts on workforce housing.
- C.C. Strategy 3.8, p. 3-13: Encourages new hotels in the downtown core to increase diversity of accommodation, enhance vibrancy, and support retail and commercial uses.

Since their last variance request to increase building height was denied, Applicant has reduced the maximum building height. Maximum building height has decreased from 73' to 69'. By stepping the building down with the slope (visible from the north and south property lines) and intermittently stepping the fifth story back, the building's perceived height is accordingly lower. Given the way building height is defined, the most restrictive grade adjacent to the building, which is on the east side (an average distance of ~344' from the west property line and 14' lower than the west side), must be used as the reference point on which to measure the tallest midpoint roof height, which is on the west side facing Main Street. Given the property's depth (averaging 473') and subsequently, the building's, the building height definition highly restricts height. The average height at any given point on an elevation is only 55', not 69'. It is important to note that as currently designed, the maximum midpoint building height adjacent to Main Street is ~58'-5", but this height is not final since the design must still be approved by the Planning Commission via the Major Site Plan process.

The applicant did not submit any alternative elevation drawings showing compliance with the building height requirement.

In the past, the BOA has approved variances for building height in downtown areas zoned D-C but only for buildings with a maximum midpoint or parapet height averaging 65' and with structured parking underneath the building. Although the BOA reviews requests on a case-by-case basis, staff finds it worthwhile to note recent variances granted nearby for building height:

- Building E, Hideaway Station (400 Baker Drive)

Staff Recommendation:

Staff finds that the four criteria for approval of a variance have been met. To start, only one structure is proposed on this property, which is deeper than most downtown properties abutting Main Street at ~473' (average), and because only one structure is proposed, maximum building height will be calculated by referencing the most restrictive grade adjacent to the building, which is on the east side (an average distance of ~344' from the west property line and 14' lower than the west side), and measuring the tallest midpoint roof height, which is on the west side facing Main Street. The perceived building height will not appear as 69', as the building averages only 55' at any given point on each elevation. It is important to note that as currently

designed, the maximum midpoint building height adjacent to Main Street is ~58'-5", but this height is not final since the design must still be approved by the Planning Commission via the Major Site Plan process. The architect has implemented several design strategies to reduce perceived height, which include stepping the building down with the slope (visible from the north and south property lines) and intermittently stepping the fifth story back.

The locality's character will change, but staff believes the amount of change contemplated by this certain application doesn't exceed what another application would propose for this property, given the intensity of development seen in recent land use applications for the downtown (i.e., Cooper Creek Final Development Plan, Hideaway Station, Arrow, etc.). The property is vacant and has the most intensive zoning classification (D-C), and since a commercial use is proposed for the majority of the first floor, it is not subject to setbacks or building coverage limits. Additionally, given the property fronts Main Street, it is also subject to the Downtown Business Overlay (DBO), requiring commercial uses on the first floor. The DBO's objective is to "[encourage] intensive mixed-use" and to "foster greater pedestrian activity, less reliance on the automobile, [and] comparison shopping…" (UDC, Table 2-A-4, *Zoning Districts).*

Applicant has provided evidence demonstrating the need for the proposed number of OAU (i.e., 92) with a market study by Robert S. Benton and Associates, Inc., a hospitality consulting and valuation firm, and with a pro forma by Greenwood Hospitality, another hospitality consulting firm. Applicant is supplementing the OAU with for-sale DU to make the project financially feasible, although it is worth noting that the pro forma does not indicate the same number of OAU proposed, nor does it include in its calculation any for-sale DU.

With that, Staff finds that the applicant has shown a hardship exists, that the variance will not impact the health, safety, or welfare of the community, that unusual circumstances exist, and that the character of the area will not be altered.

However, this is a decision for the Board to make, and the Board may choose to approve or deny based on the testimony and evidence it hears. Two sample motions are included below for convenience only. They do not limit the evidence the Board can rely on or the decision the Board makes.

Sample Motion for Approval:
I move to approve the request for the reasons discussed today, finding the applicant meets all four criteria required by the UDC, § 5-F-3(F) in that:

1. The strict or literal interpretation and enforcement of the specified regulation would result in practical difficulty or unnecessary physical hardship that would deprive the applicant of privileges enjoyed by the owners of other properties in the same zone district because ***[insert explanation supported by evidence here];***
2. That the granting of the variance will not be detrimental to the public health, safety or welfare or materially injurious to properties or improvements in the vicinity because ***[insert explanation supported by evidence here];***
3. The plight of the owner is due to unusual circumstances at the property of the variance that do not generally apply to other properties in the same zone district because ***[insert explanation supported by evidence here];*** and
4. That the granting of the variance will not alter the essential character of the locality because ***[insert explanation supported by evidence here].***

Sample Motion for Denial:

I move to deny the request for the reasons discussed today, finding the applicant fails to meet all four criteria required by the UDC, § 5-F-3(F) in that:

1. The strict or literal interpretation and enforcement of the specified regulation would not result in practical difficulty or unnecessary physical hardship that would deprive the applicant of privileges enjoyed by the owners of other properties in the same zone district because ***[insert explanation supported by evidence here];***
2. That the granting of the variance will be detrimental to the public health, safety or welfare or materially injurious to properties or improvements in the vicinity because ***[insert explanation supported by evidence here];***
3. The plight of the owner is not due to unusual circumstances at the property of the variance that do not generally apply to other properties in the same zone district because ***[insert explanation supported by evidence here];*** and
4. That the granting of the variance will alter the essential character of the locality because ***[insert explanation supported by evidence here].***

PUBLIC NOTICE
TOWN OF WINTER PARK
BOARD OF ADJUSTMENT
ZONING VARIANCE REQUEST

Applicant: Sudha Tokala
Owner: Winter Park FBIT, LLC

Case Number: PLN22-086

Physical Address of Properties for Which the Zoning Variance Approval is Requested: 78581 Highway 40

Legal Description of Properties for Which the Zoning Variance Approval is Requested: That part of the NE ¼ NW ¼, NW ¼ NE ¼ Section 33, Township 1 South, Range 75 West of the 6th P.M., Town of Winter Park, Grand County, Colorado, Book 186 Page 76, retraced by field survey as follows: Beginning at the North 1/4 Corner of Section 33, being a 3" aluminum capped pipe stamped PLS 25971; THENCE South 05 degrees 40 minutes 48 seconds East for a distance of 286.65 feet; THENCE South 89 degrees 51 minutes 22 seconds West for a distance of 436.09 feet to a point on the east right of way boundary of U.S. Route 40; THENCE North 18 degrees 01 minutes 06 seconds West for a distance of 299.93 feet along the right of way; THENCE North 89 degrees 23 minutes 07 seconds East for a distance of 127.50 feet; THENCE South 89 degrees 55 minutes 48 seconds East for a distance of 217.64 feet; THENCE North 89 degrees 59 minutes 21 seconds East for a distance of 155.35 feet to the point of beginning. Together with and subject to covenants, easements, and restrictions of record. Said property contains 3.07 acres more or less.

See "Exhibit A" for location map.

Description of Request: Request to increase maximum building height from 55' to 69'-0" for a mixed-use structure.

Applicable Provision(s) of the Unified Development Code (UDC):
§ 3-A-5, MIXED-USE DISTRICTS
Maximum Height in Destination Center (D-C) zoning district: 55'

Due to this building height requirement, a maximum building height of 69'-0" is not permitted in the UDC as seen in § 3-A-5 and consequently requires a variance.

The Board of Adjustment will review this case and render a decision under § 5-F-3, *Variance,* of the UDC.

Additional information is available at this link: https://wpgov.com/current-development-projects/

A Public Hearing at Winter Park Town Hall, 50 Vasquez Road and online via Zoom is scheduled for:

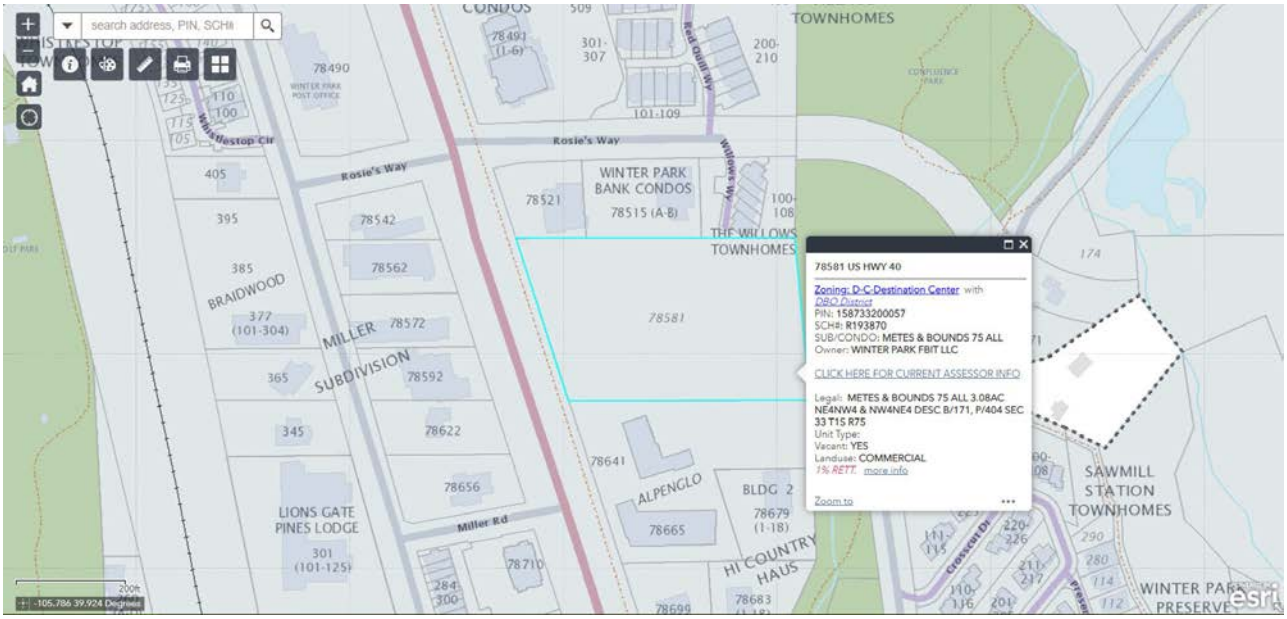
Board of Adjustment, Tuesday, October 11, 2022 at 8:00 A.M. immediately following the Planning Commission hearing.

Members of the public wishing to make comment regarding the zoning variance request may do so at the scheduled meeting, or write to Hugh Bell, Planner, Town of Winter Park, P.O. Box 3327, Winter Park, CO 80482, or hbell@wpgov.com. For comments to be included within the digital packet, they must be submitted by 5:00 P.M. on the Wednesday before the hearing.

The Zoom link will be made available in the Board of Adjustment full agenda, which will be published by end of day the Friday before the hearing at https://wpgov.com/our-government/agendas-minutes/

The meeting will be broadcast via Zoom and public comment can be made by those attending. If there are technical difficulties with Zoom, public comment via Zoom will not be available and the meeting will continue in person.

Exhibit A – Location Map



SURROUNDING PROPERTY OWNER MAILING FOR PUBLIC NOTICE AFFIDAVIT FORM

Surrounding Property Owner Notification (i.e., the mailing) is required at least fourteen (14) days prior to any required public hearing or final decision regarding an application. Applicant shall submit this Affidavit to the Community Development Director no later than eight (8) days prior to the required public hearing or final decision confirming such notification has been provided. Review of any application requiring public notice will be delayed in the event this Affidavit is not received.

I, Sudha Tokala (affiant's name), as the Applicant or representative of the Applicant for PLN22-086 (project number, i.e., PLN), do hereby swear and aver that to my own personal knowledge the following is true:

1. Applicant has given notice of (circle one) **Public Hearing Date(s)** or **Final Decision Date** to all surrounding property owners pursuant to the requirements of the Unified Development Code § 5-B-8, *Public Notice Requirements.*
2. Surrounding properties were identified as all parcels with any part of their perimeter within 300 feet of the perimeter of the property which is the subject of the Application.
3. Applicant completed mailing to all surrounding properties on September 21, 2022 (date), a date at least fourteen (14) days prior to public hearing or final decision date.
4. Notices sent included the information required by § 5-B-8 of the Unified Development Code.

Sudha Tokala.
Affiant signature

STATE OF Kansas)
) ss.
COUNTY OF Sedgwick)
Subscribed and sworn to before me this 21st day of September, 2022
by Sudha Tokala, the Affiant

Witness my hand and official seal.
My commission expires: June 23, 2023

Kelli J. Miller
Notary Public

NOTARY PUBLIC - State of Kansas
KELLI J. MILLER
My Appt Expires 6/23/2023

Date: 09_/07_/2022

Applicant Name: Sudha Tokala for Winter Park FBIT LLC

Mailing Address: 360 E. Williams St Wichita KS. 67206

Phone: 316-305-1807

Email: sudhatokala@gmail.com

Applicant is the: ☑ Property Owner ☐ Other: _____

Street address of property: 78581 US Hwy 40 Winter Park CO

Legal description of property: Metes&Bounds 75 all 3.08 NE4NW4 & NW4NE4 B/71, P/404 SEC33 T1S R75

Brief description of the variance requested:

Height Variance. Existing lot slopes approx. 14' from front to back of buildable portion. Building to be no more than 55' from sidewalk an/ or anyplace on the lot.

Indicate which conditions listed below relate to the property for which variance is requested. The variance request shall meet all four (4) following criteria for approval:

- ☑ **Hardship.** The strict or literal interpretation and enforcement of the specified regulation would result in practical difficulty or unnecessary physical hardship that would deprive the Applicant of privileges enjoyed by the owners of other properties in the same zone district;
- ☑ **Health, Safety, and Welfare.** That the granting of the variance will not be detrimental to the public health, safety or welfare or materially injurious to properties or improvements in the vicinity;
- ☑ **Unusual Circumstances.** The plight of the owner is due to unusual circumstances at the property of the variance that do not generally apply to other properties in the same zone district; and
- ☑ **Character.** That the granting of the variance will not alter the essential character of the locality.

For each condition checked above, Applicant must provide adequate supporting evidence with this application.

Applicant Signature:

1330 Burlington Street, Suite 201
North Kansas City, MO 64116
P: 816.715.1392

FBIT – BOA - Narrative

PROJECT: FBIT Winter Park
PROJECT #: 22-002

1. We are requesting a final height variance of 14'-0" (for a total maximum building height of 69'-0") for the proposed hotel and condominium building due to the way Winter Park defines building height. To comply with the walkability requirements of new buildings, provide an adequate number of units to make the project feasible, provide parking for the building, additional parking for the commercial space and potential public parking, it is necessary to build an underground parking garage with the hotel/condominium units located above them. The parcel we purchased currently slopes approximately 14 feet from the sidewalk to the rear buildable portion of the parcel. A sizable portion of that drop occurs in the first 25' of the lot, which is filled with utility easements. To best comply with the city's walkability requirements, we would need to use the existing sidewalk grade on the southwest corner of our lot as our 0'-0" initial grade. From this point our roof structure will not exceed the 55' to mid-roof or top of parapet requirement on any portion of the building. The rest of the lot drops off in elevation continuously to the final 14' loss in elevation. The measurement criteria measures from the lowest exposed point of the foundation or (undisturbed) original grade, whichever is the most restrictive. To build a usable and cost-effective building, we would need to use the existing slope of the lot and build the building no more than 55' from the existing grade in any location rather than the normally proscribed 55' from the lowest point of grade to the highest point of the building. This will allow us to achieve the necessary parking, accommodation units and residential units necessary to make the project feasible. The building will also include a minimum of 10 employee housing units, as well as parking for those units.

2. The granting of this variance will in no way be detrimental to the public. The building will provide additional employment to workers in the area and bring employee housing to the workers within the building. The sightlines of the building will not affect any of the residents in the surrounding area any more than any building built on the property, as again it will be no more than 55' at any point in height.

3. The land slopes off significantly to the rear of the parcel, and the town requests that the building be located as far forward on the property as possible. The town also requests attaching sidewalks to the commercial portion of the building to comply with the desire for walkability. To best comply with these requests, both the fixed point of reference for grade and the building height measured from the corresponding point of the exposed foundation allows this to be possible for

the proposed building. The building would be the exact same height were the lot flat, and if it were it would not require a variance at all.

4. The building shown will still be in character with the vision and design of the town. The height increase is minimal but allows for best use on the lot and will be no more than the allowed 55' from the sidewalk putting the final building height in line with existing buildings on flat lots and allowing all parking to be underground. Again, at no point on the lot will the building be more than 55' from grade. It is to be noted that the town has allowed additional building height as necessary for sloped lots.

PROJECT INFORMATION

SITE SUMMARY
ADDRESS: 78581 HIGHWAY 40 WINTER PARK, COLORADO

EXISTING ZONING: D-C
GROSS LOT AREA: 3.07 ACRES, 133,729 S.F.
PROPOSED USE: HOTEL: PERMITTED
PROPOSED USE: MULTI-FAMILY DWELLING UNITS: PERMITTED

PROJECT SUMMARY

DEVELOPMENT CRITERIA	WINTER PARK (WP) GUIDELINES	PROPOSED PLAN
DENSITY: DWELLING UNITS (DU)	32 DU/ PER ACRE	31.4 UNITS PER ACRE
DENSITY: ACCOMMODATION UNITS (AU)	84 AU/ PER ACRE	83.6 UNITS PER ACRE
TOTAL DWELLING UNITS	63 DU (1.97 ACRES)	62 UNITS
DWELLING UNITS (EMPLOYEE ROOMS)	N/A	10 UNITS
TOTAL ACCOMODATION UNITS	92 AU (1.10 ACRES)	92 UNITS
BUILDING HEIGHT	55 FEET	BUILDING:
NUMBER OF STORIES	N/A	
BUILDING SETBACKS		
FRONT	0 FEET	
FRONT UTILITY EASEMENT	25 FEET	
SIDE	5 FEET	
REAR	WETLANDS	
LOT COVERAGE	60%	58.3%

PARKING

NUMBER OF UNITS		WP PARKING REQ'D	TOTAL REQ'D
2, 3 & 4 BEDROOM UNIT:	57 UNITS	1.5 STALLS PER UNIT	86 STALLS
WORKFORCE UNITS:	10 UNITS	1.5 STALLS PER UNIT	15 STALLS
HOTEL GUESTROOM:	92 UNITS	.75 STALLS PER ROOM	69 STALLS
TOTAL			170 STALLS

PARKING PROVIDED: 215 STALLS

INSPIRATION

AXONOMETRIC VIEW OF MAIN ENTRANCE FROM NORTHWEST CORNER

INSPIRATION

INSPIRATION

INSPIRATION

INSPIRATION

AXONOMETRIC VIEW OF CONDOS FROM SOUTHWEST CORNER

PROGRESS DOCUMENTS NOT FOR CONSTRUCTION

9/8/2022 10:46:53 AM

THIS DRAWING HAS BEEN PREPARED BY THE ARCHITECT OF RECORD OR UNDER HIS DIRECT SUPERVISION AS AN INSTRUMENT OF SERVICE AND IS INTENDED FOR USE ONLY ON THIS PROJECT. ALL DRAWINGS, SPECIFICATIONS AND MODELS, INCLUDING ELECTRONIC FORM, RENDERINGS AND ARRANGEMENT AND COMPOSITION OF SPACES AND ELEMENTS PORTRAYED, CONSTITUTE THE ORIGINAL UNPUBLISHED WORK OF THE ARCHITECT. ANY REPRODUCTION, USE, OR DISCLOSURE OF THE INFORMATION CONTAINED HEREIN WITHOUT THE WRITTEN CONSENT OF THE ARCHITECT IS STRICTLY PROHIBITED.

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COMPLY WITH ALL LAWS CODES, ORDINANCES AND REGULATIONS WITH THE AUTHORITIES HAVING JURISDICTION, AND WITH REQUIREMENTS OF THE LANDLORD IF REQUIRED AS PART OF THE WORK CONTAINED WITHIN. DO NOT START WORK UNTIL ALL PERMITS AND REQUIRED APPROVALS ARE OBTAINED.

VERIFY ALL ACTUAL CONDITIONS AND DIMENSIONS PRIOR TO CONSTRUCTION. COMMENCEMENT OF WORK CONSTITUTES ACCEPTANCE OF EXISTING CONDITIONS. ANY DISCREPANCIES, APPLICATION OF A MATERIAL OR EQUIPMENT ITEM TO WORK INSTALLED BY OTHERS CONSTITUTES ACCEPTANCE OF THAT WORK, AND ASSUMPTION OF RESPONSIBILITY FOR SATISFACTORY INSTALLATION.

DIMENSIONS SHOWN ARE TO FACE OF STRUCTURAL MATERIAL UNLESS OTHERWISE INDICATED.

CALCULATE AND READ DIMENSIONS. DO NOT SCALE THESE DRAWINGS.

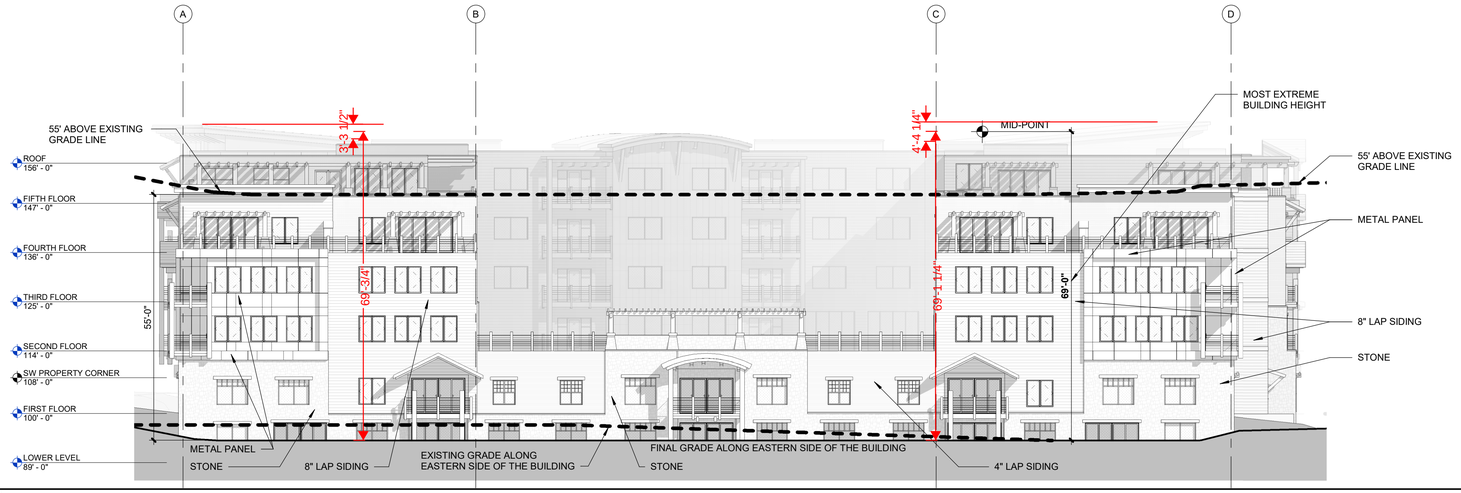
Winter Park Hotel and Condos
--
78581 US Highway 40
Winter Park, CO

JOB NO:	22-002
DATE:	09.07.2022
ISSUE RECORD:	PRESENTATION

REVISIONS:

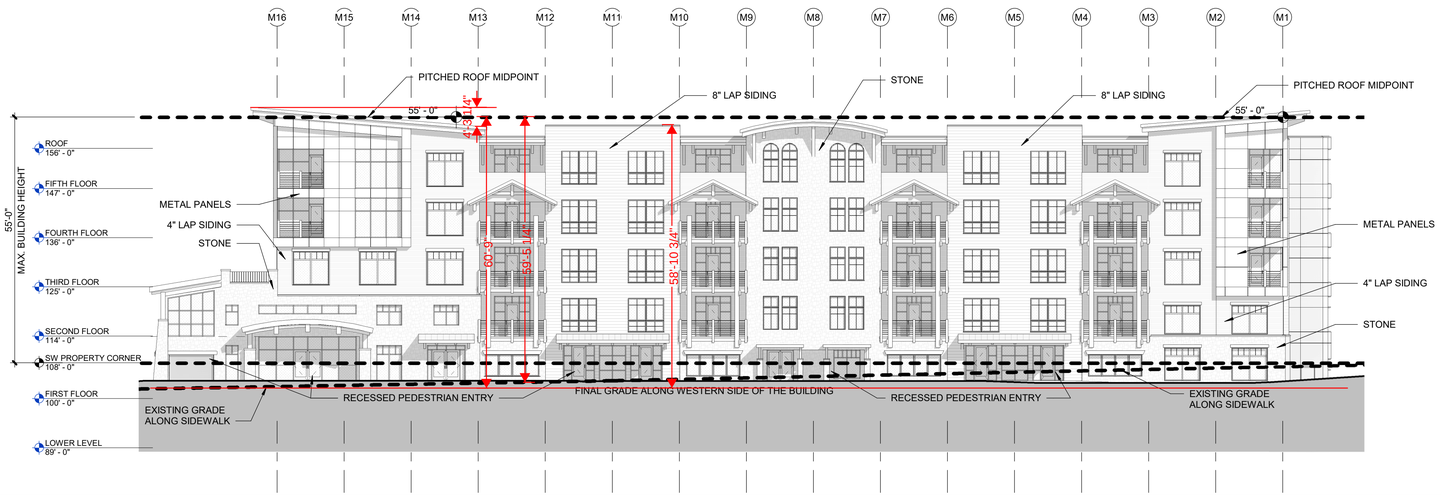
PROJECT INFORMATION

A001



2 EAST ELEVATION

A200 SCALE : 1/16" = 1'-0"



1 WEST ELEVATION

A200 SCALE : 1/16" = 1'-0"

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DIMENSIONS SHOWN ARE TO FACE OF STRUCTURAL MATERIAL UNLESS OTHERWISE INDICATED.

CALCULATE AND READ DIMENSIONS; DO NOT SCALE THESE DRAWINGS.

Winter Park Hotel and Condos

-

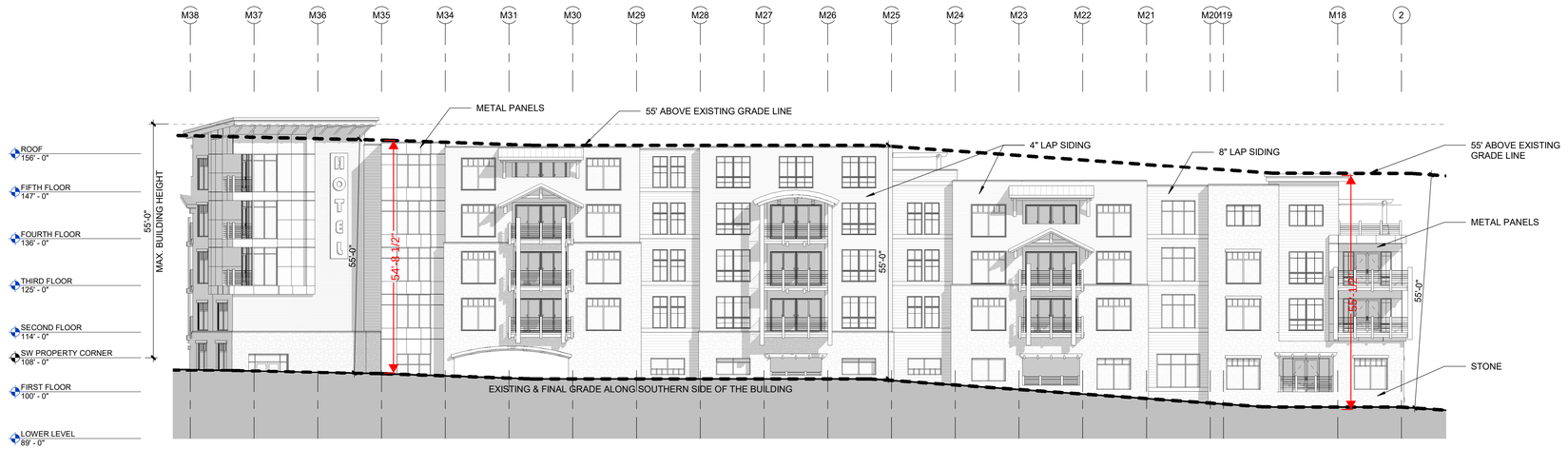
78581 US Highway 40
Winter Park, CO

JOB NO: 22-002
DATE: 09.07.2022
ISSUE RECORD: PRESENTATION
REVISIONS:

EXTERIOR ELEVATIONS

A200

2	NORTH ELEVATION
A201	SCALE : 1/16" = 1'-0"



1	SOUTH ELEVATION
A201	SCALE : 1/16" = 1'-0"

PROGRESS DOCUMENTS NOT FOR CONSTRUCTION

9/8/2022 8:49:53 AM

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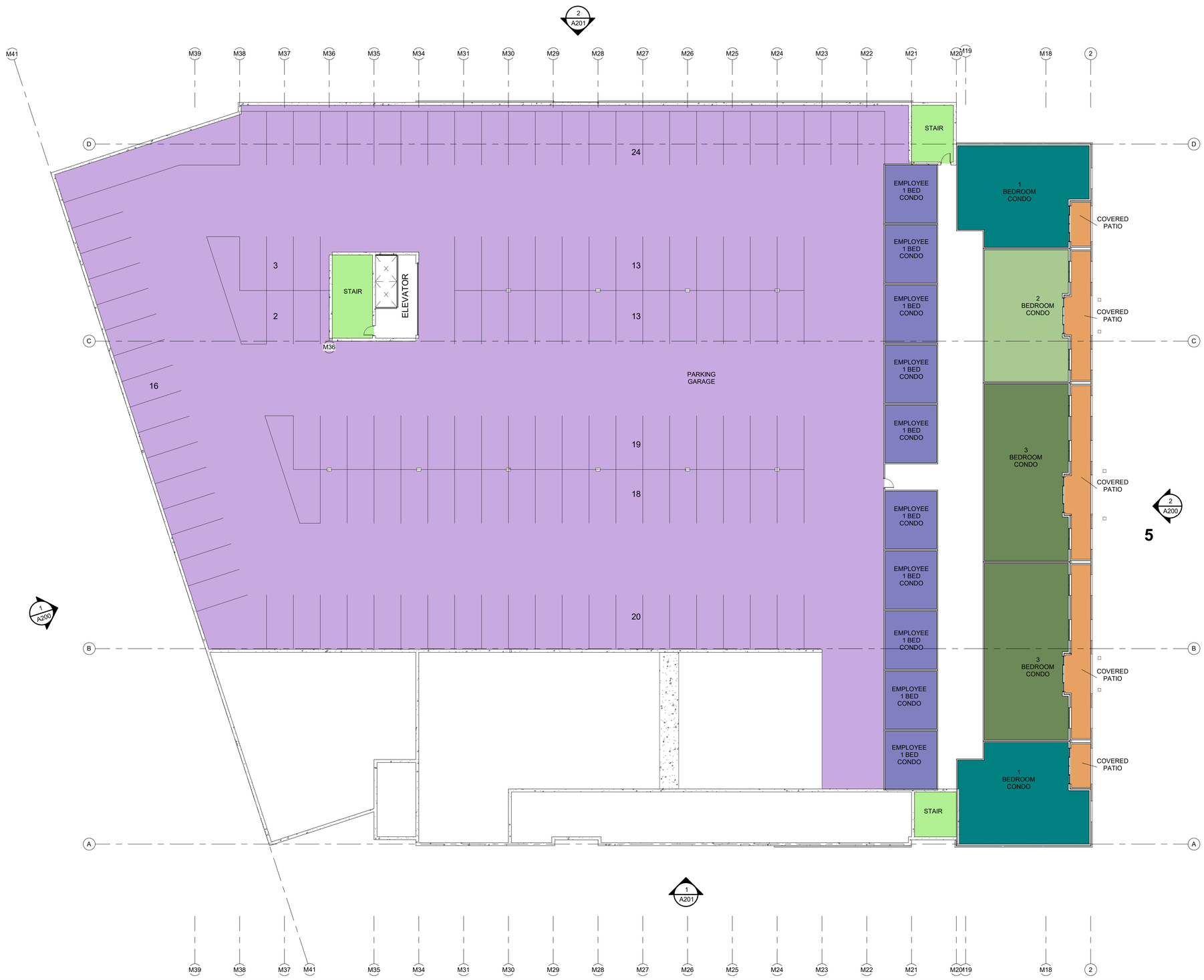
Winter Park Hotel and Condos

78581 US Highway 40
Winter Park, CO

JOB NO:	22-002
DATE:	09.07.2022
ISSUE RECORD:	PRESENTATION
REVISIONS:	

EXTERIOR ELEVATIONS

A201



1 LOWER LEVEL

A110 SCALE : 1/16" = 1'-0"

PROJECT PROGRAM

LOWER LEVEL
128 ENCLOSED PARKING STALLS
10 EMPLOYEE ONE BEDROOM CONDOS
2 ONE BEDROOM CONDOS
1 TWO BEDROOM CONDO
2 THREE BEDROOM CONDOS

FIRST FLOOR
87 ENCLOSED PARKING STALLS
HOTEL MAIN ENTRANCE
RETAIL SPACES
1 TWO BEDROOM CONDO
4 THREE BEDROOM CONDOS

SECOND FLOOR
HOTEL COMMON AREA
14 HOTEL ROOMS
CONDO COMMON AREA
5 TWO BEDROOM CONDOS
9 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO
PODIUM LEVEL ENTERTAINING DECK

THIRD FLOOR
26 HOTEL ROOMS
5 TWO BEDROOM CONDOS
10 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FOURTH FLOOR
26 HOTEL ROOMS
9 TWO BEDROOM CONDOS
6 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FIFTH FLOOR
26 HOTEL ROOMS
1 TWO BEDROOM CONDO
3 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

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Winter Park Hotel and Condos

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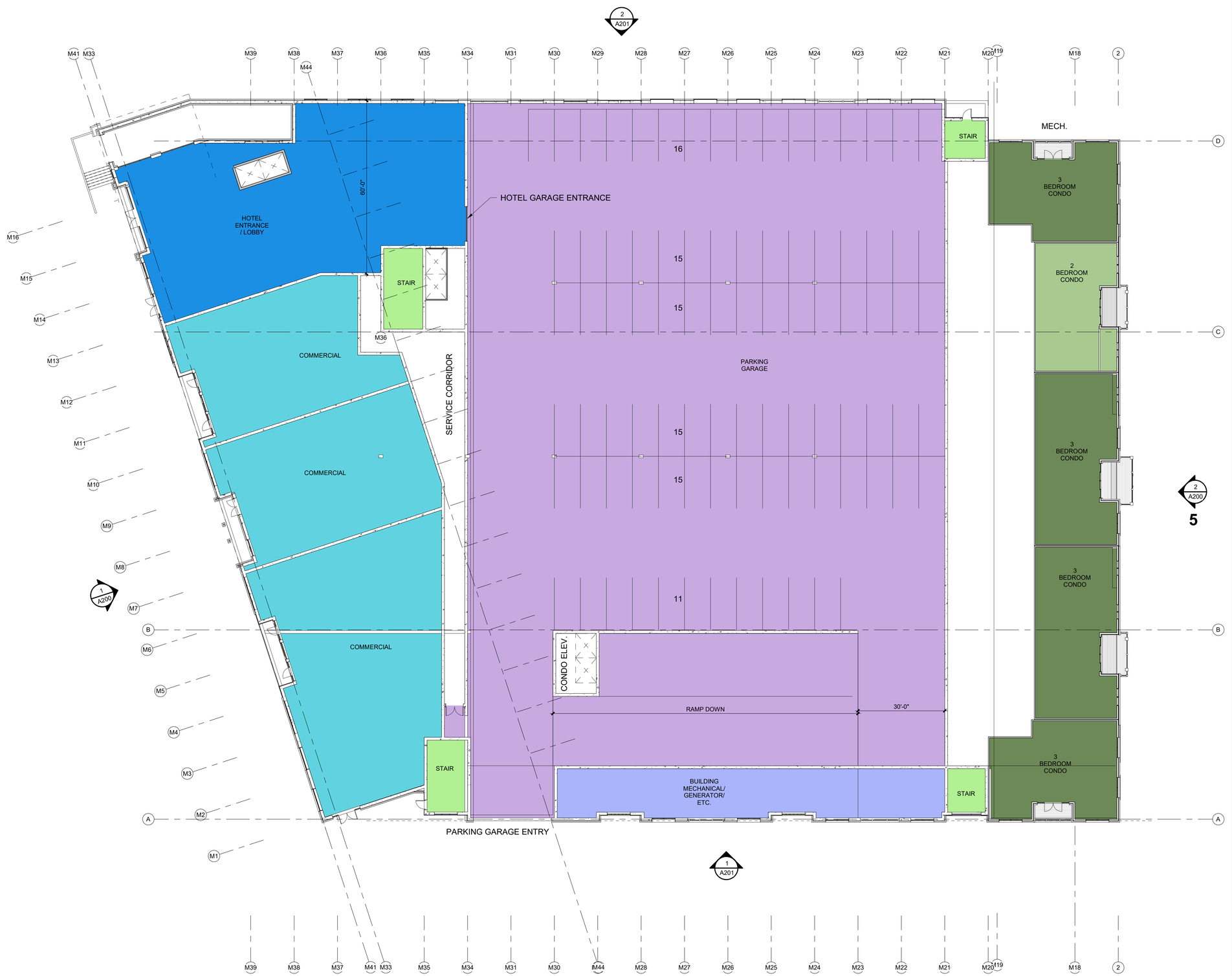
78581 US Highway 40
Winter Park, CO

JOB NO: 22-002
DATE: 09.07.2022
ISSUE RECORD: PRESENTATION
REVISIONS:

LOWER LEVEL

A110



PROJECT PROGRAM

LOWER LEVEL
128 ENCLOSED PARKING STALLS
10 EMPLOYEE ONE BEDROOM CONDOS
2 ONE BEDROOM CONDOS
1 TWO BEDROOM CONDO
2 THREE BEDROOM CONDOS

FIRST FLOOR
87 ENCLOSED PARKING STALLS
HOTEL MAIN ENTRANCE
RETAIL SPACES
1 TWO BEDROOM CONDO
4 THREE BEDROOM CONDOS

SECOND FLOOR
HOTEL COMMON AREA
14 HOTEL ROOMS
CONDO COMMON AREA
5 TWO BEDROOM CONDOS
9 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO
PODIUM LEVEL ENTERTAINING DECK

THIRD FLOOR
26 HOTEL ROOMS
5 TWO BEDROOM CONDOS
10 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FOURTH FLOOR
26 HOTEL ROOMS
9 TWO BEDROOM CONDOS
6 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FIFTH FLOOR
26 HOTEL ROOMS
1 TWO BEDROOM CONDO
3 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

1	OVERALL FIRST FLOOR PLAN
A111	SCALE : 1/16" = 1'-0"

PROGRESS DOCUMENTS NOT FOR CONSTRUCTION

9/9/2022 10:47:06 AM

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Winter Park Hotel and Condos

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78581 US Highway 40
Winter Park, CO

JOB NO:	22-002
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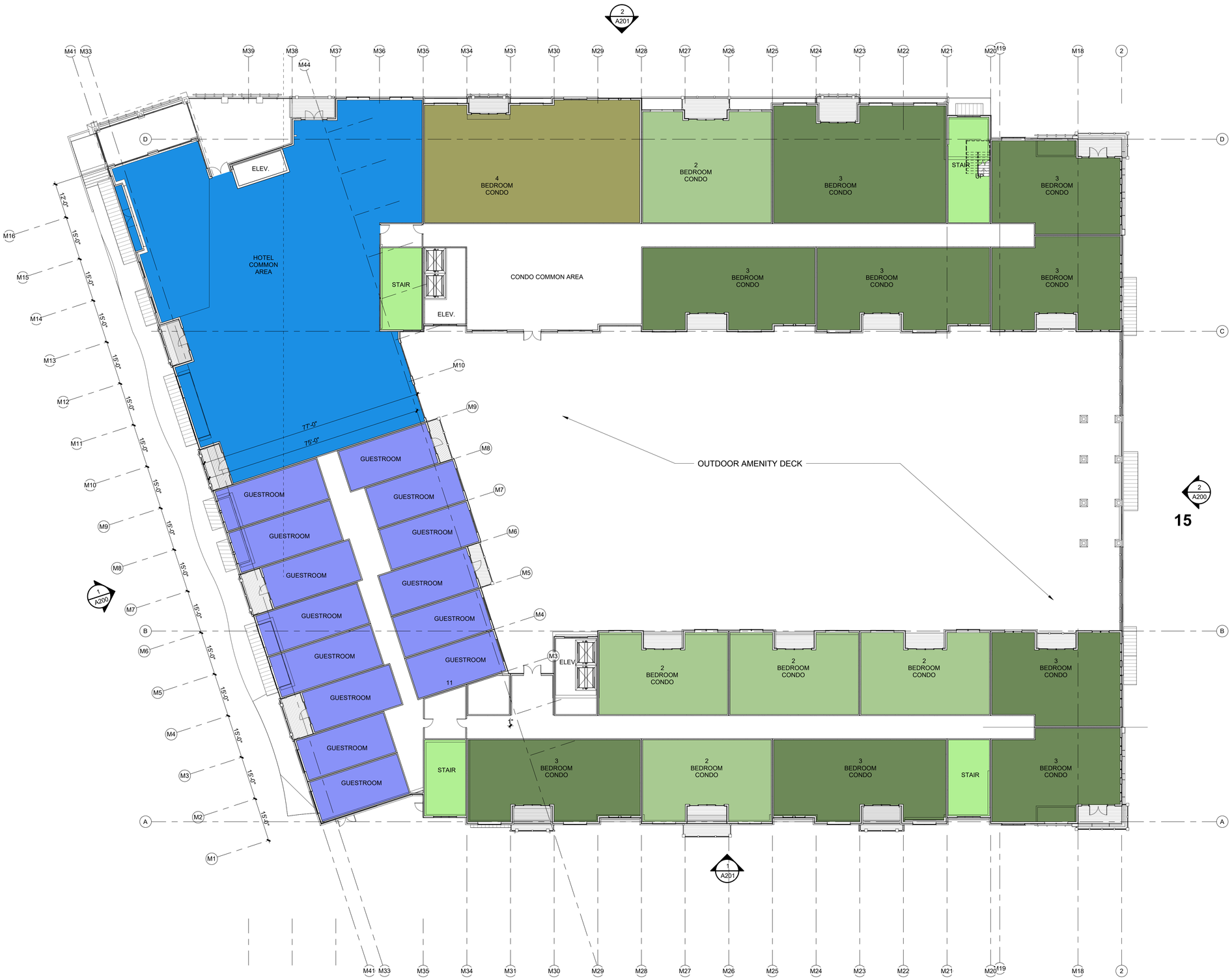
ISSUE RECORD:	PRESENTATION

REVISIONS:

FIRST FLOOR PLAN

A111



PROJECT PROGRAM

LOWER LEVEL
128 ENCLOSED PARKING STALLS
10 EMPLOYEE ONE BEDROOM CONDOS
2 ONE BEDROOM CONDOS
1 TWO BEDROOM CONDO
2 THREE BEDROOM CONDOS

FIRST FLOOR
87 ENCLOSED PARKING STALLS
HOTEL MAIN ENTRANCE
RETAIL SPACES
1 TWO BEDROOM CONDO
4 THREE BEDROOM CONDOS

SECOND FLOOR
HOTEL COMMON AREA
14 HOTEL ROOMS
CONDO COMMON AREA
5 TWO BEDROOM CONDOS
9 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO
PODIUM LEVEL ENTERTAINING DECK

THIRD FLOOR
26 HOTEL ROOMS
5 TWO BEDROOM CONDOS
10 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FOURTH FLOOR
26 HOTEL ROOMS
9 TWO BEDROOM CONDOS
6 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FIFTH FLOOR
26 HOTEL ROOMS
1 TWO BEDROOM CONDO
3 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

1	OVERALL SECOND FLOOR PLAN
A120	SCALE : 1/16" = 1'-0"

PROGRESS DOCUMENTS NOT FOR CONSTRUCTION

9/8/2022 10:47:15 AM

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Winter Park Hotel and Condos

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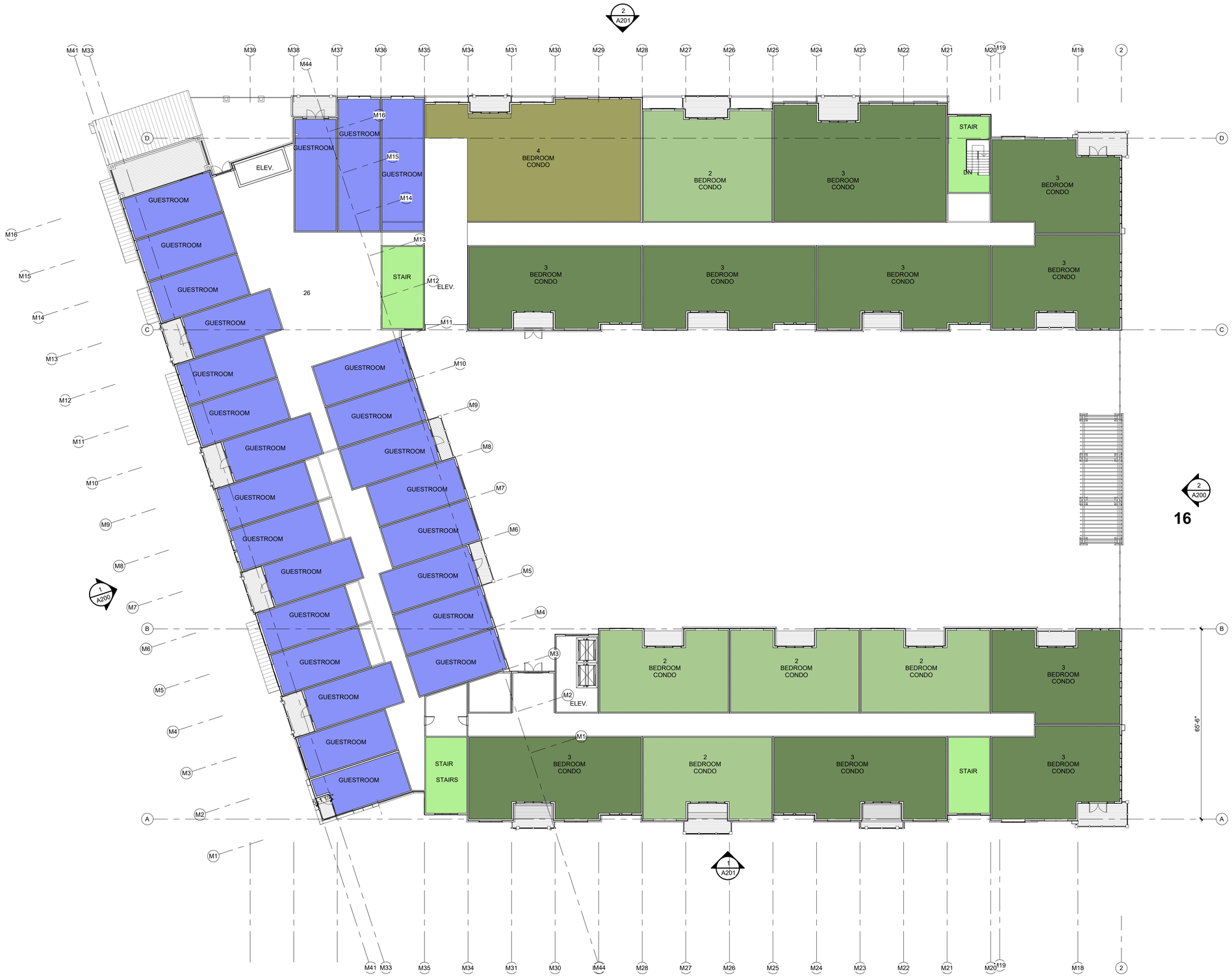
78581 US Highway 40
Winter Park, CO

JOB NO:	22-002
DATE:	09.07.2022
ISSUE RECORD:	PRESENTATION

REVISIONS:

SECOND FLOOR PLAN

A120



PROJECT PROGRAM

LOWER LEVEL
128 ENCLOSED PARKING STALLS
10 EMPLOYEE ONE BEDROOM CONDOS
2 ONE BEDROOM CONDOS
1 TWO BEDROOM CONDO
2 THREE BEDROOM CONDOS

FIRST FLOOR
87 ENCLOSED PARKING STALLS
HOTEL MAIN ENTRANCE
RETAIL SPACES
1 TWO BEDROOM CONDO
4 THREE BEDROOM CONDOS

SECOND FLOOR
HOTEL COMMON AREA
14 HOTEL ROOMS
CONDO COMMON AREA
5 TWO BEDROOM CONDOS
9 THREE BEDROOM CONDOS
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26 HOTEL ROOMS
5 TWO BEDROOM CONDOS
10 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FOURTH FLOOR
26 HOTEL ROOMS
9 TWO BEDROOM CONDOS
6 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FIFTH FLOOR
26 HOTEL ROOMS
1 TWO BEDROOM CONDO
3 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

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9/8/2022 10:47:24 AM

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Winter Park Hotel and Condos
-
78581 US Highway 40
Winter Park, CO

JOB NO:	22-002
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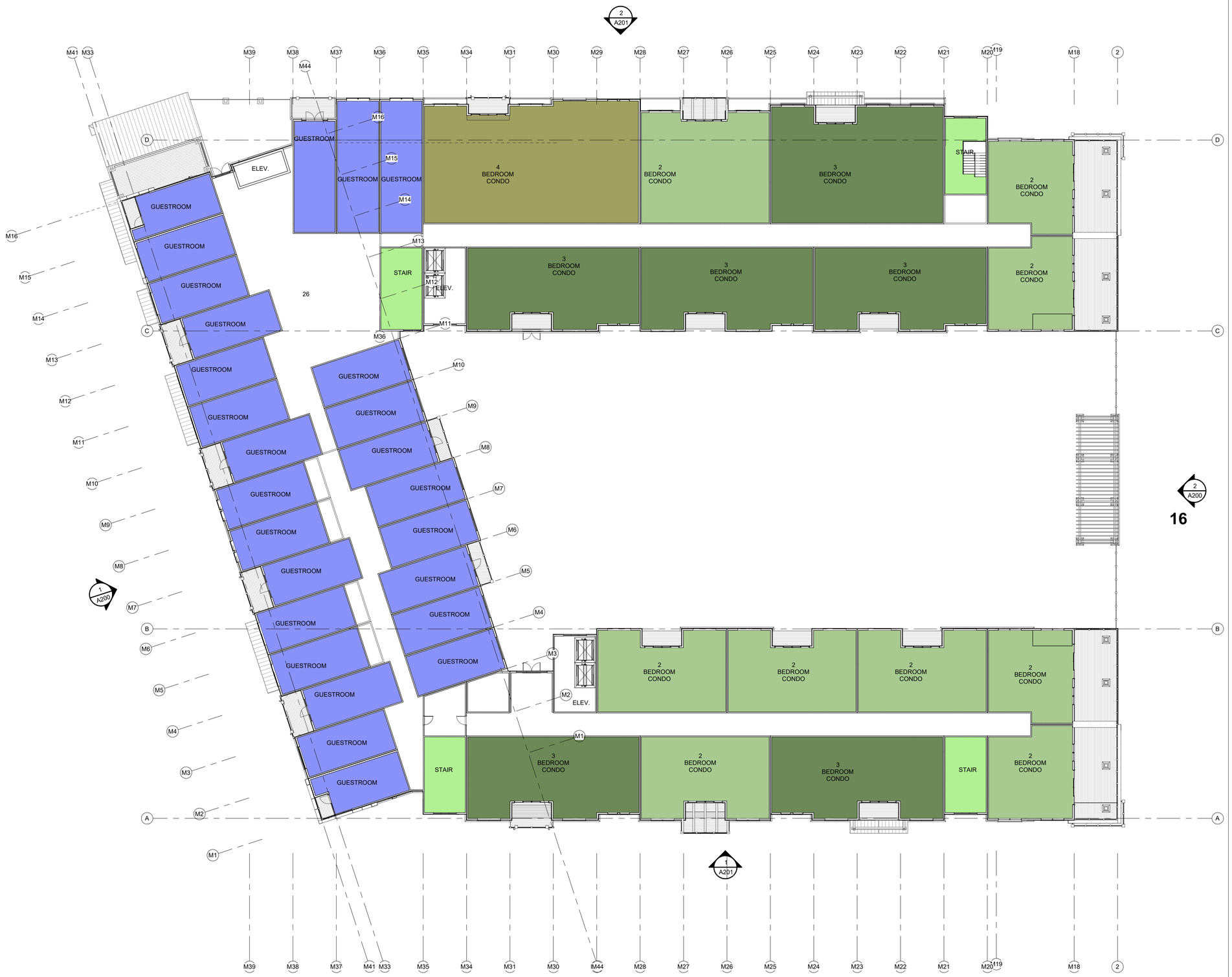
THIRD FLOOR PLAN

A130

1 OVERALL THIRD FLOOR PLAN

A130 SCALE : 1/16" = 1'-0"



PROJECT PROGRAM

LOWER LEVEL
128 ENCLOSED PARKING STALLS
10 EMPLOYEE ONE BEDROOM CONDOS
2 ONE BEDROOM CONDOS
1 TWO BEDROOM CONDO
2 THREE BEDROOM CONDOS

FIRST FLOOR
87 ENCLOSED PARKING STALLS
HOTEL MAIN ENTRANCE
RETAIL SPACES
1 TWO BEDROOM CONDO
4 THREE BEDROOM CONDOS

SECOND FLOOR
HOTEL COMMON AREA
14 HOTEL ROOMS
CONDO COMMON AREA
5 TWO BEDROOM CONDOS
9 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO
PODIUM LEVEL ENTERTAINING DECK

THIRD FLOOR
26 HOTEL ROOMS
5 TWO BEDROOM CONDOS
10 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FOURTH FLOOR
26 HOTEL ROOMS
9 TWO BEDROOM CONDOS
6 THREE BEDROOM CONDOS
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FIFTH FLOOR
26 HOTEL ROOMS
1 TWO BEDROOM CONDO
3 THREE BEDROOM CONDOS
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CALCULATE AND READ DIMENSIONS; DO NOT SCALE THESE DRAWINGS.

Winter Park Hotel and Condos

-

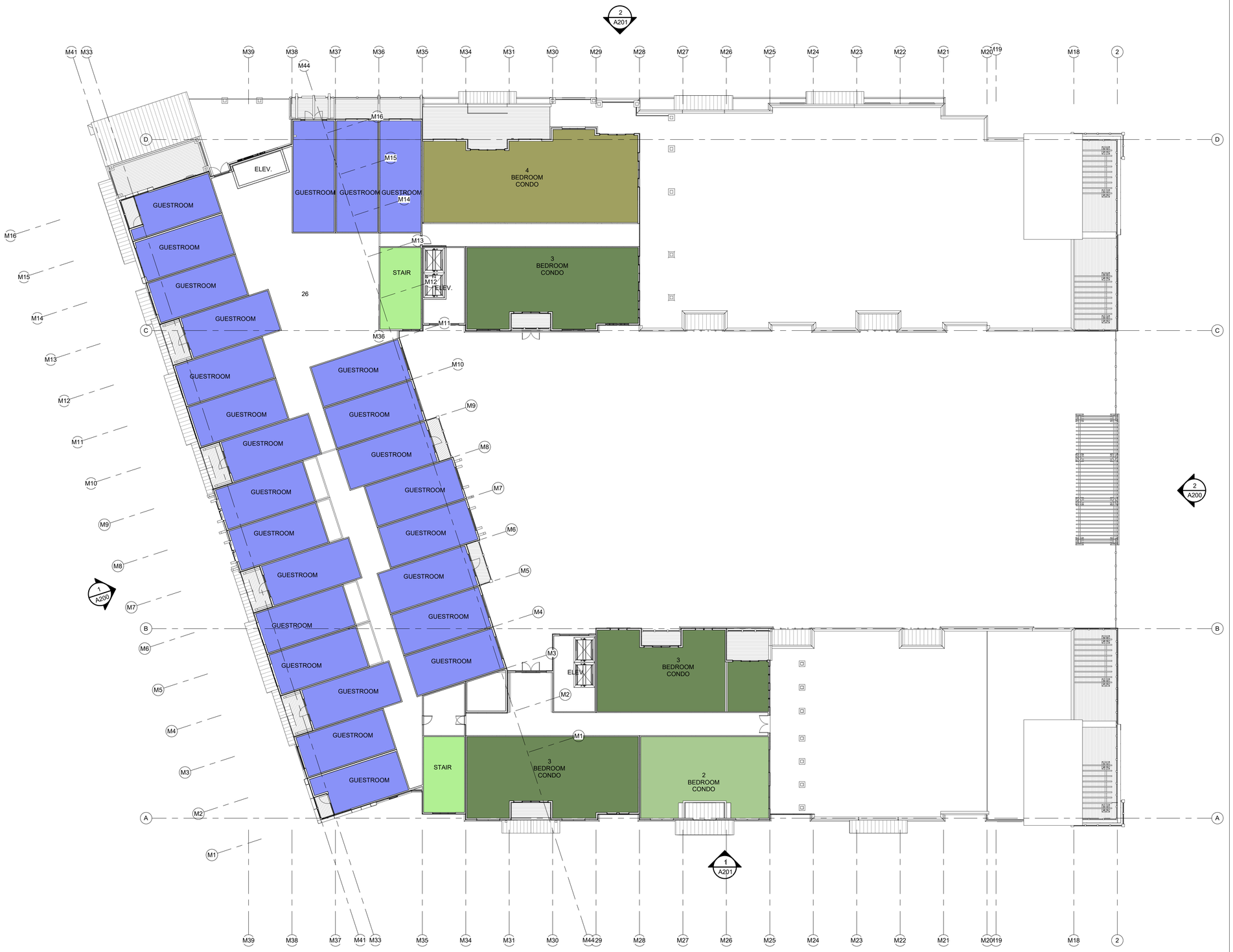
78581 US Highway 40
Winter Park, CO

JOB NO:	22-002
DATE:	09.07.2022
ISSUE RECORD:	PRESENTATION
REVISIONS:	

FOURTH FLOOR PLAN

A140

1	OVERALL FOURTH FLOOR PLAN
A140	SCALE : 1/16" = 1'-0"



PROJECT PROGRAM

LOWER LEVEL
128 ENCLOSED PARKING STALLS
10 EMPLOYEE ONE BEDROOM CONDOS
2 ONE BEDROOM CONDOS
1 TWO BEDROOM CONDO
2 THREE BEDROOM CONDOS

FIRST FLOOR
87 ENCLOSED PARKING STALLS
HOTEL MAIN ENTRANCE
RETAIL SPACES
1 TWO BEDROOM CONDO
4 THREE BEDROOM CONDOS

SECOND FLOOR
HOTEL COMMON AREA
14 HOTEL ROOMS
CONDO COMMON AREA
5 TWO BEDROOM CONDOS
9 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO
PODIUM LEVEL ENTERTAINING DECK

THIRD FLOOR
26 HOTEL ROOMS
5 TWO BEDROOM CONDOS
10 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FOURTH FLOOR
26 HOTEL ROOMS
9 TWO BEDROOM CONDOS
6 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

FIFTH FLOOR
26 HOTEL ROOMS
1 TWO BEDROOM CONDO
3 THREE BEDROOM CONDOS
1 FOUR BEDROOM CONDO

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Winter Park Hotel and Condos
-
7858I US Highway 40
Winter Park, CO

JOB NO:	22-002
DATE:	09.07.2022
ISSUE RECORD:	PRESENTATION

REVISIONS:

FIFTH FLOOR PLAN

A150

1	OVERALL FIFTH FLOOR PLAN
A150	SCALE : 1/16" = 1'-0"

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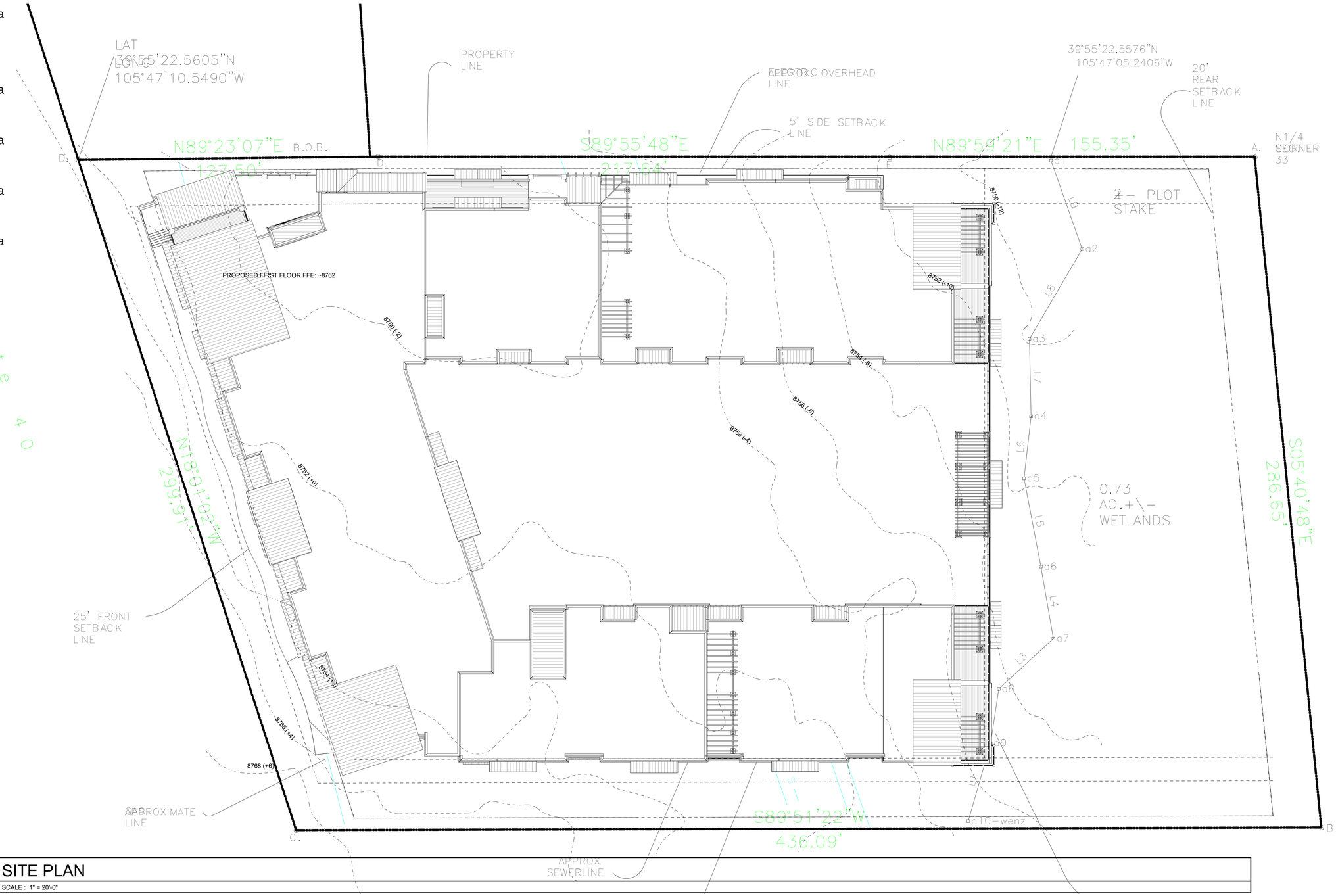

1	SITE PLAN
A100	SCALE : 1" = 20'-0"

SITE INFORMATION

ADDRESS
78581 HIGHWAY 40
WINTER PARK, COLORADO
ZONING: D-C

TOTAL ACREAGE: 3.07 ACRES
DENSITY:

PROGRESS DOCUMENTS NOT FOR CONSTRUCTION

9/9/2022 10:47:00 AM

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Winter Park Hotel and Condos

-

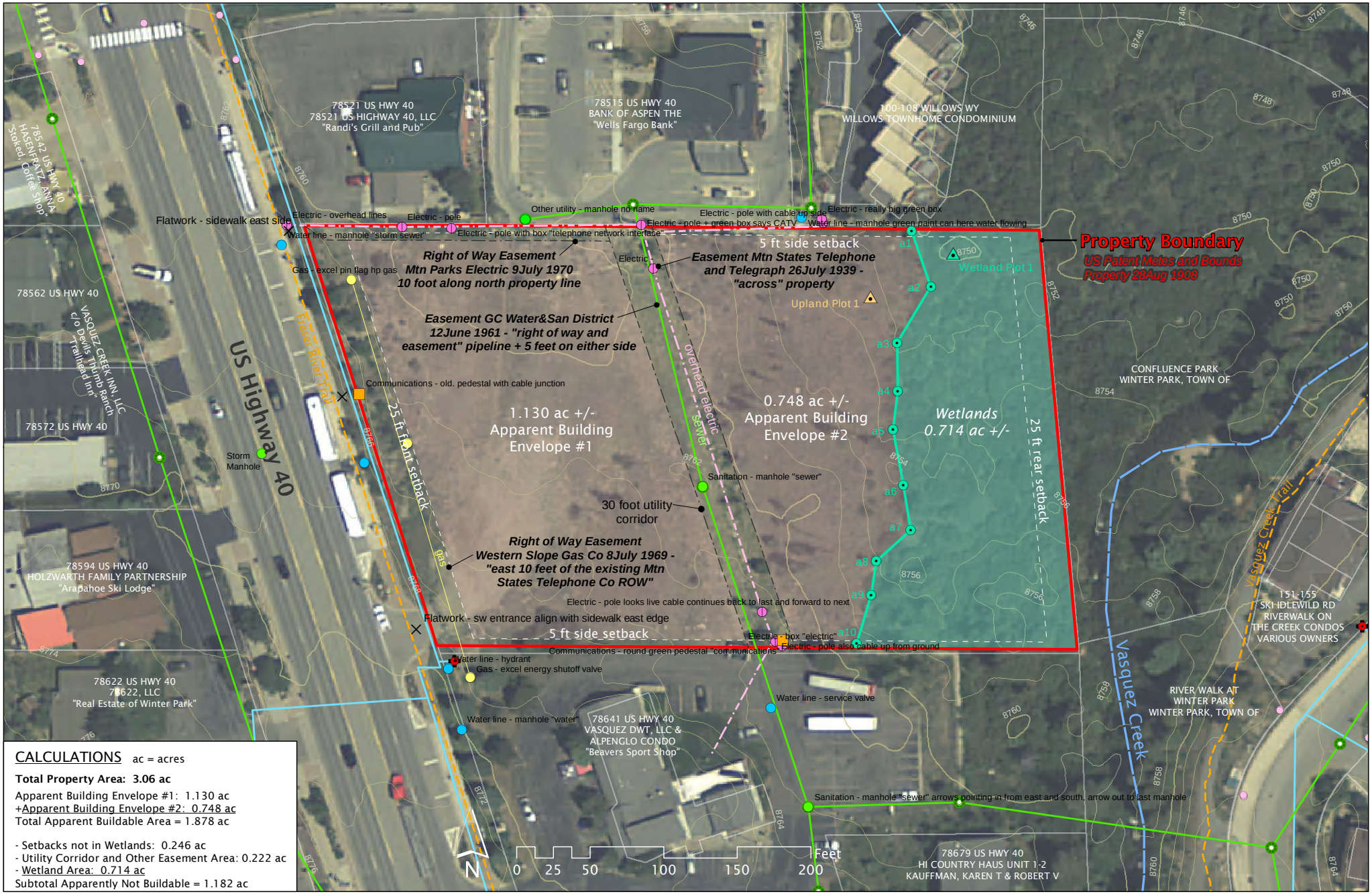
78581 US Highway 40
Winter Park, CO

JOB NO:	22-002
DATE:	09.07.2022
ISSUE RECORD:	PRESENTATION

REVISIONS:

ARCHITECTURAL SITE PLAN

A100



CALCULATIONS

ac = acres

Total Property Area: 3.06 ac

Apparent Building Envelope #1: 1.130 ac
+Apparent Building Envelope #2: 0.748 ac
Total Apparent Buildable Area = 1.878 ac

- Setbacks not in Wetlands: 0.246 ac
- Utility Corridor and Other Easement Area: 0.222 ac
- Wetland Area: 0.714 ac

Subtotal Apparently Not Buildable = 1.182 ac

BROOKSIDE PROPERTY PLANNING MAP

Sheet 1: Initial Data Compilation

Metes & Bounds - Part of NE¼NW¼, NW¼NE¼ Section 33
T34, R75W, 6th P.M., Winter Park, Grand County, CO

GES Survey	Azimuth Survey	Municipal Data
Communications	Property Boundary	GCWSD#1 Manhole
Electric	Setback	GCWSD#1 Hydrant
Gas	Wetland Delineation Line	GCWSD#1 Sewer Line
Sanitation	Utility Easement	GCWSD#1 Water Line
Water Feature	Electrical Line	Winter Park Trails
Upland Plot 1	Gas Line	Vasquez Creek
Wetland Plot 1	Buildable Area	Winter Park Parcels
Wetland Delineation Point	Wetland Area	

NOTE: Map is an initial compilation including Land Survey Plat from Azimuth Survey Co. dated 3Oct16, ESRI World Imagery, Winter Park and Grand County Assessor data dated 27Sept19, and site surveys Sept 2019 by Grand Environmental Services (GES). Wetlands delineated by GES in August 2016 according to the 1987 Corps Wetland Delineation Manual as updated by the 2010 Corps Mountains, Valleys, and Coast Supplement, may include upland areas not significant at this scale.

Map Produced: 9/30/2019

Grand Environmental Services
Working with the Environment
CORNERSTONE
geospatial consulting

LAND SURVEY PLAT
Book 186 Page 76
Wenzek – Barth
Part of NE¼NW¼, NW¼NE¼ Sec.33
T3N, R75W, 6th PM, Grand County, CO

S U R V E Y D E S C R I P T I O N

That part of the NE1/4NW1/4, NW1/4NE1/4 Section 33, Township 1 South, Range 75 West of the 6th P.M., Town of Winter Park, Grand
County, Colorado, Book 186 Page 76, retraced by field survey as follows:

Beginning at the North 1/4 Corner of Section 33, being a 3" aluminum capped pipe stamped PLS 25971;

THENCE South 05 degrees 40 minutes 48 seconds East for a distance of 286.65 feet ;
THENCE South 89 degrees 51 minutes 22 seconds West for a distance of 436.09 feet to a point on the east right of way boundary of U.S. Route 40;
THENCE North 18 degrees 01 minutes 06 seconds West for a distance of 299.93 feet along the right of way;
THENCE North 89 degrees 23 minutes 07 seconds East for a distance of 127.50 feet ;
THENCE South 89 degrees 55 minutes 48 seconds East for a distance of 217.64 feet ;
THENCE North 89 degrees 59 minutes 21 seconds East for a distance of 155.35 feet to the point of beginning.

Together with and subject to covenants, easements, and restrictions of record.

Said property contains 3.07 acres more or less.

COVERAGE TABLE

TOTAL ACRES 3.07 ACRES

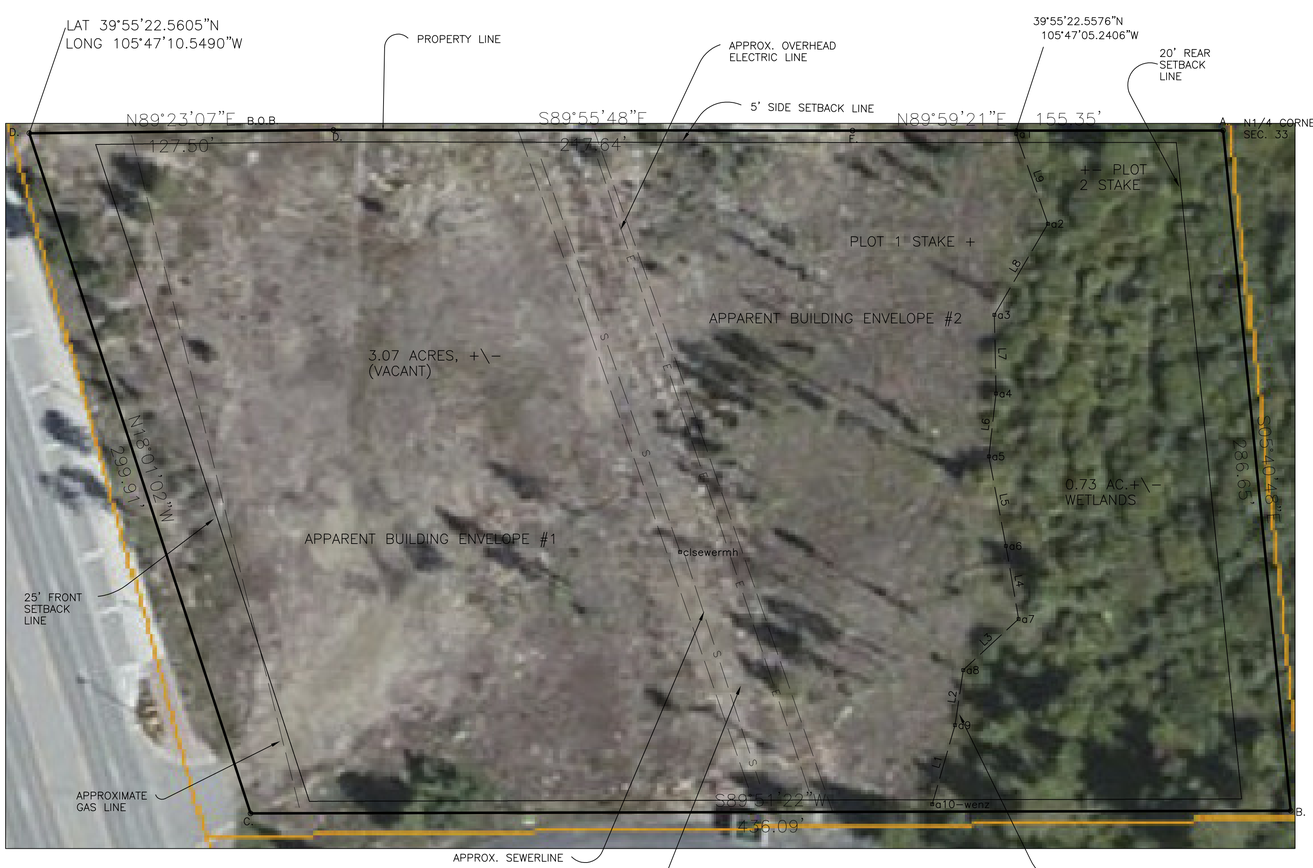
WETLAND AC 0.73 ACRES = 24%

UPLAND AC 2. 34 ACRES = 76%

BUILDING ENVELOPES:

APPARENT B.E. NO 1 = 1.20 ACRES

APPARENT B.E. NO 2 = 0.72 ACRES



30 0 30 60 90
GRAPHIC SCALE – FEET

Assumed S05°40'48"E, along the east boundary of this tract, monumented as shown, derived with GPS/RTK.

KEY:

A. – EXISTENT PLSS CORNER NOTED. FOUND 3" ALUMINUM CAPPED PIPE STAMPED PLS 25971

B. – FOUND 1.5" ALUMINUM CAPPED REBAR STAMPED PLS 13155.

C. – FOUND PLASTIC CAPPED, ½" REBAR STAMPED PLS 25971

D. – FOUND ⅝" REBAR

E. – FOUND 2" ALUMINUM CAPPED, ¾" REBAR STAMPED PLS 11415.

+ – FOUND WOOD STAKE, SET 2016

o – FOUND WETLANDS FLAG, SET 2016

This land survey plat was produced for Grand Environmental Services, Inc., shows the result of a field survey done by me or under my responsible charge based on facts known to me, complies with applicable statutes, and is not a warranty or guarantee, either expressed or implied.

Warren D. Ward, Colorado PLS 25971.

LINE TABLE		
LINE	LENGTH	BEARING
L1	34.52	N16°06'29"E
L2	23.36	N08°24'59"E
L3	31.57	N47°20'28"E
L4	31.09	N09°47'34"W
L5	38.24	N10°49'44"W
L6	26.52	N06°32'31"E
L7	33.02	N01°12'28"W
L8	44.31	N30°25'50"E
L9	39.97	N19°25'01"W

Azimuth Survey Company
P.O.Box 653 Fraser, Colorado 80442
f800-725-2734 p970-531-1120

LAND SURVEY PLAT
Book 186 Page 76
Wenzek – Barth
Part of NE¼NW¼, NW¼NE¼ Sec.33
T3N, R75W, 6th PM, Grand County, CO

DATE: 10-03-16
SCALE: 1 IN = 30 USFT BY: WW JOB: 07035

Marriott International, Inc.
Hotel Development

1 12th St., Suite 201
Astoria, OR 97103

Jason Farmer
Area VP, Lodging Development
720-244-3966
360-450-4804 Fax

January 7, 2022

Sudha,

I wanted to follow up on my visit to your site in downtown Winter Park, CO. I would be supportive of accepting an application for a Residence Inn hotel at your location in the range of 110-130 rooms. For reference, below is a list of Marriott Residence Inn hotels either open or under development in other ski markets in the Rocky Mountain region. Please note that you will need to submit an application and go through the development committee process for approval.

Residence Inn Breckenridge, CO (129 rooms)
Residence Inn Big Sky, MT (129 rooms)
Residence Inn Vail, CO (147 rooms)
Residence Inn Park City, UT (113 rooms)

We appreciate your partnership and look forward to working with you on this project.

Sincerely,

Jason Farmer
Marriott International
Area VP, Lodging Development

* Marriott International, Inc. and its affiliates make no representations to the franchisee, its existing or prospective investors or lenders, or any other stakeholders (including the municipality) regarding the actual or potential performance of the hotel or its success as a going concern.

September 2, 2022

ROBERT S. BENTON
& ASSOCIATES, INC.

Hospitality Consulting and Valuation

VIA E-Mail
Ms. Sudha Tokala
Douglas Market Development
360 E William Street #102
Wichita, KS 67206

Dear Ms. Tokala:

We have completed our research and analysis in regards to the development of a 90-room Homewood Suites to be located in Winter Park, Colorado. This letter will summarize our conclusions regarding this project.

In completing research for this project, we visited Winter Park and gathered data on past, current and potential future trends impacting lodging demand in the local lodging market. While we interviewed and collected data on the performance of several lodging properties in Winter Park, market data is limited in this market as the majority of lodging properties in Winter Park are independent lodging facilities, and do not participate in national or regional lodging market surveys. As a result, we analyzed lodging trends in other Colorado mountain ski resort markets. We also obtained an STR, Inc. Trend report that included several hotels in Winter Park, as well as extended stay hotels in Steamboat Springs and Breckenridge, Colorado. We also included The Hampton Inn and Suites Silverthorne, Colorado in our competitive analysis, as it reflects how a branded hotel in the Colorado mountain resort areas performs, and is close in quality to how the subject property is likely to be positioned. The hotels included in our STR analysis are listed in the following table.

ANALYZED LODGING SUPPLY		
Property	Number of Rooms	Percent of Total
Winter Park Hotels		
Best Western Alpenglo Lodge	58	10.9%
Holiday Inn Express & Suites - Fraser	62	11.7%
Extended Stay Resort Hotels		
Residence Inn Breckenridge	129	24.3%
Residence Inn Steamboat Springs	110	20.7%
Homewood Suites Steamboat Springs	84	15.8%
Other Resort Hotels		
Hampton Inn & Suites Silverthorne	88	16.6%
Total Hotel Rooms	531	100.0%

The STR, Inc. Trend Report for the analyzed hotels is included in the addendum of this report. Our final report will have more information on these hotels, as well as data on the performance of resort hotels across Colorado. The following table summarizes monthly operating results for the analyzed hotels for the 12 month period August 2021 through July 2022.

MONTHLY OCCUPANCY, AVERAGE DAILY RATE & REVPAR AUGUST 2021 THROUGH JULY 2022 - ANALYZED HOTELS			
Month	Occupancy	Average Daily Rate	RevPAR
August	87.7%	$202.83	$174.09
September	87.8%	$185.58	$163.02
October	73.7%	$161.25	$118.76
November	62.5%	$145.21	$90.82
December	81.2%	$278.52	$226.03
January	86.3%	$257.96	$222.73
February	91.0%	$317.24	$288.63
March	92.2%	$319.66	$294.78
April	67.9%	$163.24	$110.88
May	61.9%	$137.09	$84.90
June	84.7%	$203.92	$172.78
July	90.5%	$232.27	$210.22
Total	80.4%	$223.04	$179.41

Source: STR, Inc.

Homewood Suites Recommended Facilities

The subject property is planned to be a 90-room Homewood Suites by Hilton hotel. The following mix of guestrooms is recommended for the subject property.

GUESTROOM MIX ***PROPOSED HOMEWOOD SUITES WINTER PARK, COLORADO***		
Type of Unit	Number of Units	Percent of Total
King Efficiency Suites	8-10	9%-11%
Studio King Suites	30-32	33%-36%
Studio Double Queen Suites	26-28	29%-31%
One Bedroom Suites	14-16	16%-18%
Two Bedroom Suites	8-10	9%-11%
Total	90	100%

Homewood Suites offers guests a complimentary breakfast buffet each day and an evening managers reception featuring complimentary hors d'oeuvres and beverages four nights a week. In the new Homewood Suites design, the dining area is incorporated into the hotel lobby and is known as the gathering area, offering a variety of seating options for guests. New features in the lobby include Barista-style specialty drinks brewed at the front desk, healthy meal and prep items and salads from the adjacent Suite Shop convenience center and a Tap Wall with beer and wine for purchase.

It's recommended that the hotel offer approximately 1,500 to 2,000 square-feet of meeting space. The meeting room should be divisible into two separate rooms through the use of soundproof, moveable air walls. This room can be used for small corporate meetings, as well as by social groups and events that are seeking privacy.

Other services and amenities that the subject property should offer include the following:

- A resort style pool and several hot tubs that are placed to take advantage of views of the surrounding mountains.
- Outdoor fire pit and grill
- Business center
- A self-service convenience center
- On site guest laundry facility
- Ski and bike locker, with work stations so that guests can make repairs to their equipment
- Exercise facility

Projected Property Performance

Based on our analysis of current and potential future lodging market demand patterns, we have prepared estimates of occupancy and average daily rate for a proposed 90-room Homewood Suites hotel to be located in Winter Park, Colorado. According to the hotel

developer, they plan to open the hotel by December 2023, in time of the 2023/24 ski season.

PROPOSED HOMEWOOD SUITES
ESTIMATED OCCUPANCY AND AVERAGE DAILY RATE
WINTER PARK, COLORADO

Fiscal Year[1]	Estimated Occupancy	Estimated Average Daily Rate
Stabilized Year	65.0%	$233.00
2023/24	57.0%	$235.75
2024/25	63.0%	$246.00
2025/26	65.0%	$254.50
2026/27	65.0%	$262.25
2027/28	65.0%	$278.00

A stabilized year is an estimate of how the property should perform over its economic lifetime, once it has effectively positioned itself in the competitive market. Therefore, in certain years, occupancy may be above the stabilized rate, and in other years, occupancy may be below the stabilized rate. Our stabilized year estimated performance takes into consideration potential additions to supply, as well as anticipated changes in economic conditions that may impact lodging demand. Based on our analysis, the subject property is expected to reach a stabilized occupancy level in the third year of operation.

The stabilized year average daily rate of $233.00 is stated in 2022/23 value dollars prior to an adjustment for inflation. In calculating future average daily rates for the proposed hotel, a discount is reflected in the achieved average daily rate of the subject property during the first two years of the projection period. The room rate discount will be necessary to introduce the new product to the market, establish a base of business and build occupancy. We have assumed an annual inflation rate of three percent.

Stabilized Year Occupancy Analysis

In order to estimate annual occupancy for the proposed hotel, we have prepared estimates of monthly occupancy rates for the subject property during a stabilized year and during the first two years of operation taking into consideration seasonality and weekday/weekend demand patterns. Based on our analysis, occupancy at the subject property is projected to stabilize in year three of the projection period at 76 percent.

Seasonality of demand has been evaluated based on our review of lodging trends in the market and our interviews with local lodging operators. Weekday/weekend occupancy

patterns have also been evaluated due to the influence this will have on the property's overall occupancy and average daily rate. Occupancy and average daily rates tend to be higher on Friday and Saturday nights than during the week. Occupancy is typically at its lowest level on Sunday nights.

The table on the following page shows our estimate of monthly occupancy during a stabilized year of operation by time of week for the 90-room Homewood Suites. Our analysis assumes the subject property opens December 1, 2023, corresponding with the beginning of the ski season.

Stabilized Year Average Daily Rate Summary

In a Colorado mountain resort, quoted and achieved room rates will vary by season, as demand levels fluctuate throughout the year. The Homewood Suites stabilized year average daily rate has been estimated based on analysis of seasonality, rates quoted by lodging properties in the Winter Park area, as well as by achieved average daily rates by season. We have estimated the subject's average daily rate by season during a stabilized year in 2022/23 value dollars. The following table shows our estimated seasonal and annual average daily rate for the proposed Homewood Suites in 2022/23 value dollars.

PROPOSED HOMEWOOD SUITES
ESTIMATED OCCUPANCY AND AVERAGE DAILY RATE
WINTER PARK, COLORADO

Season	Estimated Occupancy Range	Estimated Average Daily Rate Range
Christmas	92.0% - 97.0%	$365.00 - $370.00
Non-Peak Ski Season	70.0% - 75.0%	$200.00 - $205.00
Peak Ski Season	87.0% - 92.0%	$295.00 - $300.00
Summer	80.0% - 85.0%	$230.00 - $235.00
Value Season	50.0% - 55.0%	$145.00 - $150.00
Annual	76.0%	$233.00

Seasons:

- Christmas (14 Days) - Christmas and New Years holiday
- Peak Ski Season (78 Days) - January after Martin Luther King day, February and March
- Non-Peak Ski Season (50 Days) - First part of December before Christmas, January prior to Martin Luther King Day and early April before ski area closing
- Summer (122 Days) - June through September
- Value Season (107 Days) - April following close of ski area, May, October and November

CALCULATION OF OCCUPANCY DURING A STABILIZED YEAR
HOMEWOOD SUITES - WINTER PARK, COLORADO

Month	Weekday Occupancy Analysis [1]				Weekend Occupancy Analysis[2]				Sunday Occupancy Analysis				Occupancy Summary		
	Days in Month	Rooms Avail.	Rooms Occ.	Occ. %	Days in Month	Rooms Avail.	Rooms Occ.	Occ. %	Days in Month	Rooms Avail.	Rooms Occ.	Occ. %	Total Avail.	Rooms Occ.	Occ. %
December															
Value Season	11	990	624	63.0%	6	540	459	85.0%	3	270	162	60.0%	1,800	1,245	69.2%
Christmas	8	720	684	95.0%	4	360	353	98.0%	2	180	171	95.0%	1,260	1,208	95.9%
Total	19	1,720	1,308	76.5%	10	900	812	90.2%	5	450	333	74.0%	3,060	2,453	80.1%
January															
Early Jan.	9	810	538	72.0%	4	360	331	92.0%	2	180	122	68.0%	1,350	1,037	76.8%
Late Jan.	8	720	648	90.0%	3	270	251	93.0%	2	180	144	80.0%	1.170	1,043	89.2%
Total	14	1,530	1,231	80.5%	7	630	582	92.4%	4	360	366	74.0%	2,520	2,080	82.5%
February	16	1,440	1,267	88.0%	8	720	684	95.0%	4	360	317	88.0%	2,520	2,268	90.0%
March	16	1,440	1,296	90.0%	10	900	864	96.0%	5	450	405	90.0%	2,790	2,565	91.9%
April															
Apr. Ski	8	720	504	70.0%	5	450	383	85.0%	2	180	108	60.0%	1,350	995	73.3%
Apr. Value	10	900	405	45.0%	3	270	135	50.0%	2	180	63	35.0%	1,350	603	44.7%
Total	18	1,620	909	56.1%	8	720	518	71.9%	4	360	171	47.5%	2,700	1,598	59.2%
May	18	1,620	859	53.0%	9	810	446	55.0%	4	360	144	40.0%	2,790	1,448	51.9%
June	16	1,440	1,181	82.0%	9	810	729	90.0%	5	450	347	77.0%	2,700	2,256	83.6%
July	19	1,710	1,505	88.0%	8	720	684	95.0%	4	360	360	90.0%	2,790	2,495	89.4%
August	17	1,530	1.270	83.0%	9	810	770	95.0%	5	450	338	75.0%	2,790	2,377	85.2%
September	17	1,530	1,209	79.0%	8	720	648	90.0%	5	450	315	70.0%	2,700	2,172	80.4%
October	19	1,710	1,112	65.0%	8	720	562	78.0%	4	360	216	60.0%	2,790	1,889	67.7%
November	16	1,440	706	49.0%	10	900	495	55.0%	4	360	166	46.0%	2,700	1,366	50.6%
Total	208	18,720	13,851	74.0%	104	9,360	7,792	83.3%	53	4,770	3,323	69.7%	32,850	24,966	76.0%

(1) Weekday occupancy reflects Monday through Thursday night (2) Weekend occupancy reflects Friday and Saturday night

** Numbers may not add due to rounding

Conclusion

Once you have had a chance to review our findings and conclusions, please let us know if you have any questions.

Very Truly Yours,

Robert S. Benton, ISHC
President

ADDENDUM

STR, INC. REPORT

RESORT COMPARABLE HOTELS

Trend # 1364298_SADIM / Created August 29, 2022

Trend Report - Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties

December 2016 to July 2022 Currency : USD - US Dollar

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Tab 2 - Data by Measure

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties

Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

Occupancy (%)

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2016												55.3		
2017	74.5	77.9	80.0	53.4	51.4	81.7	91.5		79.1	57.1	46.7	72.3		72.9
2018	80.4	84.0	90.4	56.4	46.2	84.8	93.6	86.7	88.2	57.8	59.3	77.6	75.4	76.5
2019	80.7	86.9	89.8	45.6	49.6	75.4	92.7	88.6	85.0	66.3	62.1	78.3	74.5	73.3
2020	85.7	88.4	43.6		15.2	65.1	92.9	92.1	91.9	87.6	59.5	67.7		
2021	76.1	82.4	88.2	60.5	63.8	86.5	94.4	85.8	87.8	73.7	62.5	81.2	78.6	78.8
2022	86.3	91.0	92.2	67.9	61.9	84.7	90.5							82.0
Avg	80.9	85.5	80.9	57.7	50.4	80.0	92.6	88.2	86.7	69.7	58.7	72.6	76.5	77.3

ADR ($)

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2016												191.25		
2017	180.55	193.33	194.04	162.90	113.79	137.72	163.01		137.40	121.00	122.73	204.28		165.79
2018	196.61	207.86	210.46	127.40	125.27	197.51	176.67	163.73	151.03	127.92	127.36	223.50	174.80	183.68
2019	215.78	217.76	228.40	135.33	126.81	153.83	180.65	173.27	154.32	129.73	126.26	223.51	175.01	183.71
2020	211.60	230.37	213.07		100.33	125.83	161.17	164.71	149.93	139.31	125.64	196.68		
2021	182.96	201.18	211.31	134.72	128.13	177.09	224.35	202.83	185.58	161.25	145.21	278.52	190.26	184.73
2022	257.96	317.24	319.66	163.24	137.09	203.92	232.27							240.30
Avg	211.10	234.80	237.90	146.04	126.81	170.13	194.23	178.15	158.49	139.43	131.09	225.38	181.52	196.32

RevPAR ($)

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2016												105.71		
2017	134.49	150.57	155.22	87.06	58.47	112.57	149.19		108.64	69.06	57.30	147.73		120.87
2018	158.07	174.57	190.28	71.85	57.91	167.46	165.30	142.03	133.19	73.95	75.51	173.37	131.83	140.50
2019	174.04	189.17	205.13	61.74	62.95	115.93	167.44	153.52	131.24	86.02	78.47	175.11	130.43	134.61
2020	181.35	203.75	92.98		15.22	81.92	149.75	151.68	137.85	122.02	74.73	133.14		
2021	139.15	165.80	186.37	81.44	81.78	153.12	211.84	174.09	163.02	118.76	90.82	226.03	149.51	145.63
2022	222.73	288.63	294.78	110.88	84.90	172.78	210.22							197.09
Avg	170.73	200.66	192.56	84.22	63.98	136.05	179.84	157.19	137.44	97.14	76.93	163.73	138.79	151.77

Supply

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2016												10,416		
2017	10,416	9,408	10,416	10,080	10,416	10,080	10,447		10,110	10,447	10,110	10,447		71,263
2018	10,447	9,436	10,447	10,110	10,447	10,110	10,447	10,447	10,110	10,447	10,110	10,447	123,005	71,444
2019	10,447	9,436	10,447	12,630	13,051	12,630	13,051	13,051	12,630	13,051	12,630	13,051	146,105	81,692
2020	13,051	11,788	13,051		10,323	12,630	13,051	13,051	12,630	13,051	12,630	16,461		
2021	16,461	14,868	16,461	15,930	16,461	15,930	16,461	16,461	15,930	16,461	15,930	16,461	193,815	112,572
2022	16,461	14,868	16,461	15,930	16,461	15,930	16,461							112,572
Avg	12,881	11,634	12,881	12,936	12,860	12,885	13,320	13,253	12,282	12,691	12,282	12,881	154,308	89,909

Demand

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2016												5,757		
2017	7,759	7,327	8,332	5,387	5,352	8,239	9,561		7,994	5,962	4,720	7,555		51,957
2018	8,399	7,925	9,445	5,702	4,829	8,572	9,775	9,062	8,916	6,039	5,994	8,104	92,762	54,647
2019	8,426	8,197	9,383	5,762	6,479	9,518	12,096	11,564	10,741	8,653	7,849	10,225	108,893	59,861
2020	11,185	10,426	5,695		1,566	8,222	12,126	12,018	11,612	11,431	7,512	11,143		
2021	12,520	12,253	14,518	9,630	10,506	13,774	15,543	14,128	13,993	12,124	9,963	13,359	152,311	88,744
2022	14,213	13,527	15,180	10,820	10,194	13,497	14,898							92,329
Avg	10,417	9,943	10,426	7,460	6,488	10,304	12,333	11,693	10,651	8,842	7,208	9,357	117,989	69,508

Revenue ($)

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2016												1,101,035		
2017	1,400,856	1,416,536	1,616,725	877,537	609,009	1,134,668	1,558,580		1,098,387	721,418	579,272	1,543,328		8,613,911
2018	1,651,334	1,647,285	1,987,819	726,425	604,945	1,693,020	1,726,941	1,483,738	1,346,570	772,538	763,399	1,811,230	16,215,244	10,037,769
2019	1,818,164	1,784,964	2,143,038	779,760	821,576	1,464,175	2,185,197	2,003,638	1,657,538	1,122,582	991,051	2,285,348	19,057,031	10,996,874
2020	2,366,790	2,401,819	1,213,451		157,113	1,034,604	1,954,335	1,979,513	1,741,038	1,592,442	943,813	2,191,647		
2021	2,290,612	2,465,109	3,067,850	1,297,359	1,346,124	2,439,212	3,487,035	2,865,633	2,596,881	1,954,977	1,446,728	3,720,729	28,978,249	16,393,301
2022	3,666,422	4,291,296	4,852,383	1,766,293	1,397,525	2,752,329	3,460,423							22,186,671
Avg	2,199,030	2,334,502	2,480,211	1,089,475	822,715	1,753,001	2,395,419	2,083,131	1,688,083	1,232,791	944,853	2,108,886	21,416,841	13,645,705

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Tab 3 - Percent Change from Previous Year - Detail by Measure

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties

Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

Occupancy

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2017												30.8		
2018	7.9	7.8	13.0	5.5	-10.0	3.7	2.2		11.5	1.3	27.0	7.3		4.9
2019	0.3	3.4	-0.7	-19.1	7.4	-11.1	-0.9	2.1	-3.6	14.7	4.8	1.0	-1.2	-4.2
2020	6.3	1.8	-51.4		-69.4	-13.6	0.2	3.9	8.1	32.1	-4.3	-13.6		
2021	-11.3	-6.8	102.1		320.7	32.8	1.6	-6.8	-4.5	-15.9	5.2	19.9		
2022	13.5	10.4	4.6	12.4	-3.0	-2.0	-4.1							4.0
Avg	3.4	3.3	13.5	-0.4	49.1	2.0	-0.2	-0.2	2.9	8.0	8.2	9.1	-1.2	1.6

ADR

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2017												6.8		
2018	8.9	7.5	8.5	-21.8	10.1	43.4	8.4		9.9	5.7	3.8	9.4		10.8
2019	9.7	4.8	8.5	6.2	1.2	-22.1	2.3	5.8	2.2	1.4	-0.9	0.0	0.1	0.0
2020	-1.9	5.8	-6.7		-20.9	-18.2	-10.8	-4.9	-2.8	7.4	-0.5	-12.0		
2021	-13.5	-12.7	-0.8		27.7	40.7	39.2	23.1	23.8	15.7	15.6	41.6		
2022	41.0	57.7	51.3	21.2	7.0	15.2	3.5							30.1
Avg	8.8	12.6	12.1	1.9	5.0	11.8	8.5	8.0	8.3	7.6	4.5	9.2	0.1	13.6

RevPAR

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2017												39.8		
2018	17.5	15.9	22.6	-17.5	-1.0	48.8	10.8		22.6	7.1	31.8	17.4		16.2
2019	10.1	8.4	7.8	-14.1	8.7	-30.8	1.3	8.1	-1.5	16.3	3.9	1.0	-1.1	-4.2
2020	4.2	7.7	-54.7		-75.8	-29.3	-10.6	-1.2	5.0	41.9	-4.8	-24.0		
2021	-23.3	-18.6	100.4		437.3	86.9	41.5	14.8	18.3	-2.7	21.5	69.8		
2022	60.1	74.1	58.2	36.1	3.8	12.8	-0.8							35.3
Avg	13.7	17.5	26.9	1.5	74.6	17.7	8.4	7.2	11.1	15.6	13.1	20.8	-1.1	15.8

Supply

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2017												0.3		
2018	0.3	0.3	0.3	0.3	0.3	0.3	0.0		0.0	0.0	0.0	0.0		0.3
2019	0.0	0.0	0.0	24.9	24.9	24.9	24.9	24.9	24.9	24.9	24.9	24.9	18.8	14.3
2020	24.9	24.9	24.9		-20.9	0.0	0.0	0.0	0.0	0.0	0.0	26.1		
2021	26.1	26.1	26.1		59.5	26.1	26.1	26.1	26.1	26.1	26.1	0.0		
2022	0.0	0.0	0.0	0.0	0.0	0.0	0.0							0.0
Avg	10.3	10.3	10.3	8.4	12.8	10.3	10.2	17.0	12.8	12.8	12.8	10.3	18.8	4.9

Demand

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2017												31.2		
2018	8.2	8.2	13.4	5.8	-9.8	4.0	2.2		11.5	1.3	27.0	7.3		5.2
2019	0.3	3.4	-0.7	1.1	34.2	11.0	23.7	27.6	20.5	43.3	30.9	26.2	17.4	9.5
2020	32.7	27.2	-39.3		-75.8	-13.6	0.2	3.9	8.1	32.1	-4.3	9.0		
2021	11.9	17.5	154.9		570.9	67.5	28.2	17.6	20.5	6.1	32.6	19.9		
2022	13.5	10.4	4.6	12.4	-3.0	-2.0	-4.1							4.0
Avg	13.4	13.3	26.6	6.4	103.3	13.4	10.1	16.4	15.2	20.7	21.6	18.7	17.4	6.3

Revenue

	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2017												40.2		
2018	17.9	16.3	23.0	-17.2	-0.7	49.2	10.8		22.6	7.1	31.8	17.4		16.5
2019	10.1	8.4	7.8	7.3	35.8	-13.5	26.5	35.0	23.1	45.3	29.8	26.2	17.5	9.6
2020	30.2	34.6	-43.4		-80.9	-29.3	-10.6	-1.2	5.0	41.9	-4.8	-4.1		
2021	-3.2	2.6	152.8		756.8	135.8	78.4	44.8	49.2	22.8	53.3	69.8		
2022	60.1	74.1	58.2	36.1	3.8	12.8	-0.8							35.3
Avg	23.0	27.2	39.7	8.8	143.0	31.0	20.9	26.2	25.0	29.3	27.5	29.9	17.5	20.5

Tab 4 - Percent Change from Previous Year - Detail by Year

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties

Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Total Year	Jul YTD
Occ												30.8		
ADR												6.8		
RevPAR												39.8		
Supply												0.3		
Demand												31.2		
Revenue												40.2		

	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Total Year	Jul YTD
Occ	7.9	7.8	13.0	5.5	-10.0	3.7	2.2		11.5	1.3	27.0	7.3		4.9
ADR	8.9	7.5	8.5	-21.8	10.1	43.4	8.4		9.9	5.7	3.8	9.4		10.8
RevPAR	17.5	15.9	22.6	-17.5	-1.0	48.8	10.8		22.6	7.1	31.8	17.4		16.2
Supply	0.3	0.3	0.3	0.3	0.3	0.3	0.0		0.0	0.0	0.0	0.0		0.3
Demand	8.2	8.2	13.4	5.8	-9.8	4.0	2.2		11.5	1.3	27.0	7.3		5.2
Revenue	17.9	16.3	23.0	-17.2	-0.7	49.2	10.8		22.6	7.1	31.8	17.4		16.5

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19	Total Year	Jul YTD
Occ	0.3	3.4	-0.7	-19.1	7.4	-11.1	-0.9	2.1	-3.6	14.7	4.8	1.0	-1.2	-4.2
ADR	9.7	4.8	8.5	6.2	1.2	-22.1	2.3	5.8	2.2	1.4	-0.9	0.0	0.1	0.0
RevPAR	10.1	8.4	7.8	-14.1	8.7	-30.8	1.3	8.1	-1.5	16.3	3.9	1.0	-1.1	-4.2
Supply	0.0	0.0	0.0	24.9	24.9	24.9	24.9	24.9	24.9	24.9	24.9	24.9	18.8	14.3
Demand	0.3	3.4	-0.7	1.1	34.2	11.0	23.7	27.6	20.5	43.3	30.9	26.2	17.4	9.5
Revenue	10.1	8.4	7.8	7.3	35.8	-13.5	26.5	35.0	23.1	45.3	29.8	26.2	17.5	9.6

	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	Total Year	Jul YTD
Occ	6.3	1.8	-51.4		-69.4	-13.6	0.2	3.9	8.1	32.1	-4.3	-13.6		
ADR	-1.9	5.8	-6.7		-20.9	-18.2	-10.8	-4.9	-2.8	7.4	-0.5	-12.0		
RevPAR	4.2	7.7	-54.7		-75.8	-29.3	-10.6	-1.2	5.0	41.9	-4.8	-24.0		
Supply	24.9	24.9	24.9		-20.9	0.0	0.0	0.0	0.0	0.0	0.0	26.1		
Demand	32.7	27.2	-39.3		-75.8	-13.6	0.2	3.9	8.1	32.1	-4.3	9.0		
Revenue	30.2	34.6	-43.4		-80.9	-29.3	-10.6	-1.2	5.0	41.9	-4.8	-4.1		

	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Total Year	Jul YTD
Occ	-11.3	-6.8	102.1		320.7	32.8	1.6	-6.8	-4.5	-15.9	5.2	19.9		
ADR	-13.5	-12.7	-0.8		27.7	40.7	39.2	23.1	23.8	15.7	15.6	41.6		
RevPAR	-23.3	-18.6	100.4		437.3	86.9	41.5	14.8	18.3	-2.7	21.5	69.8		
Supply	26.1	26.1	26.1		59.5	26.1	26.1	26.1	26.1	26.1	26.1	0.0		
Demand	11.9	17.5	154.9		570.9	67.5	28.2	17.6	20.5	6.1	32.6	19.9		
Revenue	-3.2	2.6	152.8		756.8	135.8	78.4	44.8	49.2	22.8	53.3	69.8		

	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22	Total Year	Jul YTD
Occ	13.5	10.4	4.6	12.4	-3.0	-2.0	-4.1							4.0
ADR	41.0	57.7	51.3	21.2	7.0	15.2	3.5							30.1
RevPAR	60.1	74.1	58.2	36.1	3.8	12.8	-0.8							35.3
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0							0.0
Demand	13.5	10.4	4.6	12.4	-3.0	-2.0	-4.1							4.0
Revenue	60.1	74.1	58.2	36.1	3.8	12.8	-0.8							35.3

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Tab 5 - Twelve Month Moving Average

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties

Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

Occupancy (%)

	January	February	March	April	May	June	July	August	September	October	November	December
2017												
2018								73.1	73.9	73.9	75.0	75.4
2019	75.4	75.7	75.6	74.1	73.9	73.2	73.5	74.0	73.9	74.4	74.4	74.5
2020	75.1	75.4	*71.7*									
2021				74.3	76.9	78.6	79.0	78.7	78.5	77.5	77.4	78.6
2022	79.5	80.1	80.5	81.1	80.9	80.8	80.4					

ADR ($)

	January	February	March	April	May	June	July	August	September	October	November	December
2017												
2018								171.94	172.92	173.34	172.94	174.80
2019	176.55	177.52	179.30	179.76	178.92	174.75	175.29	176.10	176.00	174.95	174.04	175.01
2020	175.60	177.58	175.08									
2021				166.32	*164.09*	167.64	174.38	177.96	180.90	182.51	182.88	190.26
2022	197.10	207.24	217.81	219.14	219.91	222.29	223.04					

RevPAR ($)

	January	February	March	April	May	June	July	August	September	October	November	December
2017												
2018								125.72	127.74	128.15	129.65	131.83
2019	133.18	134.30	135.56	133.27	132.25	127.95	128.89	130.24	130.12	130.20	129.50	130.43
2020	131.84	133.87	125.55									
2021				*123.64*	126.12	131.70	137.71	139.97	142.08	141.44	141.63	149.51
2022	156.61	166.04	175.24	177.66	177.93	179.54	179.41					

Supply

	January	February	March	April	May	June	July	August	September	October	November	December
2017												
2018								*123,005*	123,005	123,005	123,005	123,005
2019	123,005	123,005	123,005	125,525	128,129	130,649	133,253	135,857	138,377	140,981	143,501	146,105
2020	148,709	151,061	153,665									
2021				167,547	173,685	176,985	180,395	183,805	187,105	190,515	193,815	193,815
2022	193,815	193,815	193,815	193,815	193,815	193,815	193,815					

Demand

	January	February	March	April	May	June	July	August	September	October	November	December
2017												
2018								*89,940*	90,862	90,939	92,213	92,762
2019	92,789	93,061	92,999	93,059	94,709	95,655	97,976	100,478	102,303	104,917	106,772	108,893
2020	111,652	113,881	110,193									
2021				124,551	133,491	139,043	142,460	144,570	146,951	147,644	150,095	152,311
2022	154,004	155,278	155,940	157,130	156,818	156,541	155,896					

Revenue ($)

	January	February	March	April	May	June	July	August	September	October	November	December
2017												
2018								*15,463,912*	15,712,095	15,763,215	15,947,342	16,215,244
2019	16,382,074	16,519,753	16,674,972	16,728,307	16,944,938	16,716,093	17,174,349	17,694,249	18,005,217	18,355,261	18,582,913	19,057,031
2020	19,605,657	20,222,512	19,292,925									
2021				20,715,435	21,904,446	23,309,054	24,841,754	25,727,874	26,583,717	26,946,252	27,449,167	28,978,249
2022	30,354,059	32,180,246	33,964,779	34,433,713	34,485,114	34,798,231	34,771,619					

High value is boxed.

Low value is boxed and italicized.

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Tab 6 - Twelve Month Moving Average with Percent Change

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties
Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue	
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg
Dec 17												
Jan 18												
Feb 18												
Mar 18												
Apr 18												
May 18												
Jun 18												
Jul 18												
Aug 18	73.1		171.94		125.72		123,005		89,940		15,463,912	
Sep 18	73.9		172.92		127.74		123,005		90,862		15,712,095	
Oct 18	73.9		173.34		128.15		123,005		90,939		15,763,215	
Nov 18	75.0		172.94		129.65		123,005		92,213		15,947,342	
Dec 18	75.4		174.80		131.83		123,005		92,762		16,215,244	
Jan 19	75.4		176.55		133.18		123,005		92,789		16,382,074	
Feb 19	75.7		177.52		134.30		123,005		93,061		16,519,753	
Mar 19	75.6		179.30		135.56		123,005		92,999		16,674,972	
Apr 19	74.1		179.76		133.27		125,525		93,059		16,728,307	
May 19	73.9		178.92		132.25		128,129		94,709		16,944,938	
Jun 19	73.2		174.75		127.95		130,649		95,655		16,716,093	
Jul 19	73.5		175.29		128.89		133,253		97,976		17,174,349	
Aug 19	74.0	1.1	176.10	2.4	130.24	3.6	135,857	10.4	100,478	11.7	17,694,249	14.4
Sep 19	73.9	0.1	176.00	1.8	130.12	1.9	138,377	12.5	102,303	12.6	18,005,217	14.6
Oct 19	74.4	0.7	174.95	0.9	130.20	1.6	140,981	14.6	104,917	15.4	18,355,261	16.4
Nov 19	74.4	-0.7	174.04	0.6	129.50	-0.1	143,501	16.7	106,772	15.8	18,582,913	16.5
Dec 19	74.5	-1.2	175.01	0.1	130.43	-1.1	146,105	18.8	108,893	17.4	19,057,031	17.5
Jan 20	75.1	-0.5	175.60	-0.5	131.84	-1.0	148,709	20.9	111,652	20.3	19,605,657	19.7
Feb 20	75.4	-0.4	177.58	0.0	133.87	-0.3	151,061	22.8	113,881	22.4	20,222,512	22.4
Mar 20	71.7	-5.2	175.08	-2.4	125.55	-7.4	153,665	24.9	110,193	18.5	19,292,925	15.7
Apr 20												
May 20												
Jun 20												
Jul 20												
Aug 20												
Sep 20												
Oct 20												
Nov 20												
Dec 20												
Jan 21												
Feb 21												
Mar 21												
Apr 21	74.3		166.32		123.64		167,547		124,551		20,715,435	
May 21	76.9		164.09		126.12		173,685		133,491		21,904,446	
Jun 21	78.6		167.64		131.70		176,985		139,043		23,309,054	
Jul 21	79.0		174.38		137.71		180,395		142,460		24,841,754	
Aug 21	78.7		177.96		139.97		183,805		144,570		25,727,874	

Tab 6 - Twelve Month Moving Average with Percent Change

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties
Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue	
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg
Sep 21	78.5		180.90		142.08		187,105		146,951		26,583,717	
Oct 21	77.5		182.51		141.44		190,515		147,644		26,946,252	
Nov 21	77.4		182.88		141.63		193,815		150,095		27,449,167	
Dec 21	78.6		190.26		149.51		193,815		152,311		28,978,249	
Jan 22	79.5		197.10		156.61		193,815		154,004		30,354,059	
Feb 22	80.1		207.24		166.04		193,815		155,278		32,180,246	
Mar 22	80.5		217.81		175.24		193,815		155,940		33,964,779	
Apr 22	81.1	9.1	219.14	31.8	177.66	43.7	193,815	15.7	157,130	26.2	34,433,713	66.2
May 22	80.9	5.3	219.91	34.0	177.93	41.1	193,815	11.6	156,818	17.5	34,485,114	57.4
Jun 22	80.8	2.8	222.29	32.6	179.54	36.3	193,815	9.5	156,541	12.6	34,798,231	49.3
Jul 22	80.4	1.9	223.04	27.9	179.41	30.3	193,815	7.4	155,896	9.4	34,771,619	40.0

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Tab 7 - Day of Week Analysis

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties

Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

Occupancy (%)

	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
Aug - 21	71.3	83.3	86.3	89.9	92.0	90.2	92.0	85.8
Sep - 21	78.8	81.2	86.2	87.0	89.4	93.4	98.7	87.8
Oct - 21	50.4	72.6	74.6	73.1	77.1	84.1	84.2	73.7
Nov - 21	42.6	56.6	60.4	60.6	60.7	79.2	79.7	62.5
Dec - 21	71.3	82.1	81.4	78.6	80.6	87.5	85.8	81.2
Jan - 22	87.5	79.5	77.2	81.9	86.5	93.9	96.9	86.3
Feb - 22	88.6	85.0	83.1	86.5	95.4	99.2	99.1	91.0
Mar - 22	89.6	90.6	88.7	92.2	94.5	95.1	95.1	92.2
Apr - 22	51.8	61.0	64.1	65.4	65.0	78.4	83.4	67.9
May - 22	49.2	53.5	63.5	67.1	63.1	67.2	74.9	61.9
Jun - 22	75.5	86.9	90.5	82.8	85.4	83.3	88.9	84.7
Jul - 22	81.2	85.2	90.3	94.9	95.7	91.1	96.0	90.5
Total Year	**69.6**	**75.8**	**78.5**	**80.4**	**82.5**	**86.8**	**89.6**	**80.4**

Three Year Occupancy (%)

	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
Aug 19 - Jul 20	59.8	64.9	67.4	67.8	69.4	74.4	76.8	68.6
Aug 20 - Jul 21	70.4	74.5	77.3	77.7	80.4	84.2	87.9	79.0
Aug 21 - Jul 22	69.6	75.8	78.5	80.4	82.5	86.8	89.6	80.4
Total 3 Yr	**67.2**	**72.3**	**75.0**	**76.0**	**78.1**	**82.4**	**85.5**	**76.6**

ADR

	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
Aug - 21	188.94	182.21	185.65	190.59	196.28	239.07	242.77	202.83
Sep - 21	172.66	161.73	165.20	167.54	171.95	222.13	234.07	185.58
Oct - 21	154.94	160.85	150.16	143.15	153.95	174.95	177.39	161.25
Nov - 21	142.73	136.23	140.44	144.70	145.57	151.01	153.37	145.21
Dec - 21	285.52	286.45	293.73	274.25	254.52	293.45	264.70	278.52
Jan - 22	240.41	202.41	202.12	211.60	227.34	334.11	349.18	257.96
Feb - 22	309.70	263.31	230.34	245.39	289.41	407.29	442.40	317.24
Mar - 22	304.31	298.29	286.90	283.64	284.82	402.69	396.51	319.66
Apr - 22	172.26	179.45	177.07	141.42	138.67	170.28	163.18	163.24
May - 22	138.40	130.25	131.61	125.83	128.75	144.18	158.71	137.09
Jun - 22	178.45	186.41	200.28	190.76	200.37	232.33	239.31	203.92
Jul - 22	209.90	213.92	215.01	220.92	222.62	259.00	268.52	232.27
Total Year	**216.59**	**203.46**	**201.63**	**202.05**	**209.14**	**257.16**	**262.10**	**223.04**

Three Year ADR

	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
Aug 19 - Jul 20	169.88	156.93	155.31	157.78	165.10	201.91	204.36	174.22
Aug 20 - Jul 21	171.87	157.47	157.50	160.81	166.09	197.64	202.34	174.38
Aug 21 - Jul 22	216.59	203.46	201.63	202.05	209.14	257.16	262.10	223.04
Total 3 Yr	**188.94**	**175.36**	**174.19**	**176.40**	**182.78**	**222.02**	**226.13**	**193.43**

RevPAR

	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
Aug - 21	134.63	151.85	160.17	171.28	180.64	215.63	223.31	174.09
Sep - 21	136.07	131.26	142.48	145.72	153.76	207.38	231.10	163.02
Oct - 21	78.14	116.72	112.06	104.61	118.72	147.19	149.31	118.76
Nov - 21	60.81	77.04	84.86	87.68	88.34	119.66	122.26	90.82
Dec - 21	203.51	235.29	239.06	215.49	205.16	256.85	227.01	226.03
Jan - 22	210.24	160.85	156.05	173.23	196.60	313.64	338.24	222.73
Feb - 22	274.35	223.70	191.35	212.29	276.14	403.97	438.59	288.63
Mar - 22	272.61	270.31	254.42	261.47	269.23	382.96	377.26	294.78
Apr - 22	89.22	109.47	113.45	92.45	90.07	133.46	136.08	110.88
May - 22	68.14	69.62	83.53	84.49	81.18	96.88	118.81	84.90
Jun - 22	134.65	162.03	181.23	158.02	171.11	193.64	212.85	172.78
Jul - 22	170.45	182.23	194.08	209.70	212.99	235.95	257.76	210.22
Total Year	**150.81**	**154.25**	**158.34**	**162.43**	**172.60**	**223.12**	**234.84**	**179.41**

Three Year RevPAR

	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
Aug 19 - Jul 20	101.54	101.78	104.75	106.94	114.50	150.13	156.93	119.57
Aug 20 - Jul 21	121.08	117.38	121.80	124.96	133.59	166.43	177.89	137.71
Aug 21 - Jul 22	150.81	154.25	158.34	162.43	172.60	223.12	234.84	179.41
Total 3 Yr	**126.94**	**126.81**	**130.69**	**134.00**	**142.75**	**182.90**	**193.27**	**148.24**

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Tab 8 - Raw Data

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties
Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Dec 16	55.3		191.25		105.71		10,416		5,757		1,101,035		4	336	100.0
Jan 17	74.5		180.55		134.49		10,416		7,759		1,400,856		4	336	100.0
Feb 17	77.9		193.33		150.57		9,408		7,327		1,416,536		4	336	100.0
Mar 17	80.0		194.04		155.22		10,416		8,332		1,616,725		4	336	100.0
Apr 17	53.4		162.90		87.06		10,080		5,387		877,537		4	336	100.0
May 17	51.4		113.79		58.47		10,416		5,352		609,009		4	336	100.0
Jun 17	81.7		137.72		112.57		10,080		8,239		1,134,668		4	336	100.0
Jul 17	91.5		163.01		149.19		10,447		9,561		1,558,580		4	337	100.0
Aug 17													4	337	82.8
Sep 17	79.1		137.40		108.64		10,110		7,994		1,098,387		4	337	100.0
Oct 17	57.1		121.00		69.06		10,447		5,962		721,418		4	337	100.0
Nov 17	46.7		122.73		57.30		10,110		4,720		579,272		4	337	100.0
Dec 17	72.3	30.8	204.28	6.8	147.73	39.8	10,447	0.3	7,555	31.2	1,543,328	40.2	4	337	100.0
Jan 18	80.4	7.9	196.61	8.9	158.07	17.5	10,447	0.3	8,399	8.2	1,651,334	17.9	4	337	100.0
Feb 18	84.0	7.8	207.86	7.5	174.57	15.9	9,436	0.3	7,925	8.2	1,647,285	16.3	4	337	100.0
Mar 18	90.4	13.0	210.46	8.5	190.28	22.6	10,447	0.3	9,445	13.4	1,987,819	23.0	4	337	100.0
Apr 18	56.4	5.5	127.40	-21.8	71.85	-17.5	10,110	0.3	5,702	5.8	726,425	-17.2	4	337	100.0
May 18	46.2	-10.0	125.27	10.1	57.91	-1.0	10,447	0.3	4,829	-9.8	604,945	-0.7	4	337	100.0
Jun 18	84.8	3.7	197.51	43.4	167.46	48.8	10,110	0.3	8,572	4.0	1,693,020	49.2	4	337	100.0
Jul 18	93.6	2.2	176.67	8.4	165.30	10.8	10,447	0.0	9,775	2.2	1,726,941	10.8	4	337	100.0
Aug 18	86.7		163.73		142.03		10,447		9,062		1,483,738		4	337	100.0
Sep 18	88.2	11.5	151.03	9.9	133.19	22.6	10,110	0.0	8,916	11.5	1,346,570	22.6	4	337	100.0
Oct 18	57.8	1.3	127.92	5.7	73.95	7.1	10,447	0.0	6,039	1.3	772,538	7.1	4	337	100.0
Nov 18	59.3	27.0	127.36	3.8	75.51	31.8	10,110	0.0	5,994	27.0	763,399	31.8	4	337	100.0
Dec 18	77.6	7.3	223.50	9.4	173.37	17.4	10,447	0.0	8,104	7.3	1,811,230	17.4	4	337	100.0
Jan 19	80.7	0.3	215.78	9.7	174.04	10.1	10,447	0.0	8,426	0.3	1,818,164	10.1	4	337	100.0
Feb 19	86.9	3.4	217.76	4.8	189.17	8.4	9,436	0.0	8,197	3.4	1,784,964	8.4	4	337	100.0
Mar 19	89.8	-0.7	228.40	8.5	205.13	7.8	10,447	0.0	9,383	-0.7	2,143,038	7.8	4	337	100.0
Apr 19	45.6	-19.1	135.33	6.2	61.74	-14.1	12,630	24.9	5,762	1.1	779,760	7.3	5	421	100.0
May 19	49.6	7.4	126.81	1.2	62.95	8.7	13,051	24.9	6,479	34.2	821,576	35.8	5	421	100.0
Jun 19	75.4	-11.1	153.83	-22.1	115.93	-30.8	12,630	24.9	9,518	11.0	1,464,175	-13.5	5	421	100.0
Jul 19	92.7	-0.9	180.65	2.3	167.44	1.3	13,051	24.9	12,096	23.7	2,185,197	26.5	5	421	100.0
Aug 19	88.6	2.1	173.27	5.8	153.52	8.1	13,051	24.9	11,564	27.6	2,003,638	35.0	5	421	100.0
Sep 19	85.0	-3.6	154.32	2.2	131.24	-1.5	12,630	24.9	10,741	20.5	1,657,538	23.1	5	421	100.0
Oct 19	66.3	14.7	129.73	1.4	86.02	16.3	13,051	24.9	8,653	43.3	1,122,582	45.3	5	421	100.0
Nov 19	62.1	4.8	126.26	-0.9	78.47	3.9	12,630	24.9	7,849	30.9	991,051	29.8	5	421	100.0
Dec 19	78.3	1.0	223.51	0.0	175.11	1.0	13,051	24.9	10,225	26.2	2,285,348	26.2	5	421	100.0
Jan 20	85.7	6.3	211.60	-1.9	181.35	4.2	13,051	24.9	11,185	32.7	2,366,790	30.2	5	421	100.0
Feb 20	88.4	1.8	230.37	5.8	203.75	7.7	11,788	24.9	10,426	27.2	2,401,819	34.6	5	421	100.0
Mar 20	43.6	-51.4	213.07	-6.7	92.98	-54.7	13,051	24.9	5,695	-39.3	1,213,451	-43.4	5	421	100.0
Apr 20													3	204	100.0
May 20	15.2	-69.4	100.33	-20.9	15.22	-75.8	10,323	-20.9	1,566	-75.8	157,113	-80.9	4	333	100.0
Jun 20	65.1	-13.6	125.83	-18.2	81.92	-29.3	12,630	0.0	8,222	-13.6	1,034,604	-29.3	5	421	100.0
Jul 20	92.9	0.2	161.17	-10.8	149.75	-10.6	13,051	0.0	12,126	0.2	1,954,335	-10.6	5	421	100.0
Aug 20	92.1	3.9	164.71	-4.9	151.68	-1.2	13,051	0.0	12,018	3.9	1,979,513	-1.2	5	421	100.0
Sep 20	91.9	8.1	149.93	-2.8	137.85	5.0	12,630	0.0	11,612	8.1	1,741,038	5.0	5	421	100.0
Oct 20	87.6	32.1	139.31	7.4	122.02	41.9	13,051	0.0	11,431	32.1	1,592,442	41.9	5	421	100.0
Nov 20	59.5	-4.3	125.64	-0.5	74.73	-4.8	12,630	0.0	7,512	-4.3	943,813	-4.8	5	421	100.0

Tab 8 - Raw Data

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties
Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Dec 20	67.7	-13.6	196.68	-12.0	133.14	-24.0	16,461	26.1	11,143	9.0	2,191,647	-4.1	6	531	100.0
Jan 21	76.1	-11.3	182.96	-13.5	139.15	-23.3	16,461	26.1	12,520	11.9	2,290,612	-3.2	6	531	100.0
Feb 21	82.4	-6.8	201.18	-12.7	165.80	-18.6	14,868	26.1	12,253	17.5	2,465,109	2.6	6	531	100.0
Mar 21	88.2	102.1	211.31	-0.8	186.37	100.4	16,461	26.1	14,518	154.9	3,067,850	152.8	6	531	100.0
Apr 21	60.5		134.72		81.44		15,930		9,630		1,297,359		6	531	100.0
May 21	63.8	320.7	128.13	27.7	81.78	437.3	16,461	59.5	10,506	570.9	1,346,124	756.8	6	531	100.0
Jun 21	86.5	32.8	177.09	40.7	153.12	86.9	15,930	26.1	13,774	67.5	2,439,212	135.8	6	531	100.0
Jul 21	94.4	1.6	224.35	39.2	211.84	41.5	16,461	26.1	15,543	28.2	3,487,035	78.4	6	531	100.0
Aug 21	85.8	-6.8	202.83	23.1	174.09	14.8	16,461	26.1	14,128	17.6	2,865,633	44.8	6	531	100.0
Sep 21	87.8	-4.5	185.58	23.8	163.02	18.3	15,930	26.1	13,993	20.5	2,596,881	49.2	6	531	100.0
Oct 21	73.7	-15.9	161.25	15.7	118.76	-2.7	16,461	26.1	12,124	6.1	1,954,977	22.8	6	531	100.0
Nov 21	62.5	5.2	145.21	15.6	90.82	21.5	15,930	26.1	9,963	32.6	1,446,728	53.3	6	531	100.0
Dec 21	81.2	19.9	278.52	41.6	226.03	69.8	16,461	0.0	13,359	19.9	3,720,729	69.8	6	531	100.0
Jan 22	86.3	13.5	257.96	41.0	222.73	60.1	16,461	0.0	14,213	13.5	3,666,422	60.1	6	531	100.0
Feb 22	91.0	10.4	317.24	57.7	288.63	74.1	14,868	0.0	13,527	10.4	4,291,296	74.1	6	531	100.0
Mar 22	92.2	4.6	319.66	51.3	294.78	58.2	16,461	0.0	15,180	4.6	4,852,383	58.2	6	531	100.0
Apr 22	67.9	12.4	163.24	21.2	110.88	36.1	15,930	0.0	10,820	12.4	1,766,293	36.1	6	531	100.0
May 22	61.9	-3.0	137.09	7.0	84.90	3.8	16,461	0.0	10,194	-3.0	1,397,525	3.8	6	531	100.0
Jun 22	84.7	-2.0	203.92	15.2	172.78	12.8	15,930	0.0	13,497	-2.0	2,752,329	12.8	6	531	100.0
Jul 22	90.5	-4.1	232.27	3.5	210.22	-0.8	16,461	0.0	14,898	-4.1	3,460,423	-0.8	6	531	100.0

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Tab 9 - Classic

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties
Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Dec 16	55.3		191.25		105.71		10,416		5,757		1,101,035		4	336	100.0
Jul YTD 2016															
Total 2016															
Jan 17	74.5		180.55		134.49		10,416		7,759		1,400,856		4	336	100.0
Feb 17	77.9		193.33		150.57		9,408		7,327		1,416,536		4	336	100.0
Mar 17	80.0		194.04		155.22		10,416		8,332		1,616,725		4	336	100.0
Apr 17	53.4		162.90		87.06		10,080		5,387		877,537		4	336	100.0
May 17	51.4		113.79		58.47		10,416		5,352		609,009		4	336	100.0
Jun 17	81.7		137.72		112.57		10,080		8,239		1,134,668		4	336	100.0
Jul 17	91.5		163.01		149.19		10,447		9,561		1,558,580		4	337	100.0
Aug 17													4	337	82.8
Sep 17	79.1		137.40		108.64		10,110		7,994		1,098,387		4	337	100.0
Oct 17	57.1		121.00		69.06		10,447		5,962		721,418		4	337	100.0
Nov 17	46.7		122.73		57.30		10,110		4,720		579,272		4	337	100.0
Dec 17	72.3	30.8	204.28	6.8	147.73	39.8	10,447	0.3	7,555	31.2	1,543,328	40.2	4	337	100.0
Jul YTD 2017	72.9		165.79		120.87		71,263		51,957		8,613,911				
Total 2017															
Jan 18	80.4	7.9	196.61	8.9	158.07	17.5	10,447	0.3	8,399	8.2	1,651,334	17.9	4	337	100.0
Feb 18	84.0	7.8	207.86	7.5	174.57	15.9	9,436	0.3	7,925	8.2	1,647,285	16.3	4	337	100.0
Mar 18	90.4	13.0	210.46	8.5	190.28	22.6	10,447	0.3	9,445	13.4	1,987,819	23.0	4	337	100.0
Apr 18	56.4	5.5	127.40	-21.8	71.85	-17.5	10,110	0.3	5,702	5.8	726,425	-17.2	4	337	100.0
May 18	46.2	-10.0	125.27	10.1	57.91	-1.0	10,447	0.3	4,829	-9.8	604,945	-0.7	4	337	100.0
Jun 18	84.8	3.7	197.51	43.4	167.46	48.8	10,110	0.3	8,572	4.0	1,693,020	49.2	4	337	100.0
Jul 18	93.6	2.2	176.67	8.4	165.30	10.8	10,447	0.0	9,775	2.2	1,726,941	10.8	4	337	100.0
Aug 18	86.7		163.73		142.03		10,447		9,062		1,483,738		4	337	100.0
Sep 18	88.2	11.5	151.03	9.9	133.19	22.6	10,110	0.0	8,916	11.5	1,346,570	22.6	4	337	100.0
Oct 18	57.8	1.3	127.92	5.7	73.95	7.1	10,447	0.0	6,039	1.3	772,538	7.1	4	337	100.0
Nov 18	59.3	27.0	127.36	3.8	75.51	31.8	10,110	0.0	5,994	27.0	763,399	31.8	4	337	100.0
Dec 18	77.6	7.3	223.50	9.4	173.37	17.4	10,447	0.0	8,104	7.3	1,811,230	17.4	4	337	100.0
Jul YTD 2018	76.5	4.9	183.68	10.8	140.50	16.2	71,444	0.3	54,647	5.2	10,037,769	16.5			
Total 2018	75.4		174.80		131.83		123,005		92,762		16,215,244				
Jan 19	80.7	0.3	215.78	9.7	174.04	10.1	10,447	0.0	8,426	0.3	1,818,164	10.1	4	337	100.0
Feb 19	86.9	3.4	217.76	4.8	189.17	8.4	9,436	0.0	8,197	3.4	1,784,964	8.4	4	337	100.0
Mar 19	89.8	-0.7	228.40	8.5	205.13	7.8	10,447	0.0	9,383	-0.7	2,143,038	7.8	4	337	100.0
Apr 19	45.6	-19.1	135.33	6.2	61.74	-14.1	12,630	24.9	5,762	1.1	779,760	7.3	5	421	100.0
May 19	49.6	7.4	126.81	1.2	62.95	8.7	13,051	24.9	6,479	34.2	821,576	35.8	5	421	100.0
Jun 19	75.4	-11.1	153.83	-22.1	115.93	-30.8	12,630	24.9	9,518	11.0	1,464,175	-13.5	5	421	100.0
Jul 19	92.7	-0.9	180.65	2.3	167.44	1.3	13,051	24.9	12,096	23.7	2,185,197	26.5	5	421	100.0
Aug 19	88.6	2.1	173.27	5.8	153.52	8.1	13,051	24.9	11,564	27.6	2,003,638	35.0	5	421	100.0
Sep 19	85.0	-3.6	154.32	2.2	131.24	-1.5	12,630	24.9	10,741	20.5	1,657,538	23.1	5	421	100.0
Oct 19	66.3	14.7	129.73	1.4	86.02	16.3	13,051	24.9	8,653	43.3	1,122,582	45.3	5	421	100.0
Nov 19	62.1	4.8	126.26	-0.9	78.47	3.9	12,630	24.9	7,849	30.9	991,051	29.8	5	421	100.0
Dec 19	78.3	1.0	223.51	0.0	175.11	1.0	13,051	24.9	10,225	26.2	2,285,348	26.2	5	421	100.0
Jul YTD 2019	73.3	-4.2	183.71	0.0	134.61	-4.2	81,692	14.3	59,861	9.5	10,996,874	9.6			
Total 2019	74.5	-1.2	175.01	0.1	130.43	-1.1	146,105	18.8	108,893	17.4	19,057,031	17.5			
Jan 20	85.7	6.3	211.60	-1.9	181.35	4.2	13,051	24.9	11,185	32.7	2,366,790	30.2	5	421	100.0
Feb 20	88.4	1.8	230.37	5.8	203.75	7.7	11,788	24.9	10,426	27.2	2,401,819	34.6	5	421	100.0
Mar 20	43.6	-51.4	213.07	-6.7	92.98	-54.7	13,051	24.9	5,695	-39.3	1,213,451	-43.4	5	421	100.0
Apr 20													3	204	100.0
May 20	15.2	-69.4	100.33	-20.9	15.22	-75.8	10,323	-20.9	1,566	-75.8	157,113	-80.9	4	333	100.0
Jun 20	65.1	-13.6	125.83	-18.2	81.92	-29.3	12,630	0.0	8,222	-13.6	1,034,604	-29.3	5	421	100.0
Jul 20	92.9	0.2	161.17	-10.8	149.75	-10.6	13,051	0.0	12,126	0.2	1,954,335	-10.6	5	421	100.0
Aug 20	92.1	3.9	164.71	-4.9	151.68	-1.2	13,051	0.0	12,018	3.9	1,979,513	-1.2	5	421	100.0

Tab 9 - Classic

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties
Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Sep 20	91.9	8.1	149.93	-2.8	137.85	5.0	12,630	0.0	11,612	8.1	1,741,038	5.0	5	421	100.0
Oct 20	87.6	32.1	139.31	7.4	122.02	41.9	13,051	0.0	11,431	32.1	1,592,442	41.9	5	421	100.0
Nov 20	59.5	-4.3	125.64	-0.5	74.73	-4.8	12,630	0.0	7,512	-4.3	943,813	-4.8	5	421	100.0
Dec 20	67.7	-13.6	196.68	-12.0	133.14	-24.0	16,461	26.1	11,143	9.0	2,191,647	-4.1	6	531	100.0
Jul YTD 2020															
Total 2020															
Jan 21	76.1	-11.3	182.96	-13.5	139.15	-23.3	16,461	26.1	12,520	11.9	2,290,612	-3.2	6	531	100.0
Feb 21	82.4	-6.8	201.18	-12.7	165.80	-18.6	14,868	26.1	12,253	17.5	2,465,109	2.6	6	531	100.0
Mar 21	88.2	102.1	211.31	-0.8	186.37	100.4	16,461	26.1	14,518	154.9	3,067,850	152.8	6	531	100.0
Apr 21	60.5		134.72		81.44		15,930		9,630		1,297,359		6	531	100.0
May 21	63.8	320.7	128.13	27.7	81.78	437.3	16,461	59.5	10,506	570.9	1,346,124	756.8	6	531	100.0
Jun 21	86.5	32.8	177.09	40.7	153.12	86.9	15,930	26.1	13,774	67.5	2,439,212	135.8	6	531	100.0
Jul 21	94.4	1.6	224.35	39.2	211.84	41.5	16,461	26.1	15,543	28.2	3,487,035	78.4	6	531	100.0
Aug 21	85.8	-6.8	202.83	23.1	174.09	14.8	16,461	26.1	14,128	17.6	2,865,633	44.8	6	531	100.0
Sep 21	87.8	-4.5	185.58	23.8	163.02	18.3	15,930	26.1	13,993	20.5	2,596,881	49.2	6	531	100.0
Oct 21	73.7	-15.9	161.25	15.7	118.76	-2.7	16,461	26.1	12,124	6.1	1,954,977	22.8	6	531	100.0
Nov 21	62.5	5.2	145.21	15.6	90.82	21.5	15,930	26.1	9,963	32.6	1,446,728	53.3	6	531	100.0
Dec 21	81.2	19.9	278.52	41.6	226.03	69.8	16,461	0.0	13,359	19.9	3,720,729	69.8	6	531	100.0
Jul YTD 2021	78.8		184.73		145.63		112,572		88,744		16,393,301				
Total 2021	78.6		190.26		149.51		193,815		152,311		28,978,249				
Jan 22	86.3	13.5	257.96	41.0	222.73	60.1	16,461	0.0	14,213	13.5	3,666,422	60.1	6	531	100.0
Feb 22	91.0	10.4	317.24	57.7	288.63	74.1	14,868	0.0	13,527	10.4	4,291,296	74.1	6	531	100.0
Mar 22	92.2	4.6	319.66	51.3	294.78	58.2	16,461	0.0	15,180	4.6	4,852,383	58.2	6	531	100.0
Apr 22	67.9	12.4	163.24	21.2	110.88	36.1	15,930	0.0	10,820	12.4	1,766,293	36.1	6	531	100.0
May 22	61.9	-3.0	137.09	7.0	84.90	3.8	16,461	0.0	10,194	-3.0	1,397,525	3.8	6	531	100.0
Jun 22	84.7	-2.0	203.92	15.2	172.78	12.8	15,930	0.0	13,497	-2.0	2,752,329	12.8	6	531	100.0
Jul 22	90.5	-4.1	232.27	3.5	210.22	-0.8	16,461	0.0	14,898	-4.1	3,460,423	-0.8	6	531	100.0
Jul YTD 2022	82.0	4.0	240.30	30.1	197.09	35.3	112,572	0.0	92,329	4.0	22,186,671	35.3			

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Tab 10 - Response Report

Custom Trend: Winter Park Extended-Stay Comp Set (USD) Selected Properties
Job Number: 1364298_SADIM Staff: LM Created: August 29, 2022

STR Code	Name of Establishment	City & State	Zip Code	Class	Aff Date	Open Date	Rooms	Chg in Rms	Chg in Rms 1	Chg in Rms 2	Chg in Rms 3	2020 J	2020 F	2020 M	2020 A	2020 M	2020 J	2020 J	2020 A	2020 S	2020 O	2020 N	2020 D	2021 J	2021 F	2021 M	2021 A	2021 M	2021 J	2021 J	2021 A	2021 S	2021 O	2021 N	2021 D	2022 J	2022 F	2022 M	2022 A	2022 M	2022 J	2022 J	2022 A	2022 S	2022 O	2022 N	2022 D
65879	Residence Inn by Marriott Breckenridge	Breckenridge, CO	80424	Upscale Class	May 2020	Dec 2016	129	Y	+129 (May'20)	-129 (Apr'20)	+1 (Jul'17)	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●					
33300	Best Western Alpenglo Lodge	Fraser, CO	80442	Midscale Class	Jan 2006	Nov 1995	58					●	●	●	○	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●					
44424	Holiday Inn Express Fraser Winter Park Area	Fraser, CO	80442	Upper Midscale Class	Oct 2015	Feb 2002	62					●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●					
67659	Homewood Suites by Hilton Steamboat Springs	Steamboat Springs, CO	80487	Upscale Class	Apr 2019	Apr 2019	84	Y	+84 (Apr'19)			●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●					
70070	Residence Inn Steamboat Springs	Steamboat Springs, CO	80487	Upscale Class	Dec 2020	Dec 2020	110	Y	+110 (Dec'20)														●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●					
64404	Hampton Inn & Suites Silverthorne	Silverthorne, CO	80498	Upper Midscale Class	Jun 2020	Dec 2015	88	Y	+88 (Jun'20)	-88 (Apr'20)		●	●	●			●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●					
				Total Properties:			6	531																																							

○ - Monthly data received by STR
● - Monthly and daily data received by STR
Blank - No data received by STR
Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report. Only the most recent three room changes are displayed. A property may have more than three changes during the time period of the report.

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Tab 11 - Terms and Conditions

Before purchasing this product you agreed to the following terms and conditions.

In consideration of the mutual promises contained herein and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, STR, Inc. ("STR"), STR Global, Ltd. ("STRG"), and the licensee identified elsewhere in this Agreement ("Licensee") agree as follows:

1. LICENSE

1.1 Definitions.

(a) "Agreement" means these Standard Terms and Conditions and any additional terms specifically set out in writing in the document(s) (if any) to which these Standard Terms and Conditions are attached or in which they are incorporated by reference, and, if applicable, any additional terms specifically set out in writing in any Schedule attached hereto.

(b) "Licensed Materials" means the newsletters, reports, databases or other information resources, and all lodging industry data contained therein, provided to Licensee hereunder.

1.2 Grant of License. Subject to the terms and conditions of this Agreement, and except as may be expressly permitted elsewhere in this Agreement, STR hereby grants to Licensee a non-exclusive, non-transferable, indivisible, non-sublicensable license to use, copy, manipulate and extract data from the Licensed Materials for its own INTERNAL business purposes only.

1.3 Copies. Except as expressly permitted elsewhere in this Agreement, Licensee may make and maintain no more than two (2) copies of any Licensed Materials.

1.4 No Service Bureau Use. Licensee is prohibited from using the Licensed Materials in any way in connection with any service bureau or similar services. "Service bureau" means the processing of input data that is supplied by one or more third parties and the generation of output data (in the form of reports, charts, graphs or other pictorial representations, or the like) that is sold or licensed to any third parties.

1.5 No Distribution to Third Parties. Except as expressly permitted in this Agreement, Licensee is prohibited from distributing, republishing or otherwise making the Licensed Materials or any part thereof (including any excerpts of the data and any manipulations of the data) available in any form whatsoever to any third party, other than Licensee's accountants, attorneys, marketing professionals or other professional advisors who are bound by a duty of confidentiality not to disclose such information.

1.6 Security. Licensee shall use commercially reasonable efforts to protect against unauthorized access to the Licensed Materials.

1.7 Reservation of Rights. Licensee has no rights in connection with the Licensed Materials other than those rights expressly enumerated herein. All rights to the Licensed Materials not expressly enumerated herein are reserved to STR.

2. DISCLAIMERS AND LIMITATIONS OF LIABILITY

2.1 Disclaimer of Warranties. The licensed materials are provided to the licensee on an "as is" and "as available" basis. STR makes no representations or warranties of any kind, express or implied, with respect to the licensed materials, the services provided or the results of use thereof. Without limiting the foregoing, STR does not warrant that the licensed materials, the services provided or the use thereof are or will be accurate, error-free or uninterrupted. STR makes no implied warranties, including without limitation, any implied warranty of merchantability, noninfringement or fitness for any particular purpose or arising by usage of trade, course of dealing, course of performance or otherwise.

2.2 Disclaimers. STR shall have no liability with respect to its obligations under this agreement or otherwise for consequential, exemplary, special, incidental, or punitive damages even if STR has been advised of the possibility of such damages. Furthermore, STR shall have no liability whatsoever for any claim relating in any way to any decision made or action taken by licensee in reliance upon the licensed materials.

2.3 Limitation of Liability. STR's total liability to licensee for any reason and upon any cause of action including without limitation, infringement, breach of contract, negligence, strict liability, misrepresentations, and other torts, shall be limited to all fees paid to STR by the licensee during the twelve month period preceding the date on which such cause of action first arose.

3. MISCELLANEOUS

3.1 Liquidated Damages. In the event of a violation of Section 1.5 of these Standard Terms and Conditions, Licensee shall be required to pay STR an amount equal to the sum of (i) the highest aggregate price that STR, in accordance with its then-current published prices, could have charged the unauthorized recipients for the Licensed Materials that are the subject of the violation, and (ii) the full price of the lowest level of republishing rights that Licensee would have been required to purchase from STR in order to have the right to make the unauthorized distribution, regardless of whether Licensee has previously paid for any lower level of republishing rights, and (iii) fifteen percent (15%) of the total of the previous two items. This provision shall survive indefinitely the expiration or termination of this Agreement for any reason.

3.2 Obligations on Termination. Within thirty (30) days of the termination or expiration of this Agreement for any reason, Licensee shall cease all use of the Licensed Materials and shall return or destroy, at STR's option, all copies of the Licensed Materials and all other information relating thereto in Licensee's possession or control as of the such date. This provision shall survive indefinitely the expiration or termination of this Agreement for any reason.

3.3 Governing Law; Jurisdiction and Venue. This Agreement shall be governed by the substantive laws of the State of Tennessee, without regard to its or any other jurisdiction's laws governing conflicts of law. Any claims or actions regarding or arising out of this Agreement shall be brought exclusively in a court of competent jurisdiction located in Nashville, Tennessee, and the parties expressly consent to personal jurisdiction thereof. The parties also expressly waive any objections to venue.

3.4 Assignment. Licensee is prohibited from assigning this Agreement or delegating any of its duties under this Agreement without the prior written consent of STR.

3.5 Independent Relationship. The relationship between the parties is that of an independent contractor. Nothing in this Agreement shall be deemed to create an employer/employee, principal/agent, partnership or joint venture relationship.

3.6 Notices. All notices required or permitted to be given hereunder shall be in writing and shall be deemed given i) when delivered in person, at the time of such delivery; ii) when delivered by facsimile transmission or e-mail, at the time of transmission (provided, however, that notice delivered by facsimile transmission shall only be effective if such notice is also delivered by hand or deposited in the United States mail, postage prepaid, registered, certified or express mail or by courier service within two (2) business days after its delivery by facsimile transmission); iii) when delivered by a courier service or by express mail, at the time of receipt; or iv) five (5) business days after being deposited in the United States mail, postage prepaid, registered or certified mail, addressed (in any such case) to the addresses listed on the first page of this Agreement or to such other address as either party may notify the other in writing.

3.7 Waiver. No waiver of any breach of this Agreement will be deemed to constitute a waiver of any subsequent breach of the same or any other provision.

3.8 Entire Agreement. This Agreement constitutes the entire agreement of the parties with respect to the matters described herein, superseding in all respects any and all prior proposals, negotiations, understandings and other agreements, oral or written, between the parties.

3.9 Amendment. This Agreement may be amended only by the written agreement of both parties.

3.10 Recovery of Litigation Costs. If any legal action or other proceeding is brought for the enforcement of this Agreement, or because of an alleged dispute, breach, default or misrepresentation in connection with any of the provisions of this Agreement, the successful or prevailing party or parties shall be entitled to recover reasonable attorneys' fees and other costs incurred in that action or proceeding, in addition to any other relief to which it or they may be entitled.

3.11 Injunctive Relief. The parties agree that, in addition to any other rights or remedies which the other or STR may have, any party alleging breach or threatened breach of this Agreement will be entitled to such equitable and injunctive relief as may be available from any court of competent jurisdiction to restrain the other from breaching or threatening to breach any of the provisions of this Section, without posting bond or other surety.

3.12 Notice of Unauthorized Access. Licensee shall notify STR immediately upon Licensee's becoming aware of any facts indicating that a third party may have obtained or may be about to obtain unauthorized access to the Licensed Materials, and shall fully cooperate with STR in its efforts to mitigate the damages caused by any such breach or potential breach.

3.13 Conflicting Provisions. In the event that any provision of these Standard Terms and Conditions directly conflicts with any other provision of the Agreement, the conflicting terms of such other provision shall control.

3.14 Remedies. In addition to any other rights or remedies that STR may have, in the event of any termination by STR on account of a breach by Licensee, STR may, without refund, immediately terminate and discontinue any right of Licensee to receive additional Licensed Materials from STR.

Residence Inn Winter Park Projected Cash Flow, Prepared by Greenwood Hospitality.

PROJECTED OPERATIONS CASH FLOW -

	Year 2022	Year 2023	Year 2024
# of Rooms	118	118	118
Occupancy	0.6	0.59	0.67
Average Room Rate	136.52	136.52	139.93
Days Open	305	365	365
Revenues			
Rooms	4,913,355	5,879,916	6,026,785
Vacancy	-1,965,342	-2,410,766	-1,988,839
F&B	1,135,960	1,703,940	1,532,709
Other Income	1,304	1,956	2,186
Total Operating Revenues	4,085,277	5,175,046	5,572,841
Expenses			
Room	590,189	885,284	948,620
F&B	1,222,364	1,600,600	1,457,506
Other Expenses	1,379	2,069	2,211
Administrative & General	232,143	348,215	360,622
Marketing	125,074	187,611	198,582
IT/Technology	47,165	70,747	73,657
Property Operating & Maintenance	106,771	160,156	169,521
Utilities	121,019	181,528	187,996
Francise reservation/marketing fees	216,650	324,975	333,100
Insurance	43,497	65,245	66,876
Accounting & Administration	13,333	20,000	20,500
Base Management Fees	78,831	118,246	137,189
Franchise Fees	185,023	277,535	323,046
property taxes	95,557	143,336	137,185
Total Operating Expenses	3,078,995	4,385,547	4,416,611
Net Operating Income	1,006,282	789,500	1,156,230
debt financing	-801,626	-929,120	-908,115
furniture debt financing	-120,000	-145,000	-160,000
			-
Net Cash Flow	84,656	-284,620	88,115

Total hotel hard/soft cost $18,000,000
Min Debt coverage ratio 1.2
30% Owner equity to get to 1.2 debt coverage ratio.

Stabilization

Year	Year	Year	Year
2025	2026	2027	2028
118	118	118	118
0.69	0.69	0.69	0.69
143.43	147.02	150.69	154.46
366	365	365	365
6,194,455	6,332,151	6,490,218	6,652,592
-1,920,281	-1,962,967	-2,011,968	-2,062,304
1,560,206	1,572,956	1,587,279	1,601,961
2,291	2,344	2,403	2,463
5,836,671	5,944,484	6,067,932	6,194,712
983,892	1,007,466	1,032,653	1,058,469
1,476,175	1,487,439	1,499,625	1,512,116
2,291	2,346	2,405	2,465
370,676	379,851	389,347	399,081
205,308	210,284	215,542	220,930
75,819	77,686	79,628	81,619
175,263	179,511	183,999	188,599
193,237	198,020	202,971	208,045
341,427	349,963	358,712	367,680
68,548	70,262	72,019	73,819
21,013	21,538	22,076	22,628
145,102	148,333	152,041	155,842
341,940	349,531	358,269	367,226
145,100	148,335	152,038	155,841
4,545,791	4,630,565	4,721,325	4,814,360
1,290,880	1,313,920	1,346,607	1,380,352
-908,115	-908,115	-908,115	-908,115
-270,000	-280,800	-292,032	-303,713
-	-	-	-
112,765	125,005	146,460	168,524

Year 2029	Year 2030	Year 2031	Total
118	118	118	
0.69	0.69	0.69	
158.32	162.28	166.34	
366	365	365	
6,837,524	6,989,400	7,164,264	63,480,660
-2,119,632	-2,166,714	-2,220,922	-20,829,734
1,618,362	1,632,436	1,648,247	17,594,056
2,529	2,588	2,652	22,716
6,338,783	6,457,710	6,594,241	58,267,697
1,086,032	1,112,054	1,139,855	9,844,514
1,525,608	1,538,041	1,551,492	16,670,966
2,529	2,590	2,655	22,940
409,157	419,284	429,766	3,738,142
226,621	232,115	237,918	2,059,985
83,690	85,751	87,895	763,657
193,457	198,147	203,100	1,758,524
213,298	218,577	224,042	1,948,733
376,872	386,294	395,951	3,451,624
75,665	77,556	79,495	692,982
23,194	23,774	24,368	212,424
160,166	163,732	167,825	1,427,307
377,438	385,817	395,462	3,361,287
160,163	163,731	167,827	1,469,115
4,913,890	5,007,463	5,107,651	47,422,200
1,424,892	1,450,247	1,486,590	12,845,500
-908,115	-908,115	-908,115	-8,495,667
-315,862	-328,496	-341,636	-2,557,540
-	-	-	-
200,915	213,635	236,838	1,792,293

TO: **Town of Winter Park Board of Adjustment**
FROM: **Matthew and Kathy Teter, 100 Willows Way, Winter Park**

RE: As owners of the home most impacted by variance requests for property/development at 78581 Highway 40, Winter Park -- we strongly oppose all variance requests, and beg of you not to grant these, as granting variances will negatively impact our quality of life and property value.

This is our home (top center/white angled building shown), at 100 Willows Way, the Willows Townhomes:

- The proposed height variance request (along with other variance requests submitted by this developer) **will substantially impair our property value and quality of life** because we are directly adjacent (in extreme close proximity) to this building envelope.

- Factors causing harm (financially and emotionally) to us personally:

    - The size and height of this building blocks the sun on our home for the majority of the day; we rely on the sun to help keep our property warm and our roof/parking lot free of ice during the winter months.
    - This building blocks all natural light coming into the southeast windows of our home.

- The occupancy rate/density of this property will cause substantial congestion in public areas directly surrounding our home, negatively impacting our quality of life. The privacy and serenity we have enjoyed for the past 10+ years (why we bought our home to begin with) will be dramatically reduced or non-existent. The natural habitat and wildlife we all enjoy year-round (due to the adjacent wetlands) will be decimated.
- The spillover increase in foot traffic, noise pollution and auto traffic directly abutting our home will reduce its value.
- This developer seeks to build a massive, lower-to middle-market chain hotel/brand (Homewood Suites, Residence Inn) abutting our home, which will decrease our home's value.
- Homewood Suites, Residence Inn brands (and others in this same category of chain hotels) are perceived and classified as lower-to-mid market chain hotels. Having an **"ANY TOWN USA"** (usually located next to airports and interstates) **GENERIC** brand like these big box/formula chains represent, erodes our home's value because it does not align with Winter Park's quirky, unique culture and authenticity as a creative and adventurous mountain town.
- These brands are in no way aspirational; they do not embody an active mountain lifestyle "ethos"; nor do they do anything to enhance, support or propel the town's stated "Vision" as detailed in the 2019 "Imagine Winter Park" plan.
- If this building proceeds as planned, I strongly urge the town's authorities to require this hotel be **uniquely named** as a one-of-a-kind (perceived) Winter Park property, to disassociate it as much as possible from the totally un-cool, corporate and generic identities these types of hotel chains embody. People come to Winter Park **because** there are no big box, corporate chain hotels like this in town -- it's a large part of what draws people (free-spirited, creative and rugged individualists) to our community.

*As a side note -- from 1985-2002 -- I was a vital part of the creative and marketing team that reinvented and re-branded Telluride (the town); the Telluride Ski Resort; the Telluride Chamber of Commerce; the Telluride Mountain Village Resort; and various other lodging and resort entities in Telluride. I attended all (and participated in many) of the town council and planning meetings. My company designed all the identity/branding and marketing materials, and handled all the strategy and advertising and promotions for over 15 years for all entities above, until the resort was sold. Our efforts quickly propelled Telluride into becoming a world-class destination resort. It is crucial that Winter Park maintains its unique, quirky culture, and does not compromise on the authenticity of its heritage. There's a reason Vail developed Eagle for more corporate/generic entities; there's a reason Telluride has never allowed corporate/chain businesses in town, larger entities were built down valley. Fraser and beyond is down valley and that's where a Homewood Suites or a Marriott belongs. This hotel needs a unique Winter Park name, logo/identity and the ("by Marriott or whomever") needs to be in the smallest

type font possible on all marketing and identity materials, and eliminated from destination signage.

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Hugh Bell

From: Bob Freeman <bfreedog@gmail.com>
Sent: Thursday, September 29, 2022 3:46 PM
To: Hugh Bell
Subject: 78581 Highway 40

Caution! This message was sent from outside your organization.

Mr. Bell -

I am writing to request that the Board of Adjustment deny the request for increased height for this mixed use structure. 55' is the limitation put on building heights and now the "in" thing to do is come before the board and plead for a variance. I'm not opposed to the building going on and I support the Cooper Creek expansion project but don't like the height variances that have been granted. First Roam, then Cooper Creek, now this request. Soon we'll have 10 -15 story buildings going up if the city keeps approving height variances. Slowly over the years they go up and up, I've seen it happen in many cities across the country as I know you have too.

Thanks for allowing me to share my input.

Bob Freeman
608 Crestview Place
Winter Park