

HOTEL/MOTEL INCOME QUESTIONNAIRE

FOR THE 36 MONTHS FROM: 2021 TO 2023

NAME AND LOCATION OF PROPERTY

OWNER AND ADDRESS OF RECORD

TOTAL NUMBER OF RENTABLE ROOMS _____

NUMBER OF PARKING SPACES _____

| | 2021 | 2022 | 2023 |
|--------------------------------------|-----------------------------|----------|----------|
| AVERAGE RATE/ROOM/DAY | \$ _____ | \$ _____ | \$ _____ |
| AVERAGE NUMBER OF ROOMS OCCUPIES/DAY | \$ _____ | \$ _____ | \$ _____ |
| PERCENTAGE OF OCCUPANCY FOR THE YEAR | \$ _____ | \$ _____ | \$ _____ |
| REVPAR (REVENUE PER AVAILABLE ROOM) | \$ _____ | \$ _____ | \$ _____ |
| TOTAL # OF BEDS _____ | ANNUAL OCCUPANCY RATE _____ | | |

PLEASE ATTACH A CURRENT BALANCE SHEET FOR PERSONAL PROPERTY AND DEFINED INTANGIBLE ASSETS WITH ASSIGNED VALUES.

ACTUAL INCOME & EXPENSES ARE REQUIRED. AN ITEMIZED COMPUTER PRINTOUT MAY BE ATTACHED IN LIEU OF FILLING OUT THIS SECTION.

REVENUE FROM OPERATIONS:

| | 2021 | 2022 | 2023 |
|--------------------------|----------|----------|----------|
| 1. ROOM RENTALS | \$ _____ | \$ _____ | \$ _____ |
| 2. FOOD & BEVERAGE | \$ _____ | \$ _____ | \$ _____ |
| 3. OTHER INCOME (LIST) | \$ _____ | \$ _____ | \$ _____ |
| 4. RETAIL TENANTS (LIST) | \$ _____ | \$ _____ | \$ _____ |

DEPARTMENTAL EXPENSES: (COST OF GOODS SOLD, DEPARTMENTAL WAGES, ETC.)

| | | | |
|-----------------------|----------|----------|----------|
| 5. ROOMS | \$ _____ | \$ _____ | \$ _____ |
| 6. FOOD & BEVERAGE | \$ _____ | \$ _____ | \$ _____ |
| 7. OTHER COSTS (LIST) | \$ _____ | \$ _____ | \$ _____ |

UNALLOCATED EXPENSES:

| | | | |
|--|----------|----------|----------|
| 8. ADMINISTRATIVE COSTS (LIST) | \$ _____ | \$ _____ | \$ _____ |
| 9. MARKETING | \$ _____ | \$ _____ | \$ _____ |
| 10. ELECTRICITY & UTILITIES | \$ _____ | \$ _____ | \$ _____ |
| 11. MAINTENANCE & REPAIRS (LIST) | \$ _____ | \$ _____ | \$ _____ |
| 12. INSURANCE | \$ _____ | \$ _____ | \$ _____ |
| 13. MANAGEMENT FEE | \$ _____ | \$ _____ | \$ _____ |
| 14. FRANCHISE FEE | \$ _____ | \$ _____ | \$ _____ |
| OTHER EXPENSES: | | | |
| 15. REAL ESTATE TAXES | \$ _____ | \$ _____ | \$ _____ |
| 16. BUILDING DEPRECIATION | \$ _____ | \$ _____ | \$ _____ |
| 17. MORTGAGE INTEREST PAYMENT | \$ _____ | \$ _____ | \$ _____ |
| 18. RESERVES FOR REPLACEMENTS (LIST) | \$ _____ | \$ _____ | \$ _____ |
| 19. CAPITAL EXPENDITURES (LIST) | \$ _____ | \$ _____ | \$ _____ |
| 20. FURNITURE, FIXTURES & EQUIPMENT TOTAL VALUES | \$ _____ | \$ _____ | \$ _____ |
| 21. OTHER INTANGIBLE VALUES ASSIGNED | \$ _____ | \$ _____ | \$ _____ |

MORTGAGE/SALES INFORMATION:

1. IS THERE A CURRENT MORTGAGE ON THE PROPERTY? Yes _____ No _____ IF YES, PLEASE PROVIDE THE FOLLOWING DATA:

| | | | | |
|-------------------------|-----------------------|-----------------------|---------------------|------------------------|
| NAME OF MORTGAGEE _____ | MORTGAGE AMOUNT _____ | MONTHLY PAYMENT _____ | INTEREST RATE _____ | TERM OF MORTGAGE _____ |
|-------------------------|-----------------------|-----------------------|---------------------|------------------------|

2. PLEASE PROVIDE: DATE PURCHASED _____ CONSIDERATION _____

3. IS THERE A LEASE OR MANAGEMENT AGREEMENT? _____ YES _____ NO
 IF SO, SUMMARIZE THE TERM AND CONDITIONS OF THE AGREEMENT TYPE: _____ MANAGEMENT _____ LEASE _____ SALE-LEASEBACK
 LESSEE OR MANAGEMENT COMPANY: _____ DATE _____ TERM _____ FEE _____

4. PLEASE SUMMARIZE THE TERMS AND CONDITIONS OF THE FRANCHISE AGREEMENT:
 FRANCHISE CO. _____ DATE _____ TERM _____ FEE _____

5. PERSONAL PROPERTY ACCOUNT NUMBER _____ ENTITY NAME _____

I DECLARE, UNDER THE PENALTIES OF PERJURY, THAT THE CONTENTS OF THIS FORM AND ALL THE ACCOMPANYING SCHEDULES AND STATEMENTS HAVE BEEN EXAMINED BY ME AND ARE TRUE, CORRECT, AND COMPLETE TO THE BEST OF MY KNOWLEDGE, INFORMATION, AND BELIEF.

Owner's Signature

Title of Signer

Date

Print/Type Name of Signer

Phone Number

Email