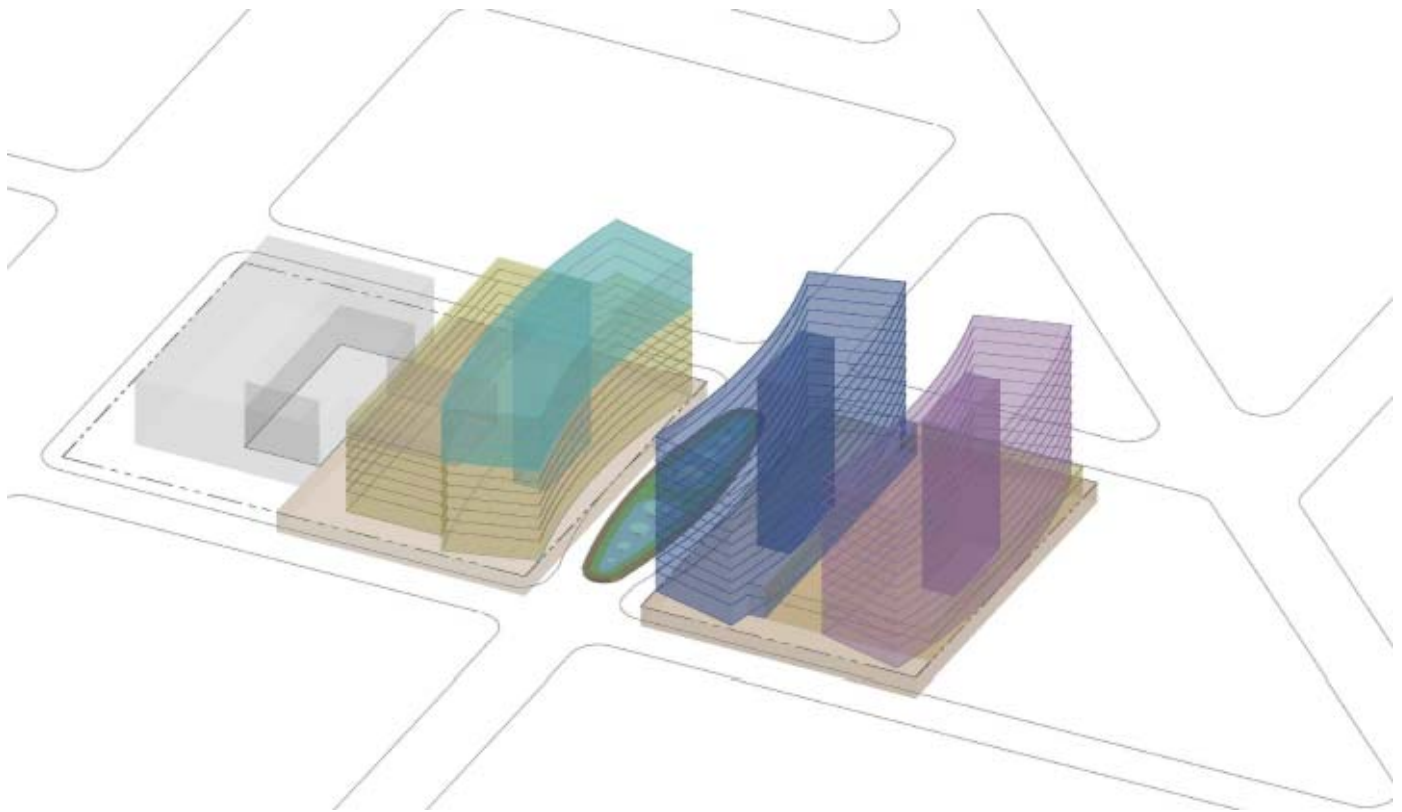


Judge Doyle Square JD Plaza Mixed-Use Development



May 1st, 2015

City of Madison – Beitler Real Estate Services
Joint Venture



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 - C. InSite Consulting Architects



Term Sheet



May 1, 2015

George E. Austin
Project Director
City of Madison Department of Planning & Community & Economic Development
Room LL100, Madison Municipal Building
215 Martin Luther King Jr. Blvd.
Madison, WI 53703-3346

Re: Judge Doyle Square – Term Sheet

Dear Mr. Austin:

We are pleased to submit our response to the City of Madison's RFP for the Judge Doyle Square development. With a history of high-profile and successful developments and historical redevelopments, Beitler Real Estate Services LLC ("Beitler") and our team is pleased to present our proposal for the successful development of Judge Doyle Square.

PROJECT OBJECTIVES

Our primary objective is to develop a project that generates the highest amount of income to the City through a variety of diversified sources, minimize all financial risks to the City and develop uses on Judge Doyle Square that are both high in demand and function harmoniously with the surrounding area. **Beitler is not requesting any city or TIF financing.**

PROJECT TEAM MEMBERS

After an on-site review of Judge Doyle Square and the surrounding area, Beitler has selected two architectural firms to implement our development plan:

InSite Consulting Architects of Madison, WI ("InSite")

Stephen Mar-Pohl
Chris Oddo

Lothan VanHook DeStefano Architecture LLC of Chicago, IL ("DeStefano")

James DeStefano
Mary Ann VanHook
Heayoung Won

Beitler selected InSite and DeStefano because of their combined experience of historical preservation and new office building development.



InSite, whose expertise will focus on the historic preservation of the Madison Municipal Building and public elements of Block 88, possesses a local knowledge and history of the community. InSite will serve as the lead architect on those public elements of Block 88 and will be the local architect of record for all aspects of the total project.

DeStefano brings world-renowned knowledge and experience to the project along with functional and inspirational design to elements of Block 88 and Block 105. DeStefano is a world class architect working in a collaborative manner with all parties involved to balance design, function and budget without sacrificing the spirit and integrity of the overall project.

InSite and DeStefano have a pre-existing working relationship that has laid the foundation for an architectural team that can successfully work together to achieve the goals and objectivess of the City and Beitler.

PROJECT CONCEPT & DESIGN

In order to accomplish each of the Project Objectives, we have positioned the public buildings on Block 88 and positioned the private sector buildings on Block 105.

Block 88 will have the Madison Municipal Building structure of approximately 72,000sf and a public parking facility of approximately 677 cars plus a new government office building of 45,000sf.

Block 105 will have a 300 room select service hotel (with an overnight and an extended stay brand) with approximately 152 hotel parking spaces. Block 105 will also have a 200 unit apartment building with approximately 154 apartment parking spaces.

Pinckney Street

The design of the two blocks revolves around a new elliptical streetscape on South Pinckney Street – “JD Plaza.” JD Plaza provides a central focal point between Block 105 and Block 88 and acts as a functional public space allowing access between Block 105 through Block 88 and Martin Luther King, Jr. Boulevard and will also connect bicyclists with access to JD Plaza as well as the neighboring streets.

Hotel (Block 105)

The hotel will lay out in a curved appearance speaking to the JD Plaza elliptical form. The hotel will be positioned on top of hotel parking and provide spectacular views of the capitol building and lake.

Apartment (Block 105)

The apartments will be positioned east of the hotel and mirror the curved appearance. While not as tall as the hotel, the apartments will be positioned above the apartment parking.



Madison Municipal Building (Block 88)

The Madison Municipal Building will be completely renovated and its appearance revitalized to its original design and dignity. The interior of the building will be designed to function around any of the City's required uses.

Public Parking Facility (Block 88)

The public parking facility will have an exterior that will mirror the Madison Municipal Building but use different and modern day materials to bridge the two public structures.

Office Building (Block 88)

Positioned on top of the public parking facility, the office building will be west of JD Plaza and curve in the opposite direction of the hotel whereby both buildings will define and complement the new elliptical JD Plaza.

PROJECT DEVELOPMENT TERMS

Below please find the basic terms for the development of Block 105 and Block 88 with supporting detailed documents highlighting all relevant references pertaining to income, costs and overall financial assumptions.

I. DEVELOPMENT PLAN – BLOCK 105 (Build First)

Beitler will enter into a Redevelopment Agreement with the City to develop Block 105 with the hotel and apartment uses which will enter into long-term ground leases with the City for Block 105.

A. Hotel Building

- The Hotel Building ("Hotel") shall consist of two (2) nationally recognized, quality, midrange priced hotel flags each operating with approximately 150 rooms for a total of 300 hotel rooms.
- The hotel flags will be two different hotel types; a nightly brand (for short-term nightly hotel stays) and an extended stay brand (for weekly or long-term stays).
- The Hotel Building will have at its base approximately 152 parking spaces.

B. Apartment Building

- The Apartment Building ("Apartments") will be developed on the Block 105 site and be located immediately to the east of the Hotel.
- There will be approximately 200 apartments consisting of one-bedroom and two-bedroom units with approximately 154 above ground parking spaces at its base.



C. Financing

- The Block 105 land shall be owned by the City; the Hotel and Apartments shall be privately developed and owned (on a 99-year ground lease owned by the City).
- The Hotel Building and Apartments shall each enter into a 99-year ground lease with the City with financial terms as outlined in our supporting documents (ground lease payments of approximately \$750,000 per year escalating at 5% every 5 years).
- The City shall retain 100% of all ground lease proceeds including proceeds from annual cash flow and a sale of the ground lease.
- **The City, at its discretion, will use the proceeds from the Hotel and Apartments (ground lease, sales tax and property tax) to pay for the costs associated with financing the redevelopment of Block 88.**

D. Block 105 Team

- **Developer:** Beitler Real Estate Services LLC
- **Architect of Record:** InSite Consulting Architects
- **Hotel & Apartment Architect:** Lothan VanHook DeStefano Architecture LLC (Jim DeStefano)
- All other team members and major trades (contractor, engineering, etc.) will be retained on the basis of their qualifications and employee requirements of the City and Beitler.

BLOCK 105 CITY FINANCING OR TAX INCREMENT FINANCING (“TIF”)

None. Beitler is not seeking any City or TIF financing for the development of Block 105.

II. DEVELOPMENT PLAN – BLOCK 88

Beitler will enter into a redevelopment agreement with the City to develop Block 88 with the following uses:

A. Madison Municipal Building

- The Madison Municipal Building (“MMB”) will be redeveloped and restored for the City per the City’s design.
- The MMB will be designed to house each of the City’s respective required uses with careful attention to maintain all historical aspects of the building and to provide a functional facility to serve the public (ADA, fire and life safety).



B. Block 88 Parking Facility

- Develop an above ground public parking facility on the existing MMB surface parking lot for approximately 677 cars.
- 40 spaces shall be dedicated to municipal fleet parking.
- The design shall speak to the historical architectural features of the neighboring MMB with careful design attention to bridge an “architectural rhythm” between the two structures and with JD Plaza.
- South Pinckney Street shall be modified and upgraded to the JD Plaza design.

C. Office Building

- Develop an office building consisting of approximately 45,000sf. The office building will be carefully positioned on top of the Block 88 parking facility and designed to house City and other government office requirements.
- The office building will be a highly efficient design maximizing the amount of office space on each floor and designed to complement the adjacent Hotel on Block 105 establishing a recognizable focal point for Judge Doyle Square.

D. Financing

- The MMB, Block 88 Parking Facility and Office Building will be owned and operated by the City.
- **The City would use the guaranteed payment from the Block 105 ground lease to secure favorable financing of the MMB, Block 88 Parking Facility and Office Building** (including conventional financing, bonds, new market tax credits, etc.).

E. Block 88 Team

- | | |
|---|--|
| • Developer: | Beitler Real Estate Services LLC |
| • Local Architect of Record: | InSite Consulting Architects |
| • MMB Design Architect: | InSite Consulting Architects |
| • Block 88 Parking - Design Architect: | InSite Consulting Architects |
| • Office Building Design Architect: | Lothan VanHook DeStefano
Architecture LLC (Jim DeStefano) |

- All other team members and major trades (contractor, engineering, etc.) will be retained on the basis of their qualifications and employment requirements of the City and Beitler.

BLOCK 88 CITY / TAX INCREMENT FINANCING (“TIF”)

None. Beitler is not seeking any City or TIF financing for the redevelopment of Block 88. The ground lease income generated from Block 105 shall fund the financing for Block 88.



SUMMARY

- The Beitler development on Block 105 will pay the City approximately \$750,000 per year in ground lease payments.
- The Block 105 ground lease is for 99-years escalating 5% every 5 years.
- The City does not have to begin the development of Block 88 until the Block 105 ground lease payments begin.
- The Block 105 ground lease shall not be subordinate to any senior debt.

ADDITIONAL PROVISIONS

- Beitler shall first develop Block 105. This will ensure that Block 105 generates ground lease income to guarantee repayment of the redevelopment of Block 88. The City may waive this phased approach in the event the City would like to develop Block 88 before completion of Block 105.
- A restrictive covenant on Block 88 shall be established providing for no future hotel development or use.
- Beitler shall have a Right of First Offer on Block 88 for any residential development.

Our team is eager to begin collaborative negotiations to implement our plan in a fashion that is successful for the City and establishes a long-term solution to one of the City's best real estate treasures.

Thank you for the opportunity to share our vision and proposal. We look forward to the opportunity of working with the City and its respective team members.

Best regards,

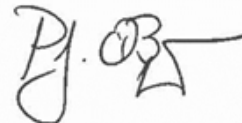
BEITLER REAL ESTATE SERVICES LLC



J. Paul Beitler
President



John Paul Beitler III
Vice President



Patrick J. O'Brien
Director

The information contained in this proposal documentation (including all development terms, financial information and design concepts) is the confidential and proprietary information of Beitler Real Estate Services LLC and may not be disseminated, reproduced, used or implemented without the prior written permission of Beitler Real Estate Services LLC.



RFQ FORM A

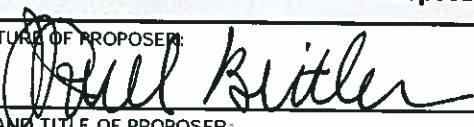
SIGNATURE AFFIDAVIT

Note: This form must be returned with your proposal response.

In signing this proposal, we certify that we have not, either directly or indirectly, entered into any agreement or participated in any collusion or otherwise taken any action in restraint of free competition; that no attempt has been made to induce any other person or firm to submit or not to submit a proposal; that this proposal has been independently arrived at without collusion with any other proposer competitor or potential competitor; that this proposal has not been knowingly disclosed prior to the opening of proposals to any other proposer or competitor; that the above statement is accurate under penalty of perjury.

The undersigned, submitting this proposal, hereby agrees with all the terms, conditions, and specifications required by the City in this Request for Qualifications, and declares that the attached proposal is in conformity therewith, and attests to the truthfulness of all submissions in response to this solicitation.

Proposer shall provide the complete information requested below. Include the legal name of the Proposer and signature of the person(s) legally authorized to bind the Proposer.

Proposal Invalid Without Signature	
SIGNATURE OF PROPOSER: 	DATE: 4/29/15
NAME AND TITLE OF PROPOSER: V. PAUL BEITLER PRESIDENT	COMPANY NAME: BEITLER REAL ESTATE SERVICES LLC
TELEPHONE: 312.768.7000	ADDRESS: 980 N. MICH. AVE. SUITE 1225 CHICAGO IL 60611
E-mail Address: pbeitler@beitlerre.com	
Person to Be Contacted If There Are Questions about Your Proposal (if different from above)	
NAME:	TITLE:
TELEPHONE:	E-mail Address:

Proposer Profile

1. Proposing Company Name: BEITLER REAL ESTATE SERVICES LLL

2. FEIN 45-2932049

☐ Corporation ☒ Limited Liability Company ☐ General Partnership

3. Form of Organization: ☐ Sole Proprietor ☐ Unincorporated Association ☐ Other: _____

4. Location of Main Office:

ADDRESS	CITY	STATE	ZIP+4
980 N. MICH. AVE. SUITE 1225	CHICAGO	IL	60611

5. Location of Office servicing City of Madison account:

ADDRESS	CITY	STATE	ZIP+4

6. Principal Information and Contact:

NAME J. PAUL BEITLER	TITLE: PRESIDENT
TEL 312. 768. 7000	TOLL FREE TEL
FAX 312. 768. 7001	E-MAIL pbeitler@beitterre.com

7. Contact Person about your proposal if different from above:

NAME	TITLE:
TEL	TOLL FREE TEL
FAX	E-MAIL

PROPOSER REFERENCES

FOR PROPOSER:	REITER REAL ESTATE SERVICES LLC		
Provide company name, address, contact person and information and appropriate information on up to four (4) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.			
Organization Name	THOMPSON COSBURN LLP		
Project Name	FOUNTAINHEAD		
Address (include ZIP)	55 EAST MONROE ST. SUITE 3700 CHICAGO IL 60603		
Contact Person	RAHONOA THOMAS	Phone No:	312.580.2202
E-mail:	rthomas@thompsoncoburn.com	FAX:	312.782.6202
Contract Period	12 MONTHS		
Services Provided	DEVELOPER'S REDEVELOPMENT AGREEMENT ATTORNEY		
	AGREEMENT BETWEEN DEVELOPER & CITY		
Organization Name	INTERCONTINENTAL HOTELS GROUP		
Project Name	HYATT AT FOUNTAINHEAD		
Address (include ZIP)	101 ACACIA AVENUE SUITE 110 SOLANA BEACH, CA 92075		
Contact Person	KEVIN SCHRAMM	Phone No:	602.520.6434
E-mail:	kevin.schramm@ihg.com	FAX:	
Contract Period	12 months		
Services Provided	APPROVED HYATT PLACE + HYATT HOUSE FRANCHISE.		
Organization Name	METRA		
Project Name	THE SHOPS AT MILLENNIUM STATION		
Address (include ZIP)	547 W. JACKSON BLVD. 15 TH FLOOR CHICAGO, IL 60661		
Contact Person	MAURICE JOHNSON	Phone No:	312.322.8003
E-mail:	mjohnson@metrarr.com	FAX:	312.322.7098
Contract Period	ONGOING		
Services Provided	REDEVELOPMENT OF PUBLIC TRANSIT STATION IN CHICAGO		

Financials



Development Summary Financials





Judge Doyle Square Mixed-Use Development
Madison, Wisconsin
City of Madison Payment Proceed Structure

Block 105 Construction Timing

Month	Hotel % Complete	Apartment % Complete
1	5	3
2	7	9
3	15	18
4	30	25
5	35	35
6	38	40
7	42	50
8	46	63
9	53	78
10	67	82
11	75	94
12	83	100
13	92	
14	95	
15	100	

Stage 1
Block 105 - Hotel &
Apartment Construction

Highlights

- The Beitler development on Block 105 will pay the City \$750,000 per year in ground lease payments.
- The Block 105 ground lease is for 99-years, escalating 5% every 5 years.
- The City does not have to begin the development of Block 88 until the Block 105 ground lease payments start.
- The Block 105 ground lease shall not be subordinate to any senior debt.

Month	Hotel % Complete	Apartment % Complete
16	35	1
17	45	5
18	50	7
19	65	11
20	85	30
21	90	35
22	87	40
23	83	43
24	60	48
25	55	56
26	60	67
27	70	78
28	75	86
29	73	95
30	73	95
31	70	95
32	71	95
33	75	95

Lease-Up Period for Block 105 Apartments and Hotels

Stage 2
Block 105 - Hotel &
Apartment Stabilization

Stabilization 72% 95%

Stage 3
Block 88 Construction
& Start of City Proceeds

Block 88 Construction Timing

Month	Office Building	MMB Rehab
33	5	5
34	7	7
35	15	15
36	30	30
37	35	35
38	38	38
39	42	42
40	46	46
41	53	53
42	67	67
43	75	75
44	83	83
45	92	92
46	95	95
47	100	100

City of Madison Payment Proceed Schedule

(Inclusive of City, State & County Tax
per City of Madison)

Year	A	B	C	D	E	F
	Annual Ground Lease Payment to Madison	Ground Lease Accrued Cash-Flow	Residual Value of Ground Lease Cash-Flow (7%)	Annual Sales Tax Generated by Hotels & Apartments	Annual Property Tax Generated by Hotel & Apartments	Annual Sales & Property Tax
3	\$750,000	\$750,000	\$10,714,286	\$1,662,017	\$1,015,000	\$2,677,017
4	\$750,000	\$1,500,000	\$10,714,286	\$1,686,947	\$1,030,225	\$2,717,172
5	\$750,000	\$2,250,000	\$10,714,286	\$1,712,251	\$1,045,678	\$2,757,930
6	\$750,000	\$3,000,000	\$10,714,286	\$1,737,935	\$1,061,364	\$2,799,299
7	\$750,000	\$3,750,000	\$10,714,286	\$1,764,004	\$1,077,284	\$2,841,288
8	\$787,500	\$4,537,500	\$11,250,000	\$1,790,464	\$1,093,443	\$2,883,908
9	\$787,500	\$5,325,000	\$11,250,000	\$1,817,321	\$1,109,845	\$2,927,166
10	\$787,500	\$6,112,500	\$11,250,000	\$1,844,581	\$1,126,493	\$2,971,074
11	\$787,500	\$6,900,000	\$11,250,000	\$1,872,250	\$1,143,390	\$3,015,640
12	\$787,500	\$7,687,500	\$11,250,000	\$1,900,334	\$1,160,541	\$3,060,874
13	\$826,875	\$8,514,375	\$11,812,500	\$1,928,839	\$1,177,949	\$3,106,788
14	\$826,875	\$9,341,250	\$11,812,500	\$1,957,771	\$1,195,618	\$3,153,389
15	\$826,875	\$10,168,125	\$11,812,500	\$1,987,138	\$1,213,552	\$3,200,690
16	\$826,875	\$10,995,000	\$11,812,500	\$2,016,945	\$1,231,756	\$3,248,701
17	\$826,875	\$11,821,875	\$11,812,500	\$2,047,199	\$1,250,232	\$3,297,431
18	\$868,219	\$12,690,094	\$12,403,125	\$2,077,907	\$1,268,986	\$3,346,892
19	\$868,219	\$13,558,313	\$12,403,125	\$2,109,076	\$1,288,020	\$3,397,096
20	\$868,219	\$14,426,531	\$12,403,125	\$2,140,712	\$1,307,341	\$3,448,052
21	\$868,219	\$15,294,750	\$12,403,125	\$2,172,822	\$1,326,951	\$3,499,773
22	\$868,219	\$16,162,969	\$12,403,125	\$2,205,415	\$1,346,855	\$3,552,270
23	\$911,630	\$17,074,599	\$13,023,285	\$2,238,496	\$1,367,058	\$3,605,554
24	\$911,630	\$17,986,229	\$13,023,285	\$2,272,073	\$1,387,564	\$3,659,637
25	\$911,630	\$18,897,859	\$13,023,285	\$2,306,154	\$1,408,377	\$3,714,532
26	\$911,630	\$19,809,489	\$13,023,285	\$2,340,747	\$1,429,503	\$3,770,250
27	\$911,630	\$20,721,119	\$13,023,285	\$2,375,858	\$1,450,945	\$3,826,803
28	\$956,942	\$21,678,060	\$13,670,593	\$2,411,496	\$1,472,710	\$3,884,205
29	\$956,942	\$22,635,002	\$13,670,593	\$2,447,668	\$1,494,800	\$3,942,468
30	\$956,942	\$23,591,943	\$13,670,593	\$2,484,383	\$1,517,222	\$4,001,695
31	\$956,942	\$24,548,885	\$13,670,593	\$2,521,649	\$1,539,981	\$4,061,630
32	\$956,942	\$25,505,826	\$13,670,593	\$2,559,474	\$1,563,080	\$4,122,554
33	\$1,004,789	\$26,510,615	\$14,354,130	\$2,597,866	\$1,586,526	\$4,184,392
34	\$1,004,789	\$27,515,404	\$14,354,130	\$2,636,834	\$1,610,324	\$4,247,158
35	\$1,004,789	\$28,520,193	\$14,354,130	\$2,676,386	\$1,634,479	\$4,310,866
36	\$1,004,789	\$29,524,982	\$14,354,130	\$2,716,532	\$1,658,996	\$4,375,529
37	\$1,004,789	\$30,529,772	\$14,354,130	\$2,757,280	\$1,683,881	\$4,441,161
38	\$1,055,028	\$31,584,800	\$15,071,835	\$2,798,639	\$1,709,140	\$4,507,779
39	\$1,055,028	\$32,639,828	\$15,071,835	\$2,840,619	\$1,734,777	\$4,575,396
40	\$1,055,028	\$33,694,857	\$15,071,835	\$2,883,228	\$1,760,798	\$4,644,027
41	\$1,055,028	\$34,749,885	\$15,071,835	\$2,926,477	\$1,787,210	\$4,713,687
42	\$1,055,028	\$35,804,914	\$15,071,835	\$2,970,374	\$1,814,018	\$4,784,392
43	\$1,107,779	\$36,912,693	\$15,825,420	\$3,014,929	\$1,841,229	\$4,856,158
44	\$1,107,779	\$38,020,473	\$15,825,420	\$3,060,153	\$1,868,847	\$4,929,000
45	\$1,107,779	\$39,128,252	\$15,825,420	\$3,106,056	\$1,896,880	\$5,002,935
46	\$1,107,779	\$40,236,031	\$15,825,420	\$3,152,647	\$1,925,333	\$5,077,980
47	\$1,107,779	\$41,343,811	\$15,825,420	\$3,199,936	\$1,954,213	\$5,154,149
48	\$1,163,168	\$42,506,979	\$16,616,685	\$3,247,935	\$1,983,526	\$5,231,461
49	\$1,163,168	\$43,670,147	\$16,616,685	\$3,296,654	\$2,013,279	\$5,309,933
50	\$1,163,168	\$44,833,315	\$16,616,685	\$3,346,104	\$2,043,478	\$5,389,582
51	\$1,163,168	\$45,996,483	\$16,616,685	\$3,396,296	\$2,074,130	\$5,470,426
52	\$1,163,168	\$47,159,651	\$16,616,685	\$3,447,240	\$2,105,242	\$5,552,483
53	\$1,221,326	\$48,380,977	\$17,447,520	\$3,498,949	\$2,136,821	\$5,635,770
54	\$1,221,326	\$49,602,303	\$17,447,520	\$3,551,433	\$2,168,873	\$5,720,306
55	\$1,221,326	\$50,823,630	\$17,447,520	\$3,604,704	\$2,201,406	\$5,806,111
56	\$1,221,326	\$52,044,956	\$17,447,520	\$3,658,775	\$2,234,428	\$5,893,203
57	\$1,221,326	\$53,266,283	\$17,447,520	\$3,713,657	\$2,267,944	\$5,981,601
58	\$1,282,392	\$54,548,675	\$18,319,890	\$3,769,361	\$2,301,963	\$6,071,325
59	\$1,282,392	\$55,831,067	\$18,319,890	\$3,825,902	\$2,336,493	\$6,162,394
60	\$1,282,392	\$57,113,459	\$18,319,890	\$3,883,290	\$2,371,540	\$6,254,830
61	\$1,282,392	\$58,395,852	\$18,319,890	\$3,941,540	\$2,407,113	\$6,348,653
62	\$1,282,392	\$59,678,244	\$18,319,890	\$4,000,663	\$2,443,220	\$6,443,883
63	\$1,346,512	\$61,024,756	\$19,235,880	\$4,060,673	\$2,479,868	\$6,540,541
64	\$1,346,512	\$62,371,267	\$19,235,880	\$4,121,583	\$2,517,066	\$6,638,649
65	\$1,346,512	\$63,717,779	\$19,235,880	\$4,183,407	\$2,554,822	\$6,738,229
66	\$1,346,512	\$65,064,290	\$19,235,880	\$4,246,158	\$2,593,144	\$6,839,302
67	\$1,346,512	\$66,410,802	\$19,235,880	\$4,309,850	\$2,632,042	\$6,941,892
68	\$1,413,838	\$67,824,640	\$20,197,680	\$4,374,498	\$2,671,522	\$7,046,020
69	\$1,413,838	\$69,238,477	\$20,197,680	\$4,440,115	\$2,711,595	\$7,151,710
70	\$1,413,838	\$70,652,315	\$20,197,680	\$4,506,717	\$2,752,269	\$7,258,986
71	\$1,413,838	\$72,066,152	\$20,197,680	\$4,574,318	\$2,793,553	\$7,367,871
72	\$1,413,838	\$73,479,990	\$20,197,680	\$4,642,933	\$2,835,456	\$7,478,389
73	\$1,484,530	\$74,964,520	\$21,207,570	\$4,712,577	\$2,877,988	\$7,590,565
74	\$1,484,530	\$76,449,050	\$21,207,570	\$4,783,265	\$2,921,158	\$7,704,423
75	\$1,484,530	\$77,933,580	\$21,207,570	\$4,855,014	\$2,964,975	\$7,819,990
76	\$1,484,530	\$79,418,110	\$21,207,570	\$4,927,839	\$3,009,450	\$7,937,289
77	\$1,484,530	\$80,902,640	\$21,207,570	\$5,001,757	\$3,054,592	\$8,056,349
78	\$1,558,757	\$82,461,396	\$22,267,950	\$5,076,783	\$3,100,411	\$8,177,194
79	\$1,558,757	\$84,020,153	\$22,267,950	\$5,152,935	\$3,146,917	\$8,299,852
80	\$1,558,757	\$85,578,909	\$22,267,950	\$5,230,229	\$3,194,120	\$8,424,350
81	\$1,558,757	\$87,137,666	\$22,267,950	\$5,308,683	\$3,242,032	\$8,550,715
82	\$1,558,757	\$88,696,422	\$22,267,950	\$5,388,313	\$3,290,663	\$8,678,976
83	\$1,636,695	\$90,333,117	\$23,381,355	\$5,469,137	\$3,340,023	\$8,809,160
84	\$1,636,695	\$91,969,812	\$23,381,355	\$5,551,175	\$3,390,123	\$8,941,298
85	\$1,636,695	\$93,606,507	\$23,381,355	\$5,634,442	\$3,440,975	\$9,075,417
86	\$1,636,695	\$95,243,201	\$23,381,355	\$5,718,959	\$3,492,590	\$9,211,548
87	\$1,636,695	\$96,879,896	\$23,381,355	\$5,804,743	\$3,544,978	\$9,349,722
88	\$1,718,530	\$98,598,426	\$24,550,425	\$5,891,814	\$3,598,153	\$9,489,967
89	\$1,718,530	\$100,316,956	\$24,550,425	\$5,980,192	\$3,652,125	\$9,632,317
90	\$1,718,530	\$102,035,486	\$24,550,425	\$6,069,894	\$3,706,907	\$9,776,802
91	\$1,718,530	\$103,754,015	\$24,550,425	\$6,160,943	\$3,762,511	\$9,923,454
92	\$1,718,530	\$105,472,545	\$24,550,425	\$6,253,357	\$3,818,949	\$10,072,305
93	\$1,804,457	\$107,277,002	\$25,777,950	\$6,347,157	\$3,876,233	\$10,223,390
94	\$1,804,457	\$109,081,458	\$25,777,950	\$6,442,365	\$3,934,376	\$10,376,741
95	\$1,804,457	\$110,885,915	\$25,777,950	\$6,539,000	\$3,993,392	\$10,532,392
96	\$1,804,457	\$112,690,371	\$25,777,950	\$6,637,085	\$4,053,293	\$10,690,378
97	\$1,804,457	\$114,494,828	\$25,777,950	\$6,736,641	\$4,114,092	\$10,850,734
98	\$1,894,680	\$116,389,507	\$27,066,855	\$6,837,691	\$4,175,804	\$11,013,495
99	\$1,894,680	\$118,284,187	\$27,066,855	\$6,940,256	\$4,238,441	\$11,178,697
100	\$1,894,680	\$120,178,867	\$27,066,855	\$7,044,360	\$4,302,017	\$11,346,377
101	\$1,894,680	\$122,073,547	\$27,066,855	\$7,150,026	\$4,366,547	\$11,516,573

*In this year, the 99-Year
lease would have to be
renewed to achieve a
sale value of 7% or better



Judge Doyle Square Mixed-Use Development

Madison, Wisconsin

Investment Highlights & Summary

Block 105 - Buildings Summary

300 Key - Hotels			
	Overnight/Select Service	150	Keys
	Extended Stay	150	Keys
	# of Parking Stalls	150	Stalls
200 Unit - Apartment Building			
	1 - Bedroom	100	Units
	2 - Bedroom	100	Units
	# of Parking Stalls	225	Stalls

SOURCES & USES

Sources	Total	Apartment	Hotels
Equity	\$37,125,593	\$14,991,515	\$22,134,078
Construction Loan	\$75,715,943	\$34,609,798	\$41,106,145
Total Construction Loan			
Total Sources	\$ 112,841,536	\$49,601,313	\$63,240,223
Uses			
Total Hard Costs	\$76,875,000	\$30,750,000	\$46,125,000
Soft Costs + Financing Costs	\$35,807,791	\$18,692,568	\$17,115,223
Additional Costs	\$158,745	\$158,745	
Total Soft, Financing & Additional Costs	\$35,966,536	\$18,851,313	\$17,115,223
Total Costs	\$112,841,536	\$49,601,313	\$63,240,223
Total Uses	\$112,841,536	\$49,601,313	\$63,240,223

Block 88 - MMB Rehab/Office Summary

MMB Rehab	Total Cost Estimate	\$25,000,000
Office Building (45,000 Square Feet)	Total Cost Estimate	\$13,381,288
Block 88 Parking (650 Total Stalls)	Total Cost Estimate	\$22,750,000
		\$61,131,288

City of Madison Annual Ground Lease Proceed(Before Escalation - 5% Every 5 YRS)

Hotel Ground Lease:	\$ 500,000
Apartment Ground Lease:	\$ 250,000
Total:	\$ 750,000

City of Madison Cash-Flow Ground-Lease Proceeds (Time Lapse)

Years 1 - 30	\$ 25,505,826
Years 1 - 60	\$ 63,717,778
Cash-Flow Over Full 99 Years	\$ 123,968,227

City of Madison Ground Lease Sale Proceeds - 7% Cap Rate (Time Lapse)

Year 30 Sale	\$ 14,354,130
Year 60 Sale	\$ 20,197,680

Annual Taxes Generated (Before Escalations)

Property Tax	\$ 1,015,000
Sales Tax	
City Room Tax	\$ 1,000,000
State	\$ 601,834
County	\$ 60,183
Total Annual Sales Tax	\$ 1,662,017

Block 105 Financials



Block 105 Hotels



BEITLER

Name	JD Plaza Hotels (Extended Stay & Select Service)
Street	Block 105 - Judge Doyle Square
City, State	Madison, WI
Number of Parking Stalls	150
Number of Keys	300

DEVELOPMENT BUDGET			
		Total	Per Key
LAND COSTS			
Land		\$0	\$0
Subtotal Land Costs		\$0	\$0
HARD COSTS			
Hard Costs		\$45,000,000	\$150,000
Hard Cost Contingency	2.50%	\$1,125,000	\$3,750
Subtotal Hard Costs		\$46,125,000	\$153,750
SOFT COSTS			
Construction Supervision		\$250,000	\$833
A/E Design (3.5% of HC)		\$1,575,000	\$5,250
Market Study		\$15,000	\$50
Renderings, Virtual Tour, Interior		\$35,000	\$117
Insurance		\$100,000	\$333
TI Allowance		\$0	\$0
Restaurant Build-Out		\$500,000	\$1,667
Marketing		\$30,000	\$100
Municipal Permits & Fees		\$50,000	\$167
Utility Connection Fees		\$125,000	\$417
Legal Fees		\$100,000	\$333
Travel & Reimbursements		\$10,000	\$33
RE Tax Reserve		\$175,000	\$583
Third Party Consultants		\$50,000	\$167
FF&E		\$5,400,000	\$18,000
Adjacent Property Easements		\$20,000	\$67
Title Fees		\$75,000	\$250
Parking Costs		\$5,250,000	\$17,500
Soft Cost Contingency	2.50%	\$352,821	\$1,176
Subtotal Soft Costs		\$14,112,821	\$47,043
FINANCING, LEGAL, TAXES & INSURANCE			
Carry Cost Reserve		\$250,000	\$833
Legal Fees		\$50,000	\$167
Lender Loan Fee (% of Construction Loan)	1.00%	\$632,402	\$2,108
RE Taxes		\$125,000	\$417
Insurance/Bonds		\$100,000	\$333
Developer's Fee	4.00%	\$1,845,000	\$6,150
Subtotal Financing, Legal, Taxes & Insurance		\$3,002,402	\$10,008
Total Development Cost		\$63,240,223	\$210,801
PRE-DEVELOPMENT COSTS (included in budget above)			
Feasibility Study		\$15,000	
Traffic Study		\$10,000	
Architectural Design		\$30,000	
Subtotal Pre-Development Costs		\$55,000	
Total Project Cost		\$63,240,223	\$210,801

CONSTRUCTION LOAN INFORMATION (65% LTC)	
Loan Amount	\$ 41,106,145
Interest Rate	4.50%
Amortization	Interest Only

EQUITY INFORMATION	
Loan Amount	\$ 22,134,078
Annual Return	15%
IRR	18%

PERMANENT LOAN INFORMATION (80% LTV)	
Loan Amount (80% LTV)	\$ 50,592,178
Interest Rate	5.00%
Amortization (Yrs)	25

*Disclaimer:

- 1) REVPAR, ADR, Occupancy and administrative expenses are derived from HVS Market Reports for the City of Madison.
A) HVS Reports are for full service hotel and Beitler's analysis revenue assumptions ie food & beverage, etc. have been reduced to reflect as such.
- 2) Costs are inclusive of a Fitness Center, Indoor Pool and Business Conference Center

*All growth in revenues and expenses are consistent with inflation.

SOURCES & USES		
Sources		
Equity	\$	22,134,078
Total Equity		
Construction Loan	\$	41,106,145
Total Construction Loan		
Total Sources	\$	63,240,223
Uses		
Hard Costs	\$	46,125,000
Total Hard Costs		
Soft Costs + Financing Costs	\$	17,115,223
Total Soft + Financing Costs		
Total Costs	\$	63,240,223
Total Uses	\$	63,240,223

STABILIZED HOTELS	
Stabilized Occupancy	73%
Stabilized ADR	\$138.37
Stabilized REVPAR	\$101.48
Select Service Guestroom Configuration	
King Rooms	71
King Studio rooms	24
King Suite	4
Queen/Queen Standard	51
Total	150
Extended Stay Guestroom Configuration	
King Studios	75
King One Bedrooms	36
King Transient rooms	34
Queen/Queen One Bedrooms	5
Total	150
Total Hotel Guestrooms	300

BEITLER

Pro Forma Discounted Cash Flow Analysis

JD Plaza Hotel Proforma

	Year 0	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Number of Units:		300	300	300	300	300	300	300	300	300	300
Number of Annual Rooms Available:		109,500	109,500	109,500	109,500	109,500	109,500	109,500	109,500	109,500	109,500
Total Annual Occupancy:		71%	72%	73%	75%	76%	77%	80%	81%	82%	82%
Extended Stay											
Number of Rooms Available:		54,750	54,750	54,750	54,750	54,750	54,750	54,750	54,750	54,750	54,750
Number of Rooms Occupied:		38,873	39,650	40,443	41,252	42,077	42,918	43,777	44,652	45,545	46,456
Estimated Occupancy:		71%	72%	74%	75%	77%	78%	80%	82%	83%	85%
Average Daily Rate:	\$	131.00	133.62	136.29	139.02	141.80	144.63	147.53	150.48	153.49	156.56
Select Service/Overnight											
Number of Rooms Available:		54,750	54,750	54,750	54,750	54,750	54,750	54,750	54,750	54,750	54,750
Number of Rooms Occupied:		38,325	39,092	39,873	40,671	41,484	41,484	43,800	43,800	43,800	43,800
Estimated Occupancy:		70%	71%	73%	74%	76%	76%	80%	80%	80%	80%
Average Daily Rate:	\$	135.00	137.70	140.45	143.26	146.13	149.05	152.03	155.07	158.17	161.34
Revenue per Available Room:	\$	93.76	97.54	101.48	105.58	109.85	113.16	119.79	123.39	127.11	130.96

Revenues																															
Rooms		\$	10,266,173	95%	\$	10,680,926	95%	\$	11,112,435	95%	\$	11,561,378	95%	\$	12,028,457	95%	\$	12,390,742	95%	\$	13,117,263	95%	\$	13,511,357	95%	\$	13,918,655	95%	\$	14,339,637	95%
Food & Beverage			205,323	2%		213,619	2%		222,249	2%		231,228	2%		240,569	2%		240,569	2%		240,569	2%		240,569	2%		240,569	2%		240,569	2%
Telecommunications			102,662	1%		106,809	1%		111,124	1%		115,614	1%		120,285	1%		120,285	1%		120,285	1%		120,285	1%		120,285	1%		120,285	1%
Other Operated Departments			205,323	2.00%		213,619	2.00%		222,249	2.00%		231,228	2.00%		240,569	2.00%		240,569	2.00%		240,569	2.00%		240,569	2.00%		240,569	2.00%		240,569	2.00%
Parking Income			1,226,400			1,257,060			1,288,487			1,320,699			1,353,716			1,387,559			1,422,248			1,457,804			1,494,249			1,531,606	
Rentals & Other Income			30,799	0.30%		32,043	0.30%		33,337	0.30%		34,684	0.30%		36,085	0.30%		36,085	0.30%		36,085	0.30%		36,085	0.30%		36,085	0.30%		36,085	0.30%
Total Income			12,036,680	100%		12,504,075	100%		12,989,881	100%		13,494,829	100%		14,019,682	100%		14,415,809	100%		15,177,019	100%		15,606,669	100%		16,050,413	100%		16,508,751	100%

Department Expenses																															
Rooms		2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%	2,463,881.40	24%
Food & Beverage		166,311.99	81%	173,031.00	81%	180,021.45	81%	187,294.32	81%	194,861.01	81%	194,861.01	81%	194,861.01	81%	194,861.01	81%	194,861.01	81%	194,861.01	81%	194,861.01	81%	194,861.01	81%	194,861.01	81%	194,861.01	81%	194,861.01	81%
Telecommunications		41,064.69	40%	42,723.70	40%	44,449.74	40%	46,245.51	40%	48,113.83	40%	48,113.83	40%	48,113.83	40%	48,113.83	40%	48,113.83	40%	48,113.83	40%	48,113.83	40%	48,113.83	40%	48,113.83	40%	48,113.83	40%	48,113.83	40%
Other Operated Departments		123,194.07	60%	128,171.11	60%	133,349.22	60%	138,736.53	60%	144,341.49	60%	144,341.49	60%	144,341.49	60%	144,341.49	60%	144,341.49	60%	144,341.49	60%	144,341.49	60%	144,341.49	60%	144,341.49	60%	144,341.49	60%	144,341.49	60%
Total Departmental Expenses		2,794,452.15	23%	2,807,807.21	22%	2,821,701.82	22%	2,836,157.76	21%	2,851,197.73	20%	2,851,197.73	20%	2,851,197.73	19%	2,851,197.73	18%	2,851,197.73	18%	2,851,197.73	18%	2,851,197.73	18%	2,851,197.73	18%	2,851,197.73	18%	2,851,197.73	17%	2,851,197.73	17%

Departmental Profit			9,242,227.49	77%		9,696,267.73	78%		10,168,179.03	78%		10,658,671.58	79%		11,168,483.96	80%		11,564,611.35	80%		12,325,821.43	81%		12,755,471.48	82%		13,199,214.96	82%		13,657,553.21	83%
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Income Before Int, Depr & Amort, and Inc. Taxes			3,898,559.52	32%		4,165,819.48	33%		4,439,018.33	34%		4,718,209.39	35%		5,143,637.60	37%		5,315,053.15	37%		5,952,722.69	39%		6,322,221.74	41%		6,703,841.13	42%		7,098,012.03	43%
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Rate Growth Rate	2.00%
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PROFORMA DISCLAIMER

The preformat summaries have been prepared solely for informational purposes. They have been designed to assist a potential investor or lender in determining whether it wishes to proceed with an in-depth investigation of the subject property.

While the information contained herein is from sources deemed reliable, it has not been independently verified. Therefore, Beitler makes no representations with respect to the information.

The projections and pro forma budgets contained herein represent best estimates based on assumptions considered reasonable under the circumstances.

No representations or warranties, expressed or implied, are made that actual results will conform to such projections.

This document is provided subject to errors, omissions, and changes in the information and is subject to modification or withdrawal.

Preliminary Development Budget for Prototype

Name of Location	Select Service Hotel - Judge Doyle Square				
Number of Floors:	12				
Number of Rooms:	150				
Meeting Space	1,800				
Pool:	Indoor Pool				
Number of Elevators:	2 Elevators				
Building Type:	Hi Rise				
Construction Type:	Block and Plank	Room Mix:			
Room Mix -% King Rooms:	71	47.44%			
Room mix - % King Studio Rooms:	24	16.05%			
Room Mix - % Queen/Queen Rooms:	51	34.31%	Local Sales Tax %	7.00%	Overall Index
Room Mix - % King Suites:	3	2.20%	Purchasing Fee %	4.50%	
Total Number of Rooms (Must Equal Above):	150		Freight Allowance %	8.00%	
Gross Building Area in Square Feet*:					
Base Construction Cost Per Square Foot	\$115.64 US Dollars				

PERMITS, LICENSES & FEES					
Building Permit	\$480				0.01%
Franchise Fee	\$60,000				1.34%
Impact Fee	\$0				0.00%
Water/Sanitary Tap Fees	\$15,000				0.33%
Business Licenses	\$20,000				0.45%
Permits, Licenses & Fees Sub-Total		\$95,480	\$637	#DIV/0!	2.13%

FURNITURE, FIXTURES & EQUIPMENT					
Guestroom FF&E	\$1,373,772		\$9,158		30.64%
Guestroom OS&E	\$119,708		\$798.1		2.67%
Guestroom FF&E and OS&E		\$1,493,480	\$9,957	#DIV/0!	33.31%
Fitness Center FF&E	\$3,702				0.08%

Fitness Center Equipment and OS&E	\$26,072				0.58%
Meeting Room FF&E	\$11,532				0.26%
Meeting Room OS&E	\$45,874				1.02%
Corridor Costs	\$123,278				2.75%
Gallery FF&E	\$160,870				3.59%
Gallery OS&E	\$21,939				0.49%
Gallery Millwork	\$85,000				1.90%
Kitchen & Café/Bar Equipment	\$156,898				3.50%
Maintenance Shop OS&E	\$7,821				0.17%
Commercial Laundry and HSKP OS&E	\$68,944				1.54%
Public Areas FF&E and OS&E		\$711,930	\$4,746	#DIV/0!	15.88%
<i>Technology, Signage & Miscellaneous</i>					
Technology	\$336,649				7.51%
Interior Signage	\$14,230				0.32%
Exterior Signage	\$58,650				1.31%
Miscellaneous	\$23,000				0.51%
Construction/Marketing/Graphics & Signage	\$3,500				0.08%
Provisions for Attic Stock - All FF&E	\$22,054				0.49%
Technology, Signage & Miscellaneous		\$458,083	\$3,054	#DIV/0!	10.22%
<i>Fees, Taxes & Freight</i>					
Purchasing Fee Allowance (FF&E & OS&E)	\$89,721				2.00%
Installation Allowance	\$225,000				5.02%
Sales Tax	\$184,656				4.12%
Freight	\$173,596				3.87%
Warehousing (On-Site)	\$7,500				
Fees, Taxes & Freight		\$680,472	\$4,536	#DIV/0!	15.18%
Construction and Finish Out Sub-Total		\$3,443,965	\$22,960	#DIV/0!	87.46%
Inventories (Food & Beverage) Sub-Total		\$25,835	\$172	#DIV/0!	0.58%
<i>PRE-OPENING EXPENSES</i>					
Salaries & Wages	\$114,000				2.54%
Relocation, Payroll, T&E Expenses	\$35,340				0.79%
Office Rental & Expense	\$18,750				0.42%
Advertising & Promotional Expense	\$49,500				1.10%
Chain Services Fees	\$29,550				0.66%
Shared Service	\$6,000				0.13%
Pre-Opening Expenses Sub-Total		\$253,140	\$1,688	#DIV/0!	5.65%
Working Capital (Owner Optional) Sub-Total		\$0	\$0	#DIV/0!	0.00%
Project Management (By Owner) Sub-Total		\$0	\$0	#DIV/0!	0.00%
Insurance & Bonds Sub-Total		\$25,000	\$167	#DIV/0!	0.56%
<i>FINANCIAL, TAXES & LEGAL</i>					
Feasibility & Appraisals	\$12,500				0.28%
Initial Financing Costs	\$55,000				1.23%
Interim Interest (enter % in yellow box)	\$0	0%			0.00%
Ad Valorem Taxes	\$24,750				0.55%
Development Legal Expense	\$40,000				0.89%
Development Accounting Expense	\$20,000				0.45%
Development Fee (By Owner)	\$0				0.00%
Insurance During Construction	\$200				0.00%
Financial, Taxes & Legal Sub-Total		\$152,450	\$1,016	#DIV/0!	3.40%
Project-Wide Contingency Percentage (%)	2.5%	\$105,634	\$704	#DIV/0!	2.36%

Guest Room FF&E - King
Scheme One

ITEM:	Per Rm Cost	Total Project Cost
Casegoods	\$2,486.00	\$176,903.76
Seating	\$1,359.00	\$96,706.44
Lighting	\$488.55	\$34,765.22
Bedding & Drapery	\$450.70	\$32,071.81
Art Work / Mirror	\$492.09	\$35,017.12
Finishes	\$503.59	\$35,835.46
Stone	\$194.00	\$13,805.04
Misc.	\$778.58	\$55,403.40
Brand Attributes	\$1,495.40	\$106,412.66
CFCI Bathroom / Vanity Accessories	\$504.79	\$35,920.86
Totals:	\$8,752.70	\$622,841.78

Guest Room FF&E - King Studio
Scheme One

ITEM:	Per Rm Cost	Total Project Cost
Casegoods	\$2,886.00	\$69,480.45
Seating	\$1,133.00	\$27,276.98
Lighting	\$648.00	\$15,600.60
Bedding & Drapery	\$685.82	\$16,511.12
Art Work / Mirror	\$386.46	\$9,304.02
Finishes	\$497.26	\$11,971.53
Stone	\$177.00	\$4,261.28
Misc.	\$790.40	\$19,028.76
Brand Attributes	\$1,495.40	\$36,001.76
CFCI Bathroom / Vanity Accessories	\$496.03	\$11,941.92
Totals:	\$9,195.37	\$221,378.41

Guest Room FF&E - Queen/Queen
Scheme One

ITEM:	Per Rm Cost	Total Project Cost
Casegoods	\$2,656.00	\$136,691.04
Seating	\$1,359.00	\$69,940.94
Lighting	\$474.45	\$24,417.57
Bedding & Drapery	\$506.56	\$26,070.11
Art Work / Mirror	\$492.09	\$25,325.41
Finishes	\$584.92	\$30,102.91
Stone	\$164.00	\$8,440.26
Misc.	\$1,182.93	\$60,879.24
Brand Attributes	\$1,495.40	\$76,960.76
CFCI Bathroom / Vanity Accessories	\$269.11	\$13,849.75
Totals:	\$9,184.46	\$472,677.98

Guest Room FF&E - King Suite
Scheme One

ITEM:	Per Rm Cost	Total Project Cost
Casegoods	\$5,534.00	\$18,262.20
Seating	\$3,089.40	\$10,195.02
Lighting	\$702.40	\$2,317.92
Bedding & Drapery	\$1,000.76	\$3,302.51
Art Work / Mirror	\$864.08	\$2,851.46
Finishes	\$802.26	\$2,647.46
Stone	\$1,035.00	\$3,415.50
Misc.	\$1,050.81	\$3,467.67
Brand Attributes	\$2,565.06	\$8,464.70
CFCI Bathroom / Vanity Accessories	\$590.69	\$1,949.28
Totals:	\$17,234.46	\$56,873.72

**Guest Room FF&E - King
Scheme One**

Item #	ITEM	QTY	Unit Cost	Per Rm Cost	Comments
Casegoods				\$2,486.00	
G-101-01	Headboard & Nightstands	1			
G-101-04L	Wardrobe / Dresser / Desk / Refrigerator Units	1			Single Door Wardrobe
G-101-06	Window Valance	1			
G-101-16L	Vanity	1			
G-103-01	C-Table (ADA Room Only)	0			
G-103-02	End Table	1			
Seating with Fabric				\$1,359.00	
G-201-01L	Cozy Corner	1			This includes fabric.
G-202-01	Ottoman	1			This includes fabric.
G-205-01	Ergonomic Desk Chair	1			This includes fabric.
Lighting				\$488.55	
G-601-01	Wall Lamp at Cozy Corner	1			
G-601-02	Sconce at Nightstand	2			
G-602-01	Task Lamp	1			
G-602-02	Lamp at Dresser	1			
G-604-01	Ceiling Fixture at Bathroom	0			Not Used
Bedding & Drapery with Fabric				\$450.70	
G-301-01	Roller Shade	1			
G-401-01	Top of Bed Sheet (Waffle top sheet in Guestroom OSE)	0			
G-405-01	Sofa Pillow 1 - Scheme One	1			This includes fabric.
G-405-02	Sofa Pillow 2 - Scheme One	1			This includes fabric.
G-406-01	Fitted Box Spring Cover - Scheme One	1			This includes fabric.
Art Work / Mirror				\$492.09	
G-701-01	Art at Cozy Corner - Scheme One	1			
G-701-02	Art at Guest Bath - Scheme One	1			
G-701-08	Art at Desk - Scheme One	1			
G-702-03	Lighted Vanity Mirror	1			
G-702-04	Full Length Mirror	1			
Finishes				\$503.59	
G-501-01	Carpet	30			sq yd
G-502-01	Carpet Base	60			lf
G-503-01	Carpet Pad	26			sq yd
G-504-01	Tile at Bathroom and Entry Floor (By G.C.)	0			Aver. 61 SF @ 2.65/SF
G-504-02	Tile at Shower Floor (By G. C.)	0			Aver. 15 SF @ 5.95/Sheet
G-505-01	Tile Base at Bathroom and Entry (By G.C.)	0			Aver. 40 LF @ 3.72 each
G-801-01	Wallcovering at Headboard Wall	13			ly
G-801-05	Wallcovering at Guest Bath - Scheme One	10			ly
G-804-01	Wall Tile at Shower (By G.C.)	0			Aver. 90 SF @ 2.85/SF
G-804-02	Accent Wall Tile at Shower Wall (By G.C.)	0			Aver. 3.5 sheets @ 9.00 each
G-804-03	Bullnose Tile at Shower and Tub Walls (By G.C.)	0			Aver. 16 pieces @ 3.10 each
Stone				\$194.00	
G-902-02	Quartz Countertop at Vanity	1			
G-902-06	Shower Foot Rest	1			
Misc.				\$778.58	
G-901-01	Cornerguard	1			
G-905-01	Mattress and ADA Box Spring	1			
G-905-03	Bed Base	1			
G-908-10	Transition Strip between Corridor and Guest Tile	3			lf
G-908-11	Transition Strip between Guestroom Carpet and Tile	0.5			8FT piece
G-909-01	Undercounter Refrigerator (25" Tall)	1			

	Brand Attributes			\$1,495.40	
G-101-03	Decorative Translucent Divider Panel	1			
G-906-01	42" HD Television	1			
G-906-02	Pull Out Swivel Television Wall Mount	1			
G-906-04	Remote Jack Pack Bracket	1			
G-906-04-A	Remote Jack Pack (Auto-Switching)	1			
G-906-10	Desktop Puck with Retractable Cable	0.2			20% of rooms
	Bathroom / Vanity Accessories			\$504.79	
G-903-01	Towel Ring	1			
G-903-02	Robe Hook	2			
G-903-03	Toilet Paper Dispenser	1			
G-903-04	Towel Shelf	1			
G-903-05	Decorative Grab Bar at Shower/Tub	1			
G-903-06	Corner Soap Dish	1			
G-903-14	Towel Bar	1			
G-903-17	Bypass Sliding Shower Door	1			FOB China, Domestic - \$308
G-903-18	Sliding Glass Entry Door with Lock (By G.C.)	0			Provided by G.C., FOB China
G-904-01	Faucet (Lavatory)	1			
G-904-02	Showerhead	1			
G-904-03A	Toilet (By G.C.)	0			Provided by G.C.
G-904-03B	Slow Close Toilet Seat	1			
G-904-04	Vanity Sink (By G.C.)	0			Provided by G.C.
G-904-09	Shower Trim and Valve (By G.C.)	0			Provided by G.C.
			Total	\$8,752.70	

**Guest Room FF&E - Studio
Scheme One**

Item #	ITEM	QTY	Unit Cost	Per Rm Cost	Comments
Casegoods				\$2,886.00	
G-101-01	Headboard & Nightstands	1			
G-101-06	Window Valance	2			
G-101-07	Vanity	1			
G-101-10L	Dresser and Cubbies	1			
G-101-11L	Desk with Up and Over	1			
G-101-12L	Refrigerator Cabinet and Connecting Piece	1			
G-101-15L	Wardrobe	1			
Seating with Fabric				\$1,133.00	
G-201-02	Sleeper Sofa	1			This includes fabric.
G-202-02	Ottoman	1			This includes fabric.
G-205-01	Ergonomic Desk Chair	1			This includes fabric.
Lighting				\$648.00	
G-601-01	Wall Lamp at Cozy Corner	1			
G-601-02	Sconce at Nightstand	2			
G-601-06	Sconce at Desk	1			
G-602-01	Task Lamp	1			
G-602-02	Lamp at Dresser	1			
G-604-01	Ceiling Fixture at Bath	1			
Bedding & Drapery with Fabric				\$685.82	
G-301-03	Roller Shade	2			
G-401-01	Top of Bed Sheet (Waffle sheet in Guestroom OSE)	0			
G-405-01	Sofa Pillow 1 - Scheme One	1			This includes fabric.
G-405-02	Sofa Pillow 2 - Scheme One	1			This includes fabric.
G-406-01	Fitted Box Spring Cover - Scheme One	1			This includes fabric.
Art Work / Mirror				\$386.46	
G-701-01	Art at Cozy Corner - Scheme One	1			
G-701-02	Art at Guest Bath - Scheme One	1			
G-701-12	Art at Bedroom	1			
G-702-02	Lighted Vanity Mirror	1			
Finishes				\$497.26	
G-501-01	Carpet	34			sq yd
G-502-01	Carpet Base	65			lf
G-503-01	Carpet Pad	30			sq yd
G-504-01	Tile at Bath and Vanity (By G.C.)	0			Aver. 51 SF @ 2.65/SF
G-504-02	Tile at Shower Floor (By G.C.)	0			Aver. 15 SF @ 5.95/Sheet
G-505-01	Tile Base at Bath and Vanity (By G.C.)	0			Aver. 43 LF @ 3.72 each
G-801-01	Wallcovering at Headboard Wall	8			ly
G-801-05	Wallcovering at Guest Bath - Scheme One	7			ly
G-804-01	Wall Tile at Shower (By G.C.)	0			Aver. 90 SF @ 2.85/SF
G-804-02	Accent Wall Tile at Shower Wall (By G.C.)	0			Aver. 3.5 sheets @ 9.00 each
G-804-03	Bullnose Tile at Shower and Tub Walls (By G.C.)	0			Aver. 16 pieces @ 3.10 each
Stone				\$177.00	
G-902-01	Quartz Countertop at Vanity	1			
G-902-06	Shower Foot Rest	1			
Misc.				\$790.40	
G-901-01	Cornerguard	3			
G-905-01	Mattress and ADA Box Spring	1			
G-905-03	Bed Base	1			
G-908-10	Transition Strip between Corridor and Guest Tile	3			LF
G-908-11	Transition Strip between Guestroom Carpet and Tile	0.5			8FT piece
G-909-01	Undercounter Refrigerator (25" Tall)	1			

	Brand Attributes			\$1,495.40	
	G-101-09	Decorative Translucent Divider Panel	1		
*	G-906-01	42" HD Television	1		
	G-906-02	Pull-Out Swivel Television Wall Mount	1		
*	G-906-04	Remote Jack Pack Bracket	1		
*	G-906-04-A	Remote Jack Pack (Auto-Switching)	1		
*	G-906-10	Desktop Puck with Retractable Cable	0.2		20% of rooms
	Bath / Vanity Accessories			\$496.03	
	G-903-01	Towel Ring	1		
	G-903-02	Robe Hook	1		
	G-903-03	Toilet Paper Dispenser	1		
	G-903-04	Towel Shelf	1		
	G-903-05	Decorative Grab Bar at Shower/Tub	1		
	G-903-06	Corner Soap Dish	1		
	G-903-17	Bypass Sliding Shower Door	1		FOB China, Domestic - \$308
	G-904-01	Faucet (Lavatory)	1		
	G-904-02	Showerhead	1		
	G-904-03A	Toilet (By G.C.)	0		Provided by G.C.
	G-904-03B	Slow Close Toilet Seat	1		
	G-904-04	Vanity Sink (By G.C.)	0		Provided by G.C.
	G-904-09	Shower Trim and Valve (By G.C.)	0		Provided by G.C.
				Total	\$9,195.37

**Guest Room FF&E - Queen Queen
Scheme One**

Item #	ITEM	QTY	Unit Cost	Per Rm Cost	Comments
Casegoods				\$2,656.00	
G-101-06	Window Valance	1			
G-101-16L	Vanity	1			
G-101-19	Headboard & Nightstand at Queen Room	1			
G-101-27L	Wardrobe / Dresser / Desk / Refrigerator Units	1			Single Door Wardrobe
G-103-02	End Table	1			
Seating with Fabric				\$1,359.00	
G-201-01L	Cozy Corner	1			This includes fabric.
G-202-01	Ottoman	1			This includes fabric.
G-205-01	Ergonomic Desk Chair	1			This includes fabric.
Lighting				\$474.45	
G-601-01	Wall Lamp at Cozy Corner	1			
G-601-05	Sconce at Nightstand	1			
G-602-01	Task Lamp	1			
G-602-02	Lamp at Dresser	1			
Bedding & Drapery with Fabric				\$506.56	
G-301-01	Roller Shade	1			
G-401-02	Top of Bed Sheet (waffle top sheet in Guestroom OSE)	0			
G-405-01	Sofa Pillow 1 - Scheme One	1			
G-405-02	Sofa Pillow 2 - Scheme One	1			
G-406-02	Fitted Box Spring Cover - Scheme One	2			
Art Work / Mirror				\$492.09	
G-701-01	Art at Cozy Corner - Scheme One	1			
G-701-02	Art at Guest Bath - Scheme One	1			
G-701-08	Art at Desk - Scheme One	1			
G-702-03	Lighted Vanity Mirror	1			
G-702-04	Full Length Mirror	1			
Finishes				\$584.92	
G-501-01	Carpet	36			sq yd
G-502-01	Carpet Base	65			lf
G-503-01	Carpet Pad	32			sq yd
G-504-01	Tile at Bathroom and Entry Floor (By G.C.)	0			Aver. 61 SF @ 2.65/SF
G-504-02	Tile at Shower Floor (By G.C.)	0			none
G-505-01	Tile Base at Bathroom and Entry (By G.C.)	0			Aver. 35 LF @ 3.72 each
G-801-01	Wallcovering at Headboard Wall	15			ly
G-801-05	Wallcovering at Guest Bath - Scheme One	10			ly
G-804-01	Wall Tile at Tub (By G.C.)	0			Aver. 75 SF @ 2.85/SF
G-804-02	Accent Wall Tile at Tub Wall (by G.C.)	0			Aver. 3 sheets @ 9.00 each
G-804-03	Bullnose Tile at Tub Walls (By G.C.)	0			Aver. 16 pieces @ 3.10 each
Stone				\$164.00	
G-902-02	Quartz Countertop at Vanity	1			
Misc.				\$1,182.93	
G-901-01	Cornerguard	1			
G-905-01	Mattress and ADA Box Spring	2			
G-905-04	Bed Base	2			
G-908-10	Transition Strip between Corridor and Guestroom Tile	3			lf
G-908-11	Transition Strip between Guestroom Carpet and Tile	0.5			8FT piece

**Guest Room FF&E - Suite
Scheme One**

Item #	ITEM	QTY	Unit Cost	Per Rm Cost	Comments
Casegoods				\$5,534.00	
G-101-01	Headboard & Nightstands at King, Studio Room and Suite	1			
G-101-06	Window Valance	3			
G-101-13	TV Unit at Suite	1			
G-101-17	Console at Suite Entry	1			
G-101-18	Vanity - Double	1			
G-101-26	Up and Over at Suite	1			
G-102-01	Dining Table at Suite	1			
G-103-02	End Table	1			
G-104-01	Kitchen Cabinetry at Suite	1			
Seating with Fabric				\$3,089.40	
G-201-01L	Cozy Corner	1			This includes fabric.
G-202-01	Ottoman	1			This includes fabric.
G-203-01	Lounge Chair	2			This includes fabric.
G-205-03	Dining Chair	4			This includes fabric.
Lighting				\$702.40	
G-601-01	Wall Lamp at Cozy Corner	1			
G-601-02	Sconce at Nightstand	2			
G-602-02	Lamp at Dresser	1			
G-602-03	Lamp at Entry Console	1			
G-603-01	Floor Lamp	1			
G-604-01	Ceiling Fixture at Bathroom	0			Not Used
G-604-03	Ceiling Pendant at Dining Area	1			
Bedding & Drapery with Fabric				\$1,000.76	
G-301-01	Roller Shade	1			
G-301-03	Roller Shade	2			
G-401-01	Top of Bed Sheet (Waffle top sheet in Guestroom OSE)	0			
G-405-01	Sofa Pillow 1 - Scheme One	1			This includes fabric.
G-405-02	Sofa Pillow 2 - Scheme One	1			This includes fabric.
G-406-01	Fitted Box Spring Cover - Scheme One	1			This includes fabric.
Art Work / Mirror				\$864.08	
G-701-01	Art at Cozy Corner - Scheme One	1			
G-701-02	Art at Guest Bath - Scheme One	1			
G-701-09	Art at Suite Parlor - Scheme One	1			
G-701-10	Art at Suite Entry - Scheme One	1			
G-701-11	Art at Suite Kitchen - Scheme One	1			
G-701-12	Art at Suite Bedroom - Scheme One	1			
G-702-03	Lighted Vanity Mirror	1			
G-702-04	Full Length Mirror	1			
Finishes				\$802.26	
G-501-01	Carpet	45			sq yd
G-502-01	Carpet Base	107			lf
G-503-01	Carpet Pad	40			sq yd
G-504-01	Tile at Bathroom Floor (By G.C.)	0			Aver. 68 SF @ 2.10/SF
G-504-02	Tile at Shower Floor (By G.C.)	0			Aver. 15 SF @ 5.95/Sheet
G-504-03	Tile at Suite Entry and Kitchen Floor (By G.C.)	0			Aver. 183 SF @ 4.75/SF
G-505-01	Tile Base at Bathroom (By G.C.)	0			Aver. 23 LF @ 2.55 each
G-505-02	Tile Base at Suite Entry and Kitchen (By G.C.)	0			Aver. 60 LF @ 10.25 each
G-801-01	Wallcovering at Headboard Wall	26			ly
G-801-05	Wallcovering at Guest Bath - Scheme One	14			ly

G-804-01	Wall Tile at Shower Walls (By G.C.)	0			Aver. 90 SF @ 2.85/SF
G-804-02	Accent Wall Tile at Shower Wall (By G.C.)	0			Aver. 3.5 sheets @ 9.00 each
G-804-03	Bullnose Tile at Shower Walls (By G.C.)	0			Aver. 16 pieces @ 3.10 each
	Stone			\$1,035.00	
G-902-03	Quartz Countertop at Vanity	1			
G-902-04	Quartz Countertop at Suite Kitchen	1			
G-902-06	Shower Foot Rest	1			
G-902-08	Quartz Countertop at Suite Kitchen	1			
	Misc.			\$1,050.81	
G-901-01	Cornergard	4			
G-904-07	Sink (Kitchen)	1			
G-904-08	Faucet (Kitchen)	1			
G-905-01	Mattress and ADA Box Spring	1			
G-905-03	Bed Base	1			
G-908-07	Closet Shelf and Rod - 36"	1			
G-908-10	Transition Strip between Corridor and Guestroom Tile	3			If
G-908-11	Transition Strip between Guestroom Carpet and Tile	1			8FT piece
G-908-12	Transition Strip between Entry Tile and Bath Tile	0.5			8FT piece
G-909-02	Undercounter Refrigerator (33" Tall)	1			
	Brand Attributes			\$2,565.06	
G-101-03	Decorative Translucent Divider Panel	1			
G-906-01	42" HD Television	2			
G-906-02	Pull-Out Swivel Television Wall Mount	1			
G-906-04	Remote Jack Pack Bracket	1			
G-906-04-A	Remote Jack Pack (Auto-Switching)	1			
G-906-05	Desktop Swivel Television Mount Base	1			
G-906-07	HD Television (26")	1			
G-906-08	Wall Mount (26" TV)	1			
G-906-10	Desktop Puck with Retractable Cable	1			
	Bathroom / Vanity Accessories			\$590.69	
G-903-01	Towel Ring	1			
G-903-02	Robe Hook	2			
G-903-03	Toilet Paper Dispenser	1			
G-903-04	Towel Shelf	1			
G-903-05	Decorative Grab Bar at Shower/Tub	1			
G-903-06	Corner Soap Dish	1			
G-903-14	Towel Bar	1			
G-903-17	Bypass Sliding Shower Door	1			FOB China, Domestic - \$308
G-903-18	Sliding Glass Entry Door with Lock (By G.C.)	0			Provided by G.C., FOB China
G-904-01	Faucet (Lavatory)	2			
G-904-02	Showerhead	1			
G-904-03A	Toilet (By G.C.)	0			Provided by G.C.
G-904-03B	Slow Close Toilet Seat	1			
G-904-04	Vanity Sink (By G.C.)	0			Provided by G.C., 2 required
G-904-09	Shower Trim and Valve (By G.C.)	0			Provided by G.C.
			Total	\$17,234.46	

Item	Par	Total Qty	Price Per Room	Total
Pillows			\$88.60	\$13,289.58
Double Down Surround Feather Pillows - 4 per King & 3 per Q/Q	105%	738		
Pillow Covers - 1 per feather pillow	110%	773		
Fiber Fill Pillows - 1 per Room	110%	165		
Mattress Pads			\$15.23	\$2,285.02
King Mattress Pads	120%	118		
Queen Mattress Pads	110%	278		
Linen			\$253.58	\$38,036.45
King Fitted Sheets (78 x 80, 14.5" pocket depth)	300%	296		
King Flat Sheet (108 x 122, 1" hem)	300%	296		
King Waffle Top Sheet	300%	296		
Queen Fitted	300%	759		
Queen Flat (98 x 122, 1" hem) and for Sofa Sleepers	300%	759		
Queen Waffle Top Sheet	300%	309		
Standard Pillow Cases (20 x 31, 3" hem)	300%	1321		
Blankets			\$102.65	\$15,396.96
King - Low Profile Down Blankets (108x89)	105%	103		
Queen Size - Low Profile Down Blankets (98x89)	105%	108		
Grand Patrician Blanket (80x90)	120%	180		
Terry			\$75.21	\$11,280.92
Bath Towel (27X54)	300%	1514		
Hand Towel (16X30)	300%	1514		
Wash Cloth (13X13)	300%	1514		
Bath Mat (21X36)	300%	450		
Miscellaneous Items			\$262.79	\$39,419.19
Bathroom Wastebasket	105%	158		
Mesh round wastebaskets w/ liner inserts	200%	300		
Replacement liners for round mesh wastebaskets	20%	30		
CV2, coffee maker	110%	165		
Coffee basket, 5x12	120%	180		
Coffee regular	1000%	1500		
Coffee decaf	500%	750		
One-cup condiment service	1000%	1500		
Twinings tea bags	1500/case	1		
Timex Alarm Clock Radio	105%	158		
Sunbeam Irons, steam, auto-off, blue/white	105%	158		
Homz, Ironing board, 13"x53"	105%	158		
Ironing Organizer	105%	158		

Vinyl storage bag, 15 x 10 x 27 (storage bag)	110%	165		
Andis Ionic, 1875W, navy/silver (Hair Dryer)	110%	165		
Shower Curtain	110%	165		
Shower curtain hooks	1000%	1500		
Shower curtain liner, Frosted Clear	110%	165		
Tissue box cover, black	105%	158		
Shampoo - Portico White Ginger	1000%	1500		
Conditioner - Portico White Ginger	1000%	1500		
Lotion - Portico White Ginger	150%	225		
Bath Soap - Portico White Ginger	1000%	1500		
Facial Soap - Portico White Ginger	1000%	1500		
Soap Dish, Plastic	120%	180		
Amenity/Vanity Tray, Plastic	120%	180		
Shower Cap - Portico	500/case	2		
Luggage Rack	105%	158		
Valet bags - generic	1000/case	2		
Juice Glass, Boromioli Rocco glassware	105%	403		
Coffee Mug, Sant' Andrea - 11oz.	105%	300		
Marketing Rail	105%	158		
Note pads, logo'd, guestrooms, 15sheets/pad	500/case	2		
Letterhead, (overprint), 8.5x11; logo'd	1000/case	2		
Envelopes, #10; logo'd	2500/case	1		
Letterhead, (shells), 8.5x11; logo'd	1000/case	2		
Note Card w/ Envelope, logo'd	250/case	2		
Blanket bands	1000/case	4		
Key Card Packet	2000/case	2		
Green Program -- Door Hanger	400%	600		
Green Program -- Card	400%	600		
Do Not Disturb Sign	400%	600		
Meeting Room Notepad	1000/case	2		
Sofa Bed Sticker	150%	225		
Non Smoking Tent Card	500/case	3		
Luggage Tag	1000/case	2		
Key Card - Pending lock type	2000/case	2		
Misc Sign Card	500/case	2		
Hangers - 8 per room	800%	1200		
		Total:	\$798.05	\$119,708.12

Fitness Center FF&E					Price Per Sq Ft. \$7.40	Total \$3,702.19
Item #	Optional		Multiplier	Total Qty	Price per unit	Total \$ sq ft
P-301-05		Sheers	9	56		
P-501-04		Carpet	9	65		
P-507-01		Vinyl Base		100		
		Mirrors (CFCI)	6	83		
		Water Cooler		1		
P-701-27		Artwork - Fitness Center		1		
P-801-09		Main Wallcovering		49		

Fitness Center Equipment and OS&E					Price Per Sq Ft. \$52.14	Total \$26,071.90
Item #	Additional #		Multiplier	Total Qty	Price per unit	Total \$ sq ft
P-909-01		Recumbent Exercise Bicycle		1		
	0	Additional Exercise Bicycle		0		
P-909-02		Elliptical		1		
	0	Additional Elliptical		0		
P-909-03		Treadmill		2		
	0	Additional Treadmill		0		
P-909-4/5		Free Weights / Rack / Adjustable Bench		1		
		Fitness Hand Towels	13	300		
		Clock		1		
		Headsets, 100/CS		1		
		Disinfecting Wipe Stand		1		
		Disinfecting Wipes		1		
		Scale		1		

Meeting Room FF&E					Price Per Sq Ft. \$6.41	Total \$11,532.07
Item #	Optional		Multiplier	Total Qty	Price per unit	Total \$ in sq ft
P-301-02		Drapery - Sheers	9	200		
P-303-02		Roller Shades - Blackout	360	5		
P-501-03		Carpet	9	220		
P-503-01		Carpet Pad	9	200		
P-601-02		Wall Sconces		4		
P-701-XX		Art	300	6		
P-801-07		Main Vinyl Wallcovering		117		
P-801-08		Accent Vinyl Wallcovering		23		

Meeting Room OS&E					Price Per Sq Ft. \$25.49	Total \$45,873.89
Item #	Add'l		Multiplier	Total Qty	Price per unit	Total \$ in sq ft
P-205-04		Stack Chairs	6	140		
		Tables				
P-103-06		Mobile Conference Table - OPTIONAL		0		
P-103-07		Rectangular Conference Table - Meeting Rooms	0.0130	23		
P-103-08		Round Conference Table - Meeting Rooms	0.0130	0		
P-909-09		Folding Table Cart	3.9	4		
		Projectors				
	0	Projector - Wireless	1	0		
	0	Universal Inverted Projector Mount - White	1	0		
	0	Projector - Wired	1	0		
		Minimum A/V Package (w/ wireless and screen)	1	1		
	0	Additional A/V Package (w/ wireless and screen)	1	0		
		Projection Screens				
		Projection Screen Freestanding Floor Model	1	1		
		Easels				
		Easel 3 in 1	1.8	4		
		Waste Receptacles				
		Waste Receptacle Half Round S/S Dark Brown Clearcoat	2	2		
		Telephone				
		Soundstation 2 Expandable	1	1		
		Television				
P-906-01		42" Television	1	1		
P-909-07		Rolling TV Cart	1	1		
		Additional Items				
P-909-08		Hand Truck - Stack Chair Carrier		3		
		Executive Briefcase	2	2		
		Supplies to Fill Briefcase (original fill)	2	2		
		Coat Rack	2	2		
		Refrigerator Drawers	2	2		

Item #	Item Short Description	Qty Per Room	Total Qty	Unit of Measure	Price Each Unit	Price Per Room	Total Amount	Notes
Corridors						\$821.85	\$123,277.54	
P-103-05	Elevator Console Table	1	11	EA				
P-301-03	Drapery		44	EA				
P-501-06	Corridor Carpet	7.0	1050	SY				Quantity Estimated
P-501-07	Corridor Accent Carpet	4.0	285	SY				Quantity Estimated
P-502-01	Corridor Carpet Base	19.0	2850	LF				Quantity Estimated
P-503-02	Corridor Carpet Pad	8.0	1200	SY				Quantity Estimated
P-504-01	Tile/Porcelain Flooring - By G.C.		0	SF				By G.C.
P-601-03	Light Fixture - Wall Sconce	0.66	99	EA				Quantity Estimated
P-604-08	Light Fixture - Ceiling Light	0.15	23	EA				Quantity Estimated
P-604-09	Light Fixture - Elevator Foyer		11	EA				
P-701-12/13/14	Artwork - Ground Floor		3	EA				
P-701-28/29	Artwork - Above Ground Floor		22	EA				
P-801-10	Corridor Wallcovering (Typical)	15.0	2250	LY				Quantity Estimated
P-801-11	Corridor Wallcovering (Door Drop)	2.0	300	LY				Quantity Estimated
	Ice Machines	5.5	6	EA				Even # floors only *
P-901-02	Corner Guards - Corridor		39	EA				
P-908-05	Transition Strip between Carpet & Tile		6	LF				

Item #	Item	Total Qty	Remarks	Per Room Cost	Total Amount
Artwork				\$74.28	\$11,142.23
P-701-01	Artwork - Bar/Café - Left Side	1	ea		
P-701-02	Artwork - Bar/Café - Right Side	1	ea		
P-701-03	Artwork - Guest Kitchen - Community Table	1	ea		
P-701-04	Artwork - Guest Kitchen - Trash Counter	1	ea		
P-701-05	Artwork - Sunroom - Left Side	1	ea		
P-701-06	Artwork - Sunroom - Right Side	1	ea		
P-701-07	Artwork - E-Room - GM Wall	1	ea		
P-701-08	Artwork - E-Room - Back Wall	1	ea		
P-701-09	Artwork - Gallery - Art Panel	1	ea		
P-701-16	Artwork - Sculpture Panels - Gallery	3	ea		
P-701-17	Artwork - Gallery - Far Right Side	1	ea		
P-701-18	Artwork - Gallery - Center Right Side	1	ea		
P-701-19	Artwork - Gallery - Center	1	ea		
P-701-20	Artwork - Gallery - Center Left Side	1	ea		
P-701-21	Artwork - Gallery - Far Left Side	1	ea		
P-701-25	Artwork - Men's Restroom	1	ea		
P-701-26	Artwork - Women's Restroom	1	ea		
P-702-03	Mirror - Gallery	1	ea		
Floor Covering Material				\$25.96	\$3,894.66
P-501-01	Entry Mat - By GC	0	ea		
P-501-02	Carpet - Carpet Tile - Lounge 1 and 2, Sunroom, Gallery and E-Room	145	sy		
P-501-05	Carpet - BOH	59	sy		
	All Floor Tile - By GC				
Casegoods/Tables				\$166.17	\$24,925.50
P-102-01	Table - 24" x 30" - Lounge I and Sunroom	11	ea		
P-102-02	Table Base (for 24" x 30" Top) - Lounge I and Sunroom	11	ea		
P-102-03	Table - 36" diam. - Lounge I	3	ea		
P-102-04	Table Base (for 36" diam. Top) - Lounge I	4	ea		
P-102-05	Table Base - 76" x 36" - Guest Kitchen	1	ea		
P-102-05-T	Table Top - 76" x 36" - Guest Kitchen (P-902-05)	1	ea		
P-102-06	Table Base - 116" x 36" - Bar/Café	1	ea		
P-102-06-T	Table Top- 116" x 36" - Bar/Café (P-902-05)	1	ea		
P-102-07	Table - 28" diam. - Lounge I	1	ea		
P-102-08	Table Base (for 28" diam. Top) - Lounge I	1	ea		
P-102-09	Table - 24" x 30" - Sunroom	4	ea		
P-102-10	Table Base (for 24" x 30" x 36"h top) - Sunroom	4	ea		
P-102-11	Table Top - 42" dia. - Lounge 2	1	ea		
P-103-01	Table - Console - Gallery	1	ea		
P-103-02	Table Base - Coffee - Gallery	1	ea		
P-103-02-T	Table Top - Coffee - Gallery (P-902-05)	1	ea		
P-103-03	Table - Cocktail - Gallery	2	ea		
P-103-04	Table - Desk - E-Room	1	ea		
P-103-09	Table - 32" x 32" - BOH Employee Areas	1	ea		

P-103-10	Table - 24" x 30" - BOH Employee Areas	2	ea		
P-103-11	Office Furniture Guidelines - BOH	1	ea		
P-103-12	Console Table - Gallery	1	ea		
P-105-01	Wood Screen - Lounge I	1	ea		
Drapery				\$50.25	\$7,538.00
P-301-01	Drapery - All	1	lot		
P-303-01	Roller Shades	12	ea		
Lighting				\$169.01	\$25,350.95
P-601-01	Light Fixture - Wall Sconce - Sunroom	3	ea		
P-602-01	Light Fixture - Table Lamp - E-Room	2	ea		
P-602-02	Light Fixture - Table Lamp - Gallery	1	ea		
P-603-01	Light Fixture - Floor Lamp - Lobby	1	ea		
P-604-01	Light Fixture - Pendant - Host	1	ea		
P-604-02	Light Fixture - Pendant - Gallery	1	ea		
P-604-03	Light Fixture - Pendant - Dining	4	ea		
P-604-04	Light Fixture - Pendant - Community Table - Guest Kitchen	1	ea		
P-604-05	Light Fixture - Pendant - Community Table - Café/Bar	1	ea		
P-604-06	Light Fixture - Pendant - Bar	5	ea		
P-604-07	Light Fixture - Pendant - Elevator Lobby	1	ea		
P-605-01	Light Fixture - Vanity - Men's and Women's Restrooms	2	ea		
P-605-02	Light Fixture - Vanity - Pool Public and BOH Restrooms	2	ea		
P-606-01	Light Fixture - Indoor Pool Area	10	ea		
P-606-02	Light Fixture - Inside Focal Wall at Gallery - By GC	0	ea		
Mirrors & Accessories				\$18.92	\$2,837.34
P-702-01	Mirror, Vanity - Men's and Women's Public Restroom	2	ea		
P-702-02	Mirror, Vanity - Pool and BOH Restroom	2	ea		
P-703-XX	Sculpture & Accessories, Niche - Lobby, Guest Kitchen	1	lot		
P-704-01	Planter - Lobby	1	ea		
Patio & Veranda				\$50.52	\$7,578.00
P-401-01	South Beach Relaxed Sling Style Patio Furniture Grouping	1	lot		
P-401-04	Dining Chair - Veranda	12	ea		
P-401-05	Table Dining - 36" x 36" - Veranda	3	ea		
Miscellaneous				\$115.70	\$17,354.96
P-901-01	Corner Guards - 1st Floor Corridor and BOH	60	ea		
P-902-1/2/3/4	Stone Tops - see FF&E spec sheets	1	lot		
P-906-01	42" Television - Bar/Café, Sunroom	2	ea		
P-906-02	37" Television - E-Room	1	ea		
P-906-03	55" Television - Bar/Café	1	ea		
P-906-04	Television Wall Mount - Bar/Café, E-Room	3	ea		
P-906-05	Television Wall Mount with tilt (42" screens) - Sunroom	1	ea		
P-908-06	Transition Strip between Lobby Tile and Carpet	2	ea		
Seating & Fabric for Seating				\$281.00	\$42,149.77
P-201-01	Sofa - Sectional - Gallery	1	ea		
P-201-02	Sofa, Double - Lounge 1	2	ea		
P-201-03	Sofa, Wood Framed - Sunroom	1	ea		
P-201-04	Sofa Pillow A - Gallery	2	ea		
P-201-05	Sofa Pillow B - Gallery	2	ea		
P-202-01	Ottoman, Round - Lounge 2	1	ea		
P-202-02	Ottoman, Square - Gallery	2	ea		
P-203-01	Lounge Chair with Wood Back- Gallery	2	ea		
P-203-02	Lounge Chair with Swivel Base - Gallery	3	ea		
P-203-03	Lounge Chair Wing - Lounge 2	4	ea		
P-204-01	Dining Chair - Lounge 1	6	ea		

P-204-02	Dining Chair with Arms - Lounge 1	8	ea		
P-204-03	Dining Chair - Armless - Lounge I and Sunroom	14	ea		
P-204-04	Dining Stool - Guest Kitchen	6	ea		
P-204-05	Dining Stool - Bar/Café	12	ea		
P-204-06	Dining/Side Chair - BOH	11	ea		
P-204-07	Dining Chair, High - Sunroom	4	ea		
P-205-01	Task Chair - E-Room	3	ea		
P-205-02	Task Chair - GM Office	1	ea		
P-205-03	Task Chair - BOH	5	ea		
P-206-01	Banquette - Gallery	1	ea		
P-207-01	Window Bench - Lobby	1	ea		
Wallcovering Material				\$37.40	\$5,609.75
P-801-01	Vinyl Wallcovering - Main - Lobby, Lounge 1, Sunroom, Guest Kitchen,	425	ly		
P-801-02	Vinyl Wallcovering - Accent - Bar/Café, Guest Kitchen, Sunroom, and E-	57	ly		
P-801-03	Vinyl Wallcovering - Gallery - Bird-on-Wire - VWC - 3	24	ly		
P-801-04	Vinyl Wallcovering - Men's and Women's- Public Restrooms	70	ly		
	Wall Tile - By GC				
One Bay increase (over 170 guest rooms)				\$0.00	\$0.00
Two Bay increase (over 210 guest rooms)				\$0.00	\$0.00
				Total:	
				\$1,072.47	\$160,869.76

Qty	Units	Description	Price Per Unit	Per Room Cost	Total
Bellman/Luggage Carts				\$17.25	\$2,586.94
2	EA	Luggage Carts			
0	EA	Additional Luggage Carts			
Qty	Units	Description	Price Per Unit	Per Room Cost	Total
Guest Kitchen Smallwares				\$92.33	\$13,849.63
4	EA	Bowl, 11.25" slanted porcelain, for bagels/donuts			
12	EA	Bowl, 6"diam. SS, for PCs			
12	EA	Bowl, 11.25", Kaleidoscope, for cut fruit			
2	CS	Bowl, 7.25", Kaleidoscope, for yogurt/cottage cheese, 6/CS			
25	CS	Bowl, 14 oz, Square melamine 1dz/CS			
3	CS	Bowl, 8 oz, Square melamine 1dz/CS			
1	CS	Bowl, 3 oz, Square melamine 4dz/CS			
6	CS	Plate, 10" Square Melamine, 1dz/CS			
31	CS	Plate, 8" Square Melamine, 1dz/CS			
31	CS	Plate, 6" Square Melamine, 1dz/CS			
1	CS	Plate, 7.5" round, Harmony, use with 11.25" Kaleidoscope			
2	EA	Plate, 12.5" Square Bamboo for bagels/donuts, green			
2	EA	Plate, 12.5" Square Bamboo for bagels/donuts, tangerine			
3	CS	Glass, Wine, 13-3/4oz. 24/CS Bourgogne			
25	CS	Glass, Juice Tumbler, 10 oz. 12/CS Fiore			
6	CS	Glass, Beer/Soda, 15oz. 12/CS Luna			
4	CS	Glass, Juice, 10oz for bar service, 24/CS			
4	CS	Glass, Martini, 8oz. Embassy, 12/CS			
15	CS	Mug, Coffee 14 oz. melamine 6/CS			
1	CS	Espresso Cup			
1	CS	Espresso Saucer			
31	DZ	Table Fork			
31	DZ	Table Knife			
31	DZ	Spoon, Dessert/Oval Bowl			
6	EA	Spoon, 10" Serving			
1	DZ	Spoon, Banquet, solid 13 inch			
1	EA	Condiment Organizer 6 compartment			
2	EA	Holder, 3-tier Oatmeal Condiment Jars and Stand			
9	EA	Lid, Oatmeal Condiment Jar			
9	EA	Extra Oatmeal Condiment Jars			
3	EA	Holder, Flatware			
3	EA	Liner for Flatware Holder			
2	EA	Holder, Napkin, brushed chrome			
2	CS	Pourers, 1.5oz. Yellow w/black collar			
2	EA	Ice Scoops			
6	EA	Spatula, Mini 9" Slotted, for hot food presentation			
6	EA	Tongs, Buffet SS 9" Eclipse			
2	EA	Ladle, Oatmeal			
2	EA	Ladle, Syrup/Soup			

3	EA	Skillet, Oval, Cherry Red, hot food presentation			
3	EA	Skillet, Oval, Flame, hot food presentation			
2	EA	Inset, for Oatmeal Warmer, 7qt. SS			
1	EA	Inset Cover, for Oatmeal Warmer, SS			
2	EA	Jar, for Syrup, 36 oz. clear w/black lid			
2	ST	Shaker, Set for Coffee Station			
6	ST	Shaker, Salt & Pepper			
1	EA	Shaker, Powdered Sugar			
1	CS	Stirrer Sticks, 5.5", 10,000/CS			
4	EA	Holder, Stirrer Sticks			
2	EA	Cocktail Shaker/Strainer Set			
1	EA	Margarita Rimmer, 3 tier salt and sugar			
2	EA	High Chairs, Rubbermaid			
2	EA	Tray for High Chair			
1	EA	Booster seats			
6	EA	Holder, Indicator Sign, 6"			
18	EA	Insulated Chill Pitchers			
18	SH	Label, Pitchers, 6/sheet			
3	EA	STAND,3 tier, round, BRUSHED CHROME			
12	EA	Bowl, White Porcelain, 8" round, use with 3 tier stand			
0	EA	SHELF, 3 tier, for PC cereal boxes (1 OPTIONAL)			
2	EA	Basket/Stand, 9"diam. (Large) for whole fruit			
2	EA	Basket/Stand (Small) for bagels/donuts			
1	EA	BREAD BOX,silver wire and bamboo, 4 drawer			
1	CS	Extra Bread Box Drawers 2/CS			
2	EA	Counter Waste Bins			
6	EA	BUS BOX, BLACK,15"x20"x5"			
1	EA	Waste Receptacle Insert for Bussing Station			

Qty	Units	Description	Price Per Unit	Per Room Cost	Total
Assembly Kitchen Smallwares				\$33.80	\$5,070.50
1	EA	Clock			
1	EA	Catalog Wall System			
1	EA	Wall Rack w/Hooks			
2	EA	Dry Erase Board			
1	CS	Magnetic Sheet Protectors for fridge/freezer			
1	Lot	To-Go Containers, Lids, Cups, and Boxes			
2	EA	Bin, Cutlery			
5	EA	Bowl, Mixing, SS 3 qt.			
4	EA	Bottle, Squeeze Dispensers 32 oz			
4	EA	Bottle, Squeeze Dispensers 24 oz			
6	EA	Food Pan, 1/3 size, SS			
10	EA	Food Pan, 1/6 size, SS			
10	EA	Lid, 1/6 size food pan, clear			
30	EA	Food Pan, 1/9 size, SS			
30	EA	Lid, 1/9 size food pan, clear			
1	EA	Food Pan, Freezer, clear			
1	EA	Lid, Freezer Food Pan, clear			
6	EA	Food storage containers 2 qt, Cambro			
24	EA	Food storage containers 8 qt, Cambro			
6	EA	Lid, for 2 qt. Cambro			
24	EA	Lid, for 8 qt. Cambro			
12	EA	Pan, Full sheet, aluminum			
6	EA	Pan, Half sheet, aluminim			
12	EA	Pan, Merrichef			
2	EA	Pan, Merrichef Cake Pan			
8	EA	Pan, 8" C-Handle			
12	EA	Full size storage Clear			
12	EA	Lid for Full Size Storage Clear			

1	EA	Funnel			
2	EA	Strainer			
3	EA	Spatula, Plastic 13.5"			
2	EA	Spoodle, 1 oz., solid, black handle			
6	EA	Spoodle, 2 OZ, SOLID, BLUE HANDLE			
2	EA	Spoodle, 6 OZ, SOLID, TEAL HANDLE			
4	EA	Tongs, 9" LOCKING, HIGH HEAT			
6	EA	TURNER, LONG 12", HIGH HEAT			
2	EA	Whisk, Piano Whip, 12", nylon handle			
1	EA	Colander			
2	EA	Cutting Board			
2	EA	Brush, Steel Wire, 4x10 ROWS w/SCRAPER			
2	EA	Can Opener, manual			
1	EA	Pail Opener			
2	EA	Shears, Kitchen			
1	EA	Pizza Peel			
2	EA	Pizza Cutter, 4"			
1	PK	Clip for Chips, 4/PK			
1	EA	Knife rack			
3	EA	Bread Knives			
2	EA	Measurer, 1/4 cup			
1	EA	MEASURE, Cup, 1 pt			
1	EA	MEASURE, TABLE SPOON, 15ML. S/S			
1	EA	Portion Scale 2LB x 1/8 oz			
2	EA	Digital thermocouple/Pocket therm			
12	EA	Cooler Thermometers			
2	EA	Ticket Rail			
2	EA	Pail, red 3qt. Kleen-Pail			
1	EA	Ice Scoop w/Guard, 32 oz			
1	EA	Saf-T-Ice Tote			
1	ST	Hand & Nail Brush kit			
2	EA	Rack, Plate			
2	EA	Rack, Juice Tumbler 25 compart. w/1 extender			
2	EA	Rack, Wine Glass 25 compart. w/4 extenders			
2	EA	Rack, Beer/Soda Glass 25 compart. w/2 extenders			
2	EA	Rack, Coffee Mug 16 compart.			
1	EA	Rack, Martini Glass, 16 compart. w/2 extenders			
2	EA	Rack, Flatware			
4	EA	Dolly for Dish Rack			
1	EA	Drain Box for Silverware Soak System			
1	EA	Bus box for Silverware Soak System			
4	EA	Slim Jim Trash Cans (BOH & FOH) CLR: GREY			
4	EA	Lid for Trash Can			
1	EA	Dredge, Small Hole, 10 oz. w/o handle, aluminum			
1	EA	Dredge, Large Hole, 10 oz. w/handle			
1	RL/1000	Label, DAY SQ, 1"X1", WASH OFF, MONDAY			
1	RL/1000	Label, DAY SQ, 1"X1", WASH OFF, TUESDAY			
1	RL/1000	Label, DAY SQ, 1" WASH OFF, WEDNESDAY			
1	RL/1000	Label, DAY SQ, 1"X1", WASH OFF, THURSDAY			
1	RL/1000	Label, DAY SQ, 1"X1", WASH OFF, FRIDAY			
1	RL/1000	Label, DAY SQ, 1"X1", WASH OFF, SATURDAY			
1	RL/1000	Label, DAY SQ, 1"X1", WASH OFF, SUNDAY			
1	EA	Label DISPENSER, 7 SLOT, F/1" LABELS			
48	EA	Bin, Label Holder, METRO			
4	EA	MITT, OVEN, 15", Red, w/Kevlar			

Qty	Units	Description	Price Per Unit	Per Room Cost	Total
Bakery Café Smallwares				\$2.88	\$432.01
1	EA	Glass Jar, w/Lid, Large, 1gal.			

1	EA	Glass Jar, w/Lid, Medium, 3qt.			
1	EA	Glass Jar, w/Lid, Small, 1/2gal.			
10	EA	Sign Holder, for Café trays			
1	EA	Bar Caddy			
12	EA	Mat, Counter Top, 12x12", Versa			
12	EA	Bin, black stacking, for condiments			
1	EA	Cutting Board			
12	EA	Corkscrew			
2	EA	Stopper Wine Vacuum System			
6	PK	Extra Rubber Cork, 2/PK			
0	EA	Wine Carafe (6 OPTIONAL)			
10	EA	Platter, white tray, 6.5x17.5x1.5"			
2	EA	Crock, Black CERAMIC 2qt., square			

Item	Each	Description	Per Room Cost	Total
Kitchen Supplies and Equipment			\$1,045.99	\$156,898.21
1	1	Liquor Storage		
2	1	Dry Storage, one unit		
2.1	2	Dry Storage, two unit		
4	1	Shelf & Mop Holder		
6	1	Freezer - Reach in, One Section		
7	1	Refrigerator - Reach in, Two Sections		
7.1	1	Refrigerator - Reach in, One Section		
8	2	Freezer - Reach in, Two Sections		
9	1	Work table w/sink and drawers, 30"Wx72"L		
10	1	Shelf wall mounted, 6'		
11	3	Shelf wall mounted, 5'		
12	1	Sink 3 compartment		
13	1	Shelf wall mounted w/pot rack		
14	1	Dishtable, clean		
15	1	Dish Storage		
16	1	Condensate Hood & Wall Flashing		
17	1	Dishwasher, Door Hood		
18	1	Dishtable, soiled		
18.1	1	Faucet, Pre-Rinse Unit		
19	1	Shelf, Dishtable Sorting		
20	1	Utility Cart		
21	2	Sink, hand		
23	2	Shelf wall mounted, 2'		
24	1	Type II Exhaust Hood & Wall Flashing		
26	1	Refrigerated Counter, Sandwich Top		
31	1	Conveyor Oven, electric		
32	1	Refrigerated Counter, Work top		
33	1	ReThermalizer, water tank, electric		
34	1	Convection Microwave		
35	1	Refrigerator- Undercounter, Two Section, self refrig.		
36	1	Work table 30"Wx96"L		
37	1	Heated Cabinet, Mobile, Half-Height		
38	2	Heat Lamp, bulb type		
40	15	Corner guards 2" X 2" X 48" High		
42	1	Microwave Oven		
45	1	Drop-in Heated Shelf		
50	1	Sneeze Guard w/Heat Lamp		
51	2	Drop-in Frost Top, 54-15/16" L		
52	0	Sneeze Guard- 24" OPTIONAL- in place of 30"		
52	1	Sneeze Guard- 30"		
54	1	Sneeze Guard		
56	1	Drop-in Hot Food Well, Electric		
57	1	Drop-in Frost Top, 21"L		
58	1	Toaster, electric conveyor		

60	1	Work Table w/sink 30"Wx72"L		
65	0	Glass Washer (ONLY IF REQUIRED BY LOCAL JURISDICTION)		
65	1	Underbar Storage Cabinet		
67	1	Remote Refrigeration Rack		
68	1	Convection Microwave		
69	2	Refrigerator- Undercounter, Two Section, remote refrig.		
72	1	Ice maker w/Bin		
73	1	Epresso/Cappucino Machine		
73.1	1	Water Filter Assembly		
75	1	Underbar Ice Bin Cocktail Station		
76	1	Underbar Blender station		
77	1	Underbar Storage Cabinet w/ Door Lock		
78	1	Underbar Hand sink unit w/side splashes		
79	1	Display case, refrigerator bakery		
	1	Freight, consolidation, delivery, installation, project management, engineering		

Each	Item	Total Units	Unit Costs	Per Room Cost	Total
	Maintenance Shop OS&E			\$52.14	\$7,821.33
1	Maintenance Cart - Heavy Duty	1			
1	Maintenance Lift	1			
1	1/2" Electric Drill	1			
1	3/8" VSR Drill (cordless)	1			
1	Circular Saw	1			
1	Coping Saw	1			
1	Reciprocating Saw	1			
1	Sabre Saw	1			
1	Belt Sander	1			
1	Palm Grip Sander	1			
1	Engraver	1			
1	Basic Tool Set	1			
1	Screw extractor set	1			
1	4' Fiberglass Step Ladder	1			
1	6' Fiberglass Step Ladder	1			
1	Vise - 51/2" Heavy Duty	1			
1	8" Bench Grinder	1			
1	Wavetek - Multimeter	1			
1	Cooper Inst-Thermometer	1			
1	Worklight / Trouble Lamp	1			
1	C-Clamp 4" Malleable	1			
1	C-Clamp 6" Malleable	1			
1	C-Clamp 8" Malleable	1			
1	Jorgensen C-Clamp 10"	1			
1	2 PC Clamp set, Pipe clamps	1			
1	Bolt Cutter	1			
1	General - Sm Tube Cutter	1			
1	General - Tube Cutter	1			
1	General - Flaring tool	1			
1	Robinaire - Manifold gauge	1			
1	Scratch Awl	1			
1	Pipe Wrench - 10"	1			
1	Pipe Wrench - 14"	1			
1	Pipe Wrench - 15"	1			
1	Pipe Wrench - 18"	1			
1	Adjustable Wrench 6"	1			
1	Adjustable Wrench 8"	1			
1	Adjustable Wrench 12"	1			
1	Torque Wrench	1			
1	Basin Wrench	1			
1	Robinaire - pin straightener	1			
1	Nut driver set 7 pc Met	1			

1	Nut driver set 7 pc Std	1			
1	Locking Pliers 5"	1			
1	Locking Pliers 7-1/2"	1			
1	Locking Pliers 8-1/2"	1			
1	ARC Joint Pliers 16"	1			
1	Long Nose Pliers 6-1/2"	1			
1	Slip Joint Pliers 6-3/4"	1			
1	Hammer 3# Hand drilling (small sledge)	1			
1	Hammer 12oz. Plastic tip	1			
1	Hammer 16oz. CVD Claw	1			
1	Hammer 20oz. Straight Claw	1			
1	Union Fork Sledge Hammer - long handle	1			
1	Rubber Mallet	1			
1	Magna 6pc Screwdriver bit set	1			
1	12 PC set Wood boring bits	1			
1	14 PC Highspeed Bits	1			
1	Fish Tape Reel 100"	1			
1	Tape 1/2" X 12'	1			
1	Tape 1"X 25'	1			
1	Riveter - 901 swivel	1			
1	Soldering gun kit	1			
1	Ind. glue gun	1			
1	Ungar - heat gun	1			
1	Dual power stapler (stapler gun)	1			
1	Weller torch	1			
1	Wire brush	1			
1	Framing square, aluminum	1			
1	Combination square	1			
1	Punch & Chisel set	1			
1	4 PC nail set	1			
1	39 PC Tape & Die set	1			
1	Folding Hex Key set	1			
2	Hand impact driver	2			
1	Snips 10" comp. lev-l	1			
1	Snips 10" comp. lev-rt	1			
1	Snips 10" comp. lev-st	1			
2	Mirror	2			
2	Flexible Mask	2			
1	24" level	1			
1	Ray-o-Vac Flashlight 2D	4			
1	Ripping Bar 17 1/4	1			
1	Putty Knife	1			
1	Putty Knife - extra stiff	1			
2	Utility Knife	2			
2	Utility Knife replacement blades	2			
1	50' Extension cord	1			
1	Scraper 2 1/2"	1			
1	Scraper safety razor	1			
1	Mill file 6"	1			
1	Mill file 10"	1			
1	Bastard File 8"	1			
1	Bastard File 10"	1			
1	Round Bastard File	1			

Each	Item	Total Units	Unit Costs	Per Room Cost	Total
Commercial Laundry and Housekeeping OS&E				\$459.63	\$68,943.96
2	Washers: (1) 60lbs and (1) 80lbs (installed)	2			
2	Dryers: (1) 75lbs and (1) 120lbs (installed)	2			
9	Room Attendant Carts (based on 16 rooms/attendant)	9			
9	3 Tier Collateral Holder (1 per cart)	9			
10	Glass Rack to place under room cart - for coffee mugs/glasses (1 per cart plus 1 for washing dirty dishes)	10			
10	Small Canvas Bag for trash on carts (1 per cart)	10			
10	Large canvas bag-for dirty linen on carts	10			
11	Vacuums (1 per cart plus 2 for public areas)	11			
9	Door Stop (1 per cart)	9			
11	Rolling Linen Shelves (1 per floor minus first floor)	11			
20	Shelving-Room attendant storage closets	20			
9	Telescopic Squeegee pole (1 per cart)	9			
9	Telescopic Squeegee (1 per cart)	9			
9	Swivel Pad Frame w/36" Handle (1 per cart)	9			
9	Pad Non-Abrasive goes with above handle (1 per cart)	9			
9	Squeegee Foam w/36" Handle (1 per cart)	9			
9	Telescopic Lambs Wool Duster (1 per cart)	9			
9	Tall Angle Broom (1 per cart)	9			
2	Mop buckets w/wringers (1 for kitchen,1 for Public Areas)	2			
6	Sign, Caution/Wet Floor	6			
1	Janitor Cart	1			
1	Locked Shelving Units for the Store Products (used for locking up supplies)	1			
1	Folding Table (Laundry room folding table)	1			
1	Extra Hand Folder (King size)	1			
9	Chemical Caddy for top of carts	9			
9	Rubbermaid Caddy	9			
1	Flatwork Ironer Laundry Cart (large sheet drying bin)	1			
2	Dirty Linen Laundry Cart	2			
2	Clean Linen Laundry Cart	2			
0	Clean Linen Laundry Cart (Small)	0			
1	Trash Truck (transfer truck to dumpster)	1			
1	Lost & Found Cabinet	1			
19	Biohazard Cones (2 per cart)	19			
19	Biohazard Bags (2 per cart)	19			
2	Biohazard Sharps Kit (2 per property)	2			
2	First Aid Kits (1 for housekeeping, 1 for Back of House)	2			
1	White Board (Communication board for all staff)	1			

1	Eye Wash Station	1			
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Each	Item	Total Qty	Unit Costs	Price per Room	Total
Technology				\$2,244.33	\$336,649.00
1	Saflok Key System - PC/Exodus Hardware, trim and Training(CFCl) (NO LOCKS INCLUDED)	1			
1	Saflok Key System - Locks, Hardware, Trim and Training	1			
0	Kiosk - Optional	0			
1	Micros Opera PMS and Workstations System - 6 stations	1			
1	Micros Symphony POS system	1			
0	Additional PMS/POS workstations	0			
1	Mitel3300 Phone System	1			
1	Cabling for all systems (not included)	0			
1	Security System	1			
1	Sound system	1			
1	Scent System	1			
1	High-speed Internet Access and Wireless	1			
1	Network Config & PC Setup Professional Services	1			
1	E-Room Equipment	1			
1	Computer Room Fixtures (including WAN Switch, KVM &	1			
137	Jack Pack (in Guestroom FF&E)	0			
137	Desktop Puck (in Guestroom FF&E)	0			
1	Television system	1			
137	TV & Jack Pack Installation	137			
1	Call Accounting System	1			
1	IT Consulting / PM Fee	1			
1	Training Room PC's	2			

Options	Item	Qty	Unit Cost	Price Per Room	Total
Interior Signage				\$94.87	\$14,230.00
	Guestroom signage	307			
	Public area signage package	1			
	Food & Beverage signage package (Gallery/Café/Bar)	1			
Options	Item	Qty	Unit Cost	Price Per Room	Total
Exterior Signage				\$391.00	\$58,650.00
0	Pylon	0			
1	Monument - Monolith	1			
2	Building - 32" Letters - black day/white night	2			
1	Directional	1			
	Installation Fee	1			

Quantity	Item	Price Each	Total Amount
Enter any additional items in the yellow shaded areas below.			
1	Uniforms and Shoes		
1	Van (Typically leased; if purchased cost is \$45,000)		
1	Employee Break Room (Furniture and Equipment)		
1	Pool Furniture		
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$23,000.00

Preliminary Development Budget for Prototype

Name of Location:	Extended Stay Hotel - Judge Doyle Square				
Number of Floors:	12	(Indoor - Add 3,100 SF)			
Number of Rooms:	150				
Meeting Space:	900				
Pool:	Indoor Pool				
Number of Elevators:	2 Elevators				
Building Type:	Mid - Rise				
Construction Type:	Block and Plank	Room Mix:			
King Studios:	75	50%			
King One Bedrooms:	36	24%			
King Transient Rooms:	34	23%	Local Sales Tax %	7.00%	Overall Index
Queen/Queen One Bedrooms	5	3%	Purchasing Fee %	4.50%	
		0%	Freight Allowance %	8.00%	
Total Number of Rooms:	150				
Gross Building Area in Square Feet*:					
Base Construction Cost Per Square Foot:	\$118.00	US Dollars			

PERMITS, LICENSES & FEES					
Building Permit	\$480				0.01%
Franchise Fee	\$68,000				1.36%
Impact Fees					
Water/Sanitary Tap Fees	\$15,000				0.30%
Business Licenses	\$20,000				0.40%
Permits, Licenses & Fees Sub-Total		\$103,480	\$690	#DIV/0!	2.07%

DESCRIPTION	SUBTOTAL	TOTAL	PER KEY	PER SQ.FT.	Percentage of Total
FURNITURE, FIXTURES & EQUIPMENT					
Guestroom FF&E	\$1,348,390		\$8,989		27.01%
Guestroom Kitchen and Bath	\$344,217		\$2,295		6.90%
Guestroom OS&E	\$188,520		\$1,257		3.78%
Guestroom FF&E and OS&E		\$1,881,127	\$12,541	#DIV/0!	37.68%
Workout Room FF&E	\$7,174				0.14%
Workout Room Equipment and OS&E	\$51,891				1.04%
Gathering Room FF&E	\$6,851				0.14%
Gathering Room OS&E	\$35,664				0.71%
Corridor Costs	\$134,539				2.70%
The Commons FF&E and Millwork	\$327,789				6.57%
The Commons OS&E	\$24,374				0.49%
Kitchen/Bar/Buffet Equipment	\$160,000				3.21%
Maintenance Shop OS&E	\$8,402				0.17%
Commercial Laundry and HSKP OS&E	\$67,261				1.35%
Public Areas FF&E and OS&E		\$823,947	\$5,493	#DIV/0!	16.51%

Technology, Signage & Miscellaneous					0.00%
Technology and Cabling	\$323,280				6.48%
Interior Signage & Install	\$16,400				0.33%
Exterior Signage & Install	\$56,950				1.14%
Miscellaneous	\$32,000				0.64%
Construction / Marketing / Graphics & Signage	\$3,500				0.07%
Provisions for Attic Stock - All FF&E	\$27,051				0.54%
Technology, Signage & Miscellaneous		\$459,181	\$3,061	#DIV/0!	9.20%
Fees, Taxes & Freight					0.00%
Purchasing Fee Allowance (FF&E and OS&E)	\$105,427				2.11%
Installation Allowance	\$150,000				3.00%
Sales Tax	\$196,730				3.94%
Freight	\$224,834				4.50%
Warehousing (On-Site)	\$7,500				
Fees, Taxes & Freight		\$676,990	\$4,513	#DIV/0!	13.56%
Construction and Finish Out Sub-Total		\$3,941,245	\$26,275	#DIV/0!	88.80%
Inventories (Food & Beverage) Sub-Total		\$10,000	\$67	#DIV/0!	0.20%
PRE-OPENING EXPENSES					
Salaries & Wages	\$114,000				2.28%
Relocation, Payroll, T&E Expenses	\$35,340				0.71%
Office Rental & Expense	\$18,750				0.38%
Advertising & Promotional Expense	\$49,500				0.99%
Chain Services Fees	\$30,165				0.60%
Shared Service	\$6,000				0.12%
Pre-Opening Expenses Sub-Total		\$253,755	\$1,692	#DIV/0!	5.08%
Working Capital (Owner Optional) Sub-Total		\$0	\$0	#DIV/0!	0.00%
Project Management (By Owner) Sub-Total		\$0	\$0	#DIV/0!	0.00%
Insurance & Bonds Sub-Total		\$25,000	\$167	#DIV/0!	0.50%
FINANCIAL, TAXES & LEGAL					
Feasibility & Appraisals	\$12,500				0.25%
Initial Financing Costs	\$55,000				1.10%
Interim Interest (enter % in yellow box)	\$0	0%			0.00%
Ad Valorem Taxes	\$24,750				0.50%
Development Legal Expense	\$40,000				0.80%
Development Accounting Expense	\$20,000				0.40%
Development Fee (By Owner)	\$0				0.00%
Insurance During Construction	\$200				0.00%
Financial, Taxes & Legal Sub-Total		\$152,450	\$1,016	#DIV/0!	3.05%
Project-Wide Contingency Percentage (%)	2.5%	\$118,035	\$787	#DIV/0!	2.36%

Guest Room FF&E - <i><u>King Studio</u></i>		
ITEM:	Per Rm Cost	Total Project Cost
Casegoods	\$3,800	\$285,027
Seating	\$1,846	\$138,485
Lighting	\$786	\$58,922
Bedding & Drapery	\$682	\$51,140
Art Work	\$322	\$24,186
Finishes	\$339	\$25,421
Granite/Stone	\$386	\$28,950
Misc.	\$783	\$58,715
Brand Attributes	\$703	\$52,725
FF&E Sub-Total	\$9,648	\$723,571
Kitchen	\$1,828	\$137,123
Bathroom / Vanity Accessories	\$736	\$55,202
Kitchen and Bath Sub-Total	\$2,564	\$192,325
TOTALS:	\$12,212	\$915,895

Guest Room FF&E - <i><u>King Den (Transient)</u></i>		
ITEM:	Per Rm Cost	Total Project Cost
Casegoods	\$2,404	\$81,748
Seating	\$876	\$29,799
Lighting	\$788	\$26,784
Bedding & Drapery	\$425	\$14,462
Art Work	\$101	\$3,433
Finishes	\$392	\$13,316
Granite/Stone	\$165	\$5,610
Misc.	\$1,188	\$40,397
Brand Attributes	\$731	\$24,852
FF&E Sub-Total	\$7,071	\$240,401
Kitchen	\$0	\$0
Bathroom / Vanity Accessories	\$696	\$23,665
Kitchen and Bath Sub-Total	\$696	\$23,665
TOTALS:	\$7,767	\$264,066

Guest Room FF&E - *King 1 Bedroom*

ITEM:	Per Rm Cost	Total Project Cost
Casegoods	\$2,478	\$89,221
Seating	\$2,310	\$83,150
Lighting	\$670	\$24,118
Bedding & Drapery	\$703	\$25,297
Art Work	\$242	\$8,729
Finishes	\$392	\$14,100
Granite/Stone	\$443.00	\$15,948.00
Misc.	\$785	\$28,251
Brand Attributes	\$1,243.67	\$44,772.12
FF&E Sub-Total	\$9,266	\$333,586
Kitchen	\$2,426	\$87,347
Bathroom / Vanity Accessories	\$736	\$26,497
Kitchen and Bath Sub-Total	\$3,162	\$113,844
TOTALS:	\$12,429	\$447,430

Guest Room FF&E - *Queen Queen 1 Bedroom*

ITEM:	Per Rm Cost	Total Project Cost
Casegoods	\$2,887	\$14,437
Seating	\$2,310	\$11,549
Lighting	\$601	\$3,005
Bedding & Drapery	\$759	\$3,793
Art Work / Mirror	\$366	\$1,832
Finishes	\$403	\$2,013
Granite/Stone	\$406	\$2,030
Misc.	\$1,191	\$5,956
Brand Attributes	\$1,244	\$6,218
FF&E Sub-Total	\$10,167	\$50,833
Kitchen	\$2,426	\$12,132
Bathroom / Vanity Accessories	\$450	\$2,252
Kitchen and Bath Sub-Total	\$2,877	\$14,384
TOTALS:	\$13,043	\$65,217

Item #	ITEM:	QTY	Unit Cost	Per Rm Cost	Comments
	Casegoods			\$3,800.36	
G - 101 - 01	Headboard	1			
G - 101 - 03	Kitchen Island (not including stone top)	1			
G - 101 - 04	TV Divider Wall (includes acrylic panel)	1			
G - 101 - 05	Upholstered Ottoman	2			Includes fabric.
G - 220 - 05	Fabric - Upholstered Ottoman	0			1.5 yds.
G - 101 - 06	Nightstand Cubby	1			
G - 101 - 07	Bedside Dresser	1			
G - 101 - 13	Entry Organizer with Bookcase	1			
G - 101 - 16	Bathroom Vanity - Wet	1			
G - 101 - 20	Living Room Side Table	1			
G - 101 - 24	Freestanding Dresser	1			
	Seating/Fabric			\$1,846.46	
G - 201 - 02	Stretch-Out Sofa (includes fabric)	1			
G - 220 - 01	Fabric - Stretch-Out Sofa	0			22.5 yds.
G - 401 - 03	Decorative Pillow #1 at Sofa (includes fabric)	1			
G - 220 - 02A	Fabric - Pillow #1 at Sofa	0			.75 yds.
G - 220 - 12A	Fabric Welt - Pillow #1 at Sofa	0			.25 yds.
G - 401 - 04	Decorative Pillow #2 at Sofa (includes fabric)	1			
G - 220 - 03A	Fabric - Pillow #2 at Sofa	0			.75 yds.
G - 220 - 13A	Fabric Welt - Pillow #2 at Sofa	0			.25 yds.
G - 401 - 05	Decorative Pillow #3 at Sofa (includes fabric)	1			
G - 220 - 04A	Fabric - Pillow #3 at Sofa	0			.75 yds.
G - 220 - 14A	Fabric Welt - Pillow #3 at Sofa	0			.25 yds.
G - 201 - 04	Kitchen Captain's Chairs (includes fabric)	1			
G - 220 - 05	Fabric - Kitchen Captain's Chairs	0			1.1 yd.
G - 201 - 08	Stool at Kitchen Island (includes fabric)	1			
G - 220 - 05	Fabric - Stool at Kitchen Island	0			1 yd.
	Lighting			\$785.63	
G - 601 - 01	Ceiling Pendant Over Kitchen Island	1			
G - 601 - 02	Table Lamp - Sofa Corner	1			
G - 601 - 03	Table Lamp - Bedside	2			
G - 601 - 04	Table Lamp - Living Room Side Table	1			
G - 601 - 07	Backlit Mirror - Bathroom	1			
G - 601 - 10	Kitchen Undercabinet Light	2			
	Bedding & Drapery with Fabric			\$681.86	
G - 301 - 01	Roller Shades - Bedroom - Sheer and Blackout	1			
G - 301 - 03	Roller Shades - Living Room - Sheer and Blackout	1			
G - 401 - 01	Top Sheet - King (in OS&E)	0			
G - 401 - 06	Fitted Boxspring Cover - King	1			Includes fabric.
G - 220 - 09	Fabric - Fitted Boxspring Cover	0			3.25 yds.
	Art Work			\$322.48	
G - 701 - 01	Headboard - King	1			
G - 701 - 02	Kitchen Wall	1			
G - 701 - 03	Sofa Wall	1			
G - 701 - 04	Bathroom	1			
G - 701 - 06	Above Freestanding Dresser	1			
	Finishes			\$338.95	
G - 501 - 01	Carpet	28.5			SY
G - 501 - 01A	Carpet Base	70			LF
G - 501 - 02	Carpet Pad	22.8			
G - 501 - 05	Kitchen - "Wood" Plank Floor Vinyl - OPTION1 (By G.C.)	0			SF
G - 504 - 01	Bathroom - Floor Tile (By G.C.)	0			SF
G - 504 - 01A	Bathroom - Floor Tile Base (By G.C.)	0			PC
G - 504 - 02	Bathroom - Shower Wall Tile (By G.C.)	0			SF
G - 504 - 03	Bathroom - Shower Floor Tile (By G.C.)	0			SH
G - 504 - 04	Kitchen - Tile Backsplash (By G.C.)	0			SF
G - 504 - 05	Kitchen - "Wood" Plank Floor Tile - OPTION2 (By G.C.)	0			
G - 504 - 06	Bathroom - Shower Wall Bullnose Edge Tile (By G.C.)	0			PC
G - 901 - 43	Kitchen - Wood Base (By G.C.)	0			LF
	Granite / Stone			\$386.00	
G - 901 - 15	Bathroom Shower Sill	1			
G - 902 - 01	Kitchen - Island and Countertops with Side Splash	1			
G - 902 - 02	Bathroom - Wet Vanity Countertop	1			
	Misc.			\$782.87	
G - 901 - 21	Jack Pack	1			
G - 901 - 22	Jack Pack Mount	1			
G - 901 - 31	Mattress and Boxspring - King	1			
G - 901 - 32	Bed Base - King	1			
G - 901 - 37	Transition Strip - Corridor Carpet to Guestroom Entry Tile	0			By G.C.; FT, approx. 3 FT
G - 901 - 42	Corner Guard	0			By G.C.
G - 901 - 44	Transition Strip - Carpet to Vinyl for Kitchen Floor OPTION1	0			By G.C.; LF

Item #	ITEM:	QTY	Unit Cost	Per Rm Cost	Comments
G - 901 - 74	Closet Shelf and Rod - 24" - Living Room	1			
G - 901 - 90	Schluter Strip - Vertical Shower Tile Wall	0			By G.C.; FT
G - 901 - 91	Schluter Strip - Carpet to Bathroom Tile (also for Kitchen Flr OPT2)	0			By G.C.; FT, approx. 3 FT
	Brand Attributes			\$703.00	
G - 901 - 18	HD Television (42")	1			
G - 901 - 20	TV Swivel Base	1			
G - 901 - 80	DVD Player (OPTIONAL)	0			
	FF&E Sub-Total			\$9,647.61	
	Bathroom / Vanity Accessories			\$736.03	
G - 901 - 01	Decorative Grab Bar at Shower	1			
G - 901 - 03	Shower Trim and Valve (By G.C.)	0			Provided by G.C.
G - 901 - 04	Towel Shelf	1			
G - 901 - 05	Robe Hook	2			
G - 901 - 06	Corner Soap Dish	1			
G - 901 - 07	Showerhead, Arm & Flange	1			
G - 901 - 08	Hand Towel Rod	1			
G - 901 - 09	Toilet (By G.C.)	0			Provided by G.C.
G - 901 - 10	Toilet Paper Holder	1			
G - 901 - 11	Faucet	1			
G - 901 - 13	Shower Corner Foot Rest	1			
G - 901 - 69	Toilet Seat - Slow Close	1			
G - 901 - 72	Shower Door with Fixed Panels	1			
G - 901 - 84	Sink (By G.C.)	0			Provided by G.C.
	Kitchen			\$1,828.30	
G - 101 - 22	Kitchen Upper & Lower Cabinetry	1			Via Casegood Supplier
G - 901 - 16	Faucet	1			
G - 901 - 17	Sink (By G.C.)	0			Provided by G.C.
G - 901 - 23	Cooktop	1			
G - 901 - 24	Dishwasher	1			
G - 901 - 36	Undercounter Refrigerator at Kitchen Island	1			
G - 901 - 85	Compact Countertop Microwave	1			
G - 901 - 93	Range Hood	1			
	Kitchen and Bath Sub-Total			\$2,564.33	
			TOTAL:	\$12,211.94	

Guest Room FF&E - King Den

ITEM #	ITEM	QTY	Unit Cost	Per Rm Cost	Comments
	Casegoods			\$2,404.36	
G - 101 - 01	Headboard	1			
G - 101 - 05	Upholstered Ottoman	2			Includes fabric.
G - 220 - 05	Fabric - Upholstered Ottoman	0			1.5 yds.
G - 101 - 06	Nightstand Cubby	2			
G - 101 - 09	TV Stand/Dresser Unit	1			
G - 101 - 10	Desk Unit	1			
G - 101 - 15	Entry Valet Unit	1			
G - 101 - 19	Bathroom Vanity - Wet	1			
	Seating/Fabric			\$876.44	
G - 201 - 03	Chaise Lounge (includes fabric)	1			
G - 220 - 01	Fabric - Chaise Lounge	0			13 yds.
G - 401 - 03	Decorative Pillow #1 at Sofa (includes fabric)	1			
G - 220 - 02A	Fabric - Pillow #1 at Sofa	0			.75 yds.
G - 220 - 12A	Fabric Welt - Pillow #1 at Sofa	0			.25 yds.
G - 401 - 04	Decorative Pillow #2 at Sofa (includes fabric)	1			
G - 220 - 03A	Fabric - Pillow #2 at Sofa	0			.75 yds.
G - 220 - 13A	Fabric Welt - Pillow #2 at Sofa	0			.25 yds.
G - 201 - 05	Desk Chair (includes fabric)	1			
G - 220 - 07	Fabric - Desk Chair	0			
	Lighting			\$787.75	
G - 601 - 03	Table Lamp - Bedside	1			
G - 601 - 05	Desk Lamp	1			
G - 601 - 09	Dual Function Floor Lamp	1			
G - 601 - 57	Backlit Mirror - Bathroom	1			
	Bedding & Drapery with Fabric			\$425.34	
G - 301 - 01	Roller Shades - Bedroom - Sheer and Blackout	1			
G - 401 - 01	Top Sheet - King (in OS&E)	0			
G - 401 - 06	Fitted Boxspring Cover - King	1			Includes fabric.
G - 220 - 09	Fabric - Fitted Boxspring Cover	0			3.25 yds.
	Art Work			\$100.97	
G - 701 - 01	Headboard - King	1			
G - 701 - 04	Bathroom	1			
	Finishes			\$391.66	
G - 501 - 01	Carpet	33.5			
G - 501 - 01A	Carpet Base	70			
G - 501 - 02	Carpet Pad	26.8			
G - 504 - 01	Bathroom - Floor Tile (By G.C.)	0			Provided by G.C.
G - 504 - 01A	Bathroom - Floor Tile Base (By G.C.)	0			Provided by G.C.
G - 504 - 02	Bathroom - Shower Wall Tile (By G.C.)	0			Provided by G.C.
G - 504 - 03	Bathroom - Shower Floor Tile (By G.C.)	0			Provided by G.C.
G - 504 - 06	Bathroom - Shower Wall Bullnose Edge Tile (By G.C.)	0			Provided by G.C.
	Granite / Stone			\$165.00	
G - 901 - 15	Bathroom Shower Sill	1			
G - 902 - 02	Bathroom - Wet Vanity Countertop	1			
	Misc.			\$1,188.15	
G - 901 - 21	Jack Pack	1			
G - 901 - 22	Jack Pack Mount	1			
G - 901 - 25	Refrigerator	1			
G - 901 - 28	Microwave	1			
G - 901 - 31	Mattress and Boxspring - King	1			
G - 901 - 32	Bed Base - King	1			
G - 901 - 41	Full Length Mirror	1			
G - 901 - 42	Corner Guard	0			By G.C.
G - 901 - 77	Closet Shelf and Rod - 36"	1			
G - 901 - 90	Schluter Strip - Vertical Shower Tile Wall	0			By G.C.
G - 901 - 91	Schluter Strip - Carpet to Bathroom Tile	0			By G.C.
	Brand Attributes			\$730.95	
G - 901 - 18	HD Television (42")	1			
G - 901 - 20	TV Swivel Base	1			
G - 901 - 80	DVD Player (OPTIONAL)	0			
G - 901 - 100	Desktop Puck with Retractable Cable	1			
	FF&E Sub-Total			\$7,070.62	
	Bathroom / Vanity Accessories			\$696.03	
G - 901 - 01	Decorative Grab Bar at Shower	1			
G - 901 - 03	Shower Trim and Valve (By G.C.)	0			
G - 901 - 04	Towel Shelf	1			
G - 901 - 05	Robe Hook	2			
G - 901 - 06	Corner Soap Dish	1			
G - 901 - 07	Showerhead, Arm & Flange	1			
G - 901 - 08	Hand Towel Rod	1			
G - 901 - 09	Toilet (By G.C.)	0			
G - 901 - 10	Toilet Paper Holder	1			
G - 901 - 11	Faucet	1			
G - 901 - 13	Shower Corner Foot Rest	1			

ITEM #	ITEM	QTY	Unit Cost	Per Rm Cost	Comments
G - 901 - 69	Toilet Seat - Slow Close	1			
G - 901 - 84	Sink (By G.C.)	0			
G - 901 - 96	Shower Door with Fixed Panels	1			
	Bath Sub-Total			\$696.03	
			TOTAL:	\$7,766.65	

Guest Room FF&E - King One Bedroom Suite

ITEM #	ITEM	QTY	Unit Cost	Per Rm Cost	Comments
	Casegoods			\$2,478.36	
G - 101 - 01	Headboard	1			
G - 101 - 02	Kitchen Island (not including stone top)	1			
G - 101 - 05	Upholstered Ottoman	2			Includes fabric.
G - 220 - 05	Fabric - Upholstered Ottoman	0			1.5 yds.
G - 101 - 06	Nightstand Cubby	1			
G - 101 - 07	Bedside Dresser	1			
G - 101 - 12	Living Room Bookshelf	1			
G - 101 - 14	TV Console	1			
G - 101 - 14.1	Entry Organizer	1			
G - 101 - 17	Bathroom Vanity - Wet	1			
G - 101 - 18	Bathroom Vanity - Dry	1			
	Seating/Fabric			\$2,309.72	
G - 201 - 01	Stretch-Out Sofa (includes fabric)	1			
G - 220 - 01	Fabric - Stretch-Out Sofa	0			24 yds.
G - 401 - 03	Decorative Pillow #1 at Sofa (includes fabric)	1			
G - 220 - 02A	Fabric - Pillow #1 at Sofa	0			.75 yds.
G - 220 - 12A	Fabric Welt - Pillow #1 at Sofa	0			.25 yds.
G - 401 - 04	Decorative Pillow #2 at Sofa (includes fabric)	1			
G - 220 - 03A	Fabric - Pillow #2 at Sofa	0			.75 yds.
G - 220 - 13A	Fabric Welt - Pillow #2 at Sofa	0			.25 yds.
G - 401 - 05	Decorative Pillow #3 at Sofa (includes fabric)	1			
G - 220 - 04A	Fabric - Pillow #3 at Sofa	0			.75 yds.
G - 220 - 14A	Fabric Welt - Pillow #3 at Sofa	0			.25 yds.
G - 201 - 04	Kitchen Captain's Chairs (includes fabric)	1			
G - 220 - 05	Fabric - Kitchen Captain's Chairs	0			
G - 201 - 06	Upholstered Stool at Vanity - Bathroom (includes fabric)	1			
G - 220 - 07	Fabric - Upholstered Stool at Vanity - Bathroom	0			2.5 yds.
G - 201 - 08	Stool at Kitchen Island (includes fabric)	2			
G - 220 - 05	Fabric - Stool at Kitchen Island	0			2.5 yds.
	Lighting			\$669.95	
G - 601 - 01	Ceiling Pendant Over Kitchen Island	1			
G - 601 - 02	Table Lamp - Sofa Corner	1			
G - 601 - 03	Table Lamp - Bedside	2			
G - 601 - 04	Table Lamp - Living Room Side Table	1			
G - 601 - 06	Backlit Mirror - Bathroom	1			
	Bedding & Drapery with Fabric			\$702.70	
G - 301 -01	Roller Shades - Bedroom - Sheer and Blackout	1			
G - 301 -02	Roller Shades - Kitchen - Sheer and Blackout	1			
G - 401 - 01	Top Sheet - King (in OS&E)	0			
G - 401 - 06	Fitted Boxspring Cover - King	1			Includes fabric.
G - 220 - 09	Fabric - Fitted Boxspring Cover	0			3.25 yds.
	Art Work			\$242.48	
G - 701 - 01	Headboard - King	1			
G - 701 - 03	Sofa Wall	1			
G - 701 - 04	Bathroom	1			
G - 701 - 07	Kitchen Wall	1			
	Finishes			\$391.66	
G - 501 - 01	Carpet	33.5			
G - 501 - 01A	Carpet Base	70			
G - 501 - 02	Carpet Pad	26.8			
G - 501 - 05	Kitchen - "Wood" Plank Floor Vinyl (By G.C.) OPTION 1	0			
G - 504 - 01	Bathroom - Floor Tile (By G.C.)	0			
G - 504 - 01A	Bathroom - Floor Tile Base (By G.C.)	0			
G - 504 - 02	Bathroom - Shower Wall Tile (By G.C.)	0			
G - 504 - 03	Bathroom - Shower Floor Tile (By G.C.)	0			
G - 504 - 04	Kitchen - Backsplash Tile (By G.C.)	0			SF
G - 504 - 05	Kitchen - "Wood" Plank Floor Tile (By G.C.) OPTION 2	0			
G - 504 - 06	Bathroom - Shower Wall Bullnose Edge Tile (By G.C.)	0			
G - 901 - 43	Kitchen - Wood Base (By G.C.)	0			
	Granite / Stone			\$443.00	
G - 901 - 15	Bathroom Shower Sill	1			
G - 902 - 01	Kitchen - Island and Countertops with Side Splash	1			
G - 902 - 02	Bathroom - Wet and Dry Vanity Countertops	1			
	Misc.			\$784.74	
G - 901 - 21	Jack Pack	1			
G - 901 - 22	Jack Pack Mount	1			
G - 901 - 31	Mattress and Boxspring - King	1			
G - 901 - 32	Bed Base - King	1			
G - 901 - 37	Transition Strip - Corridor Carpet to Guestroom Entry Tile	0			By G.C.; FT, approx. 3 FT
G - 901 - 42	Corner Guard	0			By G.C.
G - 901 - 44	Transition Strip - Carpet to Vinyl for Kitchen Floor OPTION1	0			By G.C.; LF
G - 901 - 76	Closet Shelf and Rod - 32" - Bedroom	1			
G - 901 - 90	Schluter Strip - Vertical Shower Tile Wall	0			By G.C.
G - 901 - 91	Schluter Strip - Carpet to Bathroom Tile (also for Kitchen Flr OPT2)	0			By G.C.

ITEM #	ITEM	QTY	Unit Cost	Per Rm Cost	Comments
	Brand Attributes			\$1,243.67	
G - 901 - 18	HD Television (42")	1			
G - 901 - 19	HD Television (37")	1			
G - 901 - 20	TV Swivel Base (for 42" TV)	1			
G - 901 - 70	Flat TV Wall Mount (for 37" TV)	1			
G - 901 - 80	DVD Player (OPTIONAL)	0			
	FF&E Sub-Total			\$9,266.28	
	Bathroom / Vanity Accessories			\$736.03	
G - 901 - 01	Decorative Grab Bar at Shower	1			
G - 901 - 03	Shower Trim and Valve (By G.C.)	0			Provided by G.C.
G - 901 - 04	Towel Shelf	1			
G - 901 - 05	Robe Hook	2			
G - 901 - 06	Corner Soap Dish	1			
G - 901 - 07	Showerhead, Arm & Flange	1			
G - 901 - 08	Hand Towel Rod	1			
G - 901 - 09	Toilet (By G.C.)	0			Provided by G.C.
G - 901 - 10	Toilet Paper Holder	1			
G - 901 - 11	Faucet	1			
G - 901 - 13	Shower Corner Foot Rest	1			
G - 901 - 69	Toilet Seat - Slow Close	1			
G - 901 - 84	Sink (By G.C.)	0			Provided by G.C.
G - 901 - 95	Shower Door with Fixed Panels	1			
	Kitchen			\$2,426.30	
G - 101 - 21	Kitchen Upper & Lower Cabinetry	1			Via Casegood Supplier
G - 901 - 16	Faucet	1			
G - 901 - 17	Sink (By G.C.)	0			Provided by G.C.
G - 901 - 23	Cooktop	1			
G - 901 - 24	Dishwasher	1			
G - 901 - 26	Full Size Refrigerator	1			
G - 901 - 27	Convection Over-the-Range Microwave	1			
G - 901 - 30	Garbage Disposal (By G.C.)	0			Provided by G.C.
	Kitchen and Bath Sub-Total			\$3,162.33	
			TOTAL:	\$12,428.61	

Guest Room FF&E - Queen Queen One Bedroom Suite
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ITEM #	ITEM	QTY	Unit Cost	Per Rm Cost	Comments
	Casegoods			\$2,887.36	
G - 101 - 60	Headboard	2			
G - 101 - 02	Kitchen Island (not including stone top)	1			
G - 101 - 05	Upholstered Ottoman	2			Includes fabric.
G - 220 - 05	Fabric - Upholstered Ottoman	0			1.5 yds.
G - 101 - 07	Bedside Dresser	1			
G - 101 - 12	Living Room Bookshelf	1			
G - 101 - 14	TV Console	1			
G - 101 - 14.1	Entry Organizer	1			
G - 101 - 17	Bathroom Vanity - Wet	1			
G - 101 - 18	Bathroom Vanity - Dry	1			
G - 101 - 29	Freestanding Dresser	1			
	Seating/Fabric			\$2,309.72	
G - 201 - 01	Stretch-Out Sofa (includes fabric)	1			
G - 220 - 01	Fabric - Stretch-Out Sofa	0			22.5 yds.
G - 401 - 03	Decorative Pillow #1 at Sofa (includes fabric)	1			
G - 220 - 02A	Fabric - Pillow #1 at Sofa	0			.75 yds.
G - 220 - 12A	Fabric Welt - Pillow #1 at Sofa	0			.25 yds.
G - 401 - 04	Decorative Pillow #2 at Sofa (includes fabric)	1			
G - 220 - 03A	Fabric - Pillow #2 at Sofa	0			.75 yds.
G - 220 - 13A	Fabric Welt - Pillow #2 at Sofa	0			.25 yds.
G - 401 - 05	Decorative Pillow #3 at Sofa (includes fabric)	1			
G - 220 - 04A	Fabric - Pillow #3 at Sofa	0			.75 yds.
G - 220 - 14A	Fabric Welt - Pillow #3 at Sofa	0			.25 yds.
G - 201 - 04	Kitchen Captain's Chairs (includes fabric)	1			
G - 220 - 05	Fabric - Kitchen Captain's Chairs	0			
G - 201 - 06	Upholstered Stool at Vanity - Bathroom (includes fabric)	1			
G - 220 - 07	Fabric - Upholstered Stool at Vanity - Bathroom	0			2.5 yds.
G - 201 - 08	Stool at Kitchen Island (includes fabric)	2			
G - 220 - 05	Fabric - Stool at Kitchen Island	0			2.5 yds.
	Lighting			\$600.95	
G - 601 - 01	Ceiling Pendant Over Kitchen Island	1			
G - 601 - 02	Table Lamp - Sofa Corner	1			
G - 601 - 04	Table Lamp - Living Room Side Table	1			
G - 601 - 06	Backlit Mirror - Bathroom	1			
G - 601 - 50	Two-Bulb Nightstand Lamp	1			
	Bedding & Drapery with Fabric			\$758.64	
G - 301 - 01	Roller Shades - Bedroom - Sheer and Blackout	1			
G - 301 - 02	Roller Shades - Kitchen - Sheer and Blackout	1			
G - 401 - 51	Top Sheet - Queen (in OS&E)	0			
G - 401 - 53	Fitted Boxspring Cover - Queen	2			Includes fabric.
G - 220 - 09	Fabric - Fitted Boxspring Cover	0			3 yds. Ea.
	Art Work			\$366.48	
G - 701 - 03	Sofa Wall	1			
G - 701 - 04	Bathroom	1			
G - 701 - 06	Above Freestanding Dresser	1			
G - 701 - 07	Kitchen Wall	1			
G - 701 - 50	Headboard - Over Left Bed - Queen	1			
G - 701 - 51	Headboard - Over Right Bed - Queen	1			
	Finishes			\$402.66	
G - 501 - 01	Carpet	33.5			
G - 501 - 01A	Carpet Base	90			
G - 501 - 02	Carpet Pad	26.8			
G - 501 - 05	Kitchen - "Wood" Plank Floor Vinyl (By G.C.) OPTION 1	0			OR G-504-05
G - 504 - 01	Bathroom - Floor Tile (By G.C.)	0			
G - 504 - 01A	Bathroom - Floor Tile Base (By G.C.)	0			
G - 504 - 02	Bathroom - Shower Wall Tile (By G.C.)	0			
G - 504 - 03	Bathroom - Shower Floor Tile (By G.C.)	0			
G - 504 - 04	Kitchen - Backsplash Tile (By G.C.)	0			SF
G - 504 - 05	Kitchen - "Wood" Plank Floor Tile (By G.C.) OPTION 2	0			OR G-501-02
G - 504 - 06	Bathroom - Shower Wall Bullnose Edge Tile (By G.C.)	0			
G - 901 - 43	Kitchen - Wood Base (By G.C.)	0			
	Granite / Stone			\$406.00	
G - 902 - 01	Kitchen - Island and Countertops with Side Splash	1			
G - 902 - 02	Bathroom - Wet and Dry Vanity Countertops	1			
	Misc.			\$1,191.10	
G - 901 - 21	Jack Pack	1			
G - 901 - 22	Jack Pack Mount	1			
G - 901 - 34	Mattress and Boxspring - Queen	2			
G - 901 - 35	Bed Base - Queen	2			
G - 901 - 37	Transition Strip - Corridor Carpet to Guestroom Entry Tile	0			By G.C.; FT, approx. 3 FT
G - 901 - 42	Corner Guard	0			By G.C.
G - 901 - 44	Transition Strip - Carpet to Vinyl for Kitchen Floor OPTION1	0			By G.C.; LF
G - 901 - 77	Closet Shelf and Rod - 36"	1			
G - 901 - 90	Schluter Strip - Vertical Shower Tile Wall	0			By G.C.

ITEM #	ITEM	QTY	Unit Cost	Per Rm Cost	Comments
G - 901 - 91	Schluter Strip - Carpet to Bathroom Tile (also for Kitchen Flr OPT2)	0			By G.C.
	Brand Attributes			\$1,243.67	
G - 901 - 18	HD Television (42")	1			
G - 901 - 19	HD Television (37")	1			
G - 901 - 20	TV Swivel Base (for 42" TV)	1			
G - 901 - 70	Flat TV Wall Mount (for 37" TV)	1			
G - 901 - 80	DVD Player (OPTIONAL)	0			
	FF&E Sub-Total			\$10,166.58	
	Bathroom / Vanity Accessories			\$450.45	
G - 901 - 01	Decorative Grab Bar at Tub	1			
G - 901 - 04	Towel Shelf	1			
G - 901 - 05	Robe Hook	2			
G - 901 - 06	Corner Soap Dish	1			
G - 901 - 07	Showerhead, Arm & Flange	1			
G - 901 - 08	Hand Towel Rod	1			
G - 901 - 09	Toilet (By G.C.)	0			Provided by G.C.
G - 901 - 10	Toilet Paper Holder	1			
G - 901 - 11	Faucet	1			
G - 901 - 60	Bathtub (By G.C.)	0			
G - 901 - 66	Shower/Tub Trim and Valve (By G.C.)	0			
G - 901 - 69	Toilet Seat - Slow Close	1			
G - 901 - 71	Shower Curtain	1			
G - 901 - 78	Curved Shower Rod	1			
G - 901 - 84	Sink (By G.C.)	0			
	Kitchen			\$2,426.30	
G - 101 - 21	Kitchen Upper & Lower Cabinetry	1			By Casegood Supplier
G - 901 - 16	Faucet	1			
G - 901 - 17	Sink (By G.C.)	0			Provided by G.C.
G - 901 - 23	Cooktop	1			
G - 901 - 24	Dishwasher	1			
G - 901 - 26	Full Size Refrigerator	1			
G - 901 - 27	Convection Over-the-Range Microwave	1			
G - 901 - 30	Garbage Disposal (By G.C.)	0			Provided by G.C.
	Kitchen and Bath Sub-Total			\$2,876.75	
			TOTAL:	\$13,043.33	

	Item		Par	Total Qty	Price per Room	Total
	Pillows				\$79	\$11,915
	Double Down Surround Feather Pillows - 4/ King & 3/ Q/Q		105%	641		
	Pillow Covers - 1 per feather pillow		115%	702		
	Trillium Fiber Fill Pillows - 1 per Room		110%	165		
	Mattress Pads				\$13	\$2,003
	King Mattress Pads		110%	160		
	Queen Mattress Pads		110%	11		
	Double Mattress Pads - Sleepers		105%	122		
	Linen				\$223	\$33,485
	King Top Sheet - Decorative		300%	435		
	King Fitted Sheets (78x80, 14.5" pocket depth)		300%	435		
	King Flat Sheet (108 x 122, 1" hem)		300%	435		
	Queen Top Sheet - Decorative		300%	30		
	Queen Fitted (Beds & Sofa Sleepers)		300%	378		
	Queen Flat (98 x 122, 1" hem) (Beds & SS)		300%	378		
	Standard Pillow Cases (20 x 31, 3" hem)		300%	2560		
	Blankets				\$90	\$13,554
	King - Low Profile Down Blankets (108x89)		110%	160		
	Queen Size - Low Profile Down Blankets (98x89)		125%	13		
	Grand Patrician Blanket - Closet (80x90)		110%	165		
	Terry				\$76	\$11,418
	Bath Towel (27X54)		300%	1365		
	Hand Towel (16X30)		300%	1365		
	Wash Cloth (13X13)		300%	1365		
	Bath Mat (20X30)		300%	450		
	Dishcloth		200%	464		
	Kitchen Towel		200%	464		
	Pot Holder		200%	464		
	Amenities and Miscellaneous Items				\$246	\$36,844
	Logo'd pens, assorted colors		1000%	3050		
	Bathroom Wastebasket		105%	158		
	Mesh round wastebaskets w/ liner inserts		110%	171		
	Replacement liners for round mesh wastebaskets		20%	30		
	Ice Bucket, 3 qt. (Den Room Only)		105%	36		
	Timex Alarm Clock Radio w/MP3 player		110%	171		
	Andis Irons, steam, auto-off, blue/white		110%	171		
	Homz, Ironing board, 13"x53"		110%	171		
	Ironing Organizer		110%	171		
	Bag, Vinyl storage, 15 x 10 x 27		110%	171		
	Andis Ionic, 1875W, Black Hair Dryer		110%	171		
	Shower Curtain Liner, Frosted Clear		120%	41		
	Shower curtain hooks		110%	37		
	Shower Curtain		110%	37		
	Tissue box cover, black		105%	163		
	Shampoo		1700%	2635		
	Conditioner		1400%	2170		
	Lotion		1400%	2170		
	Bath Soap		2300%	3565		
	Facial Soap		2300%	3565		
	Soap Dish, Plastic		115%	178		
	Amenity/Vanity Tray, Plastic		115%	178		
	Shower Cap		1400%	2170		
	Valet bags - generic		775%	1201		
	Note pads, logo'd, guestrooms, 15sheets/pad		500/case	3		
	Letterhead, 8.5x11; logo'd		1000/case	1		
	Envelopes, #10; logo'd		1000/case	1		
	Note Card, logo'd		250/case	1		
	Envelope for Notecard		250/case	1		
	Blanket bands		1000/case	4		
	Key Card Packet		1000/case	2		
	Green Program -- Door Hanger		100/case	5		
	Green Program -- Card		100/case	5		
	Do Not Disturb Sign		250%	375		

	Item					Par	Total Qty	Price per Room	Total
	Pet in Room Door Hanger					100/case	1		
	Housekeeping Refresh -- Door Hanger					100/case	2		
	Meeting Room Notepad					1000/case	2		
	Comment Card OPTIONAL					1000/case	0		
	Sofa Bed Sticker					105%	178		
	Forgot Something? Decal					25/case	8		
	Guest Market Decal					25/case	8		
	Remote Printing Decal					25/case	8		
	Dishwasher Sticker					25/case	4		
	Non Smoking Tent Card					100/case	10		
	Luggage Tag					1000/case	1		
	Key Card - Pending lock type					2500/case	1		
	Misc Sign Card					500/case	2		
	Business Cards					500/case	1		
	Telephone Instructions Card					200/case	5		
	Telephone Faceplates (incl. w/ phones)					100%	0		
	TV Instructions Card					100/case	10		
	Tag, Lost and Found					100/case	1		
	Grocery List					5/case	20		
	Cork Boards (Den Room Only)					110%	40		
	Magnet, Replacements					10/case	1		
	Hangers - 12 per Bedroom (6 Pant, 6 Shirt)					115%	2139		
	Luggage Rack					110%	165		
	Guestroom Smallwares & Supplies							\$529	\$79,300
	Coffee Mug, in-room, 12 oz. FSW					200%	1200		
	Juice Glass, in-room, 8 oz.					200%	1200		
	Plate, dinner 11", FSW Ilona					200%	1200		
	Plate, Salad 8", FSW Ilona					200%	1200		
	Bowl, Cereal 5.75", FSW Ilona					200%	1200		
	Dinner Knife					200%	1200		
	Dinner Fork					200%	1200		
	Table Spoon					200%	1200		
	Teaspoon					200%	1200		
	Wine Glass, in-room, 10.75 oz., Bourgogne					150%	900		
	Wing Wine Corkscrew					200%	300		
	Can Opener					150%	225		
	Vegetable Peeler; EZ-Grip; black					130%	195		
	Cutting Board ; 9"x12", Acrylic Clear					110%	165		
	5-Compartment Silverware Tray, White					110%	165		
	Drawer Organizer, for knives 3 X 15 X 2					110%	165		
	Drawer Organizer, for small utensils 9 X 3 X 2					110%	165		
	Drawer Organizer, for large utensils 15 X 6 X 2					110%	165		
	Ice Bin; white					110%	165		
	Measuring Cup (2 cup)					120%	180		
	Measuring spoons ;1tbsp, 1/2tbsp, 1tsp & 1/2tsp; white					120%	180		
	Salt/ Pepper Shakers					105%	158		
	Glass Pitcher; 60 oz.					120%	180		
	4 sided grater (all purpose stainless steel)					120%	180		
	2-slice toaster; black and chrome					110%	165		
	Coffee Makers, 4 cup					110%	165		
	Coffee regular - 4 cup filter pack					100/case	232		
	Coffee decaf - 4 cup filter pack					100/case	232		
	Non-dairy creamer					300%	2700		
	Sugar					300%	2700		
	Equal					300%	2700		
	Sweet & Low					300%	2700		
	Tea bags (regular)					1500/case	1		
	Tea bags (decaf)					1500/case	1		
	Casserole Dish; 2 qt. OPTIONAL					110%	0		
	Condiment Basket					110%	165		
	Waste-basket, under kitchen sink (12 qt / white)					110%	165		
	Colander 3 qt. white					110%	165		
	Dish & Sink Brush (white)					110%	165		
	3" paring knife polypropylene handle					110%	165		
	4 1/4" steak knife; polypropylene handle					110%	165		
	5" utility knife; polypropylene handle					110%	165		
	8" roast knife slicer; polypropylene handle					110%	165		
	Cooking Fork 13.5", high heat nylon; black					110%	165		
	Slotted Turner; 13.5"; high heat nylon; black					110%	165		
	Slotted Spoon; 13.5"; high heat nylon; black					110%	165		
	Solid Spoon; 13.5"; high heat nylon; black					110%	165		
	Ladle; 13.5"; high heat nylon; black					110%	165		
	Spatula					110%	165		
	Whisk; 10" EZ-Grip; nylon; black					110%	165		
	Cookware (7 piece set); stainless steel					105%	158		
	Cover, Plate					105%	158		
	Pan, Bacon					105%	158		

Item #	Item	Unit of Measure	Total Qty	Unit Cost	Total	Remarks
	Workout Room FF&E				\$7,174	
P-303-01	Roller Shades - Solar		2			
P-506-01	Resilient Sports Flooring (By G.C.)	SF	900			Provided by G.C.
P-507-03	Vinyl Base, Coved	LF	122			
P-801-03	Vinyl Wallcovering	LY	80			
P-801-04	Vinyl Wallcovering - Accent	SF	180			
P-908-10	Transition Strip between Floor Tile and Vinyl					LF; By G.C.
	Mirrors (By G.C.)					Provided by G.C.

Item #	Item	Total Qty	Price Per Sq Ft.	Total	Remarks
	Workout Room OS&E		\$57.66	\$51,891	
P-909-01	Recumbent Exercise Bicycle	1			
	Additional - Recumbent Exercise Bicycle	0			
P-909-02	Elliptical Machine	2			
	Additional - Elliptical Machine	0			
P-909-03	Treadmill	4			
	Additional - Treadmill	0			
P-909-04	Adjustable Bench	1			
	Additional - Adjustable Bench	0			
P-909-05	Dumbbell Rack and Weights	1			
	Additional - Dumbbell Rack and Weights	0			
P-909-06	Duel Adjustable Pulley Weight Resistance	1			
	Additional - Pulley Weight Resistance	0			
P-909-07	Upright Bicycle	1			
	Additional - Upright Bicycle	0			
	Yoga Mat and Accessories	4			
	Towel Shelf	1			
	Towels	60			
	Clock	1			
	Headsets, 100/case	1			
	Towel Hamper	1			
	Disinfecting Wipes Stand	1			
	Antibacterial Gym Wipes	1			
	Scale	1			
	Trash Can	1			

Item #	Item	Unit of Measure	Total Qty	Unit Cost	Total	Remarks
	Gathering Room FF&E			\$7.61	\$6,851.47	
P-303-02	Roller Shades - blackout	EA	2			
	Sheer - TBD	EA	2			
P-304-01	Window Valance	EA	4			By G.C.
P-501-06	Carpet - Gathering Rooms	SY	86			
P-503-01	Carpet Pad - Gathering Rooms	SY	80			
P-509-01	Wood Base	LF	0			By G.C.
P-601-01	Light Fixture - Wall Sconce	EA	4			
P-701-08	Artwork - Gathering Room	EA	1			
P-701-09	Artwork - Gathering Room	EA	1			
P-801-05	Vinyl Wallcovering - Main	LY	100			
P-801-06	Vinyl Wallcovering - Accent	LY	10			
P-902-01	Countertop, Quartz, 2" Edge	Lot	1			
P-908-01	Chair Rail (By G.C.)	LF	0			By G.C.
P-908-02	Display Rail (By G.C.)	LF	0			By G.C.

Item #	Item		Total Qty	Unit Cost	Total	Remarks
	Gathering Room OS&E			\$39.63	\$35,664.05	
P-205-05	Stack Chair	EA	70			
	Tables					
P-103-04	Table - Rectangular Conference Table w/ Modesty Panel	EA	12			
P-103-05	Table - Mobile Conference Table (OPTIONAL)	EA	0			
P-103-06	Table - Round Conference Table	EA	12			
P-909-09	Folding Table Cart for Round Tables	EA	2			
	Projectors					
	Minimum A/V Package (w/ wireless and screen)	EA	1			
	Additional - Projector - wireless	EA	0			
	Additional - Universal Inverted Projector Mount- White	EA	0			
	Additional - Projector - wired	EA	0			
	Projection Screens					
	Projection Screen Freestanding Table Model	EA	1			
	Easels					
	Easel 3 in 1	EA	2			
	Waste Receptacles					
	Waste Receptacle Half Round S/S Dark Brown Clearcoat	EA	2			
	Telephone					
	Soundstation 2 Expandable	EA	1			
	Television					
P-906-01	Television, 42"	EA	1			
P-909-17	Rolling TV Cart	EA	1			
	Additional Items					
P-908-05	Cabinet Hardware	EA	6			
P-909-08	Hand Truck - Stack Chair Carrier	EA	3			
	Executive Briefcase	EA	2			
	Supplies to fill briefcase (original fill)	EA	2			
	Coat Rack	EA	1			
P-909-10	Refrigerator Drawers	EA	2			

Item #	Item Short Description	Qty Per Room	Total Qty	Unit of Measure	Price Per Unit	Price Per Room	Total Amount	Notes
	Corridors					\$896.93	\$134,539	
P-103-11	Console Table at Elevator Foyer		23	EA				
P-303-03	Roller Shades - Solar		33	EA				
P-304-02	Window Valance		33	EA				Provided by G.C.
P-501-08	Carpet - Guest Corridors	9.0	1350	SY				Quantity Estimated
P-503-02	Carpet Pad - Guest Corridors	9.0	1350	SY				Quantity Estimated
P-504-01	Floor Tile, Porcelain (By G.C.)		0	EA				Provided by G.C.
P-509-03	Carpet Base - Guest Corridors	24.0	3600	LF				Quantity Estimated
P-601-04	Light Fixture - Wall Sconce		0	EA				
P-701-13	Artwork - Lobby Elevator Wall		1	EA				
P-702-03	Mirror - Elevator Lobby		23	EA				
P-801-10	Vinyl Wallcovering	16.0	2400	LY				Quantity Estimated
P-801-11	Vinyl Wallcovering - Accent (Table)		35	EA				
P-801-12	Vinyl Wallcovering - Accent (Chaise)		35	EA				
P-801-13	Vinyl Wallcovering - Accent (Mirror)		35	EA				
P-901-04	Corner Guards, 1" - Guest Corridors		0	EA				Provided by G.C.
P-908-08	Transition Strip between Carpet and Concrete/Linoleum		0	EA				LF; By G.C.
	Ice Machines		2	EA				

Item #	Item	Total Qty	Per Room Unit Cost	Total Amount	Remarks
	Artwork/Accessories/Mirrors		\$67.44	\$10,117	
P-701-01	Artwork - Buffet- Trash Area	1			
P-701-02	Artwork - Lobby - Community Table	1			
P-701-03	Artwork - Lobby - Entry	1			
P-701-04	Artwork - Behind the Desk (mailboxes)	1			
P-701-05	Artwork - Prefunction	1			
P-701-06	Artwork - The Commons Corridor, between Gathering Rooms	1			
P-701-07	Artwork - The Commons Corridor, across from Gathering Rooms	1			
P-701-10	Artwork - Restroom Corridor	1			
P-701-11	Artwork - Pool Table Area	1			
P-701-14	Artwork - The Office (set of 17)	1 lot			regular glass
P-702-01	Mirror - Vanity - Men's and Women's Public Restroom	2			
P-702-02	Mirror - Vanity - Pool and Employee Restrooms	2			
P-702-04	Plants - The Commons	1			
P-703-04thru07	Accessories - Bookcase at the Business Center	1 lot			
P-703-08thru13	Accessories - Buffet Shelves	1 lot			
P-703-14thru18	Accessories - The Entryway Seating Area	1 lot			
P-907-01	Decorative Wall Panel Insert - Pool Table Area	1			
	Carpet		\$28.35	\$4,253	
P-501-01	Carpet - Entry Mat	0			Provided by G.C.
P-501-02	Carpet - Inset at The Entryway Seating Area	23			SY
P-501-03	Carpet - Inset at Front Lobby Seating Area	33			SY
P-501-04	Carpet - Inset at Social Sectional Area	25			SY
P-501-05	Carpet - Inset at Pool Table Area	33			SY
P-501-07	Carpet - BOH Areas: GM Office, Sales Office, Work Room, Training Room	50			SY
P-503-01	Carpet Pad - BOH Areas	140			SY
P-503-02	Carpet Pad - The Commons and Pool Table Area	57			SY
	Tables		\$95.65	\$14,348	
P-102-01	Table Top - 24" x 30" - Seating in The Commons	3			
P-102-02	Table Base (for 24" x 30" Top) - Seating in The Commons	3			
P-102-03	Table Top - 36" x 36" - Seating in The Commons	3			
P-102-04	Table Base (for 36" sq. Top) - Seating in The Commons	3			
P-102-05	Table Top - 30" dia. - Front Lobby Seating Area	3			
P-102-06	Table Base (for 30" dia. Top) - Front Lobby Seating Area	3			
P-102-07	Table Top - 20" dia. - Front Lobby Seating Area	4			
P-102-08	Table Base (for 20" dia. Top) Front Lobby Seating Area	4			
P-102-09	Table Top - 20" dia. - The Entryway Seating Area	1			
P-102-10	Table Base (for 20" dia. Top) - The Entryway Seating Area	1			
P-102-11	Table Top - 20" dia. - Pool Table Area	2			
P-102-12	Table Base (for 20" dia. Top) - Pool Table Area	2			
P-103-01	Coffee Table - The Entryway Seating and the Business Center Areas	3			
P-103-02	Coffee Table - Social Sectional Area	1			
P-103-08	Table - 32" x 32" - BOH Employee Areas	1			
P-103-09	Table - 24" x 30" - BOH Employee Areas	2			
P-103-10	Pool Table and Accessories	1			
	Tile - Ceramic/Vinyl and Associated Bases		\$0.00	\$0	
P-504-01	Floor Tile, Porcelain - The Commons, H Bar, Buffet, Pool Table Area, Public Restrooms, Corridors, Elevator Cabs (By G.C.)	0			Provided by G.C.
P-504-02	Floor Tile, Quarry - Paver w/ tread - BOH Areas (By G.C.)	0			Provided by G.C.
P-504-03	Floor Tile, Quarry - Paver, smooth - Kitchen, Omelette Station, Guest Laundry, Ice Machine Room (By G.C.)	0			Provided by G.C.
P-504-05	Floor Tile, Ceramic - BOH Laundry, Employee and Pool Restrooms (By G.C.)	0			Provided by G.C.
P-505-01	Tile Base, Ceramic - Public Restrooms (By G.C.)	0			Provided by G.C.
P-505-02	Tile Base, Quarry- Coved w/ Bullnose - Kitchen, Omelette Station, Guest Laundry, Ice Machine Room	0			Provided by G.C.
P-505-03	Tile Base, Porcelain - H Bar, Buffet, The Commons, Pool Table Area (By G.C.)	0			Provided by G.C.
P-505-04	Tile Base, Coved - BOH Laundry, Employee and Pool Restrooms	0			Provided by G.C.
P-505-05	Tile Base, Coved - Pool Building	0			Provided by G.C.
P-505-06	Tile Base, Coved and Bullnose - Public Restrooms	0			Provided by G.C.
P-506-02	Floor Tile, Vinyl - Storage, Computer Room, Housekeeping, Telephone Rm, BOH Corridor, Elec. Rm, Break Rm, Stairwell	0			Provided by G.C.
P-506-03	Floor Sheet Vinyl - BOH Laundry, Housekeeping, Dry Storage	0			Provided by G.C.
P-507-01	Vinyl Base - BOH Areas, Storage Rms, Computer Rm, Telephone Rm, Stairwell Landings (By G.C.)	0			Provided by G.C.
P-507-02	Vinyl Base, Straight - GM Office, Sales Office, Training Room	0			Provided by G.C.
P-509-02	Wood Base - 6" - The Commons, Pool Table Area (By G.C.)	0			Provided by G.C.
P-804-01	Wall Tile, Ceramic - H Bar, Buffet	0			Provided by G.C.
P-804-02	Wall Tile, Ceramic - Public Restrooms (By G.C.)	0			Provided by G.C.
P-804-03	Wall Tile Trim, Ceramic, Bullnose - Public Restrooms (By G.C.)	0			Provided by G.C.
P-804-05	Wall Tile, Ceramic - Employee Restrooms (By G.C.)	0			Provided by G.C.
P-804-06	Wall Tile Trim, Ceramic - Employee Restrooms (By G.C.)	0			Provided by G.C.
P-804-07	Wall Tile, Porcelain - Pool Building Shower Area	0			Provided by G.C.
P-804-08	Wall Tile Trim, Ceramic, Bullnose - H Bar, Buffet	0			Provided by G.C.
P-804-09	Wall Tile, Ceramic - Pool Building Wainscot	0			Provided by G.C.
P-804-10	Wall Accent Tile, Glass - Pool Building Wainscot	0			Provided by G.C.
P-804-11	Tile Border, Glass - Swimming Pool	0			Provided by G.C.
P-804-13	Numerical Pool Depth Tile Marker	0			Provided by G.C.
P-804-14	No Diving Tile Marker	0			Provided by G.C.

Item #	Item	Total Qty	Per Room Unit Cost	Total Amount	Remarks
	Drapery		\$48.00	\$7,200	
P-303-01	Roller Shades - Solar	16			
	Lighting		\$151.90	\$22,785	
P-602-01	Light Fixture - Table Lamp - Social Sectional	2			
P-602-02	Light Fixture - Table Lamp - Communal Table	3			
P-602-03	Light Fixture - Table Lamp - The Commons	3			
P-602-05	Light Fixture - Table Lamp - Business Center	3			
P-603-01	Light Fixture - Floor Lamp - Business Center	1			
P-604-01	Light Fixture - Pendant - H Bar	5			
P-604-02	Light Fixture - Pendant - Social Sectional	1			Add \$500 for crate
P-604-03	Light Fixture - Pendant (set of 5) - Communal Table	1			
P-604-04	Light Fixture - Pendant - Front Desk	1			
P-604-06	Light Fixture - Pendant - Pool Table	1			Add \$500 for crate
P-605-01	Light Fixture - Vanity Sconce - Public Restrooms	2			
P-605-02	Light Fixture - Vanity Sconce - Pool Restrooms	2			
P-605-03	Light Fixture - Vanity Sconce - BOH Restrooms	1			
	Millwork		\$3,750.00	\$135,000	
	Millwork - Allowance	1			
	Miscellaneous		\$37.09	\$5,564	
P-901-01	Corner Guards, 3/4" - The Commons areas	15			Provided by G.C.
P-901-02	Corner Guards, 3/4" - The Commons areas	0			Provided by G.C.
P-901-03	Corner Guards, 1-1/2" - BOH Corridor	0			Provided by G.C.
P-901-05	Corner Guards, 1-1/2" - The Commons	0			Provided by G.C.
P-903-02	Straight Curtain Rod - Employee Restroom OPTIONAL	0			
P-903-03	Grab Bar at ADA Toilet - Public, Pool, & Employee Restrooms (By G.C.)	2			Provided by G.C.
P-903-04	Undermount Soap Dispenser - Public Restrooms (By G.C.)	2			Provided by G.C.
P-903-05	Vanity Faucet - Public Restrooms (By G.C.)	2			Provided by G.C.
P-904-01	Undercounter Lavatory - Public Restrooms (By G.C.)	4			Provided by G.C.
P-904-02	Wall Hung Lavatory - Pool and Employee Restrooms	3			Provided by G.C.
P-904-03	Wall Hung Toilet - Public, Pool, & Employee Restrooms	7			Provided by G.C.
P-904-04	Toilet Seat - Public, Pool, & Employee Restrooms	7			
P-904-05	Urinal - Men's Public Restroom	1			Provided by G.C.
P-904-06	ADA Shower Seat - Employee Restroom OPTIONAL	0			
P-904-07	Shower/Sliding Rod (ADA) and Trim - Employee Restroom OPTIONAL	0			Provided by G.C.
P-906-01	Television, 42" - Social Sectional	2			
P-906-02	Television, 55" - H Bar, Buffet, Communal Table, Pool Table	2			
P-906-03	Television Wall Mount (42" and 55" screens)	4			
P-908-03	Transition Strip between VCT and Linoleum	0			LF; Provided by G.C.
P-908-04	Transition Strip between Floor Tile and Carpet	0			LF; Provided by G.C.
P-908-07	Cabinet Hardware - H Bar and Buffet	24			
P-908-09	Transition Strip between Ceramic Tile and Linoleum	0			LF; Provided by G.C.
P-909-11	Display Box - Bits+Bites+Borrows Market	6			
P-909-12	Display Column - Bits+Bites+Borrows Market	2			Custom Cut
P-910-03	Pool Table Cue Rack	1			
	Pool Table Accessories	1			
	Pillows, Seating & Fabric for Seating		\$334.56	\$50,184	
P-201-01	Sofa 1- Sectional at Social Sectional	1			Fabric Included.
P-220-05	Fabric at Sofa 1	0			70 yds
P-201-02	Sofa 2- Sectional w/ Ottoman at The Entryway	1			
P-220-04	Fabric at Sofa 2	0			24.5 yds
P-202-01	Sofa Pillow A - for Sofa 1 and Sofa 2 (2 each sofa)	4			.75 yds EA
P-220-06	Fabric at Sofa Pillow A	3			
P-202-02	Sofa Pillow B - for Sofa 1 and Sofa 2 (2 each sofa)	4			.75 yds EA
P-220-07	Fabric at Sofa Pillow B	3			
P-202-03	Sofa Pillow C - for Sofa 1	2			.75 yds EA
P-220-08	Fabric at Sofa Pillow C	1.5			
P-202-04	Sofa Pillow D - for Sofa 2	2			.75 yds EA
P-220-07	Fabric at Sofa Pillow D	1.5			
P-203-01	Lounge Chair at Front Lobby Seating Area	8			Fabric Included.
P-220-01	Fabric at Lounge Chair Seat Cushion	0			1.5 yds
P-220-04	Fabric at Lounge Chair Body	0			5.5 yds
P-203-02	Lounge Chair, Swivel - at The Entryway	2			
P-220-01	Fabric at Lounge Chair - The Entryway	6			
P-203-03	Lounge Chair at Business Center	6			Fabric Included.
P-220-03	Fabric at Lounge Chair Seat and Back - Business Center	0			5.5 yds
P-220-05	Fabric at Lounge Chair Body - Business Center	0			3 yds
P-203-04	Lounge Chair, Swivel, Counter Height - at Pool Table Area	4			
P-220-02	Fabric at Lounge Chair - Pool Table Area	0			
P-203-05	Chair TBD	5			
P-220-02	Fabric at Chair - Front Lobby and Business Center	0			
P-204-01	Dining Chair, Armless - Seating in The Commons and Social Sectional Area	23			Fabric Included.
P-220-03	Fabric at Dining Chair, Armless	0			1.25 yds
P-204-02	Dining Chair, w/ Arms - Café Tables at Front Lobby	6			Fabric Included.
P-220-03	Fabric at Dining Chair, w/ Arms	0			1.5 yds
P-205-01	Side Chair, Armless - Business Center	2			
P-220-01	Fabric at Side Chair, Armless	2.5			1.25 yds EA
P-205-02	Task Chair, Executive - GM Office	1			
P-205-03	Task Chair - Sales Office, Work Room, BOH Office, Training	4			
P-205-04	Side Chair - GM Office, Sales Office, BOH Office	14			
P-207-01	Bench Cushion - The Commons	2			2.5 yds EA
P-220-01	Fabric at Bench Cusion	5			
P-208-01	Seat with Desktop at Business Center	5			
P-220-02	Fabric at Seat with Desktop Seat Cushion	0			
P-220-05	Fabric at Seat with Desktop Seat Back	0			
P-209-01	Bar Stool w/ Wood Legs, Arms, and Back Stretcher - H Bar, Social Sectional, Communal Table	27			Fabric Included.
P-220-03	Fabric at Bar Stool	0			1.5 yds
	Pool and Outdoor Commons		\$368.43	\$55,264	
P-401-01	Sofa - Sectional Corner Right Module- Outdoor Commons	1			
P-401-02	Sofa - Sectional Corner Left Module- Outdoor Commons	1			
P-401-03	Sofa - Sectional Corner Module- Outdoor Commons	1			
P-401-04	Sofa - Sectional Center Module- Outdoor Commons	5			

Item #	Item	Total Qty	Per Room Unit Cost	Total Amount	Remarks
P-401-05	Ottoman - Outdoor Commons	3			
P-401-06	Arm Chair - Outdoor Commons	9			
P-401-07	Table, Occasional - Outdoor Commons	6			
P-401-08	Bar Stool at Outdoor Kitchen Island - Outdoor Commons	4			
P-401-09	Dining Chair - Outdoor Commons	8			
P-401-10	Dining Table - Outdoor Commons	2			
P-401-11	Umbrella and Base - Outdoor Commons	2			
P-401-12	Indoor/Outdoor Pool Furniture Grouping 1	1			
P-401-13	Cast Aluminum Pool Furniture Grouping 2 (for High Wind Locations)	0			
P-601-02	Light Fixture - Perimeter Lighting - Indoor Pool Area (By GC)	0			qty 6
P-601-03	Light Fixture - Wall Sconce - Outdoor Commons	12			
P-602-06	Light Fixture - Table Lamp, Post Light and Pier Mount - Outdoor Commons	2			
P-603-03	Light Fixture - Floor Lamp - Outdoor Commons	2			
P-910-01	Fire Pit Unit, Round - Outdoor Commons	1			
P-910-02	Fire Pit Unit, Rectangular - Outdoor Commons	1			
	Vinyl Wall covering		\$22.62	\$3,393	
P-801-01	Vinyl Wallcovering - The Commons	150			
P-801-02	Vinyl Wallcovering - Accent - H Bar, Buffet, Restroom Corridor, Prefunction	75			
P-801-07	Vinyl Wallcovering - Public Restrooms	70			
P-805-01	FRP Sanitary Wall Panel - BOH	0			Provided by G.C.
	Stone		\$131.21	\$19,682.00	
P-902-01	Countertop, Quartz, 2" Edge - H Bar, Trash, Social Sectional Area, Community Table, Recycling Cabinet, Prefunction, Business Center	1			
P-902-02	Countertop, Marble, 3" Edge - Front Desk	1			
P-902-03	Countertop, Marble, 2" Edge - Bits+Bites+Borrows Market	1			
P-902-04	Countertop, Dark Brown Quartz - Public Restrooms	2			
	One Bay increase		\$0.00	\$0.00	
	Two Bay increase		\$0.00	\$0.00	
	Total:		\$2,185	\$327,789	

Qty	Units	Description	Price Per Unit	Price Per Room	Total
		Bellman/Luggage Carts		\$32	\$3,880
3	EA	Luggage Carts			
0	EA	Additional Luggage Carts			
Qty	Units	Description	Price Per Unit	Price Per Room	Total
		Guest Kitchen and Loaner Box Smallwares		\$107	\$13,172
4	EA	Bowl, Straight Sided Square, for cut fruit			
2	EA	Bowl, Straight Sided rectangular, for yogurt			
24	EA	Bowl, Straight Sided Square, for cottage cheese			
26	CS	Bowl, 14 oz, Square melamine 1dz/CS			
5	CS	Bowl, 8 oz, Square melamine 1dz/CS			
1	CS	Bowl, 3 oz, Square melamine 4dz/CS			
26	CS	Plate, 10" Square Melamine, 1dz/CS			
4	CS	Plate, 8" Square Melamine, 1dz/CS			
10	CS	Plate, 6" Square Melamine, 1dz/CS			
6	EA	Platter, 11x5.5", for breakfast bread station			
26	CS	Glass, Juice Tumbler, 10 oz. 12/CS			
21	CS	Mug, 14 oz. melamine 6/CS			
26	DZ	Table Fork			
26	DZ	Table Knife			
6	DZ	Teaspoon 12/CS			
26	CS	Tablespoon, Oval Soup Spoon 12/CS			
12	EA	Spoon, 10" Serving			
1	CS	Spoon, 8.5" Serving, 12/CS			
6	EA	Spoon Rest			
1	EA	Condiment Organizer 6 compartment			
2	EA	Holder, 3-tier Oatmeal Condiment Jars and Stand			
12	EA	Lid, Oatmeal Condiment Jar			
12	EA	Extra Oatmeal Condiment Jars			
9	EA	Holder, Flatware			
9	EA	Liner for Flatware Holder			
2	EA	Holder, Napkin, brushed chrome			
6	EA	Spatula, Mini 9" Slotted, for hot food presentation			
12	EA	Tongs, Bread, SS 9" Eclipse			
2	EA	Ladle, Oatmeal, 6 oz.			
1	EA	Ladle, Oatmeal, 8 oz.			
2	EA	Ladle, Punch, Long Handle, S/S rim			
1	CS	Ladle, Salad Dressing, 1 oz, SS, 12/CS			
4	EA	Pan, Omelet			
4	EA	Pan, Spring Inserts/Food Pan, 1.25 qt.			
2	EA	Pan, Spring Inserts/Food Pan, 2 qt.			
1	EA	Cooker/Warmer, Round Classic Countertop, 7 qt.			
2	EA	Insert, for Oatmeal Warmer, 7.25 qt. SS			
1	EA	Insert Cover, for Oatmeal Warmer, SS			
2	EA	Jar, for Syrup, 36 oz. clear w/black lid			
2	ST	Shaker, Salt & Pepper			
2	EA	Shaker, Powdered Sugar			
1	CS	Stirrer Sticks, 5.5", 10,000/CS			
4	EA	Holder, Stirrer Sticks			
6	EA	Corkscrew			
2	EA	High Chairs, Rubbermaid			
2	EA	Tray for High Chair			
12	EA	Holder, Indicator Sign, 6"			
2	EA	Wine Chiller			
18	EA	Insulated Chill Pitchers			
3	SH	Label, Pitchers, 6/sheet			
1	EA	Tray, Clear Acrylic, for omelet station ingredients			
3	EA	STAND,3 tier, round, BRUSHED CHROME			
12	EA	Bowl, White Porcelain, 8" round, use with 3 tier stand			
1	EA	SHELF, 3 tier, for PC cereal boxes			
2	EA	Basket/Stand, 9"diam. (Large) for whole fruit			

1	EA	BREAD BOX, Display w/cover			
1	EA	BREAD BOX, Single Tier, 3 drawer			
1	EA	BREAD BOX, Single Tier Stand			
4	EA	Counter Waste Bins			
6	EA	BUS BOX, BLACK,15"x20"x5"			
1	EA	Waste Receptacle Insert for Bussing Station			

Qty	Units	Description	Price Per Unit	Price Per Room	Total
HBar Smallwares				\$12	\$1,489
4	CS	Glass, Wine, 10-3/4oz. 24/CS Bourgogne			
3	CS	Glass, Old Fashioned,8 oz. 48/CS			
2	CS	Glass, Martini, 8oz., 12/CS			
2	CS	Glass, Cooler, 13oz, 48/CS			
3	CS	Glass, Champagne Flute, 13.75oz, 24/CS			
3	CS	Glass, Brandy, 12oz, 24/CS			
2	CS	Glass, Beer, 14oz, 24/CS			
6	EA	Wine Carafe			
2	EA	Cutting Board 6x9"			
3	EA	Condiment Holder, 5 Compartment			
2	EA	Cocktail Shaker/Strainer Set			
1	EA	Strainer			
4	EA	Corkscrew			
2	EA	Ice Scoops			
1	EA	Margarita Rimmer, 3 tier salt and sugar			
3	CS	Pourers, 1.5oz. Yellow w/black collar, 12/CS			
1	EA	Bar Spoon			
3	EA	Bar Tray			
2	EA	Bottle Opener, 7"			
1	EA	Jigger, .5 oz. - 1.5 oz.			
1	EA	Jigger, 1.5 oz. - 2 oz.			
2	EA	Muddler			
6	EA	Stopper Wine Vacuum System			
2	PK	Extra Rubber Cork, 2/PK			

Qty	Units	Description	Price Per Unit	Price Per Room	Total
Assembly Kitchen Supplies and Smallwares				\$47	\$5,833
1	EA	Clock			
6	EA	Catalog Wall System			
1	BOX	Magnetic Sheet Protector			
1	EA	Wall Rack with Hooks for Aprons and Hats			
3	EA	Dry Erase Board			
2	CS	Plastic Sheets			
1	CS	To-Go Container, Bowl w/Lid, 150/CS			
1	CS	To-Go Sandwich Bag, 500/CS			
1	CS	Cutlery Set, Disposable			
2	EA	Bin, Cutlery			
5	EA	Bowl, Mixing, SS 5 qt.			
1	EA	Bowl, Mixing, SS 8 qt.			
1	EA	Bowl, Mixing, SS 13 qt.			
4	EA	Bottle, Squeeze Dispensers 24 oz			
1	EA	Dredge, Small Hole, 10 oz. w/o handle, aluminum			
3	EA	Dredge, Large Hole, 10 oz. w/handle			
20	EA	Food Pan, 1/3 size, SS			
20	EA	Lid, 1/3 size food pan, clear			
20	EA	Food Pan, 1/6 size, SS			
20	EA	Lid, 1/6 size food pan, clear			
20	EA	Food Pan, 1/9 size, SS			
20	EA	Lid, 1/9 size food pan, clear			
15	EA	Food storage containers 2 qt, Cambro			
15	EA	Food storage containers 4 qt, Cambro			
15	EA	Food storage containers 8 qt, Cambro			
30	EA	Lid, for 2 qt. and 4 qt. Cambro			
15	EA	Lid, for 8 qt. Cambro			
8	EA	Pan, 2" Deep Full Size			
4	EA	Pan, 4" Deep Full Size			
12	EA	Pan, Full sheet, aluminum			
6	EA	Pan, Half sheet, aluminim			
12	EA	Pan, Merrichef			
2	EA	Pan, Merrichef Cake Pan			
6	EA	Pan, 8" C-Handle			
2	EA	Funnel			
4	EA	Ladle, 2 oz.			
5	EA	Spatula, Plastic 13.5"			
4	EA	Spoodle, 1 oz., solid, black handle			
6	EA	Spoodle, 2 OZ, SOLID, BLUE HANDLE			
2	EA	Spoodle, 6 OZ, SOLID, TEAL HANDLE			

3	EA	Tongs, 9.5" small, utility			
4	EA	Tongs, 9" LOCKING, HIGH HEAT			
6	EA	TURNER, LONG 12", HIGH HEAT			
1	EA	Colander, 11 qt.			
2	EA	Cutting Board 18x24"			
2	EA	Can Opener, manual			
1	EA	Pail Opener			
4	EA	Shears, Kitchen			
2	EA	Peeler, Vegetable			
2	EA	Pizza Cutter, 4"			
3	PK	Clip for Chips, 4/PK			
1	EA	Knife rack			
3	EA	Knife, Bread			
3	EA	Knife, Chef's			
3	EA	Knife, Paring			
1	EA	MEASURE, Cup, 1 pt			
1	EA	MEASURE, Set, 4 piece			
1	EA	Portion Scale 2LB x 1/8 oz			
2	EA	Digital thermocouple/Pocket therm			
12	EA	Cooler Thermometers			
1	EA	Ticket Rail			
2	EA	Pail, red 3qt. Kleen-Pail			
1	EA	Ice Scoop w/Guard, 32 oz			
1	EA	Saf-T-Ice Tote, 6 gal.			
2	ST	Hand & Nail Brush kit			
3	EA	Rack, Plate			
2	EA	Rack, Juice Tumbler 25 compart. w/1 open extender			
12	EA	Rack, Wine Glass 25 compart. w/4 extenders			
2	EA	Rack, Cooler Glass 36 compart. w/3 extenders			
5	EA	Rack, Mug 16 compart. w/1 extender			
2	EA	Rack, Martini Glass, 16 compart. w/2 extenders			
2	EA	Rack, Beer Glass, 25 compart. w/5 extenders			
1	EA	Rack, Brandy Glass, 36 compart. w/2 extenders			
2	EA	Rack, Champagne Flute, 36 compart. w/4 extenders			
2	EA	Rack, Flatware			
2	EA	Dolly for Dish Rack			
1	EA	Drain Box for Silverware Soak System			
1	EA	Bus box for Silverware Soak System			
4	EA	Slim Jim Trash Cans (BOH & FOH) CLR: GREY			
4	EA	Lid for Trash Can			
1	EA	Squeegee, 12" w/handle			
1	RL/1000	Label, DAY SQ,1"X1",WASH OFF,MONDAY			
1	RL/1000	Label, DAY SQ,1"X1",WASH OFF,TUESDAY			
1	RL/1000	Label, DAY SQ,1" WASH OFF,WEDNESDAY			
1	RL/1000	Label, DAY SQ,1"X1",WASH OFF,THURSDAY			
1	RL/1000	Label, DAY SQ,1"X1",WASH OFF,FRIDAY			
1	RL/1000	Label, DAY SQ,1"X1",WASH OFF,SATURDAY			
1	RL/1000	Label, DAY SQ,1"X1",WASH OFF,SUNDAY			
1	RL/500	Label, Blank Lined			
1	EA	Label DISPENSER,7 SLOT,F/1" LABELS			
48	EA	Bin, Label Holder, METRO			
2	EA	MITT, OVEN, 15", Blue			
1	RL	Chicken Caesar Salad Labels Printed Materials			
1	RL	Harvest Salad Label Printed Materials			
1	RL	Sicilian Wrap Label Printed Materials			
1	RL	Spinach Salad Label Printed Materials			
1	RL	Turkey & Brie Label Printed Materials			
			Total:		\$24,374

Item	Each	Description	Per Room Cost	Total
		Kitchen/Bar/Buffer Supplies and Equipment	\$1,067	\$160,000
	1	Allowance Final List TBD		
		Taxes, Freight, Installation, etc...	\$93	\$14,000
36	1	Freight, tax, storage, consolidation, delivery, installation, project management, engineering		

Item	Description	Total	Price Per Unit	Per Room Cost	Total
	Maintenance Shop OS&E			\$56	\$8,402
1	Lift	1			
1	Cart, Utility, for tools	1			
1	Cart, Utility	1			
1	Vacuum, Wet/Dry	1			
1	Hand Truck	1			
1	1/2" Electric Drill	1			
1	3/8" VSR Drill (cordless)	1			
1	Circular Saw	1			
1	Coping Saw	1			
1	Reciprocating Saw	1			
1	Sabre Saw	1			
1	Belt Sander	1			
1	Palm Grip Sander	1			
1	Engraver	1			
1	Basic Tool Set	1			
1	Screw extractor set	1			
1	4' Fiberglass Step Ladder	1			
1	6' Fiberglass Step Ladder	1			
1	Vise - 51/2" Heavy Duty	1			
1	8" Bench Grinder	1			
1	Wavetek - Multimeter	1			
1	Cooper Inst-Thermometer	1			
1	Worklight / Trouble Lamp	1			
1	C-Clamp 4" Malleable	1			
1	C-Clamp 6" Malleable	1			
1	C-Clamp 8" Malleable	1			
1	Jorgensen C-Clamp 10"	1			
1	2 PC Clamp set, Pipe clamps	1			
1	Bolt Cutter	1			
1	General - Sm Tube Cutter	1			
1	General - Tube Cutter	1			
1	General - Flaring tool	1			
1	Robinaire - Manifold gauge	1			
1	Scratch Awl	1			
1	Pipe Wrench - 10"	1			
1	Pipe Wrench - 14"	1			
1	Pipe Wrench - 15"	1			
1	Pipe Wrench - 18"	1			
1	Adjustable Wrench 6"	1			
1	Adjustable Wrench 8"	1			
1	Adjustable Wrench 12"	1			
1	Torque Wrench	1			
1	Basin Wrench	1			
1	Robinaire - pin straightener	1			
1	Nut driver set 7 pc Met	1			
1	Nut driver set 7 pc Std	1			
1	Locking Pliers 5"	1			
1	Locking Pliers 7-1/2"	1			
1	Locking Pliers 8-1/2"	1			
1	ARC Joint Pliers 16"	1			
1	Long Nose Pliers 6-1/2"	1			
1	Slip Joint Pliers 6-3/4"	1			
1	Hammer 3# Hand drilling (small sledge)	1			
1	Hammer 12oz. Plastic tip	1			
1	Hammer 16oz. CVD Claw	1			
1	Hammer 20oz. Straight Claw	1			
1	Union Fork Sledge Hammer - long handle	1			
1	Rubber Mallet	1			
1	Magna 6pc Screwdriver bit set	1			
1	12 PC set Wood boring bits	1			

Item	Description	Total	Price Per Unit	Per Room Cost	Total
1	14 PC Highspeed Bits	1			
1	Fish Tape Reel 100"	1			
1	Tape 1/2" X 12'	1			
1	Tape 1"X 25'	1			
1	Riveter - 901 swivel	1			
1	Soldering gun kit	1			
1	Ind. glue gun	1			
1	Ungar - heat gun	1			
1	Dual power stapler (stapler gun)	1			
1	Weller torch	1			
1	Wire brush	1			
1	Framing square, aluminum	1			
1	Combination square	1			
1	Punch & Chisel set	1			
1	4 PC nail set	1			
1	39 PC Tape & Die set	1			
1	Folding Hex Key set	1			
2	Hand impact driver	2			
1	Snips 10" comp. lev-l	1			
1	Snips 10" comp. lev-rt	1			
1	Snips 10" comp. lev-st	1			
2	Mirror	2			
2	Flexible Mask	2			
1	24" level	1			
1	Ray-o-Vac Flashlight 2D	4			
1	Ripping Bar 17 1/4	1			
1	Putty Knife	1			
1	Putty Knife - extra stiff	1			
2	Utility Knife	2			
2	Utility Knife replacement blades	2			
1	50' Extension cord	1			
1	Scraper 2 1/2"	1			
1	Scraper safety razor	1			
1	Mill file 6"	1			
1	Mill file 10"	1			
1	Bastard File 8"	1			
1	Bastard File 10"	1			
1	Round Bastard File	1			

Each	Item	Total Units	Unit Costs	Per Room Cost	Total
	Commercial Laundry and Housekeeping OS&E			\$448	\$67,261
2	Washers: (1) 60lbs and (1) 80lbs (installed)	2			
2	Dryers: (1) 75lbs and (1) 120lbs (installed)	2			
2	Washing Machine - Guest Laundry (w/coin mech)	2			
2	Dryer - Guest Laundry (w/coin mech)	2			
10	Room Attendant Carts (based on 16 rooms per attendant)	10			
10	3 Tier Collateral Holder (1 per cart)	10			
11	Glass Rack to place under room cart - for coffee mugs/glasses (1 per cart plus 1 for washing dirty dishes)	11			
10	Organizer for Attendant Carts (1 per cart)	10			
9	Bag, Small Canvas-for trash on carts (1 per cart)	9			
9	Bag, Large canvas-for dirty linen on carts	9			
21	Bag, Mesh	21			
12	Vacuums (1 per cart plus 2 for public areas)	12			
42	Bottle, for chemicals	42			
10	Pail (1 per cart)	10			
10	Brush, Toilet Bowl	10			
10	Door Stop (1 per cart)	10			
3	Rolling Linen Shelves (1 per floor minus first floor)	3			
9	Shelving-Room attendant storage closet (3 per Room Attendant Closet)	9			
10	Telescopic Squeegee pole (1 per cart)	10			
10	Telescopic Squeegee (1 per cart)	10			
10	Swivel Pad Handle w/36" Handle (1 per cart)	10			
10	Pad Non-Abrasive goes with the above handle (1 per cart)	10			
10	Squeegee Foam w/36 Handle (1 per cart)	10			
10	Telescopic Lambs Wool Duster (1 per cart)	10			
10	Tall Angle Broom (1 per cart)	10			
2	Mop buckets w/wringers (1 for kitchen,1 for Public Areas)	2			
1	Janitor Cart	1			
2	Locked Shelving Units for the Store Products (used for locking up supplies)	2			
1	Folding Table (Laundry room folding table)	1			
1	Extra Hand Folder (King size)	1			
10	Chemical Caddy for top of carts	10			
10	Rubbermaid Caddy	10			
1	Flatwork Ironer Laundry Cart (large sheet drying bin)	1			
2	Dirty Linen Laundry Cart	2			
2	Clean Linen Laundry Cart	2			
0	Clean Linen Laundry Cart (small)	0			
1	Trash Truck (transfer truck to dumpster)	1			
1	Lost & Found Cabinet	1			
1	Biohazard Clean up Kit	1			
18	Biohazard Cones (2 per cart)	18			
18	Biohazard Bags (2 per cart)	18			
5	Biohazard Sharps Kit (5 per property)	5			
2	First Aid Kits (1 for housekeeping, 1 for Back of House)	2			
2	Board, Bulletin 36x24	2			
1	Board, Bulletin 36x48	1			
1	Board, Dry Erase (Communication board for all staff)	1			
1	Eye Wash Station	1			

Each	Item	Total Qty	Unit Costs	Price Per Room	Total
	Technology			\$2,155	\$323,280
1	Saflok Key System - (No Locks Included)	1			
1	Saflok Key System - Locks, Hardware, Trim and Training	1			
1	Micros Opera PMS System, Micros Symphony POS System, and Admin Hardware & Software - 6 workstations, server and Interface PC	1			
0	PMS - Additional Workstations	0			
1	Mitel Phone System (incl. IDF Equipment)	1			
0	Cabling for all systems - Not Included, By GC	0			
1	Security System	1			
1	Sound system	1			
1	Highspeed Internet Access and Wireless	1			
1	Network Config & PC setup Professional Services	1			
1	Business Center Equipment	1			
1	Dedicated WAN Switch and computer room fixtures (incl. KVM & UPS)	1			
42	TV Install Only - public areas and 1 bed suites	42			
1	Television system DRE/MATV (estimate)	1			
150	Television and Jack Pack Installation	150			
1	Call Accounting System	1			
1	IT Consulting / PM Fee	1			
1	Training Room PCs	1			
1	Jack Pack (in Guestroom FF&E)	0			
1	Desktop Puck (in Guestroom FF&E)	0			

Each	Item		Unit Cost	Price Per Room	Total
	Interior Signage			\$109	\$16,400
150	Guestroom signage				
1	Public area signage				
1	Interior Signage Installation				

Each	Item		Unit Cost	Price Per Room	Total
	Exterior Signage			\$380	\$56,950
0	Pylon				
1	Monument				
2	Building				
0	Directional				
1	Installation Fee				

Each	Item	Total Qty	Unit Costs	Price Per Room	Total
	Chain Services			\$201	\$30,165
1	First Place Training (no cost) - Guide Books	30			
1	Brand Support pre-opening (13 days)	1			
1	Data Build	1			
1	Travel, Reimbursables, etc...	1			
1	Coaching a First Place Team (3 employees incl.)	3			

Block 105 Apartments



Name	JD Apartments
Street	Block 105 - Judge Doyle Square
City, State	Madison, WI
Number of Units	200
Number of Sq. Ft.	155,000

BEITLER

DEVELOPMENT BUDGET				
	Total	Per Unit	Per SF	% of TDC
LAND COSTS				
Land		\$0	\$0.00	0.00%
Subtotal Land Costs	\$0	\$0	\$0.00	0.00%
HARD COSTS				
Hard Costs	\$30,000,000	\$150,000	\$193.55	60.48%
Hard Cost Contingency	2.50% \$750,000	\$3,750	\$4.84	1.51%
Subtotal Hard Costs	\$30,750,000	\$153,750	\$198.39	61.99%
SOFT COSTS				
Construction Supervision	\$30,000	\$150	\$0.19	0.06%
A/E Design (3.5% of HC)	\$1,050,000	\$5,250	\$6.77	2.12%
Market Studies	\$15,000	\$75	\$0.10	0.03%
Renderings, Virtual Tour, WWW	\$10,000	\$50	\$0.06	0.02%
Insurance	\$150,000	\$750	\$0.97	0.30%
TI Allowance	\$1,000,000	\$5,000	\$6.45	2.02%
Commissions	\$182,590	\$913	\$1.18	0.37%
Paper Marketing	\$10,000	\$50	\$0.06	0.02%
Municipal Permit Fees	\$5,000	\$25	\$0.03	0.01%
Utility Connection Fees	\$50,000	\$250	\$0.32	0.10%
Legal Fees	\$100,000	\$500	\$0.65	0.20%
Travel & Reimbursements	\$25,000	\$125	\$0.16	0.05%
RE Tax Reserve	\$50,000	\$250	\$0.32	0.10%
Third Party Consultants	\$25,000	\$125	\$0.16	0.05%
FF&E (\$30/SF)	\$4,650,000	\$23,250	\$30.00	9.37%
Adjacent Property Easements	\$25,000	\$125	\$0.16	0.05%
Title Fees	\$25,000	\$125	\$0.16	0.05%
Parking (225 Stalls)	\$7,875,000	\$39,375	\$50.81	15.88%
Soft Cost Contingency	5.00% \$763,880	\$3,819	\$4.93	1.54%
Subtotal Soft Costs	\$16,041,470	\$80,207	\$103.49	32.34%
FINANCING, LEGAL, TAXES & INSURANCE				
Carry Cost Reserve		\$0	\$0.00	0.00%
Legal Fees	\$75,000	\$375	\$0.48	0.15%
Lender Loan Fee (% of Construction Loan)	1.00% \$346,098	\$1,730	\$2.23	0.70%
RE Taxes	\$1,000,000	\$5,000	\$6.45	2.02%
Insurance/Bonds		\$0	\$0.00	0.00%
Developer's Fee	4.00% \$1,230,000	\$6,150	\$7.94	2.48%
Subtotal Financing, Legal, Taxes & Insurance	\$2,651,098	\$13,255	\$17.10	5.34%
Total Development Cost	\$49,442,567	\$247,213	\$318.98	99.68%
ADDITIONAL COSTS				
Additional Legal & DD		\$0	\$0.00	0.00%
Venture Capitalized Expense (Equity Fee)	1.00% \$133,745	\$669	\$0.86	0.27%
Misc. Expenses	\$25,000	\$125	\$0.16	0.05%
Subtotal Additional Costs	\$158,745	\$794	\$1.02	0.32%
Total Development Project Cost	\$49,601,312	\$248,007	\$320.01	100.00%

RESIDUAL ANALYSIS		
Hold Period	10 yrs	
Sale Date	3/31/2026	
APARTMENTS		
Year 11 Apartment NOI		\$1,964,019
Reserves	\$250/unit	\$50,000
NOI After Reserves		\$1,914,019
	Cap Rate	
RESIDUAL VALUE	6.50%	\$29,446,442
Per Unit		\$147,232
Per Square Foot		\$190
COMMERCIAL		
Year 11 Commercial NOI		\$190,016
	Cap Rate	
RESIDUAL VALUE	7.00%	\$2,714,507
<div> <div>Apartment Value</div> <div>6.50%</div> <div>\$29,446,442</div> </div> <div> <div>Commercial Value</div> <div>7.00%</div> <div>\$2,714,507</div> </div> <div> <div>Blended Cap Rate</div> <div>6.54%</div> <div>\$32,160,949</div> </div>		

PROPERTY INFORMATION			
Name	JD Apartments	Average Unit Size:	775 sq. ft.
Street	Block 105 - Judge Doyle Square	# of Buildings:	2
City, State	Madison, WI	Land Area:	4/15/2015
Number of Units	200	Density:	#DIV/0!
Number of Sq. Ft.	155,000		
Notable Attributes:			

*Rental Rate Income Assumptions were per CBRE, 2015 1st Quarter Multi-Family Market Report for the City of Madison

[illegible]

CONSTRUCTION LOAN

Loan-To-Value	70.00%
Amortization Type	Interest Only
I/O Period (Years)	3
Term	360
Total Loan Amount	\$34,609,797

CONSTRUCTION LOAN INTEREST RATE

Year 1	4.75%	Year 6	4.75%
Year 2	4.75%	Year 7	4.75%
Year 3	4.75%	Year 8	4.75%
Year 4	4.75%	Year 9	4.75%
Year 5	4.75%	Year 10	4.75%

First Draw	5/1/2014
Last Draw	12/1/2017
# of Draws	43

Period	Quarter	Date	Interest Rate	Beginning	Outstanding					
				Balance	Monthly Draws	Balance	Payment	Interest	Principal	Ending Balance
1	1	4/1/2016	4.75%	\$0	\$804,879	\$804,879	\$3,186	\$3,186	\$0	\$804,879
2	1	5/1/2016	4.75%	\$804,879	\$804,879	\$1,609,758	\$6,372	\$6,372	\$0	\$1,609,758
3	1	6/1/2016	4.75%	\$1,609,758	\$804,879	\$2,414,637	\$9,558	\$9,558	\$0	\$2,414,637
4	2	7/1/2016	4.75%	\$2,414,637	\$804,879	\$3,219,516	\$12,744	\$12,744	\$0	\$3,219,516
5	2	8/1/2016	4.75%	\$3,219,516	\$804,879	\$4,024,395	\$15,930	\$15,930	\$0	\$4,024,395
6	2	9/1/2016	4.75%	\$4,024,395	\$804,879	\$4,829,274	\$19,116	\$19,116	\$0	\$4,829,274
7	3	10/1/2016	4.75%	\$4,829,274	\$804,879	\$5,634,153	\$22,302	\$22,302	\$0	\$5,634,153
8	3	11/1/2016	4.75%	\$5,634,153	\$804,879	\$6,439,032	\$25,488	\$25,488	\$0	\$6,439,032
9	3	12/1/2016	4.75%	\$6,439,032	\$804,879	\$7,243,911	\$28,674	\$28,674	\$0	\$7,243,911
10	4	1/1/2017	4.75%	\$7,243,911	\$804,879	\$8,048,790	\$31,860	\$31,860	\$0	\$8,048,790
11	4	2/1/2017	4.75%	\$8,048,790	\$804,879	\$8,853,669	\$35,046	\$35,046	\$0	\$8,853,669
12	4	3/1/2017	4.75%	\$8,853,669	\$804,879	\$9,658,548	\$38,232	\$38,232	\$0	\$9,658,548
13	5	4/1/2017	4.75%	\$9,658,548	\$804,879	\$10,463,427	\$41,418	\$41,418	\$0	\$10,463,427
14	5	5/1/2017	4.75%	\$10,463,427	\$804,879	\$11,268,306	\$44,604	\$44,604	\$0	\$11,268,306
15	5	6/1/2017	4.75%	\$11,268,306	\$804,879	\$12,073,185	\$47,790	\$47,790	\$0	\$12,073,185
16	6	7/1/2017	4.75%	\$12,073,185	\$804,879	\$12,878,064	\$50,976	\$50,976	\$0	\$12,878,064
17	6	8/1/2017	4.75%	\$12,878,064	\$804,879	\$13,682,943	\$54,162	\$54,162	\$0	\$13,682,943
18	6	9/1/2017	4.75%	\$13,682,943	\$804,879	\$14,487,822	\$57,348	\$57,348	\$0	\$14,487,822
19	7	10/1/2017	4.75%	\$14,487,822	\$804,879	\$15,292,701	\$60,534	\$60,534	\$0	\$15,292,701
20	7	11/1/2017	4.75%	\$15,292,701	\$804,879	\$16,097,580	\$63,720	\$63,720	\$0	\$16,097,580
21	7	12/1/2017	4.75%	\$16,097,580	\$804,879	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
22	8	1/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
23	8	2/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
24	8	3/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
25	9	4/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
26	9	5/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
27	9	6/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
28	10	7/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
29	10	8/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
30	10	9/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
31	11	10/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
32	11	11/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
33	11	12/1/2018	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
34	12	1/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
35	12	2/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
36	12	3/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
37	13	4/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
38	13	5/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
39	13	6/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
40	14	7/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
41	14	8/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
42	14	9/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
43	15	10/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
44	15	11/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
45	15	12/1/2019	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
46	16	1/1/2020	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
47	16	2/1/2020	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
48	16	3/1/2020	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
49	17	4/1/2020	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
50	17	5/1/2020	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
51	17	6/1/2020	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
52	18	7/1/2020	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
53	18	8/1/2020	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
54	18	9/1/2020	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459
55	19	10/1/2020	4.75%	\$16,902,459	\$0	\$16,902,459	\$66,906	\$66,906	\$0	\$16,902,459

PERMENANT LOAN

Takeout Date	9/1/2018
Amortization Type	Amortization
I/O Period (Years)	1
Term	360
Loan Amount	\$34,609,797
Origination Fees	1.00%

CONSTRUCTION LOAN INTEREST RATE

Year 1	5.00%	Year 6	5.00%
Year 2	5.00%	Year 7	5.00%
Year 3	5.00%	Year 8	5.00%
Year 4	5.00%	Year 9	5.00%
Year 5	5.00%	Year 10	5.00%

Beginning								
Period	Quarter	Date	Interest Rate	Balance	Payment	Interest	Principal	Ending Balance
1	1	4/1/2016	5.00%	\$0	\$0	\$0	\$0	\$0
2	1	5/1/2016	5.00%	\$0	\$0	\$0	\$0	\$0
3	1	6/1/2016	5.00%	\$0	\$0	\$0	\$0	\$0
4	2	7/1/2016	5.00%	\$0	\$0	\$0	\$0	\$0
5	2	8/1/2016	5.00%	\$0	\$0	\$0	\$0	\$0
6	2	9/1/2016	5.00%	\$0	\$0	\$0	\$0	\$0
7	3	10/1/2016	5.00%	\$0	\$0	\$0	\$0	\$0
8	3	11/1/2016	5.00%	\$0	\$0	\$0	\$0	\$0
9	3	12/1/2016	5.00%	\$0	\$0	\$0	\$0	\$0
10	4	1/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
11	4	2/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
12	4	3/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
13	5	4/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
14	5	5/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
15	5	6/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
16	6	7/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
17	6	8/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
18	6	9/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
19	7	10/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
20	7	11/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
21	7	12/1/2017	5.00%	\$0	\$0	\$0	\$0	\$0
22	8	1/1/2018	5.00%	\$0	\$0	\$0	\$0	\$0
23	8	2/1/2018	5.00%	\$0	\$0	\$0	\$0	\$0
24	8	3/1/2018	5.00%	\$0	\$0	\$0	\$0	\$0
25	9	4/1/2018	5.00%	\$0	\$0	\$0	\$0	\$0
26	9	5/1/2018	5.00%	\$0	\$0	\$0	\$0	\$0
27	9	6/1/2018	5.00%	\$0	\$0	\$0	\$0	\$0
28	10	7/1/2018	5.00%	\$0	\$0	\$0	\$0	\$0
29	10	8/1/2018	5.00%	\$0	\$0	\$0	\$0	\$0
30	10	9/1/2018	5.00%	\$34,609,797	\$185,793	\$144,207	\$41,585	\$34,568,212
31	11	10/1/2018	5.00%	\$34,568,212	\$185,570	\$144,034	\$41,535	\$34,526,676
32	11	11/1/2018	5.00%	\$34,526,676	\$185,347	\$143,861	\$41,486	\$34,485,191
33	11	12/1/2018	5.00%	\$34,485,191	\$185,124	\$143,688	\$41,436	\$34,443,755
34	12	1/1/2019	5.00%	\$34,443,755	\$184,902	\$143,516	\$41,386	\$34,402,369
35	12	2/1/2019	5.00%	\$34,402,369	\$184,679	\$143,343	\$41,336	\$34,361,033
36	12	3/1/2019	5.00%	\$34,361,033	\$184,457	\$143,171	\$41,286	\$34,319,747
37	13	4/1/2019	5.00%	\$34,319,747	\$184,236	\$142,999	\$41,237	\$34,278,510
38	13	5/1/2019	5.00%	\$34,278,510	\$184,014	\$142,827	\$41,187	\$34,237,323
39	13	6/1/2019	5.00%	\$34,237,323	\$183,793	\$142,656	\$41,138	\$34,196,185
40	14	7/1/2019	5.00%	\$34,196,185	\$183,573	\$142,484	\$41,088	\$34,155,096
41	14	8/1/2019	5.00%	\$34,155,096	\$183,352	\$142,313	\$41,039	\$34,114,057
42	14	9/1/2019	5.00%	\$34,114,057	\$183,132	\$142,142	\$40,990	\$34,073,068
43	15	10/1/2019	5.00%	\$34,073,068	\$182,912	\$141,971	\$40,940	\$34,032,127
44	15	11/1/2019	5.00%	\$34,032,127	\$182,692	\$141,801	\$40,891	\$33,991,236
45	15	12/1/2019	5.00%	\$33,991,236	\$182,472	\$141,630	\$40,842	\$33,950,394
46	16	1/1/2020	5.00%	\$33,950,394	\$182,253	\$141,460	\$40,793	\$33,909,601
47	16	2/1/2020	5.00%	\$33,909,601	\$182,034	\$141,290	\$40,744	\$33,868,856
48	16	3/1/2020	5.00%	\$33,868,856	\$181,815	\$141,120	\$40,695	\$33,828,161
49	17	4/1/2020	5.00%	\$33,828,161	\$181,597	\$140,951	\$40,646	\$33,787,515
50	17	5/1/2020	5.00%	\$33,787,515	\$181,379	\$140,781	\$40,597	\$33,746,918
51	17	6/1/2020	5.00%	\$33,746,918	\$181,161	\$140,612	\$40,549	\$33,706,369
52	18	7/1/2020	5.00%	\$33,706,369	\$180,943	\$140,443	\$40,500	\$33,665,869
53	18	8/1/2020	5.00%	\$33,665,869	\$180,726	\$140,274	\$40,451	\$33,625,418
54	18	9/1/2020	5.00%	\$33,625,418	\$180,509	\$140,106	\$40,403	\$33,585,015
55	19	10/1/2020	5.00%	\$33,585,015	\$180,292	\$139,938	\$40,354	\$33,544,661

Development Timing Assumptions:		Absorption Summary:	
Construction Start Date	4/1/2016	Units	200
Months to First Unit Delivered	14	Avg. Net Units Absorbed Per Month	25
Total Constuction Periods	14	Net Monthly Absorption (as % of Total U	12.50%
Number of Months of Lease-Up	8	Stabilized Occupancy (% of Total Units)	95%
Months to Stabilization	22	Stabilized Occupancy (Number of Units)	190
Concessions During Lease-Up (Months)	1		
	0.5		

Lease-Up Timeline:			
Construction Start	First Unit Delivered	Last Unit Delivered	Stabilization
4/1/2016	6/1/2017	6/1/2017	2/1/2018

Lease-Up Schedule								
Month	Date	Units Delivered Per Month	Total Units Delivered	Net Leased Per Month	Total Units Leased	Concessions Per Month During Lease-Up	Concessions Per Month Following Lease-Up	Total Lease Expirations
1	6/1/2017	200.0	200.0	25.0	25.0	25.0	0.0	25.0
2	7/1/2017	0.0	200.0	25.0	50.0	25.0	0.0	25.0
3	8/1/2017	0.0	200.0	25.0	75.0	25.0	0.0	25.0
4	9/1/2017	0.0	200.0	25.0	100.0	25.0	0.0	25.0
5	10/1/2017	0.0	200.0	25.0	125.0	25.0	0.0	25.0
6	11/1/2017	0.0	200.0	25.0	150.0	25.0	0.0	25.0
7	12/1/2017	0.0	200.0	25.0	175.0	25.0	0.0	25.0
8	1/1/2018	0.0	200.0	15.0	190.0	15.0	0.0	15.0
9	2/1/2018	0.0	200.0	0.0	190.0	0.0	0.0	0.0
10	3/1/2018	0.0	200.0	0.0	190.0	0.0	0.0	0.0
11	4/1/2018	0.0	200.0	0.0	190.0	0.0	0.0	0.0
12	5/1/2018	0.0	200.0	0.0	190.0	0.0	0.0	0.0
13	6/1/2018	0.0	200.0	0.0	190.0	0.0	12.5	25.0
14	7/1/2018	0.0	200.0	0.0	190.0	0.0	12.5	25.0
15	8/1/2018	0.0	200.0	0.0	190.0	0.0	12.5	25.0
16	9/1/2018	0.0	200.0	0.0	190.0	0.0	12.5	25.0
17	10/1/2018	0.0	200.0	0.0	190.0	0.0	12.5	25.0
18	11/1/2018	0.0	200.0	0.0	190.0	0.0	12.5	25.0
19	12/1/2018	0.0	200.0	0.0	190.0	0.0	12.5	25.0
20	1/1/2019	0.0	200.0	0.0	190.0	0.0	7.5	15.0
21	2/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	0.0
22	3/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	0.0
23	4/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	0.0
24	5/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	0.0
25	6/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	25.0
26	7/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	25.0
27	8/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	25.0
28	9/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	25.0
29	10/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	25.0
30	11/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	25.0
31	12/1/2019	0.0	200.0	0.0	190.0	0.0	0.0	25.0
32	1/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	15.0
33	2/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	0.0
34	3/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	0.0
35	4/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	0.0
36	5/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	0.0
37	6/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	25.0
38	7/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	25.0
39	8/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	25.0
40	9/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	25.0
41	10/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	25.0
42	11/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	25.0
43	12/1/2020	0.0	200.0	0.0	190.0	0.0	0.0	25.0
44	1/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	15.0
45	2/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	0.0
46	3/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	0.0
47	4/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	0.0
48	5/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	0.0
49	6/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	25.0
50	7/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	25.0
51	8/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	25.0
52	9/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	25.0
53	10/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	25.0
54	11/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	25.0
55	12/1/2021	0.0	200.0	0.0	190.0	0.0	0.0	25.0
56	1/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	15.0
57	2/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	0.0
58	3/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	0.0
59	4/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	0.0
60	5/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	0.0
61	6/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	25.0
62	7/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	25.0
63	8/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	25.0
64	9/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	25.0
65	10/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	25.0
66	11/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	25.0
67	12/1/2022	0.0	200.0	0.0	190.0	0.0	0.0	25.0
68	1/1/2023	0.0	200.0	0.0	190.0	0.0	0.0	15.0
69	2/1/2023	0.0	200.0	0.0	190.0	0.0	0.0	0.0
70	3/1/2023	0.0	200.0	0.0	190.0	0.0	0.0	0.0
71	4/1/2023	0.0	200.0	0.0	190.0	0.0	0.0	0.0
72	5/1/2023	0.0	200.0	0.0	190.0	0.0	0.0	0.0

Block 88 Financials



BEITLER

Name	MMB, Parking & Office
Street	Block 88 - Judge Doyle Square
City, State	Madison, WI
Number of Parking Stalls	650
Office Square Footage	45,000

DEVELOPMENT BUDGET			
		Total	
(1)MMB Rehab Costs			
Rehab		\$25,000,000	
Subtotal Rehab Costs		\$25,000,000	
OFFICE/PARKING HARD COSTS			
Office Hard Costs		\$6,750,000	
Parking Hard Costs		\$22,750,000	
Hard Cost Contingency	2.50%	\$168,750	
Subtotal Hard Costs		\$29,668,750	
SOFT COSTS			
Construction Supervision		\$25,000	
A/E Design (3.5% of HC)		\$236,250	
Market Study		\$5,000	
Renderings, Virtual Tour, Interior		\$12,000	
Insurance		\$25,000	
TI Allowance/FF&E (\$80/sf)		\$3,600,000	
Post Office Move/Rehab		\$250,000	
Municipal Permits & Fees		\$50,000	
Utility Connection Fees		\$50,000	
Legal Fees		\$50,000	
Travel & Reimbursements		\$2,500	
RE Tax Reserve		\$0	
Third Party Consultants		\$15,000	
Adjacent Property Easements		\$0	
Title Fees		\$0	
Soft Cost Contingency	2.50%	\$110,788	
Subtotal Soft Costs		\$4,431,538	
FINANCING, LEGAL, TAXES & INSURANCE			
Carry Cost Reserve		\$250,000	
Legal Fees		\$50,000	
Lender Loan Fee (% of Construction Loan)	1.00%	\$613,000	
RE Taxes		\$0	
Insurance/Bonds		\$100,000	
Developer's Fee	4.00%	\$1,186,750	
Subtotal Financing, Legal, Taxes & Insurance		\$2,199,750	
Total Development Cost		\$61,300,039	
PRE-DEVELOPMENT COSTS (Included in budget above)			
Feasibility Study		\$15,000	
Traffic Study		\$10,000	
Architectural Design		\$30,000	
Subtotal Pre-Development Costs		\$55,000	
Total Project Cost		\$61,300,039	

SOURCES & USES			
Sources			
Equity	\$	21,455,014	
Total Equity			
Construction Loan	\$	39,845,025	
Total Construction Loan			
Total Sources	\$	61,300,039	
Uses			
Hard Costs	\$	54,668,750	
Total Hard Costs			
Soft Costs + Financing Costs	\$	6,631,289	
Total Soft + Financing Costs			
Total Costs	\$	61,300,039	
Total Uses	\$	61,300,039	

CONSTRUCTION LOAN INFORMATION (65% LTC)		EQUITY INFORMATION	
Loan Amount	\$ 39,845,025	Loan Amount	\$ 21,455,014
Interest Rate	4.50%	Annual Return	15%
Amortization	Interest Only	IRR	18%
PERMANENT LOAN INFORMATION (80% LTV)			
Loan Amount (80% LTV)	\$ 49,040,031		
Interest Rate	5.00%		
Amortization (Yrs)	25		

*Notes:

- (1)This number is derived from the quote given by Isthmus Architecture, Inc. InSite Consulting Architects, specialists in rehabilitation projects, have stated that the MMB rehab would t
- 2) Loan information are assumptions derived from institutional lender quotes given to Beitler on Municipality debt.

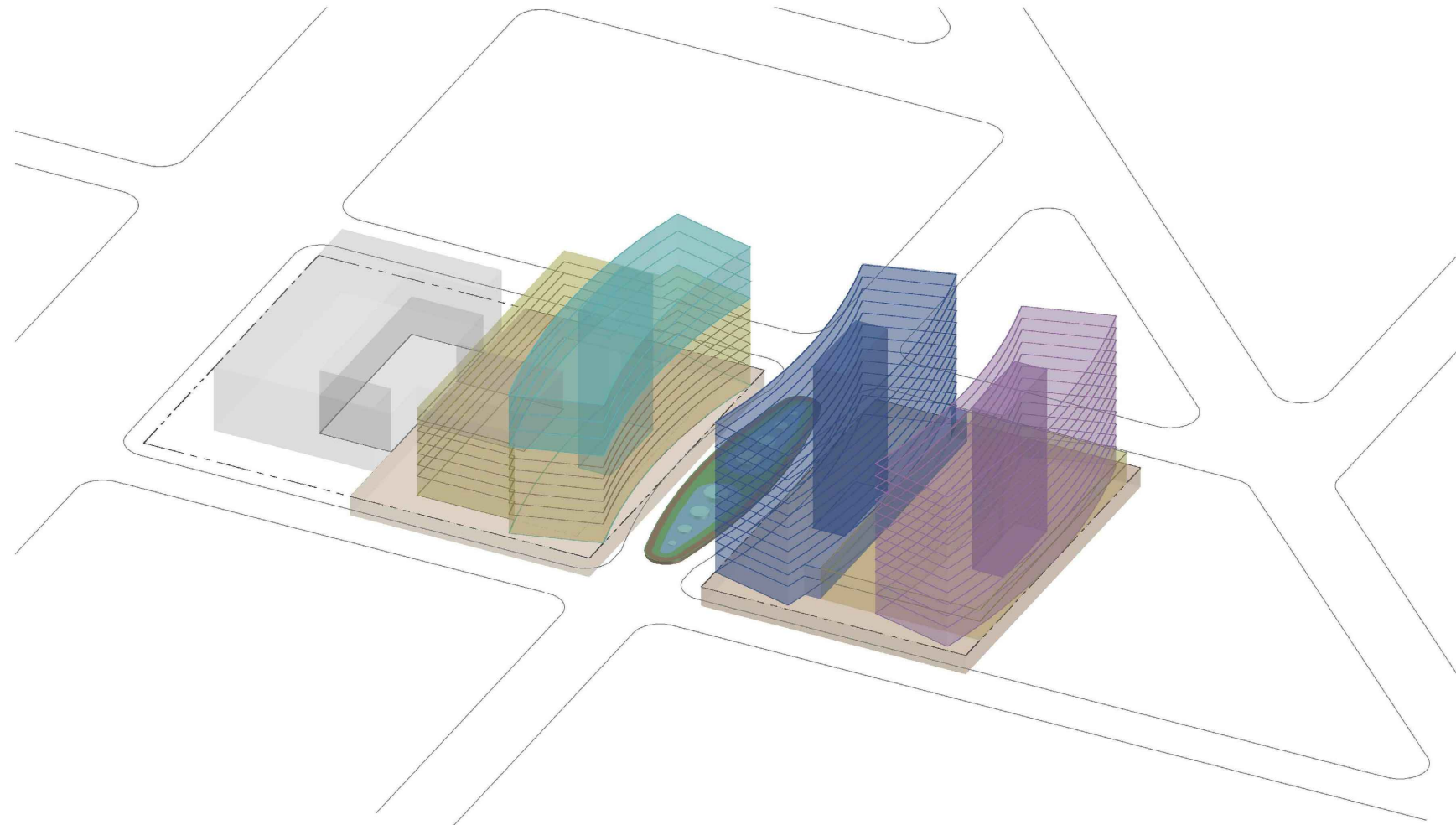
Master Plans



JUDGE DOYLE SQUARE DEVELOPMENT

MADISON, WISCONSIN

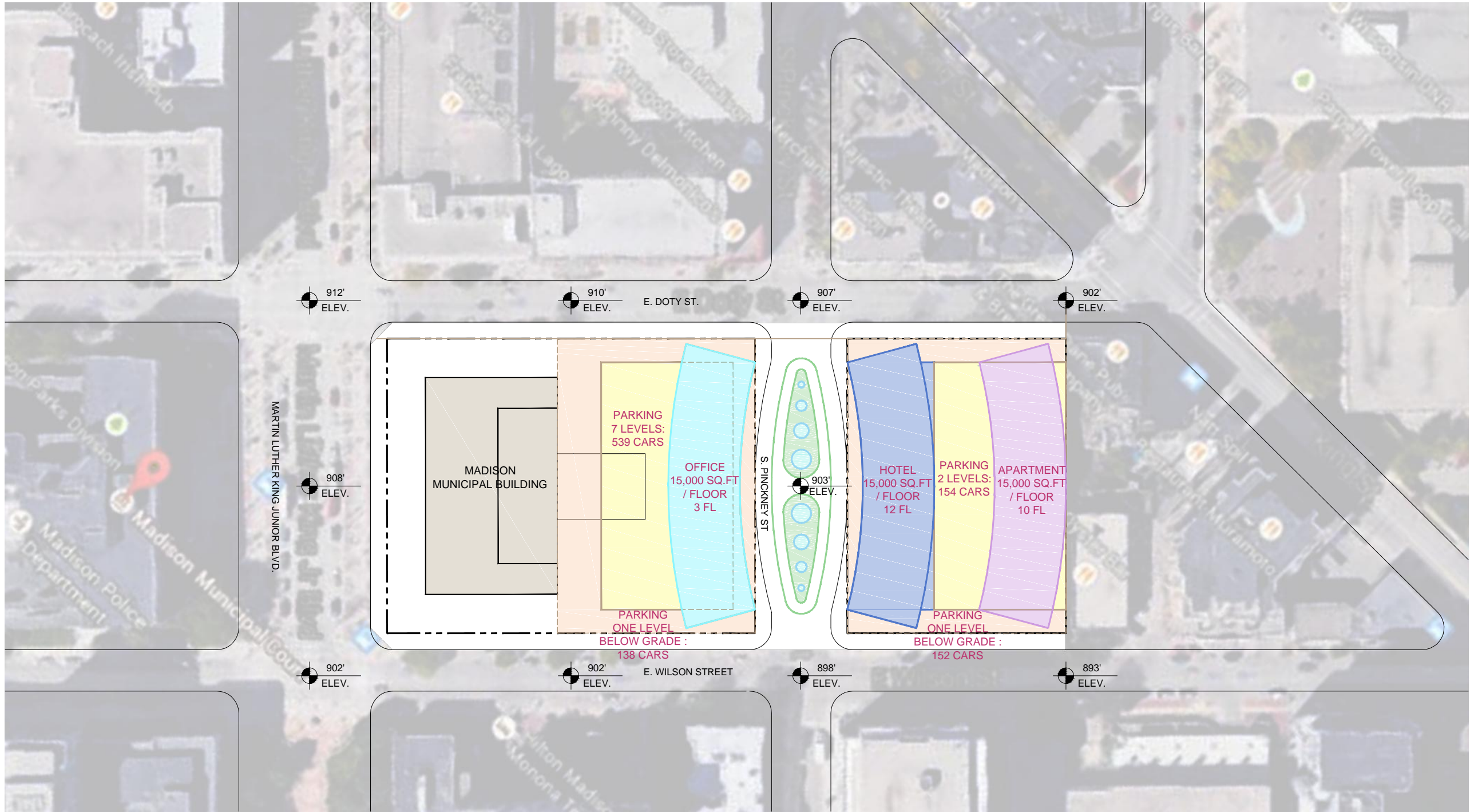
OFFICE,
HOTEL, RESIDENTIAL
PARKING & PUBLIC SPACE



MASTER PLAN PROPOSAL
MAY 01, 2015

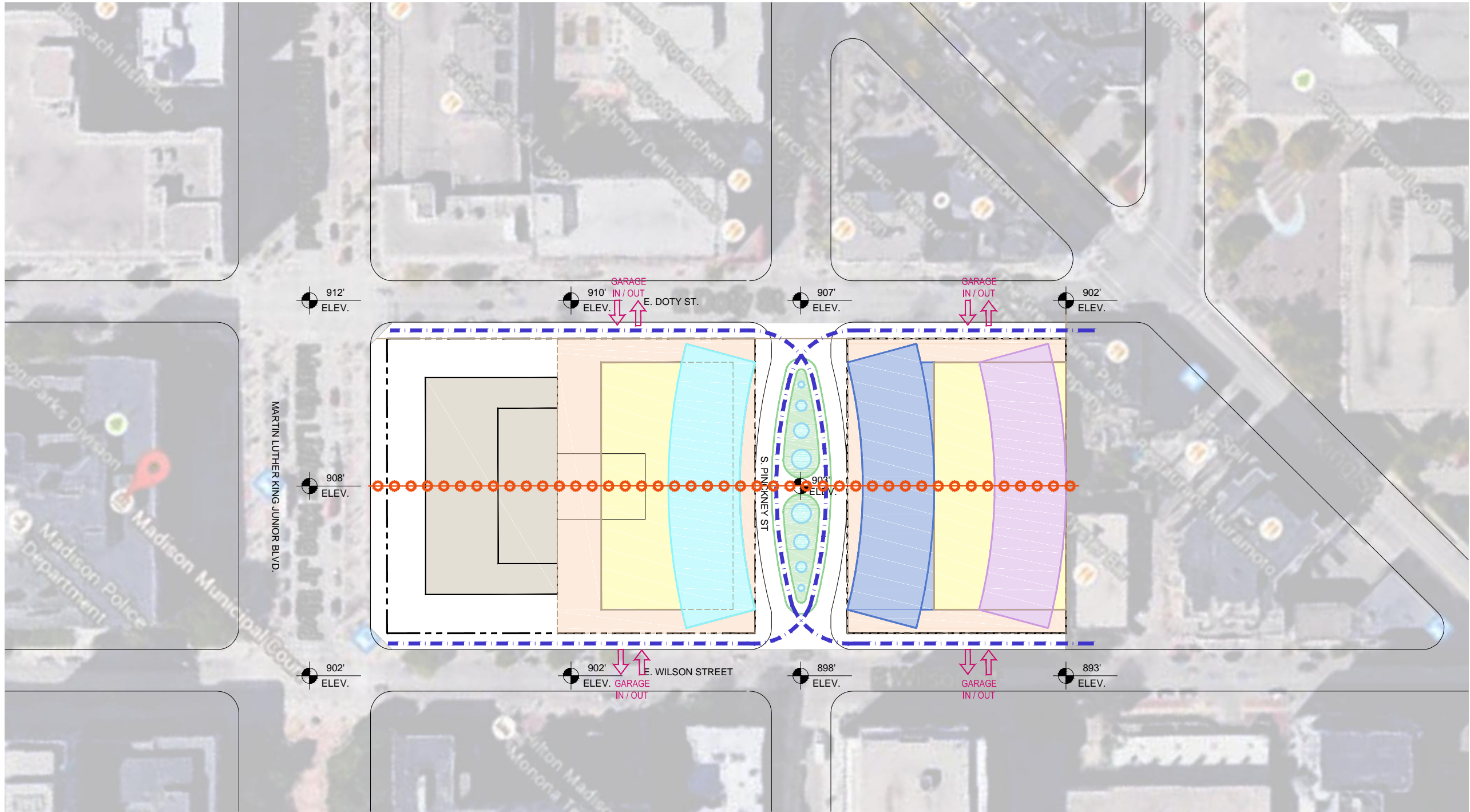
BEITLER REAL ESTATE
lothan van hook destefano
ARCHITECTURE LLC

 INSITE CONSULTING ARCHITECTS



MASTER PLAN
SCALE : 1" = 100' - 0"

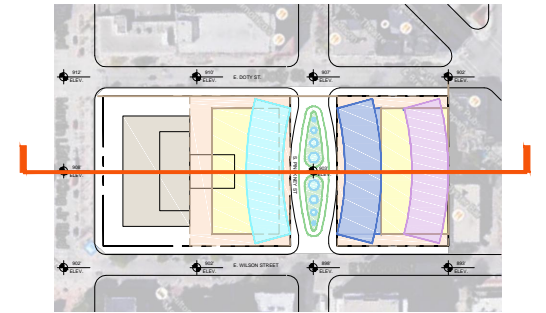










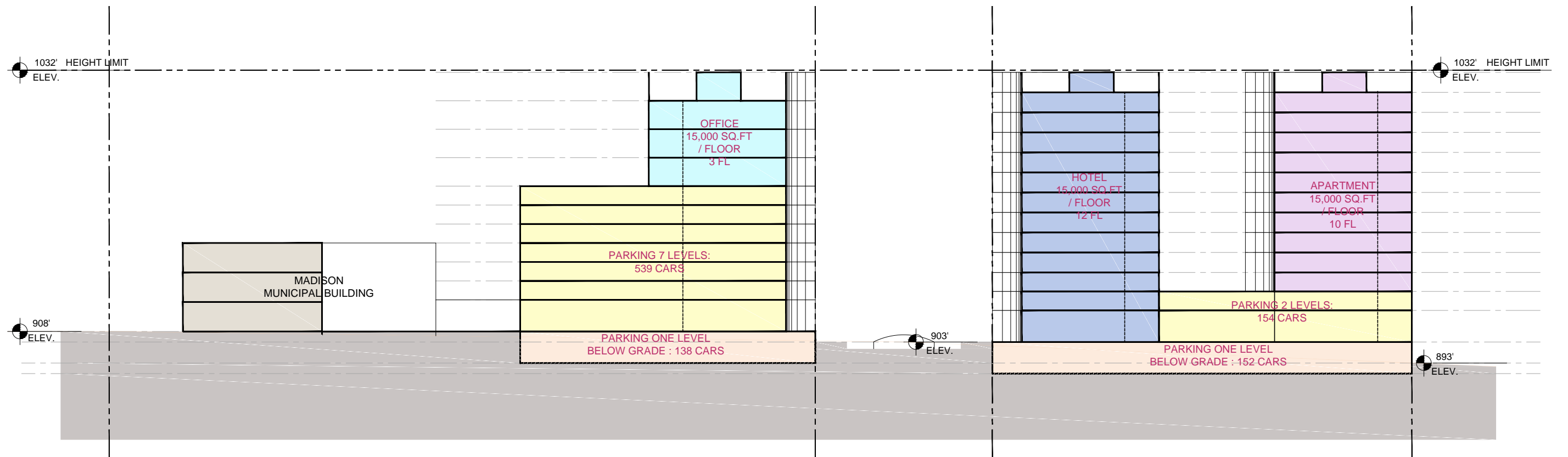
BIKE PATH
PEDESTRIAN PATH

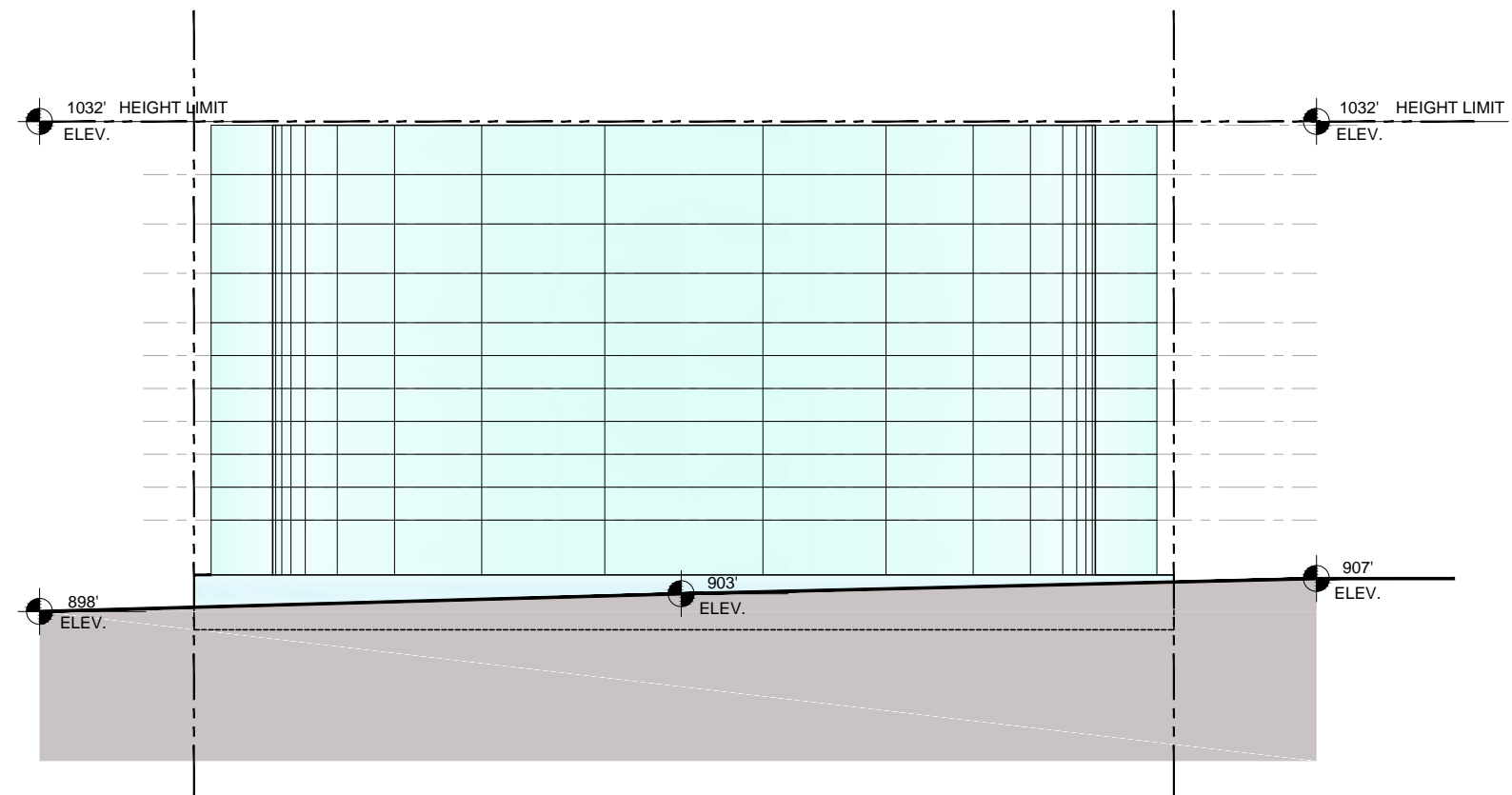
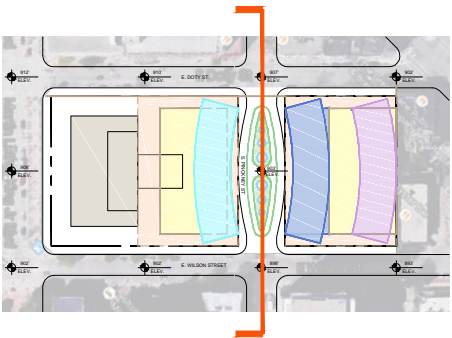
MASTER PLAN
SCALE : 1" = 100' - 0"





- | | | | |
|---|---------------------|---|---------------------------|
|  | APARTMENT |  | PARK & OUTDOOR EVENT AREA |
|  | PARKING |  | HOTEL |
|  | BELOW GRADE PARKING |  | OFFICE TOWER |





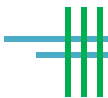
SECTION PLAN (NORTH - SOUTH)
SCALE : 1" = 50' - 0"

BEITLER



lothan van hook destefano
ARCHITECTURE

Team Credentials



BEITLER

Beitler Real Estate

Beitler Real Estate Services LLC is a full service commercial real estate firm specializing in development, tenant representation, construction, investment services including: property management, consulting, disposition and acquisition of properties and also, interior facility development and management. Founded by J. Paul Beitler, Beitler Real Estate Services LLC provides experienced and superior real estate solutions to all its clients in Chicago, the Midwest and beyond.

With development comes financial success. Beitler Real Estate is justifiably proud of the fact that all of its projects have been completed on time and on budget. This accomplishment is magnified by the fact that no “corners are ever cut” in a Beitler developed project. Beitler buildings in Chicago are considered the “gold standard” for quality, attention to detail and technological innovation. Indeed, a Beitler developed building, 181 W. Madison, still holds the distinction of having been sold for the highest per square foot price (\$376 per square foot) in the City’s history... 15 years after the sale.

Prior to starting Beitler Real Estate Services LLC, J. Paul Beitler was co-founder of Miglin-Beitler Developments with his partner, Lee Miglin. Beitler Real Estate Services LLC was founded by J. Paul Beitler following the death of Lee Miglin in 1997.

J. Paul Beitler

J. Paul Beitler has been one of Chicago’s best known real estate leaders and most influential developers for over 35 years. His high profile developments and detailed management style have placed him and his firm among Chicago’s most respected real estate teams in the history of Chicago.

Over the past 30 years, Mr. Beitler and his companies have negotiated over 7,000 leases, managed over 30 million square feet of space across 16 states and developed 10 million square feet of buildings. In 1991 Mr. Beitler made international headlines when he unveiled plans to develop the tallest building in the world, the Miglin-Beitler Tower. Ultimately the project lost steam due to the recession of the global economy, however, Mr. Beitler’s other successful developments have earned the respect of business leaders and competitors alike.

Mr. Beitler has been recognized as one of Chicago’s most influential real estate brokers, most well known for acting as the sole broker in one of the largest transactions in the history of Chicago – the long-term lease signed by JP Morgan Chase at 131 S. Dearborn Street in Chicago, IL for 650,000sf. In Addition, Mr. Beitler also leased 350,000sf of space to Chase at One North Dearborn Street for a combined total of 1 million square feet. Both buildings were Beitler developments.

In addition to his success and involvement in the business world, Mr. Beitler has been extremely active in many prominent civic, cultural and business institutions. He has served on the Board of Trustees of the Museum of Science and Industry, Board of Trustees for the Museum of Contemporary Art, is a Member of the Architecture Committee of the Art Institute of Chicago and was on the International Board of Directors for the Frederic Remington Art Museum in New York.

Mr. Beitler was formerly an Advisory Board Member for Northwestern University’s J.L. Kellogg Graduate Center for Real Estate Research, former Member of the Board of Directors for the Greater State Street Council and Board of the Chicago Development Council.

Mr. Beitler was inducted in the Chicago Association of Realtor’s Hall of Fame in 2001.



COMMERCIAL DEVELOPMENTS

Beitler is one of the largest and most successful development firms based in Chicago and has been responsible for the development of over 10 million square feet of Class A Chicago area office space, including some of the largest and most architecturally distinguished buildings in the City and suburbs. Many of these developments sold for the highest values in the history of Chicago, providing unprecedented financial returns for investors.

131 South Dearborn Street - Citadel Center

- 1,500,000 square feet
- Architect: Ricardo Bofill

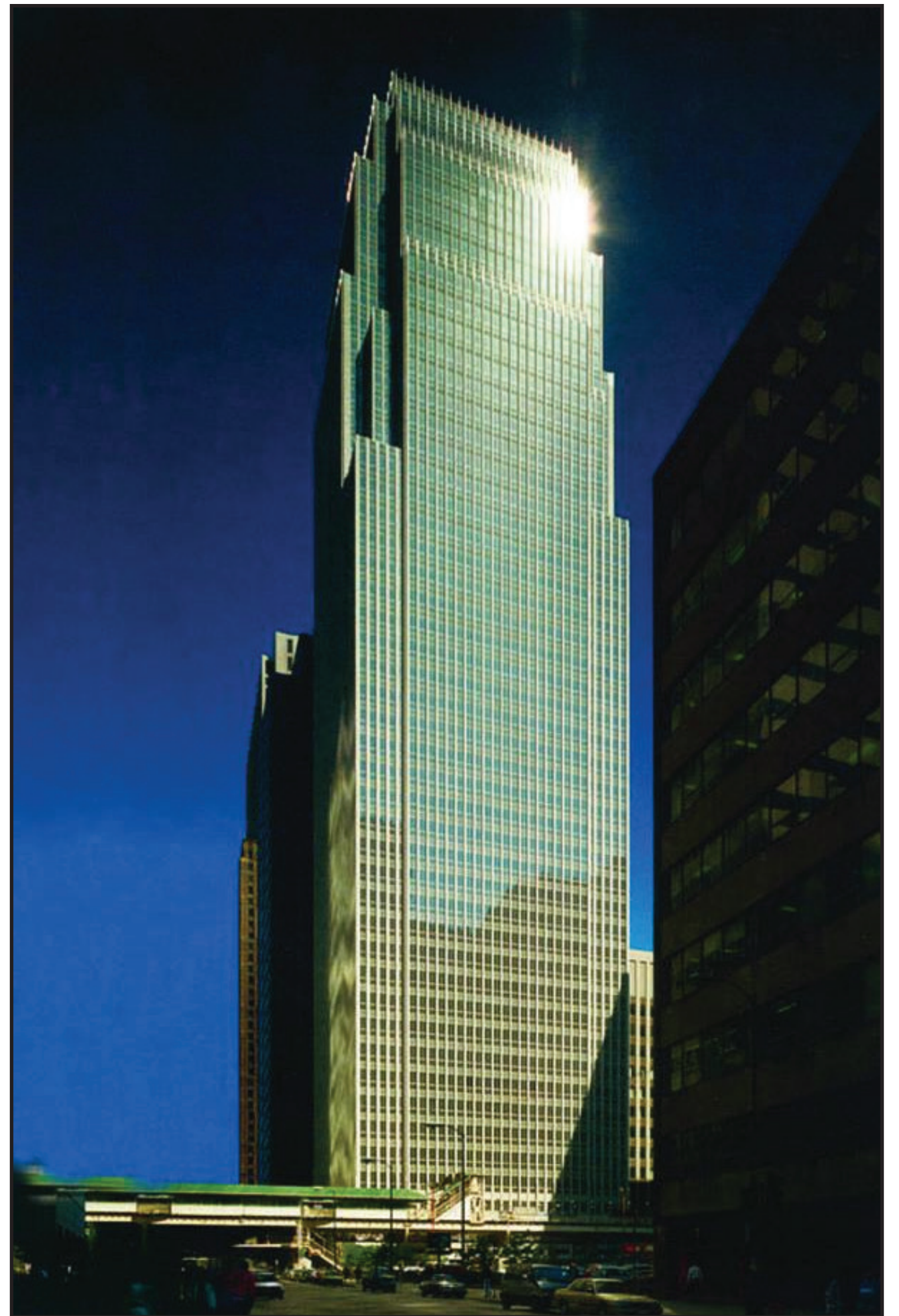
Developed by Prime Group and Beitler, Citadel Center was designed as Chicago's first true technology inspired building. It was the first building in Chicago to incorporate the 14-inch raised floor system allowing for both data and HVAC to function under the floor. The raised floor system has contributed to the reduction in "churn" and operating costs for Citadel Center's tenants and attracted two of Chicago's most technologically advanced tenants - Chase Bank and Citadel Investment Group LLC.



181 West Madison

- 1,100,000 square feet
- Architect: Cesar Pelli & Associates

181 West Madison was designed by Cesar Pelli and is known as one of Chicago's most praised trophy buildings. Two of the largest banks in Chicago, the Northern Trust Bank and LaSalle National Bank, are the building's major tenants. The most successful development in the city of Chicago, 181 West Madison broke all previous records when it sold for over \$375/sf - the highest per square foot price in the City's history for over 15 years.



Miglin-Beitler Tower

- 1,300,000 square feet
- Architect: Cesar Pelli & Associates

Proposed and approved in 1990, the Miglin-Beitler Tower was intended to be the tallest building in the world at 1,999 feet. It would not just have been the tallest building in the world, but one of the most slender as well, utilizing a basic 140'x 140' footprint with 8 projecting "fin" columns. It was these columns which would have given the tower its ability to resist lateral forces with a minimal of deflection. They were to be made of high strength concrete with varying dimensions of 6'-6" x 33'-0" at the base to 4'-6" x 13'-0" in the upper levels. The central core (62'-6" square) would house elevators and other services permitting efficient use of the cruciform floor plates.

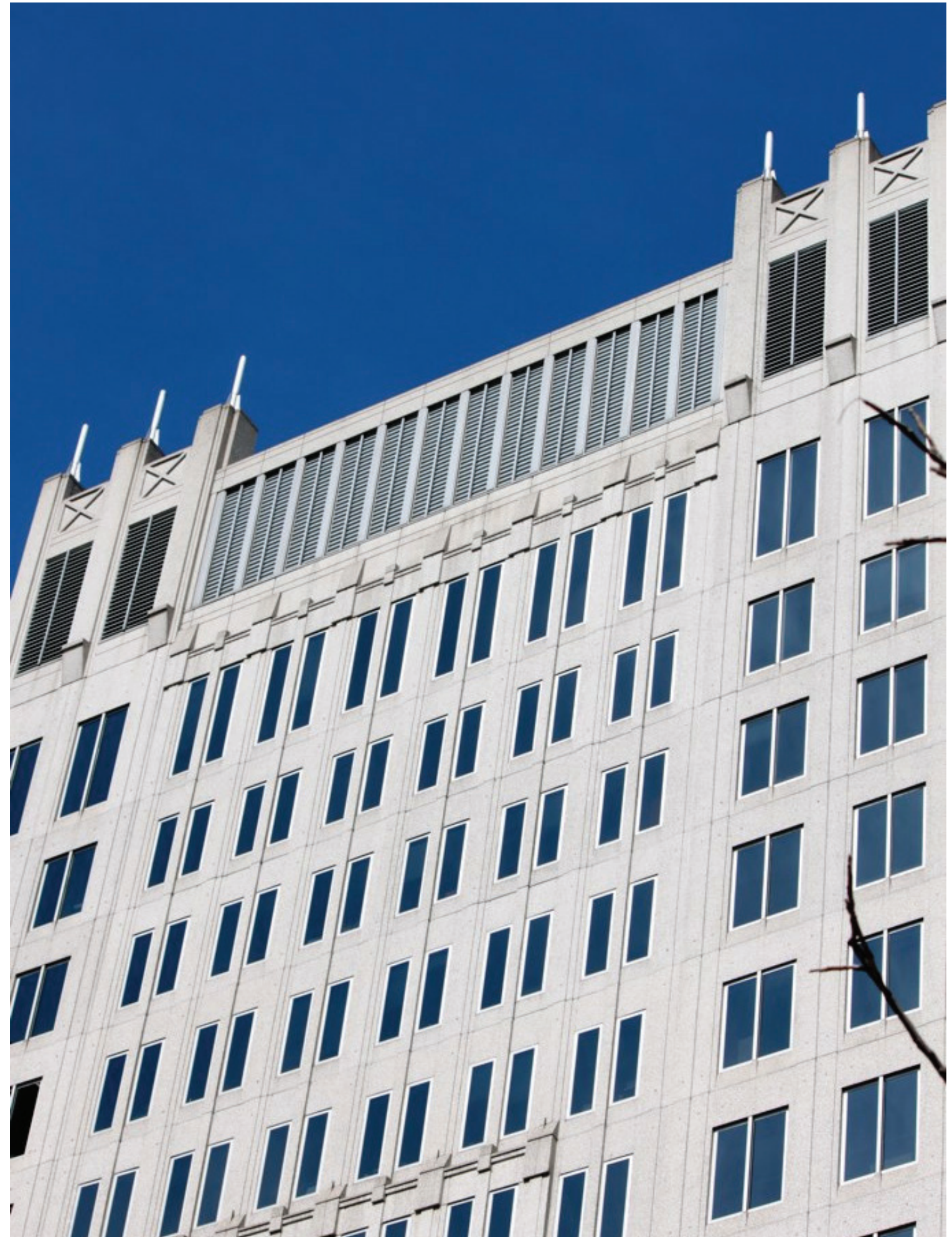
The 125-story project would feature a public observation area at 1,486' and a 600' steel framed spire and communications tower comprised from 12 steel perimeter columns. The project was never developed because of the start of the Gulf War and the eventual collapse of the Chicago real estate market in late 1990.



Chicago Bar Association

- 120,000 square feet
- Tigerman McCurry Architects

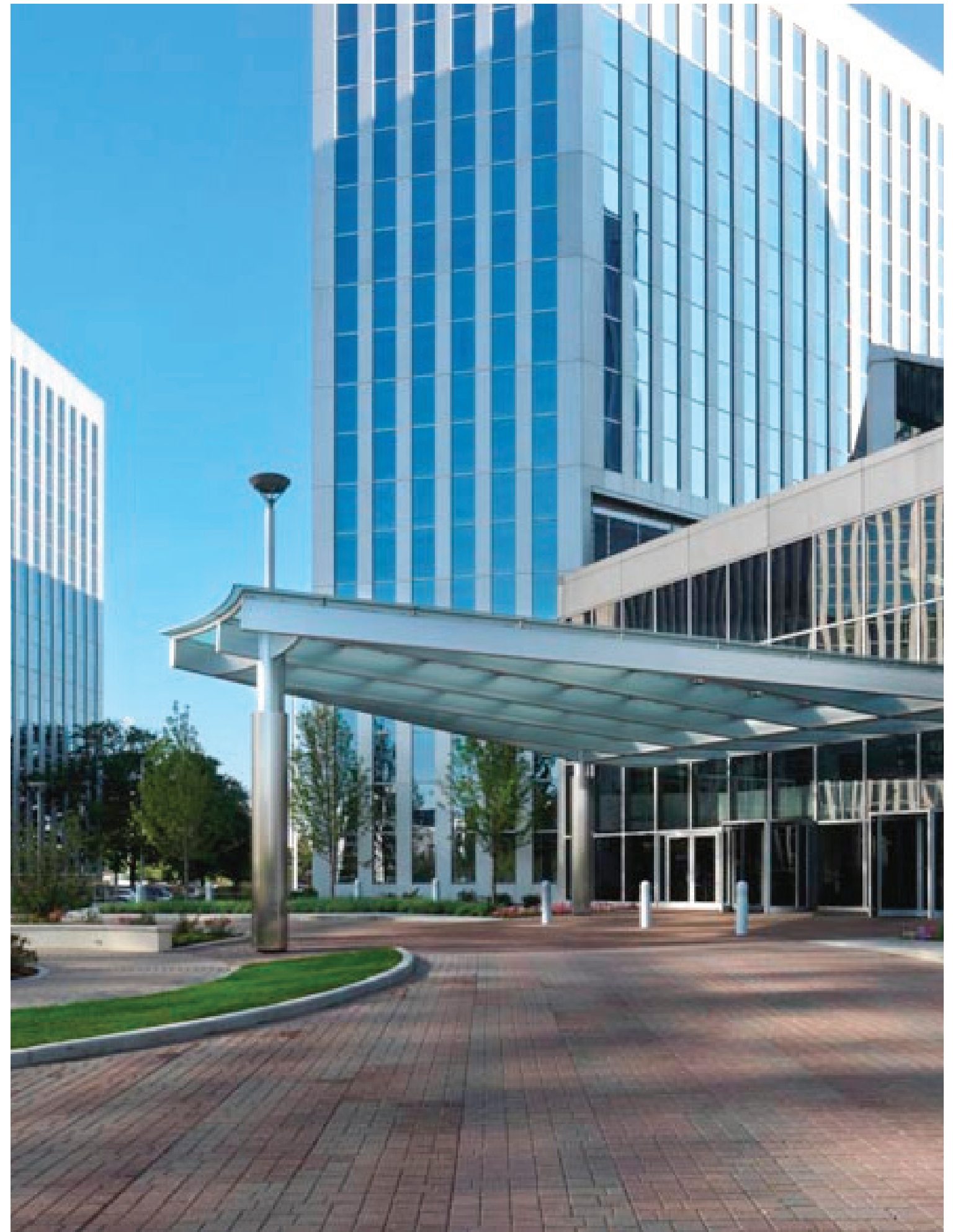
Headquarters of the Chicago Bar Association, Beitler was commissioned to develop this architecturally striking building designed by Stanley Tigerman. It was one of the first office condominiums built in the city of Chicago and is commonly referred to as the “Jewel Among Giants.” It currently houses many small Chicago law firms and The John Marshall Law School.



Presidents Plaza I & II

- 950,000 square feet
- Architect: Shaw & Associate

One of Beitler's first major projects was Presidents Plaza I & II at O'Hare, the largest single office complex outside of downtown Chicago. Beitler was one of the first developers to establish high-end type office space in the O'Hare market and as a result, attracted such tenants as Wilson Sporting Goods and General Instrument.



Oakbrook Terrace Tower

- 750,000 square feet
- Architect: Helmut Jahn

Oakbrook Terrace Tower was considered a project ahead of its time when it was announced to be (and remains) the tallest building outside the downtown Chicago area. Designed by Helmut Jahn, this spectacular structure can be seen for miles and is the focal point for Oak Brook and the Western suburbs. Oakbrook Terrace Tower is home to such tenants as DeVry and Smith Barney.



200 West Madison - Madison Plaza

- 1,000,000 square feet
- Architect: Skidmore, Owings, & Merrill

Madison Plaza, Beitler's first skyscraper, proudly sits in the heart of Chicago's central business district. From 1982 until 2005, Madison Plaza served as the international headquarters of the Hyatt Corporation and other firms including Towers Perrin. The structure's unique "sawtooth" shape allows for an increased number of corner offices per tenant.



Triangle Plaza East and West

- 650,000 square feet
- Architect: Shaw & Associates

Beitler's first development still stands proudly as a gateway to Chicago's O'Hare International Airport. Highly visible on the O'Hare corridor, Triangle Plaza's twin 14-story towers provide prestigious A+ headquarters space for a blue-chip tenant list including National Can Corporation.



COMMERCIAL REDEVELOPMENTS

Mr. Beitler's office building redevelopment group has also received numerous awards for successfully transforming older office buildings into financially successful showcase properties. Many of these buildings would have been lost to the wrecking ball, but instead have been saved so that their architectural beauty can be enjoyed by future generations.

Millennium Station

- 17,000 square feet
- Architect: Skidmore, Owings & Merrill



The Shops at Millennium Station are located in the concourse of Metra's newly renovated Millennium Station (2005). The Station, originally built in the 1880's, has recently undergone a \$22 million renovation, transforming it into a commuter station of world class aesthetics and elevating it to the status of Metra's premier flagship station. Designed by the esteemed firm of Skidmore, Owings & Merrill LLP, architectural details include stainless steel, etched glass and cobalt blue terrazzo floors. Improvements include HVAC upgrades to tenant spaces, state of the art fire protection and the ability to handle kitchen exhaust at multiple levels.

Positioned directly beneath Millennium Park (a 24.5 acre setting for world class art, music, architecture and landscape design) at the corner of Michigan Avenue and Randolph Street, the Station serves as one of the major entry points to the City of Chicago.

At just under 17,000 square feet of retail space, The Shops are sheltered from the elements and conveniently connected to the Chicago Pedway, linking The Shops to important commercial and residential buildings, parking, government offices and theaters.

In the tradition of such world class cities as Montreal, Quebec and Atlanta, Georgia, the Shops at Millennium Station are managed by a full time staff to ensure the Station's cleanliness and safety despite its high volume of traffic (approximately 17,000 commuters traveling through the Station each direction per day).



One North LaSalle

- 555,000 square feet
- Architect: Lohan Associates

Another of the former Helmsley-Spear buildings, One North LaSalle's extensive redevelopment by Beitler over 2001 – 2002 reestablished the property with its stunning art deco lobby and elevator foyer, as one of the Chicago Loop's premier buildings. The building was the tallest building in Chicago until 1965 when it was surpassed by the Richard J. Daley Center. Situated in the heart of the LaSalle Street corridor, One North LaSalle is home to many prominent law firms and Fidelity Investments.



One North Dearborn

- 915,000 square feet
- Architect: Daniel P. Coffey & Associates

The largest of the buildings acquired from Helmsley-Spear, One North Dearborn extends from Dearborn to State Street along the north side of Madison Street. Over \$30 million dollars has been spent on the renovation of the building, plus an additional \$47 million expended by Sears in tenant and base building improvements. In one of the most significant business deals affecting Chicago retailing, Beitler secured the Sears flagship store as an anchor tenant for the building.

360 North Michigan

- 250,000 square feet
- Architect: Lohan Associates

Michigan was one of five trophy buildings acquired by Beitler from Helmsley-Spear in 1999. The building was substantially redeveloped and restored during 2000 and 2001. The building is famously positioned along the Chicago River and Michigan Avenue and since its redevelopment has attracted such tenants as Cool Savings and Crain's Communications.





Beitler Redevelopment

360 North Michigan Avenue Redevelopment



360 North Michigan Avenue Redevelopment



Chicago Tribune - **New construction wins a preservation award**

“A rehabilitation/restoration award went to Lohan Caprile Goettsch Architects, J. Paul Beitler Development Co. and MB Realty for renovation of the Beaux Arts-style 360 N. Michigan Avenue Building, designed by Alfred S. Alschuler in 1923...”

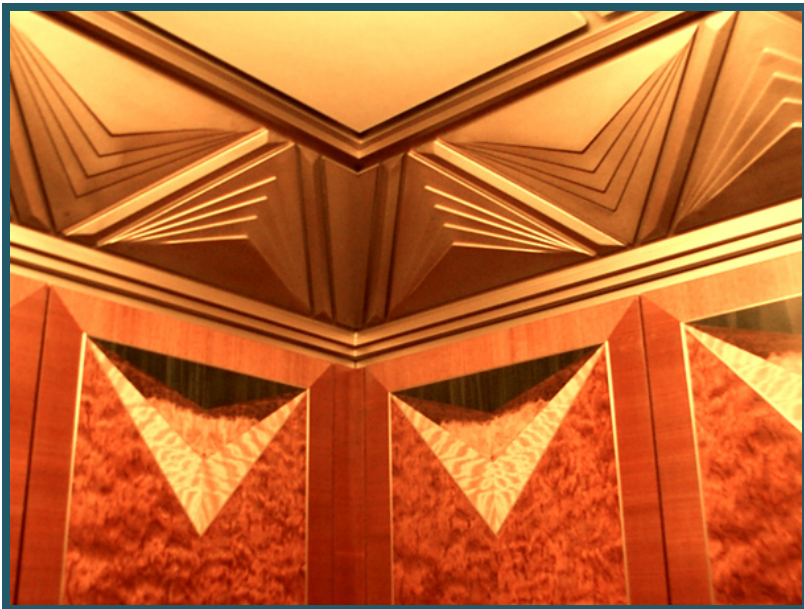
360 North Michigan Avenue Redevelopment



One North LaSalle Street Redevelopment

NREI – Office News

“Beitler's firm will manage and lease the 2 million sq. ft. portfolio, which includes One North LaSalle and 360 N. Michigan Ave., for the joint venture...”



“...Beitler's company will oversee an extensive renovation program that will restore and replace the buildings' lobbies and equip the properties with new elevators.”

One North LaSalle Street Redevelopment



One North Dearborn Street Redevelopment



One North Dearborn Street Redevelopment



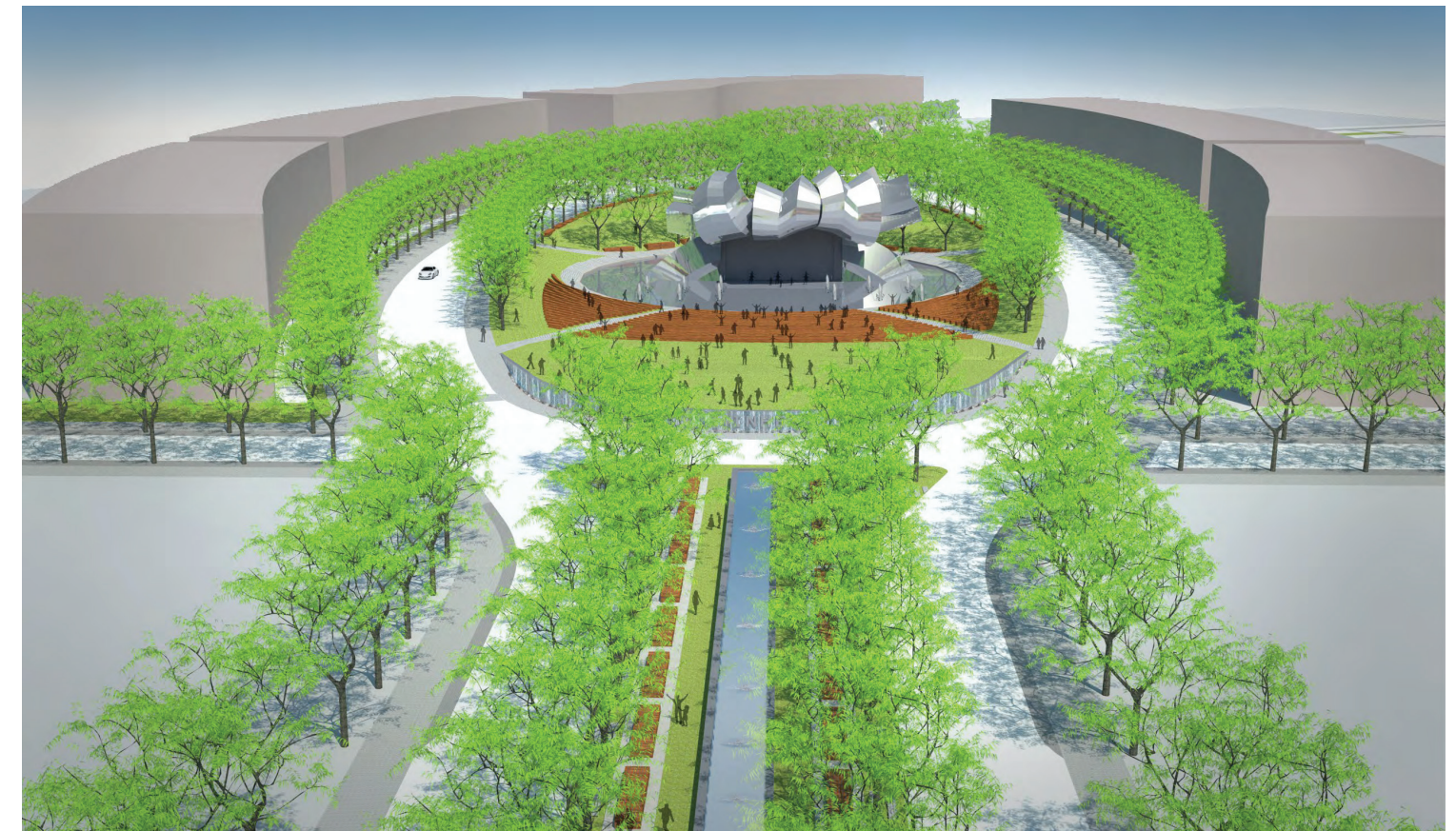
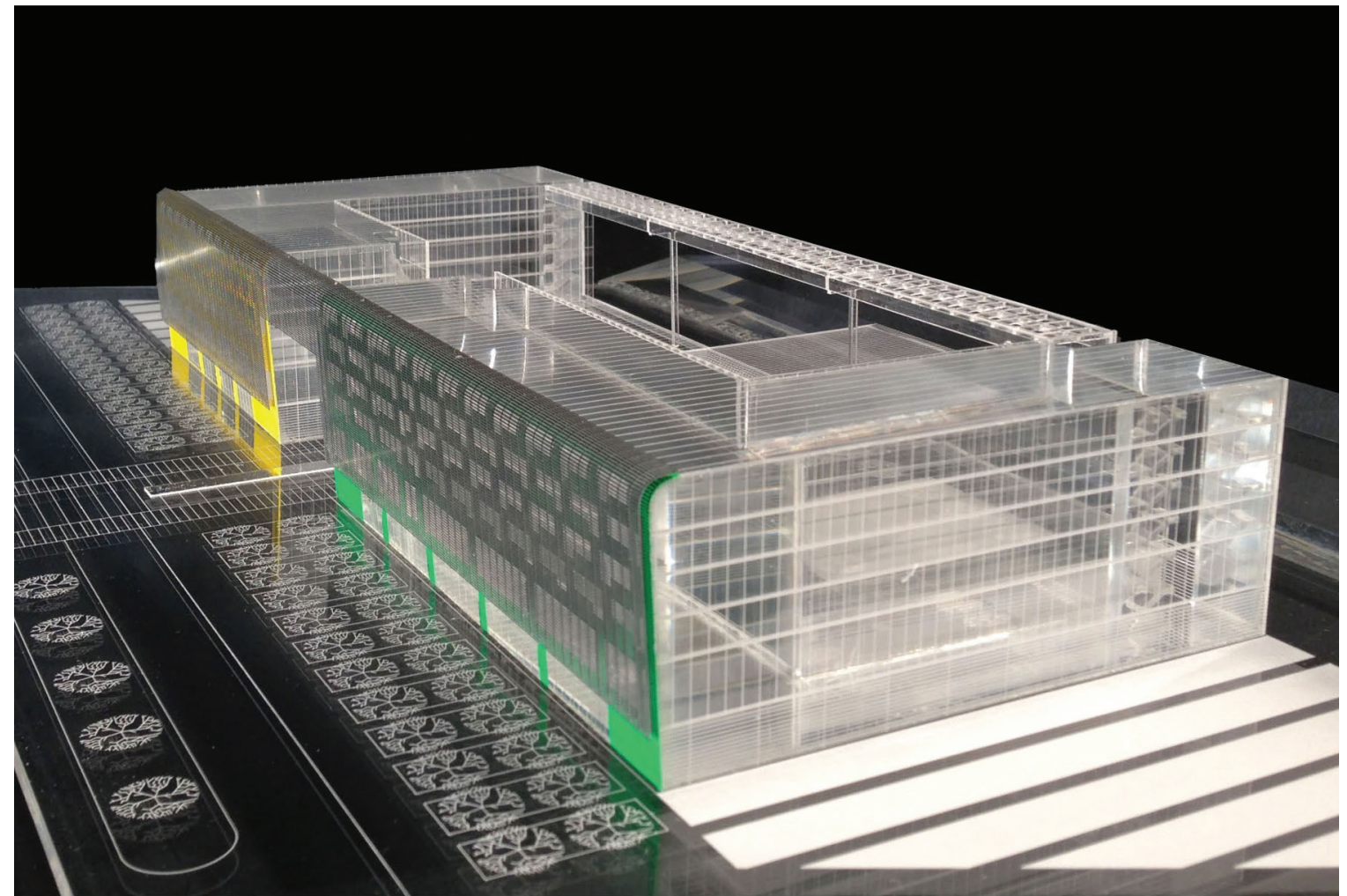
MIXED-USE DEVELOPMENTS

Beitler is the master developer for one of the largest mixed-use developments in Illinois, Fountainhead Quads Cities. The development consists of uses such as hotel, residential, retail and parking structures. Whether vertical or horizontal, Beitler's team delivers top flight projects to the community.

Fountainhead Quad Cities

- 130 acres
- Architects: James DeStefano, Helmut Jahn, Margaret McCurry, Stanley Tigerman and Tom Oslund

Located along the Mississippi River in East Moline, Illinois, Fountainhead will be a showcase of the talents of world-renown architects James DeStefano, Helmut Jahn, Margaret McCurry, Stanley Tigerman and Tom Oslund all in one location for the first time ever. This master-planned mixed-use development will be a fresh palette for their work. Fountainhead is scheduled to be constructed in seven phases over a ten-year period with housing, hotels, retail, and recreation space planned.



TEAM MEMBER CONTACTS



J. Paul Beitler

President

Email: pbeitler@beitlerre.com

Phone: 312.768.7000

BEITLER



John Paul Beitler III

Vice President

Email: jpbeitler@beitlerre.com

Phone: 312.768.7003

BEITLER



Patrick J. O'Brien

Director

Email: pobrien@beitlerre.com

Phone: 312.768.7009

BEITLER

TEAM CREDENTIALS

BEITLER

Qualifications and Responsibilities

Development Team

J. Paul Beitler – President

J. Paul Beitler has been one of Chicago's best known real estate leaders and most influential developers for over 30 years. His high profile developments and detailed management style have placed him and his firm among Chicago's most respected real estate teams in the history of Chicago. Mr. Beitler remains highly active in the daily operations of the company and the real estate community.

Over the past 30 years, Mr. Beitler and his companies have negotiated over 7,000 leases, managed over 30 million square feet of space across 16 states and developed 10 million square feet of buildings.

Mr. Beitler has been recognized as one of Chicago's most powerful real estate brokers, most well known for acting as the sole broker in the largest single transaction in the history of Chicago – the long-term lease signed by JP Morgan Chase at 131 S. Dearborn Street in Chicago, IL for 650,000sf. In Addition, Mr. Beitler also leased 350,000sf of space to Chase at One North Dearborn Street for a combined total of 1 million square feet.

In addition to his success and involvement in the business world, Mr. Beitler is extremely active in many prominent civic, cultural and business institutions. He has served on the Board of Trustees of the Museum of Science and Industry, Board of Trustees for the Museum of Contemporary Art, Member of the Architecture Committee of the Art Institute of Chicago and is on the International Board of Directors for the Frederic Remington Art Museum in New York.

Mr. Beitler is an Advisory Board Member for Northwestern University's J.L. Kellogg Graduate Center for Real Estate Research, former Member of the Board of Directors for the Greater State Street Council and Board of the Chicago Development Council.

Mr. Beitler was inducted in the Chicago Association of Realtor's Hall of Fame in 2001. He is also a volunteer at the Child Life Center at Children's Memorial Hospital.

On a personal level, Mr. Beitler is extremely active in many different activities, having received his Airline Transport Pilot rating for both fixed-wing jet and turbine-helicopter aircraft by the FAA.



BEITLER

Qualifications and Responsibilities

Development Team

John Paul Beitler III – Vice President & Managing Broker

John Paul Beitler III (“J.P.”) joined the company in 2003 and oversees and manages all aspects of the Beitler companies including the Tenant Representation and Leasing operations and the day to day management of the company.

Mr. Beitler has represented a range of private and public tenants with their lease transactions in the areas of: legal, consulting, trading, architectural, financial services, not-for-profit, marketing and retail. Notable transactions include: Thompson Coburn LLP (60,000sf), Advantage Futures LLC (42,000sf), Niro, Haller & Niro, Ltd. (27,000sf), Kohler Interiors (25,000sf) and the American Association of Diabetes Educators (20,000sf). In addition, Mr. Beitler has exclusively represented the Commuter Rail Division of The Regional Transportation Authority (Metra) with their office, retail and land properties including the leasing of Metra’s headquarters building at 547 West Jackson Blvd. (310,000sf); taking the building from 60% to 95% occupied with no tenant improvement dollars.

Mr. Beitler also has extensive product marketing experience – both existing and to-be-built office buildings. Existing-building leasing assignments include: 208 South LaSalle (350,000sf), 11 South LaSalle (330,000sf), Metra Center (310,000sf), 6400 Shafer Court (170,000sf), 1699 East Woodfield Road (110,000sf), 1840 Oak Avenue (50,000sf) and 151 North Michigan Avenue (20,000sf – retail). New development assignments include 200 West Randolph Street (400,000sf – office) 151 North Franklin Street (office), 301 & 321 South Wacker Drive (office / hotel) and 151 North Michigan Avenue (retail).

In addition to Tenant Representation and Product Leasing, Mr. Beitler has been a leading member of the development team on several projects including 200 West Randolph (office), Fountainhead Quadcities (mixed-use), 301 South Wacker (office), 100 North Sheridan Road (residential), 6469 Sheridan Road (residential) and 151 North Michigan Avenue (retail).

Prior to joining Beitler Real Estate, Mr. Beitler worked at one of Chicago’s largest law firms, Mayer Brown LLP. He specialized in paralegal services and worked with such clients as America Online, Bank of America and United Airlines.

Mr. Beitler is a licensed Illinois Real Estate Managing Broker, has earned the LEED Green Associate credential from the Green Building Certification Institute and received his Bachelor of Arts degree from Southern Methodist University (SMU) in Dallas, Texas. Outside of work Mr. Beitler is an aviation enthusiast. Mr. Beitler is an instrument rated pilot and received his license at the age of 17 and is the co-founder of the private jet charter brokerage web-site PlaneFinder.com.



BEITLER

Qualifications and Responsibilities

Development Team

Patrick J. O'Brien – Director

Mr. O'Brien joined Beitler in 2011 and focuses on Tenant Representation, Product Leasing and a multitude of financial aspects of Beitler's Development Projects.

In the Tenant Representation role, Mr. O'Brien specializes in both the development and implementation of strategic real estate plans for his clients by understanding how their capital position, growth models and culture will ultimately affect their spatial requirements.

His goal in representing clients is to increase their leverage within the market to achieve reduced net rental rates, increased concessions such as free rent and enhanced tenant improvement packages, term flexibility, and pro-tenant lease language.

Recent clients represented include Lerch Bates Inc., Lothar Van Hook DeStefano Architecture LLC, The Delves Group LLC, The Plum Tree Group LLC, S. Jerome Levy & Associates, Inc. and Beaman Public Relations, Inc. Mr. O'Brien also has experience representing office and retail product. Recent assignments include the office building at 208 South LaSalle Street in Chicago, IL (350,000sf) and the new office development located at 200 West Randolph Street in Chicago, IL (400,000sf).

In addition to his Tenant Representation and Product skills, Mr. O'Brien integrates closely with Beitler's Development Team generating complex development proforma's for a variety of uses including: office, retail and residential projects. Mr. O'Brien's market knowledge and analytical background provide a diverse and holistic approach to complex development transactions.

Prior to joining Beitler, Mr. O'Brien worked at Marcus & Millichap Real Estate Investment Services and graduated from Marquette University with a double major in Real Estate & Marketing. Mr. O'Brien is a licensed Illinois Real Estate Broker.



BEITLER



James R. DeStefano FAIA, FALA, RIBA | Principal

“Bold plans and designs create conscious opportunities to shape the built environment. The creation of a unique sense of place affords that opportunity and is a compelling factor that guides us in shaping the physical and conceptual character of the environment.”

PROFESSIONAL EXPERIENCE

Lothan Van Hook DeStefano
Architecture LLC, 2011 to present,
Principal
DeStefano and Partners, Ltd., 1988 to
2011, Founding Principal
Skidmore, Owings & Merrill, 1961 to
1988, Partner

REGISTRATIONS & AFFILIATIONS

Licensed Architect: IL, AC, CA, CO, NY
National Council of Architectural
Registration Boards
The American Institute of Architects,
Fellow
Association of Licensed Architect,
Fellow
Royal Institute of British Architects
Architects Registration Council of the
UK
Illinois Institute of Technology, Board of
Overseers (former)

EDUCATION

Bachelor of Architecture, College of
Architecture and Planning, Illinois
Institute of Technology, 1961

Principal James (Jim) DeStefano, FAIA, FALA, RIBA serves as an executive on projects and as a strategic adviser to senior management. Prior to LVDA, Jim spent 27 years at SOM and later founded his own firm which designed more than 35,000,000 sf of office buildings and over 35,000 residential units in multi-family developments. Enjoying a prolific career spanning more than five decades, Jim remains at the forefront of modern design. He often leads the profession in the use of ground-breaking building technology, materials and management systems. Dedicated and passionate about creating a vital urban environment, his designs for commercial, residential and civic projects in the U.S., London and the Middle East achieve recognition with the highest honors for design and technical excellence.

A frequent guest speaker and consultant on best practices and design, Jim is respected as a distinguished professional with unsurpassed expertise in the architectural community. Jim served on the Board of Overseers at the Illinois Institute of Technology where he received his Bachelor of Architecture at the College of Architecture and Planning.



Mary Ann Van Hook AIA, LEED AP | Managing Principal

“I see myself as the project watchdog and an advocate to the client. My purpose is to be service oriented and I take it seriously.”

PROFESSIONAL EXPERIENCE

Lothan Van Hook DeStefano
Architecture LLC, 2011 to present,
Founding Principal
DeStefano and Partners, Ltd., 1998 to
2011, Principal
Capital Associates Consulting, 1997 to
1998
Chicago Public Schools, 1996 to 1997
Daniel P. Coffey & Associates, 1994 to
1996
Schal Bovis, Inc., 1992 to 1994
Morse Diesel International, 1990 to
1992
Skidmore, Owings & Merrill, 1978 to
1990
Leon Raffy Pasha-Bezian Architects,
1983 to 1984
Crawford, Murphy & Tilly Engineers,
1972 to 1976

REGISTRATIONS & AFFILIATIONS

Licensed Architect: Illinois
The American Institute of Architects
LEED Accredited Professional
Certified IL Capital Development Board
Project Manager for A/E
HACIA, Scholarship Foundation Board
Member, Professional Development
Committee, Former Banquet Chair
Chicago Building Congress
City Club of Chicago

EDUCATION

Master of Architecture, University of
Illinois at Chicago, 1980
Bachelor of Science in Architecture,
University of Illinois at Champaign-
Urbana, 1976
Ecole des Beaux Artes, Unite
Pedagogique d'Architecture 3,
Versailles, France, 1975

Founding Principal, Mary Ann Van Hook, AIA, LEED AP leads the management of the firm and serves as the Principal In Charge overseeing quality control and contract compliance for diverse building types and multi-project programs. Nearly 40 years of experience performing a variety of roles, including Managing Architect, Architect of Record, Design Architect, Owner's Representative and Construction Manager, uniquely positions her to view a project from many perspectives. Clients and colleagues appreciate her knowledge of construction and ability to read people as well as she reads a set of drawings. Her energetic determination combined with her unique skills enable her to move a project along while assuring its constructability and effectiveness.

Mary Ann is a strong advocate for the growth and equitable participation of disadvantaged, minority and woman owned businesses in the AEC industry. She is an involved member of Hispanic American Construction Industry Association and currently serves on the Scholarship Foundation Board and on the Professional Development Committee. She also is a certified Illinois Capital Development Board Project Manager for Architecture/Engineering and a member of several design industry organizations.

Mary Ann received her Master of Architecture from the University of Illinois at Chicago. She received her Bachelor of Science in Architecture from the University of Illinois at Urbana Champaign where she participated in Unite Pedagogique d'Architecture 3 while attending the Ecoles des Beaux Arts in Versailles, France.

LVDA offers the personalized attention you expect from a small design studio combined with the established expertise and history of a large firm.



PRINCIPALS

Avram Lothan
Mary Ann Van Hook
James DeStefano
Connie Miller

ARCHITECTURAL SERVICES

Programming
Planning
Design
Interiors
Sustainability and LEED Consulting

PRACTICE AREAS

Education
Residential
Commercial
Community

BACKGROUND

Established by several executives of the prolific Chicago architecture firm DeStefano Partners, Lothan Van Hook DeStefano Architecture LLC (LVDA) focuses on process, service and design excellence. LVDA founding Principals Avram Lothan, Mary Ann Van Hook, and James DeStefano have been practicing architecture together for nearly 30 years on projects with a **proven track record** of success. Led by Lothan as the Design Principal and Van Hook as the Managing Principal, this **new generation** firm consists of respected thought leaders in the Education, Residential, Community and Commercial market sectors.

IDENTITY

LVDA derives its contemporary identity by reinventing the way clients and designers come together to **think about the future** rather than to rely on their past. This is the theme and reason for LVDA's establishment.

Our designs result in local architecture that addresses a **global context**. We believe this is a **powerful** means for improving economic, social, sustainable and cultural issues.

APPROACH

We assign Principals to the roles Principal In Charge and Design Director and a professional with a minimum of 20 years experience to the role of Project Manager. Thus we offer added value to every project with unmatched levels of service and expertise. LVDA's process for creating programs and environments that enhance communities sets us apart. We bring together various perspectives for communicative consensus building and **provoke questions** that **challenge assumptions**. The forward-thinking **ideas** that result are a source of pride for all stakeholders.

Programs and designs will never be a 'one size fits all' solution but rather a specific response to each client and project's goals and conditions. This **collaboration** cumulates in unique designs that enhance the user experience, while connecting to both local surroundings and the broader environment.





RECENT AWARDS AND SPECIAL RECOGNITION (LAST FIVE YEARS)

Peace Corner Youth Center

AIA Illinois Frank Lloyd Wright Citation of Merit, 2014
 Interior Design Magazine, Best of Year Award, Budget Category - Finalist, 2013
 American Institute of Architects, Chicago Chapter, Interior Architecture Honor Award, 2012
 American Institute of Architects, Chicago Chapter, Distinguished Building Citation of Merit, 2011

LVDA

Featured Architect in Licensed Architect magazine, Fall issue, 2014

University of Illinois at Chicago Lecture Center F

American Institute of Architects, Chicago Chapter, Divine Detail Citation of Merit, 2012



College of DuPage Technology Education Center

American Institute of Architects, Chicago Chapter, Distinguished Building Citation of Merit, 2011
 American Institute of Architects, Illinois Chapter, Mies van der Rohe Honor Award, 2010
 American Institute of Architects, Chicago Chapter, Citation of Merit for Interior Architecture, 2010



University of Illinois Pennsylvania Avenue Residences Dining Remodel

American Institute of Architects, Chicago Chapter, Interior Architecture Citation of Merit, 2011





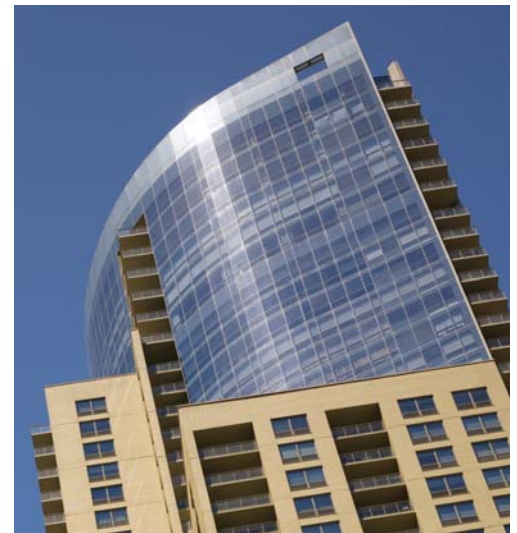
The Regatta and The Chandler at Lakeshore East
Chicago, Illinois

The award-winning, innovative designs for two adjacent residential towers on a prominent site establish a strong identity for this phased development.

LVDA professionals provided the concept design, building massing and developed construction documents for the core and shell of these two adjacent luxury condominium towers. The Regatta and The Chandler take advantage of spectacular views while contributing to the skyline themselves with well-composed façades and high quality exterior materials. The designs work in conjunction with each other to define the plaza between the two buildings and to create an identity for the northern boundary of the 28-acre new community.

The Regatta is a 44 story, 325 unit development that incorporates both a tower and a linked low-rise building. Each component functions internally as a single building but have separate exterior identities. The design reinforces the concept of the development's original Master Plan for a continuous element along Wacker Drive of five towers alternating with low- to mid-rise buildings in between.

The Chandler is a 35 story, 286 unit development. Full-height glass provides unobstructed views of the Chicago River, Lake Michigan and parks. Shorter elevations are masonry and punched window construction to provide privacy for occupants. The full height glass and masonry construction types intersect at the corners where they step back in a series of balconies and terraces.



SERVICES PROVIDED

concept design, massing design, shell and core architecture

ARCHITECT OF RECORD

Loewenberg Architects

SIZE

Regatta: 663,961 sf
Chandler: 670,000 sf

SPECIAL RECOGNITION

Design Excellence Award of Merit, Association of Licensed Architects

Design Award of Excellence, Society of American Registered Architects

The design incorporates an innovative "hybrid" exterior wall system that was the first installation of its kind in the Midwest



One South Dearborn
Chicago, Illinois

This fast-track project is the first LEED for Core and Shell Silver rated high rise in the state. Its success is the result of innovative time and cost saving strategies as well as cooperative relationships.

Distinguished by a twinned structural lantern at the building crown, the metal and glass exterior rises nearly 60 feet above the top of the main structure. An outdoor plaza with shade trees and a three story glass and marble lobby give the building further distinction from the street.

The owner's lease obligation dictated an aggressive schedule to secure the major tenant. The 8 months from the start of design to the construction start included entitlement acquisition through the zoning process, design of the building, and overlapping of packages to allow for early release of subsurface permit documents.

Beginning with the demolition of the existing building, we minimized time, costs, and construction debris by leaving the below grade structure component intact and bore through with caissons. Parking, which is typically accommodated in sub-grade levels, was relegated to several levels at the base of the building above grade.

A deliberate implementation strategy, timely decision-making, an intimate working knowledge of the City's regulatory entities and a cooperative relationship with the contractor enabled delivery of the project for tenant occupancy in 33 months.

LEED CS SILVER

ROLE

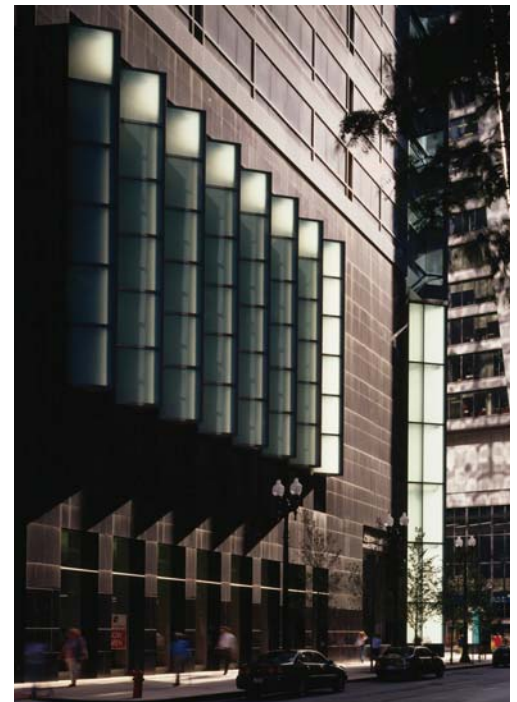
Architect of Record

SERVICES PROVIDED

architecture, interior design of shared amenities

SIZE

40-story
829,000 sf





**SPECIAL
RECOGNITION**

TOBY Award, BOMA

Green Office
Challenge, City of
Chicago Department
of Environment

Patron of the Year
Award, Chicago
Architecture
Foundation

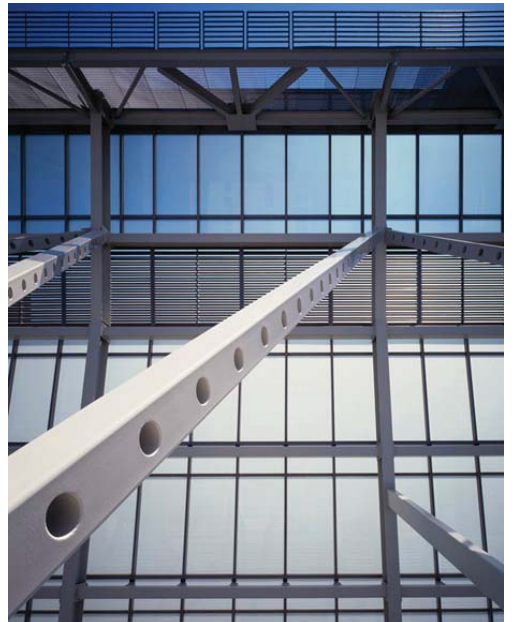
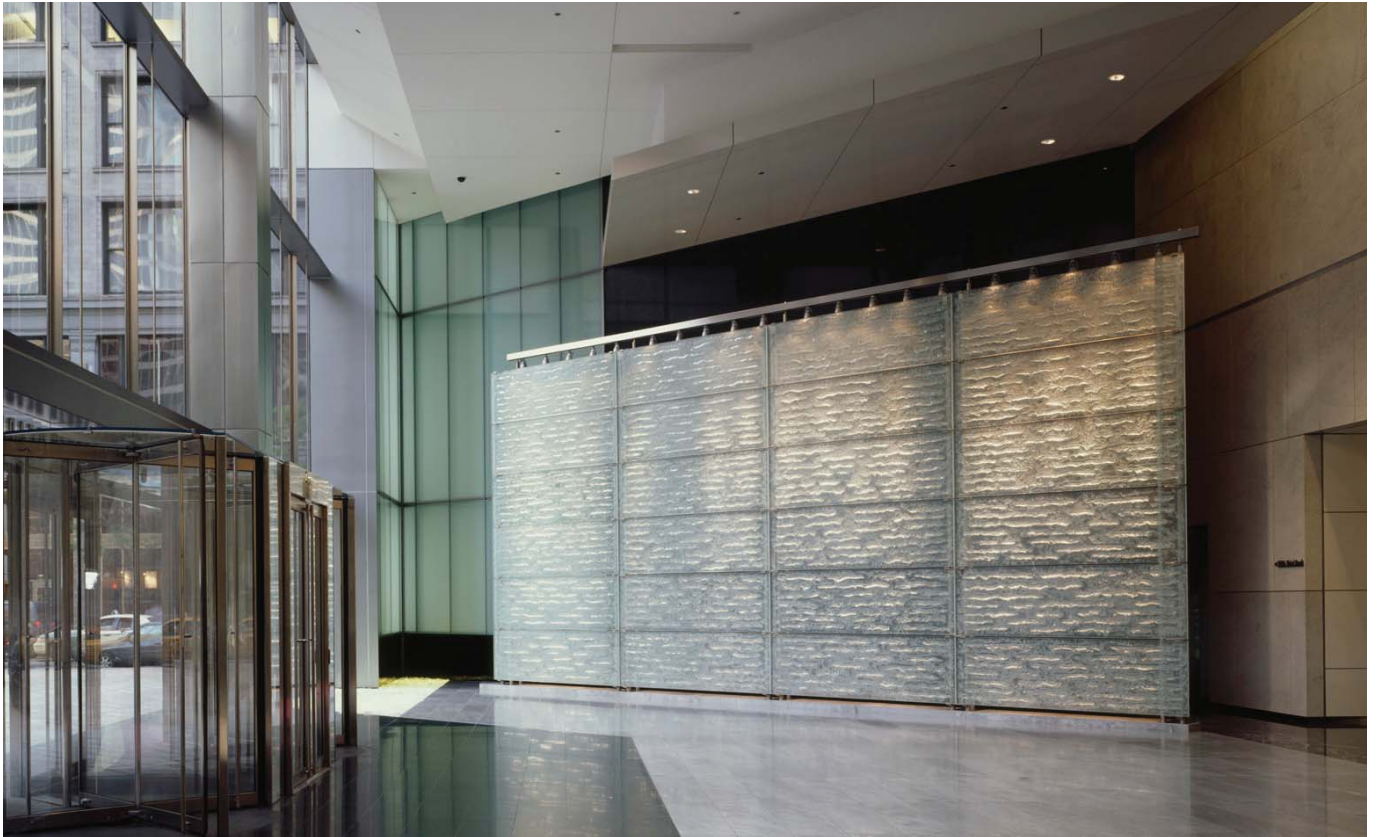
Green Office
Challenge, City of
Chicago Department
of Environment

Gold Medal,
Association of
Licensed Architects

Downtown Office
Development of
the Year, National
Association of
Industrial & Office
Properties

Design Award of
Excellence, Society of
American Registered
Architects

Energy Star Award
every year since its
eligibility in 2007





The Waldorf Astoria Hotel and Residential Tower
Chicago, Illinois

The sleek building will offer 325 rooms in a five-star hotel and 300 luxury condominiums near the Chicago River.

Located in the Streeterville community, just east of Chicago's prominent North Michigan Avenue, this mixed-use tower will rise to 100 stories at a height of 1,109 feet. The tower will contain 325 hotel rooms, a fitness center/spa, and 300 condominiums. The base of the building will include banquet facilities, meeting rooms, and restaurants, along with a 772 car private parking garage, all of which will be located underground to maximize open space at the base of the tower for the community. The tower itself is intended to be a simple monolith of glass and steel, which will taper gently into the sky asymmetrically, creating the illusion of a twisting form.

SERVICES PROVIDED
architecture

SIZE
1,500,000 sf





Marriott Fairfield Inn & Suites
Chicago, Illinois

The project is one of the first Fairfield Inns to be built in an urban setting, and serves as the urban prototype for the brand. It successfully marries the constraints of a limited site and budget with the judicious use of high quality materials.

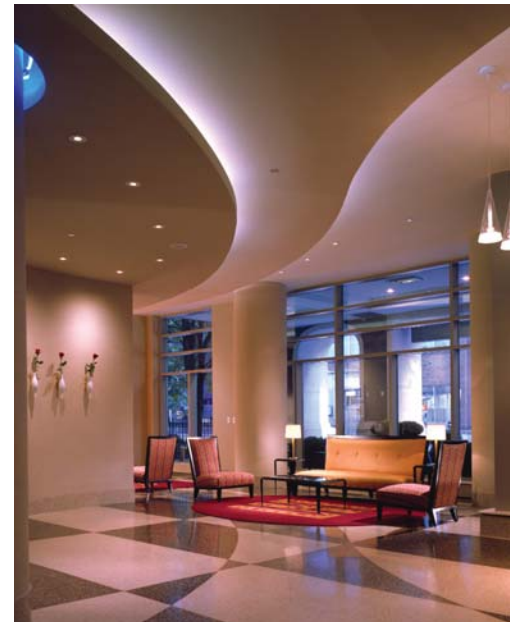
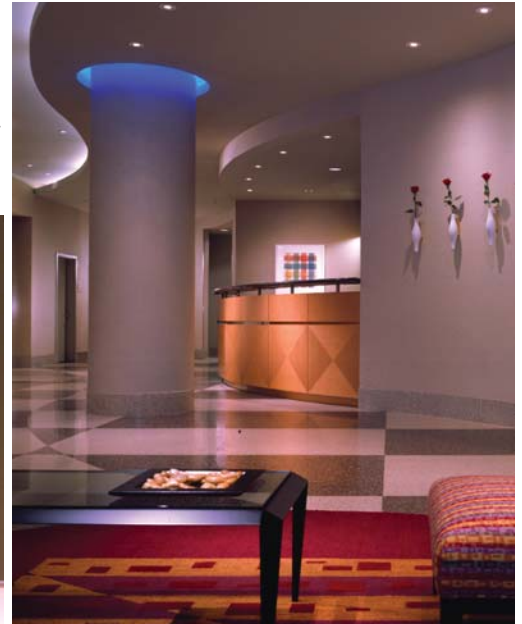
On a narrow site just off the Michigan Avenue premier shopping boulevard, this 15-story boutique-style hotel offers 12 single-occupancy rooms and two king suites on each guest floor supported by public amenities that include a breakfast area adjoining the lobby, a conference room and small exercise room. Softly curving walls and ceilings in the lobby complement exterior design features such as a curving brick façade and decorative grilles.

SERVICES PROVIDED

architecture, interior design

SIZE

94,000 sf





Embassy Suites Chicago Downtown-Lakefront
Chicago, Illinois

Showcasing spectacular views of downtown Chicago, the program and design for the hotel features many up-scale details that appeal to sophisticated clientele.

As part of River East Center, a mixed-use development along the Chicago River, LVDA professionals designed a 455-room, 14-story Embassy Suites hotel. Operated by Promus Hotels Corporation, the hotel is set atop a 90-foot high mixed-use podium and features a dramatic all-glass south wall overlooking Ogden Park and Chicago's Loop. A 180-foot tall atrium space topped by a glass and steel roof canopy is the design signature. The base of the open-air atrium features Chicago's largest live eco-wall and water feature. Amenities include large suite-style accommodations, a fitness center with swimming pool and full service, 20,000 sf of state-of-the-art meeting and banquet facilities, and restaurants.

SERVICES PROVIDED
master planning, architecture, interior design

SIZE
2,000,000 sf
12-acres

**SPECIAL
RECOGNITION**
Professional Design Award, Society of American Registered Architects





Dearborn Plaza
Chicago, Illinois

Dearborn Plaza's prominent corner location provides a dramatic architectural presence. The contemporary design successfully creates a viable, efficient and exciting office building that fits in the context of the emerging neighborhood in Chicago's North Loop.

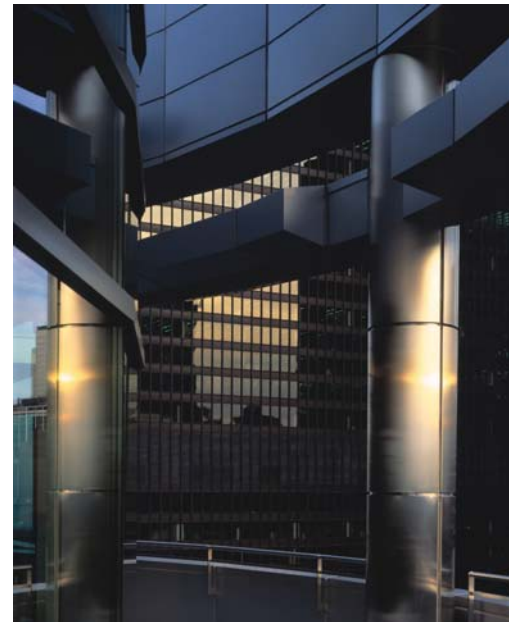
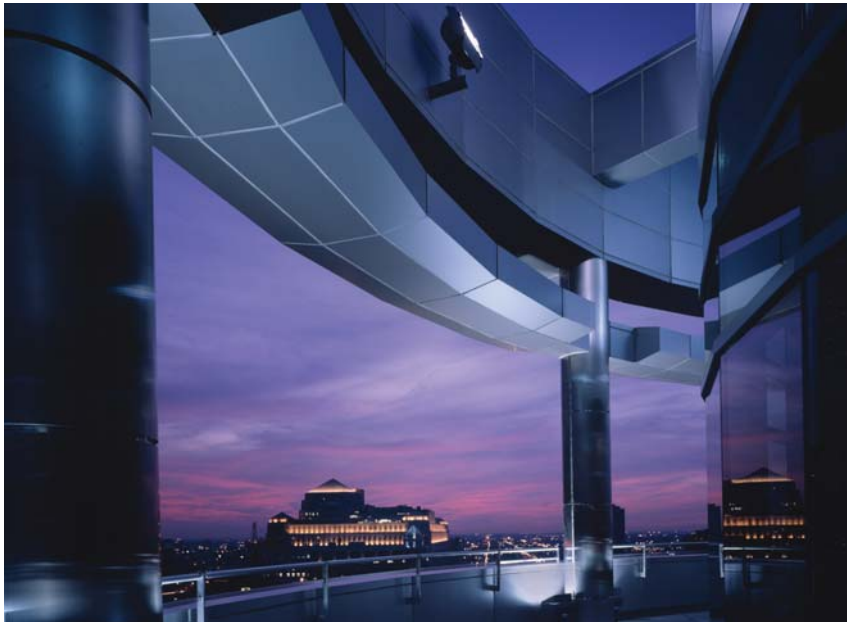
The design for this 17-story tower features efficient floor plates and the latest mechanical and information technology systems to meet the needs of today's office tenants, including a hotel in the first six floors.

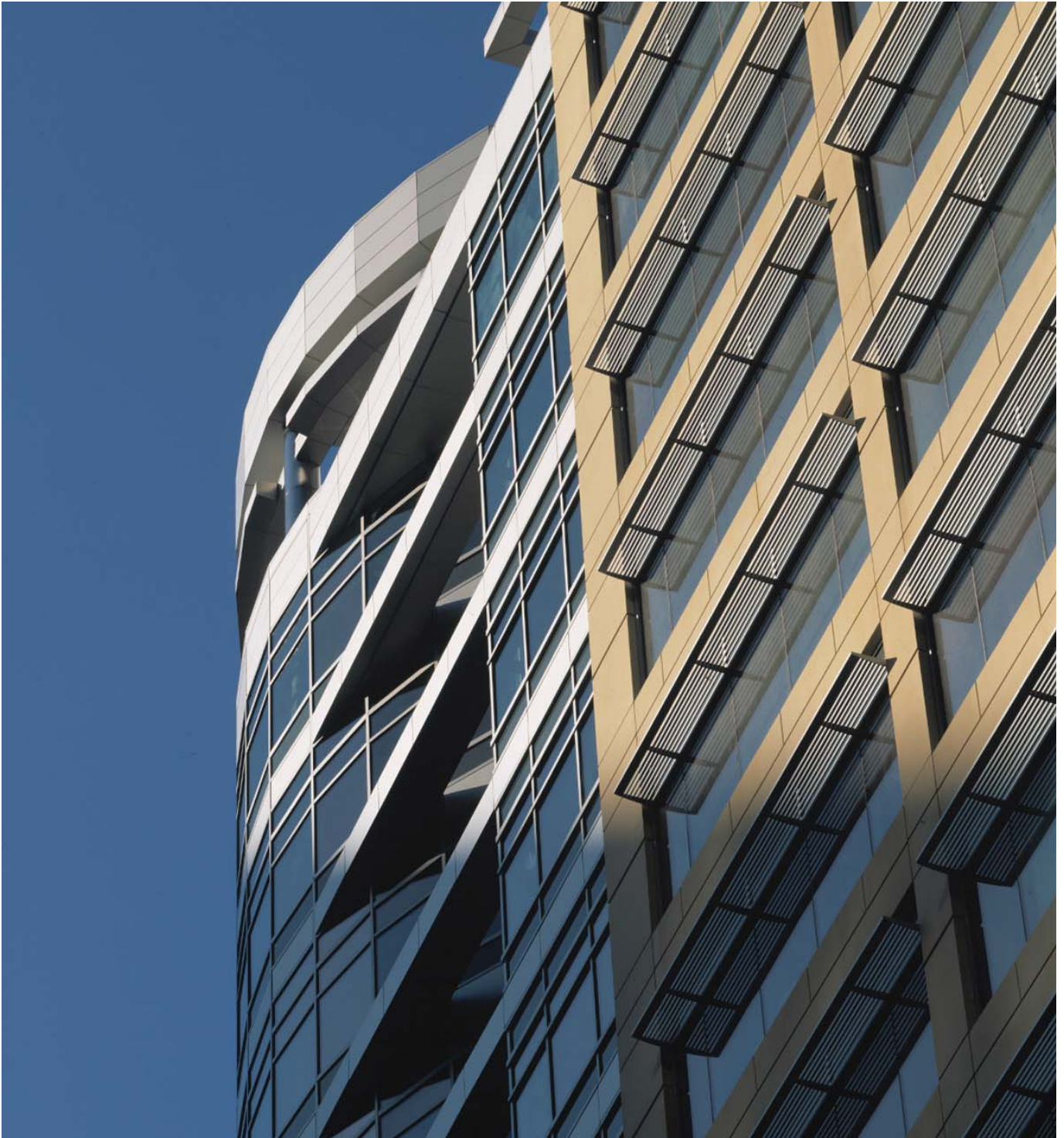
The depth of the site at 100 feet posed the greatest challenge to the office floors so a slender core configuration preserves market standard depths. A series of stepped cross-brace frames within the narrow core stiffen the building and protect it from wind load capacity. Context also shaped the design. The site is in a vibrant, mixed-use neighborhood with a range of architectural styles and mostly low-rise loft buildings. Within this context and our commitment to employ cutting edge construction technologies, the resulting design is an interplay of objects and planes.

A clean Chicago School frame of limestone colored concrete 'clips' over a silver metallic curtainwall and clear glazing. Sun shades that project off of the frame on the south and west elevations add surface texture and help to reduce heating loads, while contributing to the building's contemporary expression. The floor plates are column-free, perfectly suited for today's open plan office environments, and the large expanses of glass permit natural light to penetrate the interior.

SERVICES PROVIDED
architecture

SIZE
400,000 sf





LVDA



**SPECIAL
RECOGNITION**

Design Award of Merit, Association of Licensed Architects

Design Award of Merit, Society of American Registered Architects

Downtown Office Development of the Year, National Association of Industrial & Office Properties

American Architecture Award, Chicago Athenaeum



ABN AMRO Plaza Headquarters and Operations Center
Chicago, Illinois

The signature building sits well within its urban context and employs the latest developments in building technology.

LVDA professionals developed a master plan for a two-phased twin office tower complex on a full city block in downtown Chicago. The program, requiring a mix of large floor plates and office space, resulted in two towers set upon a very large base. The first rises from a six-story base, providing large floor plates for mission-critical operation functions. The building design employs the latest developments in building technology, including: an underfloor plenum displacement air system (only the 2nd office building in Chicago to be built using this technology); raised floor technology distribution of building controls, data and telecommunication systems; modular wiring systems; mission-critical operations; facility hardening and redundancy; high-speed internet connectivity through the building to all other domestic and international corporate facilities; multiple technology risers for reliability and redundancy; and fiber optic, multi-tube systems in single and multi-mode.

The development's siting maximizes views. With this thoughtful siting and by relying on the nature of materials and the craft and details of architectural elements, LVDA professionals delivered a signature building that sits well within its urban context within the owner's "vanilla box" budget. The tower's wedge shape leaves an open, green roof at level 6, which will eventually be nestled between the two towers. The design also provides for a generously landscaped public plaza at ground level, preserving a sense of openness in a dense area. Typical floors range in size from 37,400 GSF to 60,900 GSF. The single-tenant program allows for maximum use of building technology to create flexible and adaptable work environments. A multi-level lobby provides a separate, secure lobby for bank personnel on the mezzanine and access to a ground level, public retail arcade. Large, column-free open office spaces are designed to be easily and efficiently adapted to multiple space plan configurations.

SERVICES PROVIDED
master planning, architecture

SIZE
1,375,000 sf

SUSTAINABILITY
green roof; preserves openness in a dense urban area; day lighting; underfloor air supply; LEED EB GOLD



LVDA



SPECIAL RECOGNITION

New Construction
Award of Excellence
(Private/Corporate
category), Buildings
Magazine

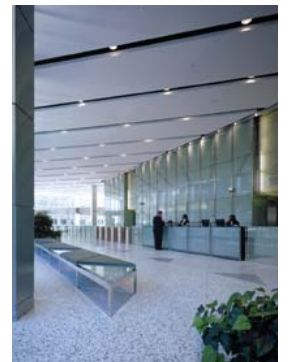
Commercial Project
of the Year, Midwest
Construction Best the
Year

Build-To-Suit Project
of the Year, Com-
mercial Real Estate
Awards/Greater Chi-
cago Food Depository

Development of the
Year, Commercial Real
Estate Awards/Greater
Chicago Food Deposi-
tory

NOTABLE ACHIEVEMENTS

ABN AMRO Plaza is
only the 2nd office
building in Chicago
to be built using an
underfloor plenum dis-
placement air system



"ABN AMRO Plaza has some of the most daring angles in the city... Such a building could have easily resulted in something resembling a science fiction cartoon. But the LVDA's (DeStefano Partners) execution here was very well done, transforming what could have been another vaguely-1990's glass block into a building that defines its own style, rather than follows the lead of others".

Architecture Critic for ChicagoArchitectureInfo.com

LVDA



STEPHEN E. MAR-POHL, AIA, NCARB
Architect

President – InSite Consulting Architects

REGISTRATIONS

- NCARB
- Licensed Architect, State of Wisconsin
- Licensed Architect, State of Illinois
- Licensed Architect, State of Missouri
- Licensed Architect, State of Iowa
- Licensed Architect, State of Pennsylvania

PROFESSIONAL EXPERIENCE

InSite Consulting Architects (ICA), headquartered in Madison, Wisconsin is an architectural consulting firm that specializes in architectural design, master planning, historic preservation, interior design, forensic analysis of moisture related building failures, building enclosure technologies, institutional facilities management, remedial design and construction/contract management. We have performed a wide variety of forensic services on thousands of structures around North America for clients with nearly every possible building type. ICA has also worked on a number of notable historical buildings throughout the Midwest and Southeast.

Stephen E. Mar-Pohl, AIA is president of ICA and has been actively working in the architectural field since 1988. He is an award winning architectural designer, project manager, and building enclosure consultant. Mr. Mar-Pohl began his career as an intern architect working with hospital and correctional specialists at Hansen Lind Meyer and has enjoyed a diverse design career that has led to expertise in historic preservation with a technical focus. Prominent projects include: the First Unitarian Meeting House, Madison (Frank Lloyd Wright); the Milwaukee War Memorial (Eliel Saarinen); Monona Terrace, Madison; the Milton House, Milton, Wisconsin and a number of 19th century Catholic Churches.

EDUCATION

Stephen Mar-Pohl attended the North Dakota State University from 1984-1989, graduated with a Bachelor of Architecture, and received a Peter Mackenzie Award of Merit. Mr. Mar-Pohl continued his education at the University of Illinois Master of Architecture Program from 1991-1992 where he was an Edwin Horner Fellow.



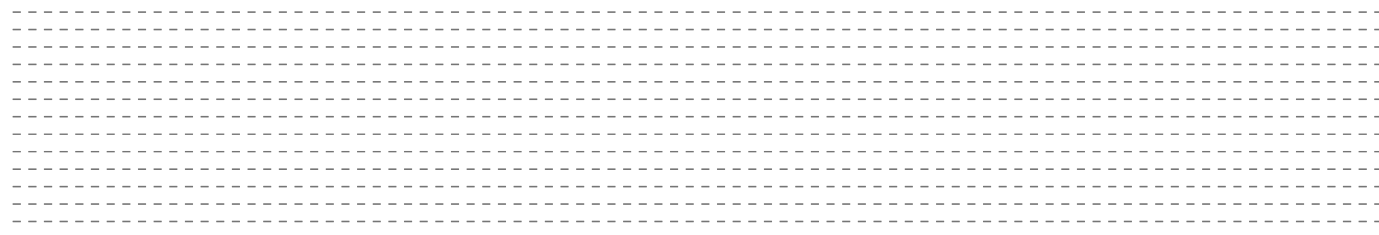


PROFESSIONAL AFFILIATIONS

- Wisconsin Association of School Business Officials
 - Instructor/Core Curriculum - *Exterior Building Envelope Maintenance - Module 4*
- Professional Member, American Society for Testing and Materials
 - Voting Member Committee C12 on Mortars and Grouts for Unit Masonry
 - Voting Member Committee D08 on Roofing and Waterproofing
 - Voting Member Committee E06 on Performance of Buildings
 - Voting Member Committee E36 on Accreditation and Certification
- Professional Member, American Institute of Architects
- Professional Member, National Trust for Historic Preservation
- Professional Member, Society for Protective Coatings
- Professional Member, National Council of Architectural Registration Boards
- Professional Member, Roof Consultants Institute
- Professional Member, Association for Preservation Technology International
- Professional Member, National Institute of Building Sciences
 - Building Enclosure Technology and Environment Council
- Member, National Parks Conservation Association
- Member, Wisconsin Historical Society
- Conference for Catholic Facility Management
- Association of School Business Officials International

REPRESENTATIVE CLIENTS

- | | | |
|---|--------------------|--------------|
| ▪ Chicago Zoological Society / Brookfield Zoo | Brookfield | Illinois |
| ▪ Arrowhead Union High School District | Hartland | Wisconsin |
| ▪ Cathedral Parish | Madison | Wisconsin |
| ▪ Kenosha County | Kenosha | Wisconsin |
| ▪ Kenosha Unified School District No. 1 | Kenosha | Wisconsin |
| ▪ City of Madison | Madison | Wisconsin |
| ▪ Columbus School District | Columbus | Wisconsin |
| ▪ City of La Crosse | La Crosse | Wisconsin |
| ▪ Division of State Facilities | State of Wisconsin | |
| ▪ Grant County | Lancaster | Wisconsin |
| ▪ Greendale School District | Greendale | Wisconsin |
| ▪ Hartley Trust | Duluth | Minnesota |
| ▪ IKM Incorporated | Pittsburgh | Pennsylvania |
| ▪ Carnegie Mellon University | Pittsburgh | Pennsylvania |
| ▪ Missouri Botanical Garden | St. Louis | Missouri |
| ▪ St. Anthony of Padua Parish | Kenosha | Wisconsin |
| ▪ St. Anthony School | Milwaukee | Wisconsin |
| ▪ Saint Louis Zoo | St. Louis | Missouri |
| ▪ University of Wisconsin | Madison | Wisconsin |
| ▪ University of Wisconsin | Platteville | Wisconsin |
| ▪ Washington University | St. Louis | Missouri |
| ▪ St. Francis School District | St. Francis | Wisconsin |
| ▪ ShopKo Stores | Nationwide | |
| ▪ Greyhound Lines | Nationwide | |





CHRIS ODDO, AIA, EDAC
Architect

Principal – InSite Consulting Architects

REGISTRATIONS

- Licensed Architect, State of Wisconsin

PROFESSIONAL EXPERIENCE

InSite Consulting Architects (ICA), headquartered in Madison, Wisconsin is an architectural consulting firm that specializes in the forensic analysis of historic stone failures, historic preservation and adaptive reuse, forensic analysis of moisture related building failures, building enclosure technologies, remedial design and construction/contract management. We have performed a wide variety of forensic services on thousands of structures around North America for clients with nearly every possible building type. ICA has also worked on a number of notable historical buildings, throughout the United States, including many that are on the National Register of Historic Places and several National Landmark structures.

Chris A. Oddo, AIA, EDAC is a principal of ICA and has been actively working in the architectural field since 1987. He has worked on all aspects of a wide range of project types from small renovations to a \$250 million healthcare campus expansion. He brings years of project management experience. He has guided large design teams through technically complex projects.

EDUCATION

Chris Oddo attended the **University of Wisconsin – Milwaukee**: School of Architecture and Urban Planning and graduated with a Bachelor of Science in Architectural Studies in 1987. Mr. Oddo continued his education at the **University of Michigan**: School of Architecture and Urban Planning and graduated with High Distinction in the Master of Architecture Program in 1992.

PROFESSIONAL AFFILIATIONS

- Professional Member, American Institute of Architects
- Professional Member, Evidence-Based Design Accreditation and Certification (EDAC)





REPRESENTATIVE PROJECTS

- Kenosha County Administration Building, Kenosha, Wisconsin
- Padre Pio Clinic, Milwaukee, Wisconsin
- Holy Redeemer School, Madison, Wisconsin
- Somers Elementary School, Kenosha, Wisconsin
- St Mary's Hospital Tower Addition, Madison, Wisconsin
 - \$67 mil. and 260,000 s.f.
- Monroe Clinic (New Hospital – LEED Silver Certified), Monroe, Wisconsin
 - \$65 mil. and 230,000 s.f.
- St. Mary's Outpatient Building & Parking Structure, Madison, Wisconsin
 - \$45 mil. and 370,000 s.f.
- Freeport Clinic, Freeport, Illinois
- Third Wave Technologies, Madison, Wisconsin
 - \$8 mil. and 66,000 s.f.
- Tetrionics, Madison, Wisconsin
 - \$9 mil. and 60,000 s.f.
- Powderject, Middleton, Wisconsin
- Electronic Theatre Controls, Middleton, Wisconsin
 - \$21 mil. and 250,000 s.f.
- GE Lunar, Madison, Wisconsin
 - \$12 mil. and 120,000 s.f.
- Mineral Point Middle School/ High School, Mineral Point, Wisconsin
 - \$8 mil. and 115,000 s.f.
- UW Fox Valley Planetarium, Neenah, Wisconsin
- Ray-o-Vac Aviation Facility, Madison, Wisconsin
- Verona Area High School, Verona, Wisconsin
- Baileys Harbor Town Hall Library, Baileys Harbor, Wisconsin
- Middle High School ADA Study, Middleton, Wisconsin
- Deerfield High School System ADA Study, Deerfield, Wisconsin
- Taycheedah Correctional Institution, Fond du Lac, Wisconsin
- West Allis Motor Bank, West Allis, Wisconsin

Kenosha County Administration Building - Kenosha, WI

CLIENT

Kenosha County, Kenosha, Wisconsin

BUILDING

Kenosha County Administration Building is located in the Civic Center Historic District of Kenosha. The architect Joseph Lindl created the Neo-Classical revival building in 1926 to originally house the Royal Order of the Moose Lodge. The combination of grey limestone and tan brick building was then used by the Kenosha Labor Association before being taken over by its current owners, Kenosha County.

SIZE

80,000 S.F.

COST

\$4,600,000

YEAR COMPLETE

In Progress



SCOPE OF SERVICE

- Preliminary condition assessment
- Failure investigation
- Measured baseline drawings
- Critical façade examination
- Rehabilitation design documentation
- Bidder prequalification
- Bidding phase services
- Structural analysis and monitoring
- Stone restoration drawings and specifications
- Construction phase services - comprehensive

SOLUTION

- Researched and reviewed archival documentation
- Developed baseline drawings of the exterior
- Performed a detailed condition investigation of the courtyard, walls, and skylights of the building
- Evaluated the structural systems of the walls and monitored for movement
- Performed additional studies including the evaluation of several areas of structural steel to determine the long-term effectiveness of proposed solutions, the evaluation and field testing of cleaning techniques for the limestone cladding; field studies of new pointing mortar
- Prepared drawings and specifications for the exterior stone restoration
- Provided continuous on-site documentation and observation of the work, including cleaning all exterior limestone, stone masonry repairs, and the adjacent roof membrane and flashing systems
- As part of the construction observation phase of the restoration, prepared daily field reports, photographs and computer-based as-built drawings



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Carnegie Mellon University, Mellon Institute - Pittsburgh, PA

CLIENT

Carnegie Mellon University

BUILDING

Mellon Institute

SIZE

355,000 S.F.

COST

\$8,000,000

YEAR COMPLETE

Ongoing

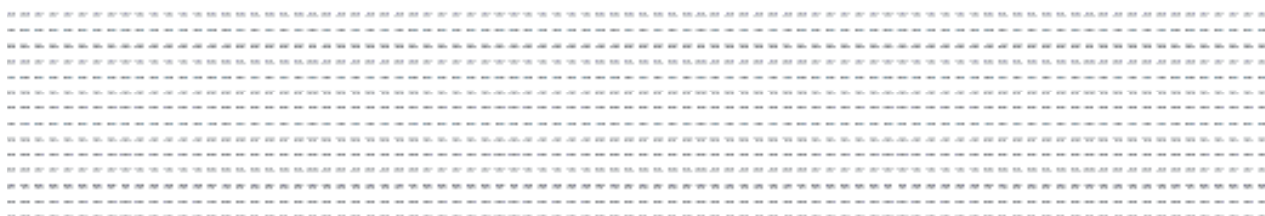


SCOPE OF SERVICE

- Preliminary condition assessment
- Failure investigation
- Critical façade examination
- Facade cleaning recommendations
- Terra cotta restoration investigation
- Rehabilitation design planning/budgeting
- Bidding phase services
- Structural analysis and monitoring
- Stone restoration drawings and specifications
- Construction phase services - comprehensive

SOLUTION

- Researched and reviewed archival documentation
- Developed baseline drawings of the exterior
- Performed a detailed condition investigation of the courtyard, walls, and skylights of the building
- Evaluated the structural systems of the walls and monitored for movement
- Perform additional studies including the evaluation of several areas of structural steel to determine the long-term effectiveness of proposed solutions, the evaluation and field testing of cleaning techniques for the limestone cladding; field studies of new pointing mortar
- Prepare drawings and specifications for the exterior stone restoration
- Provide continuous on-site documentation and observation of the work, including cleaning all exterior limestone, stone masonry repairs, and the adjacent roof membrane and flashing systems
- As part of the construction observation phase of the restoration, prepare daily field reports, photographs and computer-based as-built drawings as a permanent record of the work



Kenosha County Courthouse - Kenosha, WI

CLIENT

Kenosha County, Kenosha, Wisconsin

BUILDING

Kenosha County Courthouse and Jail are part of the National Register of Historic Places and part of the Civic Center Historic District, with exterior walls of Bedford (Indiana) Limestone. The structure comprises an entire city block and has been in continuous use since opening in 1924.

National Register of Historic Places District #89000069 and National Register of Historic Places Building #82000677

SIZE

250,000 S.F.

COST

\$5,000,000

YEAR COMPLETE

2011



SCOPE OF SERVICE

- Preliminary condition assessment
- Failure investigation
- Measured baseline drawings
- Critical façade examination
- Rehabilitation design documentation
- Bidder prequalification
- Bidding phase services
- Structural analysis and monitoring
- Stone restoration drawings and specifications
- Construction phase services - comprehensive

SOLUTION

- Researched and reviewed archival documentation
- Developed baseline drawings of the exterior
- Performed a detailed condition investigation of the courtyard, walls, and skylights of the building
- Evaluated the structural systems of the walls and monitored for movement
- Performed additional studies including the evaluation of several areas of structural steel to determine the long-term effectiveness of proposed solutions, the evaluation and field testing of cleaning techniques for the limestone cladding; field studies of new pointing mortar
- Prepared drawings and specifications for the exterior stone restoration
- Provided continuous on-site documentation and observation of the work, including cleaning all exterior limestone, stone masonry repairs, and the adjacent roof membrane and flashing systems
- As part of the construction observation phase of the restoration, prepared daily field reports, photographs and computer-based as-built drawings as a permanent record of the work



Reuther High School - Kenosha, WI

CLIENT

Kenosha Unified School District No. 1
Kenosha, Wisconsin

BUILDING

Kenosha Central High School is part of the Kenosha Civic Center National Historic District, with exterior walls of Bedford (Indiana) Limestone.

National Register of Historic Places District #89000069 and National Register of Historic Places Building #79003770

SIZE

200,000 S.F.

COST

\$8,200,000

YEAR COMPLETE

2011



SCOPE OF SERVICE

- Preliminary condition assessment
- Failure investigation
- Measured baseline drawings
- Critical façade examination
- Rehabilitation design documentation
- Bidder prequalification
- Bidding phase services
- Structural analysis and monitoring
- Stone restoration drawings and specifications
- Construction phase services - comprehensive

SOLUTION

- Researched and reviewed archival documentation
- Performed laser scan of existing façades
- Developed baseline drawings of the exterior
- Performed a detailed condition investigation of the courtyard, walls, and skylights of the building
- Evaluated the structural systems of the walls and monitored for movement
- Performed additional studies including the evaluation of several areas of structural steel to determine the long-term effectiveness of proposed solutions, the evaluation and field testing of cleaning techniques for the limestone cladding; field studies of new pointing mortar
- Prepared drawings and specifications for the exterior stone restoration
- Provided continuous on-site documentation and observation of the work, including cleaning all exterior limestone, stone masonry repairs, and the adjacent roof membrane and flashing systems

