

ONONDAGA COUNTY
 INDUSTRIAL DEVELOPMENT AGENCY

Project:	Clay Hospitality, LLC	Project Number:	3101-25-08A
Location:	Clay	School District:	Liverpool
		Project Type:	New Construction, Hotel
Tax Parcel(s):	021.-01-05.3; 021.-01-05.6; 021.-01-04.1	Village:	N/A

Total Project Cost:	\$	19,253,000		8. Total Jobs	15
Land Acquisition	\$	945,000		8A. Job Retention	0
Site Work/Demo	\$	1,300,000		8B: Job Creation	15
Building Construction & Renovation	\$	10,635,000		(Next 5 Years)	
Furniture & Fixtures	\$	2,200,000			
Equipment	\$	1,500,000			
Project Soft Cost	\$	2,673,000			

Community Investment /Abatement

	Fiscal Impact (\$)	
Abatement Summary	\$1,409,766	
Sales Tax Abatement	\$800,000	
Mortgage Tax Abatement	\$96,747	
Property Tax Relief (PILOT)	\$513,019	
Community Investment	\$30,835,405	
PILOT Payments	\$347,592	
Project Salaries and Benefits Estimated (10 yrs)	\$7,539,170	
Construction Benefit Estimate	\$3,695,643	
Total Project Cost	\$19,253,000	

Investment:Abatement Ratio 21.87 :1

Project Description

The applicant is proposing to construct a 64,000 +/- sq. ft. Home2 Suites by Hilton extended stay hotel consisting of 103 suites on approximately 2.54 acres in the Town of Clay.

Clay Hospitality, LLC

A) PILOTS Estimate Table Worksheet

for 5 years

OCIDA estimate of current market value					\$ 945,000
Projected investment					\$ 10,635,000
OCIDA estimate of increase in value					\$ 5,871,000
OCIDA estimated value after project is completed					\$ 6,816,000
Taxes that would have been collected if the project did not occur					\$ 119,319
Scheduled PILOT payments					\$ 347,592

PILOT YEAR	Exemption %	County PILOT Amount	Town	School District	Village	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	100%	\$ 2,831	\$ 1,630	\$ 18,466	\$ -	\$ 22,928	\$ 165,374	\$ 142,445
2	100%	\$ 2,888	\$ 1,663	\$ 18,836	\$ -	\$ 23,387	\$ 168,681	\$ 145,294
3	75%	\$ 7,521	\$ 4,331	\$ 49,053	\$ -	\$ 60,904	\$ 172,055	\$ 111,150
4	50%	\$ 12,339	\$ 7,104	\$ 80,471	\$ -	\$ 99,914	\$ 175,496	\$ 75,582
5	25%	\$ 17,346	\$ 9,987	\$ 113,126	\$ -	\$ 140,459	\$ 179,006	\$ 38,547
TOTAL		\$ 42,926	\$ 24,715	\$ 279,951	\$ -	\$ 347,592	\$ 860,610	\$ 513,019

Year						
	0	1	2	3	4	5
Jobs						
Current/Actuals						
Creation Goals		11	3	1		
Total Employment Goals	0	11	14	15	15	15

**ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
APPLICATION FOR FINANCIAL ASSISTANCE**

1. Fill in all blanks using “none”, “not applicable” or “not available”. If you have any questions about the way to respond, please call the Onondaga County Industrial Development Agency (the “Agency” or “OCIDA”) at 315-435-3770.
2. In accordance with Section 224-a(8)(d) of Article 8 of the New York Labor Law, the Agency has identified that any “financial assistance” (within the meaning of Section 858 of the General Municipal Law) granted by the Agency to the Applicant consisting of sales and use tax exemption benefits, mortgage recording tax exemption benefits and real property tax exemption benefits, constitutes “public funds” within the meaning of Section 224-a(2)(b) of Article 8 of the New York Labor Law and such funds are not excluded under Section 224-a(3) of Article 8 of the New York Labor Law. The Agency hereby notifies the Applicant of the Applicant’s obligations under Section 224-a (8)(a) of Article 8 of the New York Labor Law.
3. If the OCIDA Board approves benefits, it is the company’s responsibility to obtain and submit all necessary forms and documents.
4. All projects approved for benefits by the OCIDA Board will close with the Agency within 6-months of the OCIDA Board approval date. If this schedule cannot be met, the Applicant will need to submit a closing schedule modification written request to the Executive Director that will be presented to OCIDA Board for consideration.
5. The Agency will not give final approval for this Application until the Agency receives a completed NYS Full Environmental Assessment Form concerning the project which is the subject of this Application. The form is available at https://extapps.dec.ny.gov/docs/permits_ej_operations_pdf/feafpart1.pdf
6. Public Officers Law stipulates all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and reproduction. Should the Applicant believe there are project elements which are trade secrets if publicly disclosed or otherwise widely disseminated, would cause substantial injury to the Applicant’s competitive position, the Applicant must identify such elements in writing and request that such elements be kept confidential. In accordance with Article 6 of the Public Officer’s Law, the Agency may also redact personal, private, and/or proprietary information from publicly disseminated documents.
7. A final Application (OCIDA staff reviewed/approved) and associated fees MUST be received at least 10 business days prior to the upcoming Board meeting to be placed on the agenda. A signed application may be submitted by mail and/or electronically in PDF format to Alexis Rodriguez at alexisrodriguez@ongov.net.
 - A check payable to the Agency in the amount of \$1,000
 - A check payable to Barclay Damon LLP in the amount of \$2,500

This Application was adopted by the OCIDA Board on February 15, 2024.

Submit completed application to:
Onondaga County Industrial Development Agency
335 Montgomery Street, Floor 2M Syracuse, NY 13202
Phone: 315-435-3770
alexisrodriguez@ongov.net

Section I: Applicant Information

Submittal Date: 5/13/2026

A) Applicant/Project Operator information (company receiving benefits):

1. Applicant/Project Operator: Clay Hospitality, LLC
Applicant/Project Operator Address: 15 Fisher Road, Suite 15, Pittsford, NY 14534
Phone: 585-485-0131 Fax: _____
Website: _____ Email: neil.patel@baywoodhotels.com
Federal ID#: 33-1258416 NAICS: 721110
State of Incorporation: NY
See link for your NYS incorporation information. <https://apps.dos.ny.gov/publicInquiry>
2. Owner (if different from Applicant/Project Operator): _____
Owner Address: _____
Federal ID#: _____
State of Incorporation: _____
List of stockholders, members, or partners of Owner: _____

B) Applicant Business Organization (check appropriate category):

- | | |
|--|---|
| ☐ Corporation | ☐ Partnership |
| ☐ Public Corporation | ☐ Joint Venture |
| ☐ Sole Proprietorship | ☒ Limited Liability Company |
| ☐ Other, explain | |

List all stockholders, members, or partners with % of ownership greater than 5%:

Name	% of ownership
<u>Neil H. Patel (Managing Member)</u>	<u>50.5</u>
<u>Amit Patel</u>	<u>16.5</u>
<u>Javesh Patel</u>	<u>16.5</u>
<u>Vinod Patel</u>	<u>16.5</u>

C) Applicant Business Description:

Estimated % of sales within Onondaga County: 100

Estimated % of sales outside Onondaga County but within New York State: 0

Estimated % of sales outside New York State but within the U.S.: 0

Estimated % of sales outside the U.S.: (*Percentage to equal 100%) 0

Applicant /Owner History:

1. Is the Owner and/or Applicant or any manager or owner of the Owner and/or Applicant now a plaintiff or defendant in any civil or criminal litigation? ☒ No ☐ Yes, explain
2. Has any owner of manager of the Owner and/or Applicant listed above ever been convicted of a criminal offense (other than a minor traffic violation)? ☒ No ☐ Yes, explain
3. Has any person listed in Section I ever been in receivership or declared bankruptcy?
☒ No ☐ Yes, explain

D) Has the Applicant/Owner received assistance from Onondaga County Industrial Development Agency (OCIDA, Syracuse Industrial Development Agency (SIDA), New York State or the Onondaga Civic Development Corporation (OCDC) in the past?

☒ No ☐ Yes, explain (Provide year, project name, benefit description, amounts, address)

E) Individual Completing Application:

Name: Neil Patel Title: Managing Member

Address: 15 Fisher Road, Suite 201, Pittsf Phone: 607-251-2268

Cell Phone: 607-351-2268 E-mail: neil.patel@baywoodhotels.com

F) Company Contact (if different from individual completing application):

Name: _____ Title: _____

Address: _____ Phone: _____

Cell Phone: _____ Email: _____

G) Company Counsel:

Name of Attorney: Matthew N. Wells

Firm Name: Bond, Schoeneck & King, PLLC

Address: One Lincoln Center

Phone: 315-218-8174

Cell Phone: 315-481-8236

Email: mwells@bsk.com

Section II: Project and Site Information

A) Project Location is where the investment will take place. If Applicant is moving, the new location should be entered here and the current location should be in Section I.

Address: 3955 NY-31

Legal Address (if different): TBD Upon Subdivision

City: Liverpool Town: Clay Village: _____

Zip Code: 13090 School District: Liverpool

Tax Map Parcel ID(s): 021.-01-05.3 & 021.-01-05.6 & 021.-01-04.1

Full Market Value: \$945,000.00 Square Footage of Existing Building(s): Vacant land

B) Project Activity (Check all that apply):

- | | |
|--|---|
| ☒ New construction | ☐ Acquisition of existing facility |
| ☐ Expansion to current facilities | ☐ Brownfield/Remediated Brownfield |
| ☐ Renovation of existing facility | ☐ Demolition and construction |
| | ☐ Purchase of machinery/equipment |

C) Select Project Type or Project End Use at site (you may check more than one):

- | | |
|--|--|
| ☐ Manufacturing | ☐ Mixed Use |
| ☒ Retail (see Section V) | ☐ Facility of Aging |
| ☐ Housing Project (see Section VII) | ☐ Distribution/Wholesale |
| ☐ Civic Facility (not for profit) | ☐ Commercial |
| ☐ Industrial | ☐ Renewable Energy Project (see Section VI) |
| ☒ Other, explain | |

Hotel

D) Project Narrative: Please check one of the two boxes below and attach statement.

- ☒ A statement that the Project described in this application would not be undertaken but for the financial assistance provided by the Agency.
- ☐ If the Project is going to advance regardless of any financial assistance from the Agency, please provide a statement indicating why the project should be considered by the Agency for any financial assistance.

- E) Description of Project: Please attach a detailed narrative of the proposed Project. Please attached copies of site plans, sketches or maps. This narrative should include, but is not limited to:
- ☒ (i) a description of your Company's background, customers, goods and services and the principal products to be produced and/or the principal activities that will occur on the Project site;
 - ☒ (ii) the size of the Project in square feet and a breakdown of square footage per each intended use;
 - ☒ (iii) the size of the lot upon which the Project sits or is to be constructed;
 - ☒ (iv) the current use of the site and the intended use of the site upon completion of the Project;
 - ☒ (v) describe your method for site control (Own, lease, other).
- F) Will the completion of the Project result in the removal of an industrial or manufacturing plant of the company from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the company located within the state?
- ☒ No ☐ Yes
- G) Please describe any compelling circumstances the Agency should be aware of while reviewing this application.

H) Local Approvals (Site Plan and Environmental Review)

Have site plans been submitted to the appropriate town or local planning department?

☐ No. When will the plans be submitted? _____ ☒ Yes, what is the status? Approved

Has the project received site plan approval from the town or local planning board?

☐ No, anticipated approval date. _____ ☒ Yes, date 8/13/2024

If yes, provide the Agency with a copy of the Planning Board's approval resolution along with the related SEQR determination. **(NOTE: SEQR determination is required for final approval and sales tax agency appointment.)**

1. Environmental Review Information

- a. Please attach the appropriate Environmental Impact Forms to your application. Here is a link to the SEQR forms: https://extapps.dec.ny.gov/docs/permits_ej_operations_pdf/feafpart1.pdf
- b. Has Lead Agency been established? ☐ No ☒ Yes, name of Lead Agency Town of Clay
- c. Have any environmental issues been identified on the property?
☒ No ☐ Yes, explain

Section III: FINANCIAL AND EMPLOYMENT INFORMATION

A) Project Costs and Finances

Description of Costs	Total Budget Amount
Land Acquisition	945,000.00
Site Work/Demo	1,300,000.00
Building Construction & Renovation	10,635,000.00
Furniture & Fixtures	2,200,000.00
Equipment	1,500,000.00
Project Soft Cost	2,673,000.00
Total Project Cost	19,253,000.00

Please have documentation available upon request. Do not include OCIDA fees, OCIDA application fees or OCIDA legal fees as part of the Total Project Cost.

Sources of Funds for Project Costs:

- | | |
|---|-----------------|
| 1. Bank Financing | \$12,899,510.00 |
| 2. Equity | \$6,353,490.00 |
| 3. Tax Exempt Bond Issuance (if applicable) | \$N/A |
| 4. Taxable Bond Issuance (if applicable) | \$N/A |
| 5. Total Sources of Funds for Project Costs | \$19,253,000.00 |

- | | |
|---|----|
| 6. Public Sources (Include sum total of all state and federal grants and tax credits) | \$ |
|---|----|

-Identify each state and federal grant/credit:

	\$
	\$
	\$

B) Employment and Payroll Information

Full Time Equivalent (FTE) is defined as one employee working no less than 35 hours per week or two or more employees together working a total of 35 hours per week.

1. Are there people currently employed at the project site?

☒ No ☐ Yes, provide number of FTE jobs at the project site _____

If you are relocating, are all employees moving to new site? ☐ No, explain ☐ Yes

2. Complete the following:

Estimate the number of FTE jobs to be retained as a result of this Project:	NA
Estimate the number of construction jobs to be created by this Project:	50+
Estimate the average length of construction jobs to be created (months):	18 months
Current annual payroll including the benefit cost:	NA
Average annual growth salary/wage rate (%)	3%

C) New Employment Benefits

Complete the following chart indicating the number of FTE jobs currently employed by the Applicant, FTE jobs currently employed at the Project and the number of FTE jobs that will be created at the Project site at the end of the first, second, and third, years after the Project is completed. Jobs should be listed by title of category (see below), including FTE independent contractors or employees of independent contractors that work at the Project location. Do not include construction workers.

Please use this chart to illustrate the current employment:

Job Title/Category	Current Annual Pay	Current Employment (FTE)

Please use this chart to illustrate the projected employment growth:

Job Title/Category	Projected Annual Pay	FTE Jobs Created Year 1	FTE Jobs Created Year 2	FTE Jobs Created Year 3	FTE Jobs Created Year 4	FTE Jobs Created Year 5
General Manager	85K	1	0	0	0	0
Operations Manager	65K	1	0	0	0	0
Ex. House Keeping	45K	1	0	0	0	0
House Keeping	38K	4	1	1	0	0
Guest Services	42K	3	2	0	0	0
Maintenance	48K	1	0	0	0	0

D) Financial Assistance sought:

☒ Real Property Tax Abatement (PILOT): *Agency Staff will provide draft and final PILOT schedule:* _____

☒ Mortgage Recording Tax Exemption (.75% of mortgage): 96,747 _____

☒ Sales and Use Tax Exemption (4% Local, 4% State): 800,000.00 _____

☐ Tax Exempt Bond Financing (Amount Requested): _____

☐ Taxable Bond Financing (Amount Requested): _____

E) Mortgage Recording Tax Exemption Benefit Calculator: Amount of mortgage that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent/
bridge financing): \$ 12,899,510.00

Estimated Mortgage Recording Tax Exemption Benefit (product of
mortgage amount as indicated above, multiplied by .0075): \$ 96,747

F) Sales and Use Tax Benefit Calculator: Gross amount of costs for goods and services that are subject to State and local Sales and Use Tax: \$10,000,000.00

Estimated State and local Sales and Use Tax Benefit (product of 8% multiplied by the figure,
above): \$800,000.00

Section IV: Estimate of Real Property Tax Abatement Benefits

This section of the Application will be: (i) completed by Agency Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application prior to the completed application being provided to the OCIDA Board.

A) PILOTS Estimate Table Worksheet

OCIDA estimate of current value	
New construction and renovation costs	
OCIDA estimate of increase in value	
OCIDA estimated value of completed project	
OCIDA estimate of taxes that would have been collected if the project did not occur	
Scheduled PILOT payments	

PILOT Year	Exemption %	County PILOT amount	Local PILOT Amount	School PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	100						
2	90						
3	80						
4	70						
5	60						
6	50						
7	40						
8	30						
9	20						
10	10						
TOTAL							

Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and have been calculated by IDA staff.

SECTION: V For Retail Projects Only

1. Will the cost of the retail portion of the Project exceed one-third of the total project cost?

☒ Yes ☐ No

If yes, please answer, questions 2, 3 and/or 4 below.

If yes, please explain how much the project will exceed one-third of the total project cost.

2. Is the Project located in a distressed area? A distressed area is a census tract that has
a) A poverty rate of at least 20% or at least 20% of households receiving public assistance, and (b) an unemployment rate of least 1.25 times the statewide unemployment rate for the year to which the date relates.

☐ Yes ☒ No

If yes, please provide the data and explain.

3. Is the Project likely to attract a significant number of visitors from outside of the economic development region?

☐ Yes ☒ No

If yes, please provide a third party market study.

4. Is the predominate purpose of the Project to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the Town, City, County or Village of where the Project will be located.

☒ Yes ☐ No

If yes, please provide data and explain. See attached supplemental information.

SECTION VI: For Solar Projects Only

Please answer all the questions as an addendum to this application:

1. Describe the reasons why the Agency's financial assistance is necessary. Describe how the Project would be affected if these benefits were not provided. [see Section II (C)]
2. Is the Applicant leasing the property?
 - ☐ Yes, please provide a copy of the lease
 - ☐ No, purchased the property. Please provide documentation.
3. Has the Applicant provided written communication to the affected taxing jurisdictions notifying them of its intent to construct a renewable energy project?
 - ☐ Yes
 - ☐ No
4. Has the Applicant received a letter of support for the megawatt cost to be used as a basis for the PILOT from the town, city, and village where the Project is located?
 - ☐ Yes, please provide copy of the letter.
 - ☐ No
5. Has the Applicant received a letter of support for the megawatt cost to be used as a basis for PILOT from the school district?
 - ☐ Yes, please provide copy of the letter.
 - ☐ No
6. Is the entire parcel being used for the solar project?
 - ☐ Yes
 - ☐ No, have you reached out to the town assessor to discuss a subdivision or slash parcel? Explain:
7. Will the Applicant enter into a decommissioning plan with the host community, including financial assurance the plan can be executed?
 - ☐ Yes, explain.
 - ☐ No

**PLEASE SEE FOLLOWING PAGE FOR OCIDA SOLAR GUIDANCE & BEST PRACTICE*

OCIDA SOLAR PILOTs GUIDANCE AND BEST PRACTICE

To be placed on the Agency meeting agenda, proposed solar projects must provide the Agency with the following in advance of the Project's first OCIDA Board meeting:

1. Fully completed OCIDA application.
2. Copy of Environmental Assessment Form.
3. A SEQR resolution approved by a local municipality indicating the municipality that is lead agency, the type of action (I, II, or unlisted) and, if completed, the SEQR determination made by the municipality.
4. Copies of your zoning applications submitted to the local municipality.
5. Verification of parcel subdivision process with the town (if the entire parcel will not be used for the solar project).
6. A statement clarifying whether the applicant will lease or purchase the real property on which the Project is situated. If leased, provide a copy of the proposed or executed lease. If lease parcel is less than entire parcel then see 5 above.
7. A supporting document from the local town, village, city, and/or school district outlining the agreed upon cost per megawatt to be used as a basis for the PILOT. The Agency cannot create the PILOT schedule without this information.
8. Absent a showing otherwise by the Company, deemed acceptable by the Agency in the sole and absolute discretion, the Company must close with the Agency on a project prior to consideration of any requested organizational structure or project entity ownership changes.

You will receive a draft Cost Benefit Analysis and a Draft PILOT schedule from this office. You may use these documents as your Project progresses through the Agency approval process. Agency staff are available to update these two documents as needed.

SECTION VII: For Housing Projects Only

Please answer all the questions as an addendum to this application:

Defined terms:

“Market Rate Housing”: Housing units priced at the current rental rate for the area.

“Workforce Housing”: Housing consisting of a specified percentage of units (at least 10-15% per the PILOT Exemption Scale) with rent rates designated to an 80% household AMI as identified in the Workforce Housing AMI chart located in Housing Exhibit A on the Agency's website. Income levels for individuals living in the specified Workforce Housing units shall not exceed 120% AMI.

“Senior Lifestyle Communities”: Housing communities for individuals 55 years or older. Communities may offer a variety of amenities, including but not limited to pools, community rooms, fitness centers, playgrounds, firepits, bocce/pickleball/tennis courts, picnic areas, spaces for relaxation and entertainment, safety amenities, on-site medical services, entertainment and dining, walkability, bike trails, and dog parks, playgrounds.

1. Describe the reasons why the Agency’s financial assistance is necessary. Describe how the project would be impacted if these benefits were not provided. {Section II (D)}
2. Describe how the proposed housing project fulfills an unmet need in the community.
3. Please provide a market study documenting a need for the proposed project.
4. Describe how the proposed project aligns with the Plan Onondaga County comprehensive plan. ([Plan Onondaga](#))
5. Is the Project considered infill in a populated area? If yes, please explain.
6. Is there additional infrastructure necessary to service the project? If yes, please explain.
7. Is the project a part of a larger mixed-use development? If yes, please describe.

Section VIII: Local Access Policy Agreement

In absence of a waiver permitting otherwise, every project seeking the assistance of the Onondaga County Industrial Development Agency (Agency) must use local general contractors, sub-contractors, and labor for one-hundred percent (100%) of the construction of new, expanded, or renovated facilities. The project's construction or project manager need not be a local company.

Noncompliance may result in the revocation and/or recapture of all benefits extended to the project by the Agency. Local Labor is defined as laborers permanently residing in the State of New York counties of Cayuga, Cortland, Herkimer, Jefferson, Madison, Oneida, Onondaga, Oswego, Tompkins, and Wayne. Local (General/Sub) Contractor is defined as a contractor operating a permanent office in the State of New York counties of Cayuga, Cortland, Herkimer, Jefferson, Madison, Oneida, Onondaga, Oswego, Tompkins and Wayne. The Agency may determine on a case-by-case basis to waive the Local Access Policy for a project or for a portion of a project where consideration of warranty issues, necessity of specialized skills, significant cost differentials between local and non-local services or other compelling circumstances exist. The procedure to address a local labor waiver can be found in the OCIDA handbook, which is available upon request.

In consideration of the extension of financial assistance by the Agency Clay Hospitality, LLC (the Company understands the Local Access Policy and agrees to abide by it. The Company understands that an Agency tax-exempt certificate is typically valid for 12 months from the effective date of the project inducement and extended thereafter upon request by the Company. The Company further understands that any request for a waiver to this policy must be submitted in writing and approved by the Agency.

I agree to the conditions of this agreement and certify all information provided regarding the construction and employment activities for the project as of 5/4/2026 (date).

If there are two applicants (Real Estate Holding and Operating Company) both need to complete this page.

Applicant(s) Company: Clay Hospitality, LLC

Representative for Contract: Neil Patel

Address: 15 Fisher Road, Suite City: Pittsford State: NY Zip: 14534

Phone: 585-485-0131 Email: neil.patel@baywoodhotels.com

Project Address: 3955 State Route 31 City: Liverpool State: NY Zip: 13090

Signature: 

General Contractor: Caryl Electric Company Inc.

Contact Person: David Godin

Address: 7786 Vicki Lane City: Baldwinsville State: NY Zip: 13219

Phone: 315-638-0456

Email: _____

Authorized Representative: David Godin Title: General Manager

Signature: 

Section IX: Agency Fee Schedule

* Minimum Fee to be applied to all project receiving OCIDA benefits is 1% of the Total Project Cost (TPC)

ACTIVITY	FEES	COMMENTS
Non- refundable Application Fee (All projects except Solar Projects)	\$1,000	Due at time of application
Non-refundable Application Fee (Solar Projects Only)	\$10,000	
Legal Deposit (All projects except Solar Projects)	\$2,500	Due at time of application
Legal Deposit (Solar Projects Only)	\$5,000	
Minimum Fee of 1% of TPC		Due at closing
1. Sales and Use Tax Exemption	.01 X TPC	
2. Mortgage Recording Tax		
3. PILOT is an additional fee	.0025 X TPC (total X .0125)	
4. Bond refinancing	.0025 X TPC (total X .015)	
Projects that exceed \$250,000,000 in Total Project Cost and/or create in excess of 500 new jobs, may be eligible to negotiate a non-standard Agency fee with the Executive Director.	TBD based on Executive Director determination	Due at closing
Agency Legal Fees		Due at closing
Fee for first \$20 million	.0025 X of the project cost or bond amount	
Fee for expenses above \$20 million	.00125 X of project cost or bond amount	
Amendment or Modification of IDA documents, including but not limited to name or organization change, refinancing, etc. Consent to the amendment or modification of IDA documents prior to closing on the project shall be given at OCIDA's sole and absolute discretion.	\$2500 All Projects (except Solar Project) \$4500 Solar Projects Attorney fees determined by OCIDA Legal Representative.	Due at time of Request

OCIDA reserves the right to modify this schedule at any time and assess fees and charges in connection with other transactions such as grants of easement or lease or sale of OCIDA-owned property.

Section X: Recapture of Tax Abatement/Exemptions

Information to be Provided the Company: Each Company agrees that to receive benefits from the Agency it must, whenever requested by the Agency or required under applicable statutes or project documents, provide and certify or cause to be provided and certified such information concerning the Company, its finances, its employees and other topics which shall, from time to time, be necessary or appropriate, including but not limited to, such information as to enable the Agency to make any reports required by law or governmental regulation.

Please refer to the OCIDA Uniform Tax Exemption Policy ([UTEP](#)).

I have read the foregoing and agree to comply with all the terms and conditions contained therein as well as policies of the Onondaga County Industrial Agency.

If there are two applicants (Real Estate Holding and Operating Company) both need to complete this page.

Name of Applicant(s) Company Clay Hospitality, LLC

Signature of Officer or Authorized Representative: 

Name & Title of Officer or Authorized Representative: Managing Member

Date: 5/4/2026

Section XI: Conflict of Interest

Agency Board Members

Randy Wolken
Alan Marzullo
Mark Muthumbi
Deka Eysaman
Christina Hollenback
Sally Santangelo
Michael Greene

Agency Officers/Staff

Robert M. Petrovich, Executive Director
Nathaniel Stevens, Treasurer
Alexis Rodriguez, Secretary
Evan Carter, Assistant Secretary
Robert Schoneck, Assistant Treasurer

Agency Legal Counsel & Auditor

Jeffrey Davis, Esq., Barclay Damon LLP
Amanda Fitzgerald, Esq., Barclay Damon LLP
Michael Lisson, CPA, Grossman St. Amour CPAs, PLLC

The Applicant(s) has received a list of members, officers and staff of the Agency. To the best of my knowledge, no member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

If there are two applicants (Real Estate Holding and Operating Company) both need to complete this page.

Name of Applicant(s) Company

Clay Hospitality LLC

Signature of Officer or Authorized Representative:



Name & Title of Officer or Authorized Representative:

Neil Patel - Managing Member

05/29/2026

Date: _____

Section XII: Representations, Certifications, and Indemnification

If there are two applicants (Real Estate Holding and Operating Company) both need to complete this page.

Neil Patel (Name of CEO or other authorized representative of Applicant(s) confirms and says that he/she is the Managing Member (title) of Clay Hospitality, LLC (name of corporation or other entity) named in the attached Application (the “Applicant”), that he/she has read the foregoing Application and knows the contents thereof, and hereby represents, understands, and otherwise agrees with the Agency and as follows:

- A. First Consideration for Employment:** In accordance with §858-b (2) of the New York General Municipal Law, the Applicant understands and agrees that if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the Applicant will first consider persons eligible to participate in WIA programs who shall be referred by the CNY Works for new employment opportunities created as a result of the Project.
- B. Annual Sales Tax Filings:** In accordance with §874(8) of the New York General Municipal Law, the Applicant understands and agrees that if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant. For additional information on NYS sales and use tax see [here](#).
- C. Outstanding Bonds:** The Applicant understands and agrees to provide on an annual basis any information regarding bonds, if any, issued by the Agency for the project that is requested by the Comptroller of the State of New York.
- D. Employment Reports:** The Applicant understands and agrees that, if the Project receives any financial assistance from the Agency, the Applicant agrees to file with the Agency, at least annually or as otherwise required by the Agency, reports regarding the number of people employed at the project site, salary levels, contractor utilization and such other information (collectively, “Employment Reports”) that may be required from time to time on such appropriate forms as designated by the Agency. Failure to provide Employment Reports within 30 days of an Agency request shall be an event of default under the Project closing documents. Please see this page for [ST-340](#) form required in the above referenced employment report.

- E. Housing Reports and Information:** The Applicant understands and agrees that if the Project is a housing project, the Applicant shall file with the Agency, at least annually or as otherwise required by the Agency, reports regarding the number of revenue-generating units constructed or reconstructed and the household income or tenant age, as applicable. Upon request of the Agency, the Applicant shall provide supporting documentation for all housing related information provided. Failure to provide such reports and supporting information shall be an event of default under the Project closing documents
- F. Prevailing Wage:** The Applicant understands and agrees that, if the Project receives any financial assistance from the Agency, the Applicant shall determine whether the Project is a “covered project” pursuant to Section 224-a of Article 8 of the New York Labor Law and, if applicable, the Applicant shall comply with Section 224-a of Article 8 of the New York Labor Law; and the Applicant further covenants that the Applicant shall provide such evidence of the foregoing as requested by the Agency.
- G. Compliance:** The Applicant understands and agrees that it is in substantial compliance with applicable local, state, and federal tax, worker protection, and environmental laws, rules, and regulations. The Applicant confirms and acknowledges that the owner, occupant or operator receiving financial assistance for the proposed Project is in substantial compliance with applicable local, state, and federal tax, worker protection and environmental laws, rules and regulations.
- H.** The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if financial assistance is provided for the proposed Project:
- § 862. Restrictions on funds of the Agency. (1) No funds of the Agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.
- I.** The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any financial assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency’s involvement in the Project.
- J.** The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.

The Applicant and the individual executing this Application on behalf of Applicant acknowledge that the Agency and its counsel will rely on the representations and covenants made in this Application when acting hereon and hereby represents that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statement contained herein not misleading.

K. The Agency has the right to request and inspect supporting documentation regarding attestations made on this application.

L. Hold Harmless Agreement: Applicant hereby releases Onondaga County Industrial Development Agency and the members, officers, servants, agents and employees thereof (the "Agency") from, agrees that the Agency shall not be liable for, and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by: (A) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the Application or the Project described therein or the tax-exemptions and other assistance requested therein are favorably acted upon by the Agency; (B) the Agency's acquisition, construction, reconstruction, equipping and/or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project, including without limiting the generality of the foregoing, all cause of action and attorney's fees and any other expenses incurred in defending any suits or action which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to reach final agreement with respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in the process of the Application, including attorney's fees, if any.

Name of Applicant Company: Clay Hospitality, LLC

Signature of Officer or Authorized Representative: 

Name & Title of Officer or Authorized Representative: Neil Patel, Managing Member

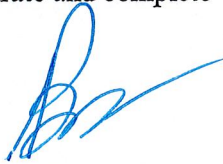
Date: 5/4/2026

STATE OF NEW YORK)

COUNTY OF ONONDAGA) ss.;

Neil Patel, being first duly sworn, deposes and says:

1. That I am the Managing Member (Corporate Officer) of Clay Hospitality, LLC (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.
2. That I have read and attached Application, I know the contents thereof, and that to the best of my knowledge and belief, this Application and the contents of this Application are true, accurate and complete

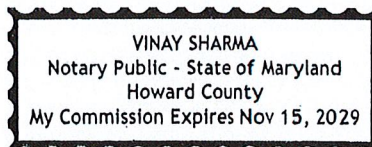


(Signature of Officer)

Subscribed and affirmed to me under penalties of perjury this 1st day of June, 2026.



(Notary Public)



End of Application

Clay Hospitality, LLC Project
OCIDA Application – Project Narrative – Section II, Questions D and E

Clay Hospitality, LLC, an affiliate of Baywood Hotels, is a hotel development and management company with its members having over 35 years of experience. The group of members currently owns and operates over 50 hotels across the United States. Baywood Hotels treats workforce development as a community and economic investment, not simply a staffing function. Its existing hotel operations in Onondaga County demonstrate a proven commitment to stable employment, competitive wages, and long-term career advancement.

Baywood Hotels currently operates two hotels in Onondaga County, employing a total of 50 associates across both properties:

- Hampton Inn Clay: 28 employees (15 full-time, 13 part-time) with an average hourly wage of \$18.02, exceeding the New York State minimum wage of \$16.00. Nine associates have five or more years of tenure, and the hotel is led by a General Manager with seven years of service to the company, promoted internally from another Baywood-managed hotel.
- Hampton Inn & Suites – Carrier Circle: 22 employees (9 full-time, 13 part-time) with an average hourly wage of \$18.34. Seven associates have five or more years of tenure.

Baywood Hotels' commitment to workforce development is further reflected in long-term career growth among its associates. For example, the company's Regional Chief Engineer began his career in 2009 as a Maintenance Technician at Hampton Inn Clay. Through training, mentorship, and internal advancement, he has progressed into a regional leadership role and now supports engineering operations across ten Baywood-managed hotels.

Across both properties, Baywood Hotels invests in workforce stability through internal promotion, leadership development, and no-cost professional training. Line-level associates are offered American Hotel & Lodging Association (AHLA) certification programs at no cost, with wage increases awarded upon certification, and additional training and development opportunities are supported through the Hilton brand.

This track record of competitive wages, employee retention, internal promotions, and career advancement demonstrates Baywood Hotels' credibility as a long-term employer and trusted community partner, supporting the extension of assistance for future development in Onondaga County.

Baywood Hotels further demonstrates its commitment to community impact through the BEAR Program, a company-supported charitable initiative designed to enrich the lives of individuals and families where Baywood associates live and work. The program supports educational and community-based initiatives that positively impact local communities and reinforces Baywood Hotels' role as a long-term, engaged community partner.

Clay Hospitality will own and operate the proposed Home 2 Suites by Hilton on an approximately 2.5 acre site that is located off NYS-31, adjacent to the Wegmans Shopping Plaza, Town of Clay,

NY. Clay Hospitality acquired a fee simple interest in the property for \$945,000 on April 17, 2026. The site is currently vacant. Subdivision has been completed (a copy of the recorded subdivision plat is enclosed with this submission).

The proposed Home 2 Suites by Hilton is specifically designed to accommodate families, extended stay contractors and business travelers and guests seeking a contemporary lodging experience. The proposed development will transform the currently vacant site next to the Wegmans Shopping Center bordering NY-481 into a four-story, 64,000+/- square foot hotel and associated amenities.

The project will include the following:

- 103 extended-stay suites with kitchens
- Indoor Pool
- Fitness center
- Outdoor patio with firepits, BBQ grills, heaters, and seating
- Guest laundry with washers and dryers
- 1,100 SF meeting space
- Market Pantry
- Breakfast dining area and multi-functional lobby/lounge
- Parking to accommodate trailers, boats, construction vehicles, etc.

This project has been through the approval process with the Town of Clay Planning Board. Our team has worked and developed this based upon input from local leaders, adjacent property owners, and community input to address the hotel demands and needs in Onondaga County and the surrounding area.

Construction is scheduled to begin in Spring/Summer 2026, contingent upon the approval of the IDA benefits and securing lender financing. Once construction begins, the project is expected to take approximately 14 months to complete with an anticipated opening in November 2027.

The project aligns with community goals of expanding its hotel room inventory to meet both current and future demands. As further explained in the supplemental response to Section V, Question 4, and supported by the enclosed Market Study dated as of April 27, 2026 and prepared by HVS Consulting & Valuation (the “Market Study”), there is a critical need for additional hotel rooms in the Greater Syracuse area, particularly within the Town of Clay. The proposed extended stay project will help offset the projected hotel room needs generated by Micron, the I-81 project and other additional developments.

Clay Hospitality is applying to the Onondaga County Industrial Development Agency (“OCIDA”) for the following financial incentives: (1) real property tax abatement (PILOT); (2) mortgage recording tax exemption; and (3) sales and use tax exemption.

As further documented in the Market Study, despite the significant demand for additional hotel rooms in the market and the ideal positioning of the Home2 Suites by Hilton brand, the returns on this project are currently below what would be expected by an investor and therefore likely not feasible without OCIDA’s financial incentives (including a PILOT, sales and use tax exemption,

and mortgage recording tax exemption). There are several reasons for this, including rising construction costs since the pandemic. Amplifying this is the 2025 NYS Energy Conservation Construction Code (ECCCNYS) which took effect on December 31, 2025. This new regulation implements stricter energy efficiency requirements for new buildings under seven-stories, which makes construction more expensive. Furthermore, ongoing trade negotiations and unpredictable implementation of tariffs increase construction costs and make it harder for developers to understand the total development costs. Additionally, the ongoing war in the middle east has increased gas and oil prices which contribute to increased development costs, and again, the total global and economic impact of this is not yet known. Rising labor costs have also impacted the feasibility of this project. Moreover, a challenging lending environment that has seen many lenders tighten financing and increase their equity requirements. These challenges are further exacerbated by higher interest rates and increased insurance requirements and costs.

Therefore, as previously stated, and as further documented in the Market Study, the project will not be feasible at this time unless property taxes are managed through a PILOT abatement, and other costs are mitigated through sales tax and mortgage tax exemptions.

Clay Hospitality Project – Supplement to IDA Application

Section V, Question 4

The Clay Hospitality Project (the “Project”) will result in the creation of 103 extended-stay suites with kitchenettes, which will be operated under the Home2 Suites by Hilton brand. As further documented and explained in the enclosed Market Study dated as of April 27, 2026 and prepared by HVS Consulting & Valuation, the predominate purpose of the Project is to make hotel rooms (particularly extended-stay hotel suites) more available within the Town of Clay and Onondaga County, which, but for the Project, would not be in line with market demands.

The Project is located proximate to the new Micron development. Given the new jobs that will be created as part of the Micron project, there is expected to be an influx of new residents moving to the area. As such, the Micron project is expected to generate significant demand for extended-stay hotels, which often serve as transitional housing for relocations, as new residents learn the area and seek permanent housing. In addition, the construction will require a significant amount of temporary specialized labor, which will require housing for several month periods. The Home2 Suites by Hilton brand is ideal for this type of guest, as all guestrooms offer kitchenettes and a larger living area than a typical hotel. Given the multiple phases of the Micron project, construction on multiple fabrication plants is expected to create sustained demand for the foreseeable future. In addition to the Micron project, Syracuse is also poised to become the “Youth Sports Capital of the Northeast”, which is expected to create an additional 10,000 room nights in the area.

While there is an increased demand for hotels within Onondaga County (and particularly within or near the Town of Clay), the area has experienced a decline in available hotel options for out-of-town travelers in recent years. Specifically, since 2024, nearby Downtown Syracuse has lost roughly 600 hotel rooms, which is very significant given the size of the lodging market. Visit Syracuse has acknowledged the negative impact of these closures and noted it is not sustainable given the investment taking place associated with the Micron project, the forecast growth in youth sporting tournaments, and the aging facilities that represent some of the current supply existing within the market. Visit Syracuse estimates the Downtown market needs an additional 1,000 hotel rooms, while in the Clay and Liverpool area, 500 to 750 new rooms are needed to accommodate the growth happening in the area and to avoid missing out on the potential upside that could be captured within the County if more hotel rooms were available.

Therefore, the predominant purpose of the Project is specifically designed to help address the hotel/extended stay shortage within the area in light of the growing demand. Without the Project, the shortage of hotel accommodations in the Town of Clay and Onondaga County will persist, limiting the area’s ability to fully support the Micron project, youth sports tournaments, and other new developments.

Full Environmental Assessment Form
Part 1 - Project and Setting

Instructions for Completing Part 1

Part 1 is to be completed by the applicant or project sponsor. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification.

Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information; indicate whether missing information does not exist, or is not reasonably available to the sponsor; and, when possible, generally describe work or studies which would be necessary to update or fully develop that information.

Applicants/sponsors must complete all items in Sections A & B. In Sections C, D & E, most items contain an initial question that must be answered either "Yes" or "No". If the answer to the initial question is "Yes", complete the sub-questions that follow. If the answer to the initial question is "No", proceed to the next question. Section F allows the project sponsor to identify and attach any additional information. Section G requires the name and signature of the applicant or project sponsor to verify that the information contained in Part 1 is accurate and complete.

A. Project and Applicant/Sponsor Information.

Name of Action or Project: Proposed Hotel		
Project Location (describe, and attach a general location map): 3955 Route 31 (Wegmans Great Northern site)		
Brief Description of Proposed Action (include purpose or need): Construction of a (4) story, 103 room hotel with associated site improvements.		
Name of Applicant/Sponsor: Neil Patel - Clay Hospitality, LLC	Telephone: 585-485-0131	
	E-Mail: neil.patel@baywoodhotels.com	
Address: 15 Fishers Road, Suite 201		
City/PO: Pittsford	State: NY	Zip Code: 14534
Project Contact (if not same as sponsor; give name and title/role): Garth Winterkorn - Project Manager	Telephone: 585-458-3020 ext.115	
	E-Mail: gwinterkorn@costich.com	
Address: 217 Lake Avenue		
City/PO: Rochester	State: NY	Zip Code: 14608
Property Owner (if not same as sponsor): Kim Goergen - Wegmans Food markets, Inc	Telephone: 585-720-5781	
	E-Mail: Kim.Goergen@wegmans.com	
Address: 100 Wegmans Market Street		
City/PO: Rochester	State: NY	Zip Code: 14624

B. Government Approvals

B. Government Approvals, Funding, or Sponsorship. (“Funding” includes grants, loans, tax relief, and any other forms of financial assistance.)

Government Entity	If Yes: Identify Agency and Approval(s) Required	Application Date (Actual or projected)
a. City Counsel, Town Board, ☐ Yes ☒ No or Village Board of Trustees		
b. City, Town or Village Planning Board or Commission ☒ Yes ☐ No	Planning Board, Site Plan	September 2024
c. City, Town or Village Zoning Board of Appeals ☒ Yes ☐ No	Zoning Board of Appeals - area variances for building height and parking space dimensions	September 2024
d. Other local agencies ☒ Yes ☐ No	OCWA, OCDOH, water main extension, back flow, sanitary sewer extension	October 2024
e. County agencies ☐ Yes ☐ No		
f. Regional agencies ☐ Yes ☐ No		
g. State agencies ☒ Yes ☐ No	SPDES Permit (NYSDEC)	November 2024
h. Federal agencies ☐ Yes ☐ No		
i. Coastal Resources.		
i. Is the project site within a Coastal Area, or the waterfront area of a Designated Inland Waterway?		☐ Yes ☒ No
ii. Is the project site located in a community with an approved Local Waterfront Revitalization Program?		☒ Yes ☐ No
iii. Is the project site within a Coastal Erosion Hazard Area?		☐ Yes ☒ No

C. Planning and Zoning

C.1. Planning and zoning actions.

Will administrative or legislative adoption, or amendment of a plan, local law, ordinance, rule or regulation be the only approval(s) which must be granted to enable the proposed action to proceed? ☐ Yes ☒ No

- If Yes, complete sections C, F and G.
- If No, proceed to question C.2 and complete all remaining sections and questions in Part 1

C.2. Adopted land use plans.

a. Do any municipally- adopted (city, town, village or county) comprehensive land use plan(s) include the site where the proposed action would be located? ☐ Yes ☒ No

If Yes, does the comprehensive plan include specific recommendations for the site where the proposed action would be located? ☐ Yes ☐ No

b. Is the site of the proposed action within any local or regional special planning district (for example: Greenway; Brownfield Opportunity Area (BOA); designated State or Federal heritage area; watershed management plan; or other?) ☐ Yes ☒ No

If Yes, identify the plan(s):

c. Is the proposed action located wholly or partially within an area listed in an adopted municipal open space plan, or an adopted municipal farmland protection plan? ☐ Yes ☒ No

If Yes, identify the plan(s):

C.3. Zoning

a. Is the site of the proposed action located in a municipality with an adopted zoning law or ordinance. ☒ Yes ☐ No
If Yes, what is the zoning classification(s) including any applicable overlay district?

RC-1 Regional Commercial

b. Is the use permitted or allowed by a special or conditional use permit? ☒ Yes ☐ No

c. Is a zoning change requested as part of the proposed action? ☐ Yes ☒ No

If Yes,

i. What is the proposed new zoning for the site? _____

C.4. Existing community services.

a. In what school district is the project site located? Liverpool Central School District

b. What police or other public protection forces serve the project site?

Baldwinsville Police Department, New York State Police

c. Which fire protection and emergency medical services serve the project site?

Northern Onondaga Volunteer Ambulance, Clay Fire Department Station 1, Moyers Corners Fire Department Station 1

d. What parks serve the project site?

N/A

D. Project Details

D.1. Proposed and Potential Development

a. What is the general nature of the proposed action (e.g., residential, industrial, commercial, recreational; if mixed, include all components)? Commercial - Hotel

b. a. Total acreage of the site of the proposed action? 2.34 acres

b. Total acreage to be physically disturbed? 4.08 acres

c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor? 2.34 acres

c. Is the proposed action an expansion of an existing project or use? ☐ Yes ☒ No

i. If Yes, what is the approximate percentage of the proposed expansion and identify the units (e.g., acres, miles, housing units, square feet)? % _____ Units: _____

d. Is the proposed action a subdivision, or does it include a subdivision? ☐ Yes ☒ No

If Yes,

i. Purpose or type of subdivision? (e.g., residential, industrial, commercial; if mixed, specify types)

ii. Is a cluster/conservation layout proposed? ☐ Yes ☐ No

iii. Number of lots proposed? _____

iv. Minimum and maximum proposed lot sizes? Minimum _____ Maximum _____

e. Will the proposed action be constructed in multiple phases? ☐ Yes ☒ No

i. If No, anticipated period of construction: _____ months

ii. If Yes:

- Total number of phases anticipated _____

- Anticipated commencement date of phase 1 (including demolition) _____ month _____ year

- Anticipated completion date of final phase _____ month _____ year

- Generally describe connections or relationships among phases, including any contingencies where progress of one phase may determine timing or duration of future phases: _____

f. Does the project include new residential uses? ☐ Yes ☒ No If Yes, show numbers of units proposed.				
	<u>One Family</u>	<u>Two Family</u>	<u>Three Family</u>	<u>Multiple Family (four or more)</u>
Initial Phase	_____	_____	_____	_____
At completion	_____	_____	_____	_____
of all phases	_____	_____	_____	_____

g. Does the proposed action include new non-residential construction (including expansions)? ☒ Yes ☐ No If Yes,	
i. Total number of structures _____ 1	
ii. Dimensions (in feet) of largest proposed structure: _____ 54'2" height; _____ 100' width; and _____ 222' length	
iii. Approximate extent of building space to be heated or cooled: _____ 64,223 square feet	

h. Does the proposed action include construction or other activities that will result in the impoundment of any liquids, such as creation of a water supply, reservoir, pond, lake, waste lagoon or other storage? ☐ Yes ☒ No If Yes,	
i. Purpose of the impoundment: _____	
ii. If a water impoundment, the principal source of the water: ☐ Ground water ☐ Surface water streams ☐ Other specify:	
iii. If other than water, identify the type of impounded/contained liquids and their source.	
N/A _____	
iv. Approximate size of the proposed impoundment. Volume: _____ million gallons; surface area: _____ acres	
v. Dimensions of the proposed dam or impounding structure: _____ height; _____ length	
vi. Construction method/materials for the proposed dam or impounding structure (e.g., earth fill, rock, wood, concrete):	

D.2. Project Operations

a. Does the proposed action include any excavation, mining, or dredging, during construction, operations, or both? ☐ Yes ☒ No (Not including general site preparation, grading or installation of utilities or foundations where all excavated materials will remain onsite) If Yes:	
i. What is the purpose of the excavation or dredging? _____	
ii. How much material (including rock, earth, sediments, etc.) is proposed to be removed from the site?	
• Volume (specify tons or cubic yards): _____ • Over what duration of time? _____	
iii. Describe nature and characteristics of materials to be excavated or dredged, and plans to use, manage or dispose of them.	

iv. Will there be onsite dewatering or processing of excavated materials? ☐ Yes ☐ No If yes, describe. _____	

v. What is the total area to be dredged or excavated? _____ acres	
vi. What is the maximum area to be worked at any one time? _____ acres	
vii. What would be the maximum depth of excavation or dredging? _____ feet	
viii. Will the excavation require blasting? ☐ Yes ☐ No	
ix. Summarize site reclamation goals and plan: _____	

b. Would the proposed action cause or result in alteration of, increase or decrease in size of, or encroachment into any existing wetland, waterbody, shoreline, beach or adjacent area? ☐ Yes ☒ No If Yes:	
i. Identify the wetland or waterbody which would be affected (by name, water index number, wetland map number or geographic description): _____	

ii. Describe how the proposed action would affect that waterbody or wetland, e.g. excavation, fill, placement of structures, or alteration of channels, banks and shorelines. Indicate extent of activities, alterations and additions in square feet or acres:

iii. Will the proposed action cause or result in disturbance to bottom sediments? ☐ Yes ☐ No
If Yes, describe: _____

iv. Will the proposed action cause or result in the destruction or removal of aquatic vegetation? ☐ Yes ☐ No
If Yes:

- acres of aquatic vegetation proposed to be removed: _____
- expected acreage of aquatic vegetation remaining after project completion: _____
- purpose of proposed removal (e.g. beach clearing, invasive species control, boat access): _____
- proposed method of plant removal: _____
- if chemical/herbicide treatment will be used, specify product(s): _____

v. Describe any proposed reclamation/mitigation following disturbance: _____

c. Will the proposed action use, or create a new demand for water? ☒ Yes ☐ No
If Yes:

i. Total anticipated water usage/demand per day: _____ 12,540 gallons/day

ii. Will the proposed action obtain water from an existing public water supply? ☒ Yes ☐ No
If Yes:

- Name of district or service area: Onondaga County Water District
- Does the existing public water supply have capacity to serve the proposal? ☒ Yes ☐ No
- Is the project site in the existing district? ☒ Yes ☐ No
- Is expansion of the district needed? ☐ Yes ☒ No
- Do existing lines serve the project site? ☒ Yes ☐ No

iii. Will line extension within an existing district be necessary to supply the project? ☐ Yes ☒ No
If Yes:

- Describe extensions or capacity expansions proposed to serve this project: _____
- Source(s) of supply for the district: _____

iv. Is a new water supply district or service area proposed to be formed to serve the project site? ☐ Yes ☐ No
If Yes:

- Applicant/sponsor for new district: _____
- Date application submitted or anticipated: _____
- Proposed source(s) of supply for new district: _____

v. If a public water supply will not be used, describe plans to provide water supply for the project: _____

vi. If water supply will be from wells (public or private), what is the maximum pumping capacity: _____ gallons/minute.

d. Will the proposed action generate liquid wastes? ☒ Yes ☐ No
If Yes:

i. Total anticipated liquid waste generation per day: _____ 12,540 gallons/day

ii. Nature of liquid wastes to be generated (e.g., sanitary wastewater, industrial; if combination, describe all components and approximate volumes or proportions of each): _____
Sanitary waste, typical residential wastes associated with restroom and bathing.

iii. Will the proposed action use any existing public wastewater treatment facilities? ☒ Yes ☐ No
If Yes:

- Name of wastewater treatment plant to be used: Onondaga County Wastewater Collections
- Name of district: Onondaga County
- Does the existing wastewater treatment plant have capacity to serve the project? ☒ Yes ☐ No
- Is the project site in the existing district? ☒ Yes ☐ No
- Is expansion of the district needed? ☐ Yes ☒ No

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h. Will the proposed action generate or emit methane (including, but not limited to, sewage treatment plants, landfills, composting facilities)? ☐ Yes ☒ No If Yes: i. Estimate methane generation in tons/year (metric): _____ ii. Describe any methane capture, control or elimination measures included in project design (e.g., combustion to generate heat or electricity, flaring): _____			
i. Will the proposed action result in the release of air pollutants from open-air operations or processes, such as quarry or landfill operations? ☐ Yes ☒ No If Yes: Describe operations and nature of emissions (e.g., diesel exhaust, rock particulates/dust): _____			
j. Will the proposed action result in a substantial increase in traffic above present levels or generate substantial new demand for transportation facilities or services? ☐ Yes ☒ No If Yes: i. When is the peak traffic expected (Check all that apply): ☐ Morning ☐ Evening ☐ Weekend ☐ Randomly between hours of _____ to _____. ii. For commercial activities only, projected number of truck trips/day and type (e.g., semi trailers and dump trucks): _____ iii. Parking spaces: Existing _____ Proposed _____ Net increase/decrease _____ iv. Does the proposed action include any shared use parking? ☐ Yes ☐ No v. If the proposed action includes any modification of existing roads, creation of new roads or change in existing access, describe: _____ vi. Are public/private transportation service(s) or facilities available within ½ mile of the proposed site? ☐ Yes ☐ No vii. Will the proposed action include access to public transportation or accommodations for use of hybrid, electric or other alternative fueled vehicles? ☐ Yes ☐ No viii. Will the proposed action include plans for pedestrian or bicycle accommodations for connections to existing pedestrian or bicycle routes? ☐ Yes ☐ No			
k. Will the proposed action (for commercial or industrial projects only) generate new or additional demand for energy? ☒ Yes ☐ No If Yes: i. Estimate annual electricity demand during operation of the proposed action: _____ Electrical demand consistent with hotel use. ii. Anticipated sources/suppliers of electricity for the project (e.g., on-site combustion, on-site renewable, via grid/local utility, or other): From Grid, Clay Electric iii. Will the proposed action require a new, or an upgrade, to an existing substation? ☐ Yes ☒ No			
l. Hours of operation. Answer all items which apply. <table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> i. During Construction: • Monday - Friday: _____ 7:00AM-6:00PM • Saturday: _____ 7:00AM-6:00PM • Sunday: _____ N/A • Holidays: _____ N/A </td> <td style="width: 50%; vertical-align: top;"> ii. During Operations: • Monday - Friday: _____ 24 Hours • Saturday: _____ 24 Hours • Sunday: _____ 24 Hours • Holidays: _____ 24 Hours </td> </tr> </table>		i. During Construction: • Monday - Friday: _____ 7:00AM-6:00PM • Saturday: _____ 7:00AM-6:00PM • Sunday: _____ N/A • Holidays: _____ N/A	ii. During Operations: • Monday - Friday: _____ 24 Hours • Saturday: _____ 24 Hours • Sunday: _____ 24 Hours • Holidays: _____ 24 Hours
i. During Construction: • Monday - Friday: _____ 7:00AM-6:00PM • Saturday: _____ 7:00AM-6:00PM • Sunday: _____ N/A • Holidays: _____ N/A	ii. During Operations: • Monday - Friday: _____ 24 Hours • Saturday: _____ 24 Hours • Sunday: _____ 24 Hours • Holidays: _____ 24 Hours		

m. Will the proposed action produce noise that will exceed existing ambient noise levels during construction, operation, or both? ☒ Yes ☐ No If yes: i. Provide details including sources, time of day and duration: During construction _____	
ii. Will the proposed action remove existing natural barriers that could act as a noise barrier or screen? ☐ Yes ☒ No Describe: _____	
n. Will the proposed action have outdoor lighting? ☒ Yes ☐ No If yes: i. Describe source(s), location(s), height of fixture(s), direction/aim, and proximity to nearest occupied structures: The site will be dark sky compliant with parking lot and building mounted lighting. Including Evolve Canopy (1) "EV", Lithonia Lighting Type 2 30K (1) "D 12", Lithonia Lighting Type 2 30K (2) "D 12", Lithonia Lighting Type 5 30K (1), Lithonia Lighting Forward THR 30K, Lithonia Lighting Forward Wall 30K (1)	
ii. Will proposed action remove existing natural barriers that could act as a light barrier or screen? ☐ Yes ☒ No Describe: _____	
o. Does the proposed action have the potential to produce odors for more than one hour per day? ☐ Yes ☒ No If Yes, describe possible sources, potential frequency and duration of odor emissions, and proximity to nearest occupied structures: _____	
p. Will the proposed action include any bulk storage of petroleum (combined capacity of over 1,100 gallons) or chemical products 185 gallons in above ground storage or any amount in underground storage? ☐ Yes ☒ No If Yes: i. Product(s) to be stored _____ ii. Volume(s) _____ per unit time _____ (e.g., month, year) iii. Generally, describe the proposed storage facilities: _____	
q. Will the proposed action (commercial, industrial and recreational projects only) use pesticides (i.e., herbicides, insecticides) during construction or operation? ☐ Yes ☒ No If Yes: i. Describe proposed treatment(s): _____	
ii. Will the proposed action use Integrated Pest Management Practices? ☐ Yes ☐ No	
r. Will the proposed action (commercial or industrial projects only) involve or require the management or disposal of solid waste (excluding hazardous materials)? ☒ Yes ☐ No If Yes: i. Describe any solid waste(s) to be generated during construction or operation of the facility: • Construction: _____ 1 tons per _____ month (unit of time) • Operation : _____ 144 tons per _____ month (unit of time) ii. Describe any proposals for on-site minimization, recycling or reuse of materials to avoid disposal as solid waste: • Construction: _____ • Operation: Traditional regional recycling practices will be employed for day to day operations. Separate dumpsters could be used to utilized to separate paper and cardboard from the waste system. iii. Proposed disposal methods/facilities for solid waste generated on-site: • Construction: NYS-DEC approved solid waste facility • Operation: NYS-DEC approved solid waste facility	

s. Does the proposed action include construction or modification of a solid waste management facility? ☐ Yes ☒ No
 If Yes:
 i. Type of management or handling of waste proposed for the site (e.g., recycling or transfer station, composting, landfill, or other disposal activities): _____
 ii. Anticipated rate of disposal/processing:
 • _____ Tons/month, if transfer or other non-combustion/thermal treatment, or
 • _____ Tons/hour, if combustion or thermal treatment
 iii. If landfill, anticipated site life: _____ years

t. Will the proposed action at the site involve the commercial generation, treatment, storage, or disposal of hazardous waste? ☐ Yes ☒ No
 If Yes:
 i. Name(s) of all hazardous wastes or constituents to be generated, handled or managed at facility: _____

 ii. Generally describe processes or activities involving hazardous wastes or constituents: _____

 iii. Specify amount to be handled or generated _____ tons/month
 iv. Describe any proposals for on-site minimization, recycling or reuse of hazardous constituents: _____

 v. Will any hazardous wastes be disposed at an existing offsite hazardous waste facility? ☐ Yes ☐ No
 If Yes: provide name and location of facility: _____

 If No: describe proposed management of any hazardous wastes which will not be sent to a hazardous waste facility:

E. Site and Setting of Proposed Action

E.1. Land uses on and surrounding the project site			
a. Existing land uses. i. Check all uses that occur on, adjoining and near the project site. ☐ Urban ☐ Industrial ☒ Commercial ☐ Residential (suburban) ☐ Rural (non-farm) ☒ Forest ☐ Agriculture ☐ Aquatic ☐ Other (specify): _____ ii. If mix of uses, generally describe: _____ _____			
b. Land uses and covertypes on the project site.			
Land use or Covertype	Current Acreage	Acreage After Project Completion	Change (Acres +/-)
• Roads, buildings, and other paved or impervious surfaces	0.28	1.94	+1.66
• Forested	0	0	0
• Meadows, grasslands or brushlands (non-agricultural, including abandoned agricultural)	3.80	1.46	-2.34
• Agricultural (includes active orchards, field, greenhouse etc.)	0	0	0
• Surface water features (lakes, ponds, streams, rivers, etc.)	0	0.68	+0.68
• Wetlands (freshwater or tidal)	0	0	0
• Non-vegetated (bare rock, earth or fill)	0	0	0
• Other Describe: _____ _____			

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v. Is the project site subject to an institutional control limiting property uses? ☐ Yes ☐ No - If yes, DEC site ID number: _____ - Describe the type of institutional control (e.g., deed restriction or easement): _____ - Describe any use limitations: _____ - Describe any engineering controls: _____ - Will the project affect the institutional or engineering controls in place? ☐ Yes ☐ No - Explain: _____ _____	
E.2. Natural Resources On or Near Project Site	
a. What is the average depth to bedrock on the project site? _____ Over 6 feet	
b. Are there bedrock outcroppings on the project site? ☐ Yes ☒ No If Yes, what proportion of the site is comprised of bedrock outcroppings? _____ %	
c. Predominant soil type(s) present on project site: Hilton loam 100 % _____ _____ % _____ _____ %	
d. What is the average depth to the water table on the project site? Average: _____ 2 feet	
e. Drainage status of project site soils: ☐ Well Drained: _____ % of site ☒ Moderately Well Drained: 100 % of site ☐ Poorly Drained: _____ % of site	
f. Approximate proportion of proposed action site with slopes: ☒ 0-10%: 100 % of site ☐ 10-15%: _____ % of site ☐ 15% or greater: _____ % of site	
g. Are there any unique geologic features on the project site? ☐ Yes ☒ No If Yes, describe: _____ _____	
h. Surface water features. i. Does any portion of the project site contain wetlands or other waterbodies (including streams, rivers, ponds or lakes)? ☐ Yes ☒ No ii. Do any wetlands or other waterbodies adjoin the project site? ☐ Yes ☒ No If Yes to either <i>i</i> or <i>ii</i>, continue. If No, skip to E.2.i. iii. Are any of the wetlands or waterbodies within or adjoining the project site regulated by any federal, state or local agency? ☐ Yes ☒ No iv. For each identified regulated wetland and waterbody on the project site, provide the following information: - Streams: Name _____ Classification _____ - Lakes or Ponds: Name _____ Classification _____ - Wetlands: Name _____ Approximate Size _____ - Wetland No. (if regulated by DEC) _____	
v. Are any of the above water bodies listed in the most recent compilation of NYS water quality-impaired waterbodies? ☐ Yes ☒ No If yes, name of impaired water body/bodies and basis for listing as impaired: _____ _____	
i. Is the project site in a designated Floodway? ☐ Yes ☒ No	
j. Is the project site in the 100-year Floodplain? ☐ Yes ☒ No	
k. Is the project site in the 500-year Floodplain? ☐ Yes ☒ No	
l. Is the project site located over, or immediately adjoining, a primary, principal or sole source aquifer? ☐ Yes ☒ No If Yes: i. Name of aquifer: _____	

m. Identify the predominant wildlife species that occupy or use the project site: _____ Deer _____ Birds _____ Small mammals _____	
n. Does the project site contain a designated significant natural community? ☐ Yes ☒ No If Yes: i. Describe the habitat/community (composition, function, and basis for designation): _____ ii. Source(s) of description or evaluation: _____ iii. Extent of community/habitat: • Currently: _____ acres • Following completion of project as proposed: _____ acres • Gain or loss (indicate + or -): _____ acres	
o. Does project site contain any species of plant or animal that is listed by the federal government or NYS as endangered or threatened, or does it contain any areas identified as habitat for an endangered or threatened species? ☒ Yes ☐ No If Yes: i. Species and listing (endangered or threatened): _____ Indiana Bat _____	
p. Does the project site contain any species of plant or animal that is listed by NYS as rare, or as a species of special concern? ☐ Yes ☒ No If Yes: i. Species and listing: _____	
q. Is the project site or adjoining area currently used for hunting, trapping, fishing or shell fishing? ☐ Yes ☒ No If yes, give a brief description of how the proposed action may affect that use: _____	
E.3. Designated Public Resources On or Near Project Site	
a. Is the project site, or any portion of it, located in a designated agricultural district certified pursuant to Agriculture and Markets Law, Article 25-AA, Section 303 and 304? ☐ Yes ☒ No If Yes, provide county plus district name/number: _____	
b. Are agricultural lands consisting of highly productive soils present? ☐ Yes ☒ No i. If Yes: acreage(s) on project site? _____ ii. Source(s) of soil rating(s): _____	
c. Does the project site contain all or part of, or is it substantially contiguous to, a registered National Natural Landmark? ☐ Yes ☒ No If Yes: i. Nature of the natural landmark: ☐ Biological Community ☐ Geological Feature ii. Provide brief description of landmark, including values behind designation and approximate size/extent: _____	
d. Is the project site located in or does it adjoin a state listed Critical Environmental Area? ☐ Yes ☒ No If Yes: i. CEA name: _____ ii. Basis for designation: _____ iii. Designating agency and date: _____	

e. Does the project site contain, or is it substantially contiguous to, a building, archaeological site, or district which is listed on the National or State Register of Historic Places, or that has been determined by the Commissioner of the NYS Office of Parks, Recreation and Historic Preservation to be eligible for listing on the State Register of Historic Places? ☐ Yes ☒ No If Yes: i. Nature of historic/archaeological resource: ☒ Archaeological Site ☐ Historic Building or District ii. Name: _____ iii. Brief description of attributes on which listing is based: _____	
f. Is the project site, or any portion of it, located in or adjacent to an area designated as sensitive for archaeological sites on the NY State Historic Preservation Office (SHPO) archaeological site inventory? ☒ Yes ☐ No It is within an archaeological buffer zone but CRIS mapper contains no further archaeological findings.	
g. Have additional archaeological or historic site(s) or resources been identified on the project site? ☐ Yes ☒ No If Yes: i. Describe possible resource(s): _____ ii. Basis for identification: _____	
h. Is the project site within five miles of any officially designated and publicly accessible federal, state, or local scenic or aesthetic resource? ☐ Yes ☒ No If Yes: i. Identify resource: _____ ii. Nature of, or basis for, designation (e.g., established highway overlook, state or local park, state historic trail or scenic byway, etc.): _____ iii. Distance between project and resource: _____ miles.	
i. Is the project site located within a designated river corridor under the Wild, Scenic and Recreational Rivers Program 6 NYCRR 666? ☐ Yes ☒ No If Yes: i. Identify the name of the river and its designation: _____ ii. Is the activity consistent with development restrictions contained in 6NYCRR Part 666? ☐ Yes ☐ No	

F. Additional Information

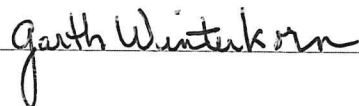
Attach any additional information which may be needed to clarify your project.

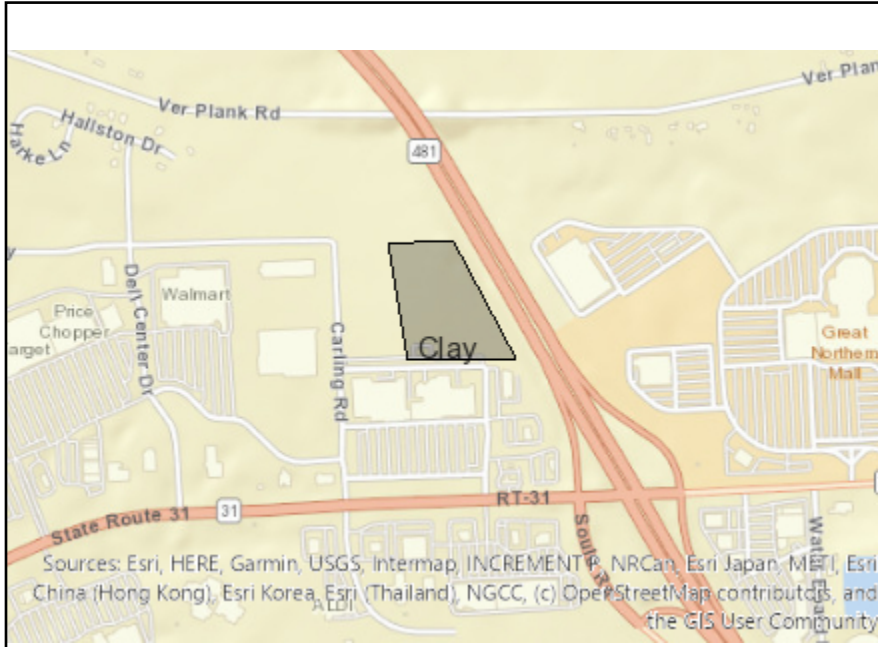
If you have identified any adverse impacts which could be associated with your proposal, please describe those impacts plus any measures which you propose to avoid or minimize them.

G. Verification

I certify that the information provided is true to the best of my knowledge.

Applicant/Sponsor Name Garth Winterkorn - Costich Engineering Date 9/25/2024

Signature  Title Project Manager



Disclaimer: The EAF Mapper is a screening tool intended to assist project sponsors and reviewing agencies in preparing an environmental assessment form (EAF). Not all questions asked in the EAF are answered by the EAF Mapper. Additional information on any EAF question can be obtained by consulting the EAF Workbooks. Although the EAF Mapper provides the most up-to-date digital data available to DEC, you may also need to contact local or other data sources in order to obtain data not provided by the Mapper. Digital data is not a substitute for agency determinations.



B.i.i [Coastal or Waterfront Area]	No
B.i.ii [Local Waterfront Revitalization Area]	Yes
C.2.b. [Special Planning District]	Digital mapping data are not available or are incomplete. Refer to EAF Workbook.
E.1.h [DEC Spills or Remediation Site - Potential Contamination History]	Digital mapping data are not available or are incomplete. Refer to EAF Workbook.
E.1.h.i [DEC Spills or Remediation Site - Listed]	Digital mapping data are not available or are incomplete. Refer to EAF Workbook.
E.1.h.i [DEC Spills or Remediation Site - Environmental Site Remediation Database]	Digital mapping data are not available or are incomplete. Refer to EAF Workbook.
E.1.h.iii [Within 2,000' of DEC Remediation Site]	No
E.2.g [Unique Geologic Features]	No
E.2.h.i [Surface Water Features]	No
E.2.h.ii [Surface Water Features]	No
E.2.h.iii [Surface Water Features]	No
E.2.h.v [Impaired Water Bodies]	No
E.2.i. [Floodway]	No
E.2.j. [100 Year Floodplain]	No
E.2.k. [500 Year Floodplain]	No
E.2.l. [Aquifers]	No
E.2.n. [Natural Communities]	No
E.2.o. [Endangered or Threatened Species]	Yes
E.2.o. [Endangered or Threatened Species - Name]	Indiana Bat

E.2.p. [Rare Plants or Animals]	No
E.3.a. [Agricultural District]	No
E.3.c. [National Natural Landmark]	No
E.3.d [Critical Environmental Area]	No
E.3.e. [National or State Register of Historic Places or State Eligible Sites]	Digital mapping data are not available or are incomplete. Refer to EAF Workbook.
E.3.f. [Archeological Sites]	Yes
E.3.i. [Designated River Corridor]	No



MARKET STUDY

Proposed Home2 Suites Liverpool/Clay

3955 NY 31*
LIVERPOOL, NEW YORK

** Exact address to be determined once subdivision completed*



SUBMITTED TO:

Neil Patel
Baywood Hotels
15 Fishers Road, Suite 201
Pittsford, New York 14534

+1 (607) 351-2268

PREPARED BY:

HVS Consulting & Valuation
Division of TS Worldwide, LLC
202 Wrexham Court North
Tonawanda, New York 14150

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May 28, 2026

Neil Patel
Baywood Hotels
15 Fishers Road, Suite 201
Pittsford, New York 14534

HVS BUFFALO

202 Wrexham Court North
Tonawanda, New York 14150
+1 (828) 490-2274
+1 (516) 742-3059 FAX
www.hvs.com

Re: Proposed Home2 Suites Liverpool/Clay Area
Liverpool, New York
HVS Reference: 2026020296

Dear Mr. Patel:

Pursuant to your request, we herewith submit our market study pertaining to the above-captioned property. We have inspected the real estate and analyzed the hotel market conditions in the Liverpool and Clay, New York, area. We have studied the proposed project, and the results of our fieldwork and analysis are presented in this report. We have also reviewed the proposed improvements for this site. This report is not an appraisal but has been prepared in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP), as provided by the Appraisal Foundation and as applicable for this consulting assignment.

We hereby certify that we have no undisclosed interest in the property, and our employment and compensation are not contingent upon our findings. This study is subject to the comments made throughout this report and to all assumptions and limiting conditions set forth herein.

Sincerely,
TS Worldwide, LLC



Christian Cross, Director
ccross@hvs.com, +1 (828) 490-2274

Table of Contents

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6.	Projection of Occupancy and Average Rate	71
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1. Executive Summary

Subject of the Market Study

The subject of the market study is a site measuring 110,449 square feet (2.54 acres) that is planned to be improved with an extended-stay lodging facility; the hotel is anticipated to be associated with the Home2 Suites by Hilton brand. The property, which is expected to open on November 1, 2027, will feature 103 rooms, a breakfast dining area, 1,100 square feet of meeting space, an indoor pool, a fitness room, a lobby workstation, a market pantry, and a guest laundry room. The hotel will also contain the appropriate parking capacity (155 surface) and all necessary back-of-the-house space.

RENDERING OF PROJECT



The subject site's location is 3955 NY 31, Liverpool, New York 13090.

Community Importance of this Project

We note that in recent years there have been notable changes within the Syracuse market and the local lodging industry. Since 2024, Downtown Syracuse lost roughly 600 hotel rooms, which is very significant given the size of the lodging market. Visit Syracuse acknowledged the negative impact of these closures and noted it is not sustainable given the investment taking place associated with the Micron project, the forecast growth in youth sporting tournaments, and the aging facilities that represent some of the current supply existing within the market.

Onondaga County Executive Ryan McMahon also stressed the need for more hotel rooms in the market as Onondaga County is "poised to become the newest high-tech manufacturing hub in North America" and more hotels are needed both to

accommodate in growing demand but also because the industry is a “huge driver of sales tax.” In addition to the sales tax, a study commissioned by the American Hotel & Lodging Association (AHLA) and completed by Oxford Economics, titled “*Economic Impact of the US Hotel Industry*” noted the larger economic impact hotels have on their communities. The study found “for each \$100 spent on lodging, hotel guests spend another \$234 during their trip”.

As further detailed later in this report, recent investments has Syracuse poised to become the “Youth Sports Capital of the Northeast”. Without additional hotel rooms the market will be limited in the number of out-of-region teams and regional tournaments that can be hosted in the area. As such, it will limit the total potential benefit of this growing demand subsegment. Visit Syracuse notes families who come to the area for youth sports tournaments spend an average of around \$600 within the community while there. In addition, the two new sports complexes opening this year are expected to create \$20 million dollars annually in economic impact if there is enough lodging supply. Furthermore, the growth in youth sporting events and the introduction of these new facilities are expected generate over 10,000 room nights.

Visit Syracuse estimates the Downtown market needs an additional 1,000 hotel rooms, while in the Clay and Liverpool area, 500 to 750 new rooms are needed to accommodate the growth happening in the area and to avoid missing out on the potential upside that could be captured within the county if more rooms were available.

Meeting the Demand Needs of the Community

The proposed project is located proximate to the new Micron development. This \$100 billion dollar investment is creating significant demand for longer-term housing. Given the new jobs that will be created as part of this project, there is expected to be an influx of new residents moving to the area. County reports, including “Plan Onondaga” a county comprehensive plan, suggest there are housing needs within the market; as such, this project is expected to generate significant demand for extended-stay hotels, which often serve as transitional housing for relocations, as new residents learn the area and seek more permanent housing. In addition, the construction will require a significant amount of temporary specialized labor, which will require housing for several month periods. The subject hotel’s design and the Home2 Suites by Hilton brand is ideal for this type of guest, as all guestrooms offer kitchenettes and a larger living area than a typical hotel. These attributes attract guests staying for a longer period of time, but not looking to permanently relocate to the area. Given the multiple phases of the Micron project, construction on the multiple fabrication plants is expected to create sustained demand for the foreseeable future.

In addition to the hotel's in-house facilities and its location proximate to the Micron project, the subject hotel will benefit from its location in a retail complex that is anchored by Wegmans, a large grocery store.

An additional 10,000 room nights are expected to be created by youth sport events and tournaments coming to the area. The Home2 Suites by Hilton brand in particular, appeals to families coming into the area for this purpose, as they are typically looking for a more spacious guestroom, a hotel with a pool for the children to enjoy between events/games, guestrooms with more than one bed/sleeping option, and complimentary breakfast being offered. The Home2 Suites by Hilton meets all of these needs. In addition, the hotel's meeting room will support youth sports teams booking at the hotel, as it can serve as a central place for soccer, lacrosse, and baseball/softball teams to convene or store equipment. Finally, these type of events typically create the most demand on the weekends, when commercial demand is at its lowest. As such, it will complement the demand generated from the Micron project.

Feasibility Conclusion

The conclusion of this analysis indicates that the property would generate a 8.9% return on an initial investment of \$20,110,000. The investor surveys indicate discount rates ranging from 9.0% to 14.0%; the averages of the surveys range from 9.9% to 11.8%. Based on these parameters, the calculated return of 8.9% is below the averages and below the illustrated range of returns.

Return requirements vary based on an individual investor's circumstances, including the cost and availability of both debt and equity capital. This analysis is intended to provide information to assist the developer in evaluating the feasibility of the proposed project. Despite the significant demand for additional hotel rooms in the market and the ideal positioning of the Home2 Suites by Hilton brand, the returns on this project are currently below what would be expected by an investor and therefore likely not feasible. There are several reasons for this, including rising construction costs since the pandemic. Amplifying this is the 2025 NYS Energy Conservation Construction Code (ECCCNYS) which took effect on December 31, 2025. This new regulation implements stricter energy efficiency requirements for new buildings under seven-stories, which makes construction more expensive. Furthermore, as mentioned in the macro considerations portion of this report, ongoing trade negotiations and unpredictable implementation of tariffs increase construction costs and make it harder for developers to understand the total development costs. Finally, the ongoing war in the middle east has increased gas and oil prices which contribute to increased development costs, and again, the total global and economic impact of this is not yet known.

Pertinent Dates

The date of the report is April 19, 2026. The property is expected to open on November 1, 2027.

Ownership

The developer of the proposed subject hotel is Baywood Hotels.

Management and Franchise Assumptions

The proposed subject hotel will be managed by Baywood Hotels. Details pertaining to management terms were not yet determined at the time of this report; however, we assume that the proposed hotel will be managed by a professional hotel-operating company, with fees deducted at rates consistent with current market standards. Our projections reflect a total management fee of 3.0% of total revenues.

The proposed subject hotel will reportedly operate under a franchise agreement with Hilton Franchise Holding LLC, as a Home2 Suites by Hilton. We have reviewed the terms of the agreement, which span 20 years after the hotel's opening date. The proposed subject hotel's franchise agreement calls for a royalty fee of 5.0% of rooms revenue and a marketing assessment fee of 3.5% of rooms revenue.

Home2 Suites by Hilton is an upper-midscale, extended-stay hotel brand that offers contemporary accommodations and a customizable guestroom design; furthermore, the Home2 Suites by Hilton commitment to sustainability is reinforced throughout every aspect of the brand. The hotel's all-suite configuration provides suites with flexible separate living and bedroom areas (divisible by a drape in the studio suite or partial wall in the one-bedroom suite). The guestroom suites feature an industry-unique "working wall" that incorporates the kitchen and a flexible working/media space; the kitchens include a refrigerator, a microwave, a dishwasher, and other typical kitchen amenities. The media/working zone includes a queen-size sleeper sofa, a 42-inch flat-screen television, a rolling ottoman, ambient task lighting, an alarm clock and multimedia device, and various pieces of furniture that can be rearranged to create customized living spaces and adjustable storage options. Globally, for 2025, the brand operated at an overall occupancy of 76.2% and an average daily rate (ADR) of \$137.20, resulting in an average RevPAR of \$104.54. As of year-end 2025, there were 865 hotels (95,347 rooms) operating under the Home2 Suites by Hilton brand worldwide.

Scope of Work

The methodology used to develop this study is based on the market research and valuation techniques set forth in the textbooks authored by Hospitality Valuation Services for the American Institute of Real Estate Appraisers and the Appraisal Institute, entitled *The Valuation of Hotels and Motels*,¹ *Hotels, Motels and Restaurants*:

¹ Stephen Rushmore, *The Valuation of Hotels and Motels*. (Chicago: American Institute of Real Estate Appraisers, 1978).

Valuations and Market Studies,² *The Computerized Income Approach to Hotel/Motel Market Studies and Valuations*,³ *Hotels and Motels: A Guide to Market Analysis, Investment Analysis, and Valuations*,⁴ and *Hotels and Motels – Valuations and Market Studies*.⁵

1. All information was collected and analyzed by the staff of TS Worldwide, LLC. Information was supplied by the client and/or the property's development team.
2. The subject site has been evaluated from the viewpoint of its physical utility for the future operation of a hotel, as well as access, visibility, and other relevant factors.
3. The subject property's proposed improvements have been reviewed for their expected quality of construction, design, and layout efficiency.
4. The surrounding economic environment, on both an area and neighborhood level, has been reviewed to identify specific hospitality-related economic and demographic trends that may have an impact on future demand for hotels.
5. Dividing the market for hotel accommodations into individual segments defines specific market characteristics for the types of travelers expected to utilize the area's hotels. The factors investigated include purpose of visit, average length of stay, facilities and amenities required, seasonality, daily demand fluctuations, and price sensitivity.
6. An analysis of existing and proposed competition provides an indication of the current accommodated demand, along with market penetration and the degree of competitiveness. Unless noted otherwise, we have inspected the competitive lodging facilities summarized in this report.
7. Documentation for an occupancy and ADR projection is derived utilizing the build-up approach based on an analysis of lodging activity.
8. A detailed projection of income and expense made in accordance with the Uniform System of Accounts for the Lodging Industry (USALI) sets forth the anticipated economic benefits of the proposed subject property.

² Stephen Rushmore, *Hotels, Motels and Restaurants: Valuations and Market Studies*. (Chicago: American Institute of Real Estate Appraisers, 1983).

³ Stephen Rushmore, *The Computerized Income Approach to Hotel/Motel Market Studies and Valuations*. (Chicago: American Institute of Real Estate Appraisers, 1990).

⁴ Stephen Rushmore, *Hotels and Motels: A Guide to Market Analysis, Investment Analysis, and Valuations* (Chicago: Appraisal Institute, 1992).

⁵ Stephen Rushmore and Erich Baum, *Hotels and Motels – Valuations and Market Studies*. (Chicago: Appraisal Institute, 2001).

9. A feasibility analysis is performed, in which the total property yield that the project would generate is compared to the total property yields indicated by market surveys.

2. Description of the Site and Neighborhood

The suitability of the land for the operation of a lodging facility is an important consideration affecting the economic viability of a property and its ultimate marketability. Factors such as size, topography, access, visibility, and the availability of utilities have a direct impact on the desirability of a particular site.

This site is in Clay, New, York, while the address is technically listed as Liverpool, New York.

Physical Characteristics

The subject site measures approximately 2.54 acres, or 110,449 square feet. The parcel's adjacent uses are set forth in the following table.

FIGURE 2-1 SUBJECT PARCEL'S ADJACENT USES

Direction	Boundary	Adjacent Use
North	Property Line	Vacant Land
South	Property Line	Comfort Inn & Suites Liverpool - Syracuse
East	Property Line	State Route 481
West	Property Line	Vacant Land

Topography and Site Utility

The topography of the site is generally flat. The size and configuration of the site should be sufficient to accommodate the proposed improvements.

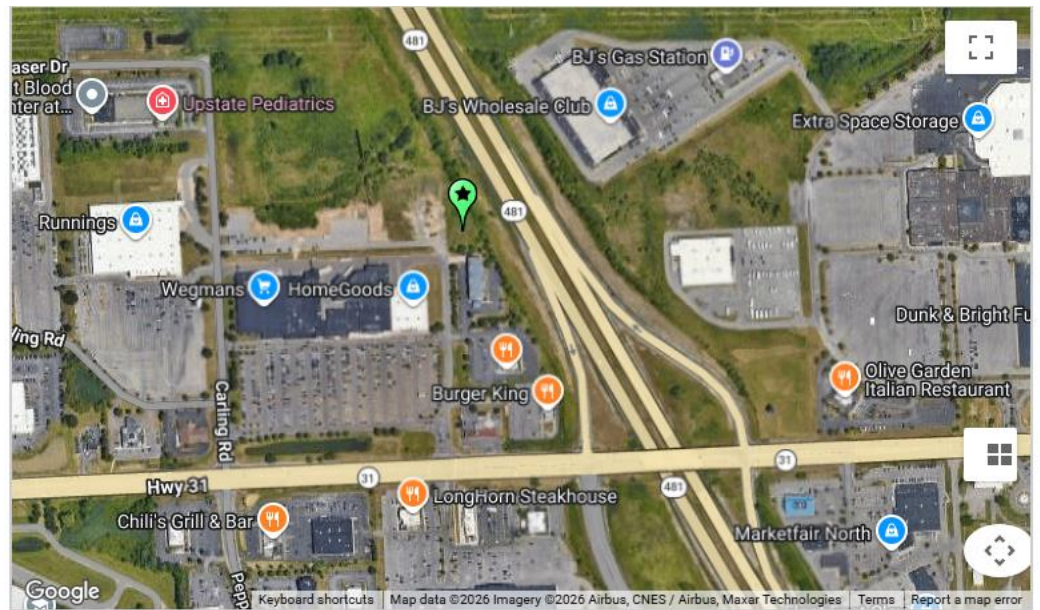
VIEW OF SUBJECT SITE



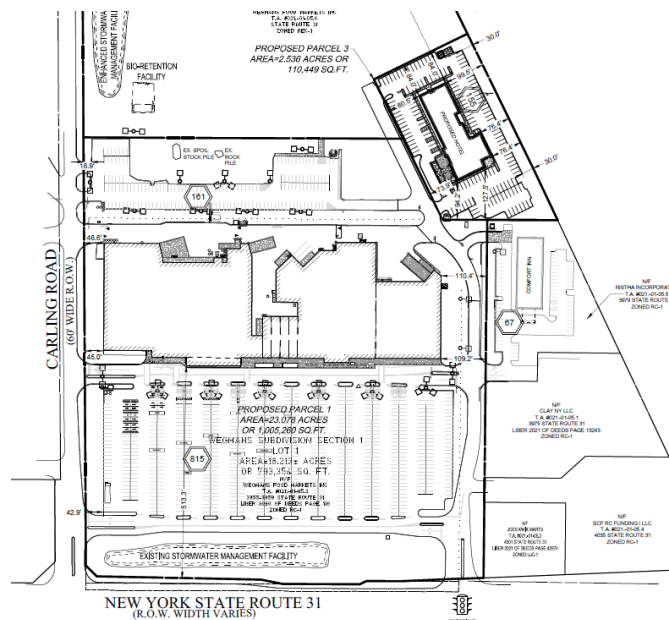
Access and Visibility

It is important to analyze the site with respect to regional and local transportation routes and demand generators, including ease of access. The subject site is readily accessible to a variety of local and county roads, as well as state and interstate highways.

SITE LOCATION



SITE LOCATION



Airport Access

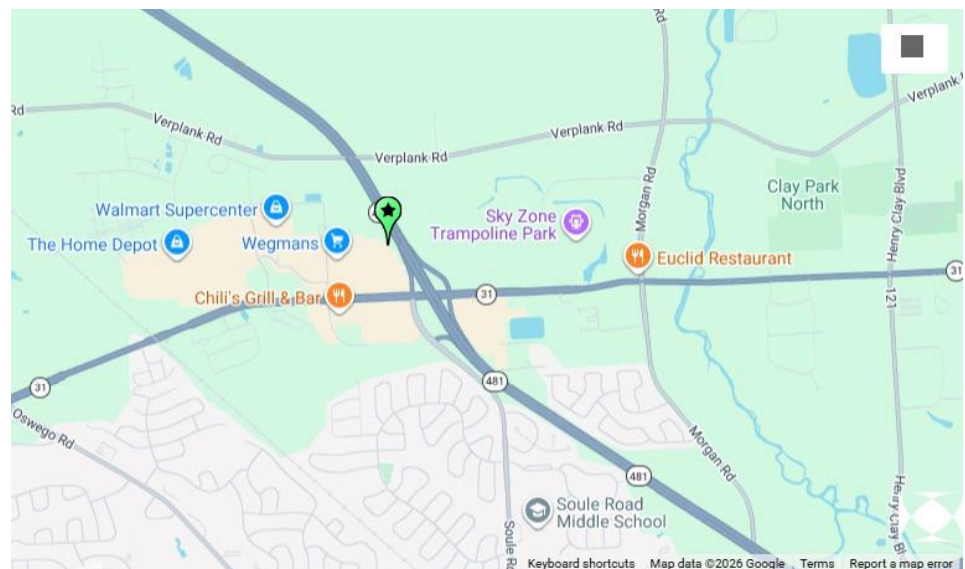
The proposed subject hotel will be served by the Syracuse Hancock International Airport, which is located approximately 7.5 miles to the southeast of the subject site.

Neighborhood

The neighborhood surrounding a lodging facility often has an impact on a hotel's status, image, class, style of operation, and sometimes its ability to attract and properly serve a particular market segment. This section of the report investigates the subject neighborhood and evaluates any pertinent location factors that could affect its future occupancy, average rate, and overall profitability.

The neighborhood surrounding the subject site can be generally described as the State Highway 31 corridor between the railroad tracks to the west and Morgan Road to the east. The neighborhood is primarily characterized by large big-box retail businesses and shopping complexes, restaurants, and other small businesses. In addition, there are some hotels located off of the main corridor, and Willow Field Elementary School is also located within this neighborhood. In general, this neighborhood is in the growth stage of its life cycle given the impact of the Micron project, which broke ground earlier this year. The proposed hotel's opening should be a positive influence on the area, and the property is expected to be in character with and to complement surrounding land uses.

MAP OF NEIGHBORHOOD



Utilities

The subject site is assumed to be served by all necessary utilities.

Zoning

According to the local planning office, the subject property is zoned as follows: RC-1 - Regional Commercial. Additional details pertaining to the proposed subject property's zoning regulations are summarized in the following table.

FIGURE 2-2 ZONING

Municipality Governing Zoning	Town of Clay
Current Zoning	Regional Commercial
Current Use	Vacant
Is Current Use Permitted?	Yes
Is Change in Zoning Likely?	No
Permitted Uses	Hotel, Retail, Restaurant, Office, Etc.
Hotel Allowed	Yes
Legally Non-Conforming	Not Applicable

We assume that all necessary permits and approvals will be secured (including the appropriate liquor license as applicable) and that the subject property will be constructed in accordance with local zoning ordinances, building codes, and all other applicable regulations. Our zoning analysis should be verified before any physical changes are made to the site.

Conclusion

We have analyzed the issues of size, topography, access, visibility, and the availability of utilities. In general, the site should be well suited for future hotel use, with acceptable access, visibility, and topography for an effective operation.

3. Description of the Proposed Improvements

The quality of a lodging facility's physical improvements has a direct influence on marketability, attainable occupancy, and average room rate. The design and functionality of the structure can also affect operating efficiency and overall profitability. This section investigates the subject property's proposed physical improvements and personal property in an effort to determine how they are expected to contribute to attainable cash flows.

Project Overview

The Proposed Home2 Suites Liverpool/Clay will be an extended-stay lodging facility containing 103 rentable units. The four-story property is planned to open on November 1, 2027.

Home2 Suites by Hilton is an upper-midscale, extended-stay hotel brand that offers contemporary accommodations and a customizable guestroom design; furthermore, the Home2 Suites by Hilton commitment to sustainability is reinforced throughout every aspect of the brand. The hotel's all-suite configuration provides suites with flexible separate living and bedroom areas (divisible by a drape in the studio suite or partial wall in the one-bedroom suite). The guestroom suites feature an industry-unique "working wall" that incorporates the kitchen and a flexible working/media space; the kitchens include a refrigerator, a microwave, a dishwasher, and other typical kitchen amenities. The media/working zone includes a queen-size sleeper sofa, a 42-inch flat-screen television, a rolling ottoman, ambient task lighting, an alarm clock and multimedia device, and various pieces of furniture that can be rearranged to create customized living spaces and adjustable storage options. Globally, for 2025, the brand operated at an overall occupancy of 76.2% and an average daily rate (ADR) of \$137.20, resulting in an average RevPAR of \$104.54. As of year-end 2025, there were 865 hotels (95,347 rooms) operating under the Home2 Suites by Hilton brand worldwide.

RENDERING OF SUBJECT HOME2 SUITES BY HILTON EXTERIOR



Summary of the Facilities

Per the plans and renderings provided, the proposed hotel will occupy one four-story building. Surface parking will be located around the building. Other site improvements will include freestanding signage, located at the main entrance to the site (additional signage is expected to be placed on the exterior of the building), as well as landscaping and sidewalks. The hotel's main entrance will lead directly into the lobby, and the first (ground) floor will house the public areas and the back-of-the-house space. Guestrooms are planned to be located on all four floors. The site and building components appear to be normal for a hotel of this type and should meet the standards for this suburban market.

Based on information provided by the proposed subject hotel's development representatives, the following table summarizes the facilities that are expected to be available at the proposed subject hotel.

FIGURE 3-1 PROPOSED FACILITIES SUMMARY

Guestroom Configuration		Number of Units
King Studio Suite		54
Queen/Queen Studio Suite		41
King One-Bedroom Suite		8
Total		103
Food & Beverage Facilities		Seating Capacity
Breakfast Dining Area		42
Indoor Meeting & Banquet Facilities		Square Footage
Meeting Room		1,100
Amenities & Services		
Indoor Swimming Pool		Guest Laundry Area
Fitness Room		Lobby Workstation
Market Pantry		
Infrastructure		
Parking Spaces		155 Surface
Elevators		2 Guest
Life-Safety Systems		Sprinklers, Smoke Detectors

The hotel's breakfast dining area will be located opposite the front desk in the lobby. The furnishings of the space are expected to be of a similar style and finish as lobby and guestroom furnishings. The hotel will offer one meeting room, to be located on the first floor. The hotel is planned to offer an indoor pool and a fitness room as recreational facilities. Other amenities are anticipated to include a lobby workstation, a market pantry, and a guest laundry area. The hotel will feature an all-suite guestroom configuration and the typical in-room amenities associated with the Home2 Suites by Hilton brand. Guestroom bathrooms will be of a standard size, with a shower-in-tub or shower stall, commode, and single sink with vanity area. Overall, the hotel's guestrooms and facilities should be appropriate for a property of this type, and we assume that they will meet brand standards.

The hotel will be served by the necessary back-of-house space, including an in-house laundry facility, administrative offices, and a prep kitchen to service the needs of the breakfast dining area. These spaces should be adequate for a hotel of this type

and should allow for the efficient operation of the property under competent management.

TYPICAL HOME2 SUITES BY HILTON LOBBY



TYPICAL HOME2 SUITES BY HILTON DINING AREA



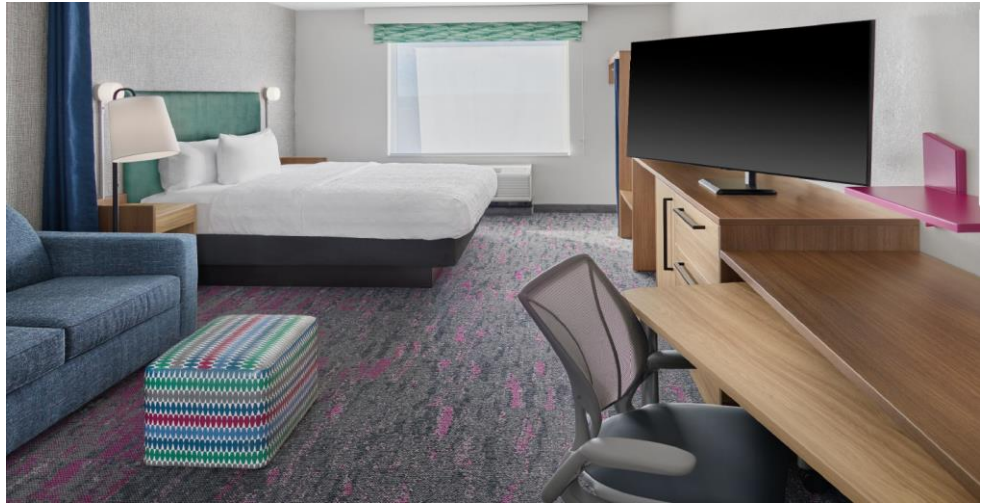
TYPICAL HOME2 SUITES BY HILTON FRONT DESK & HOME2MKT



TYPICAL HOME2 SUITES BY HILTON SPIN2CYCLE



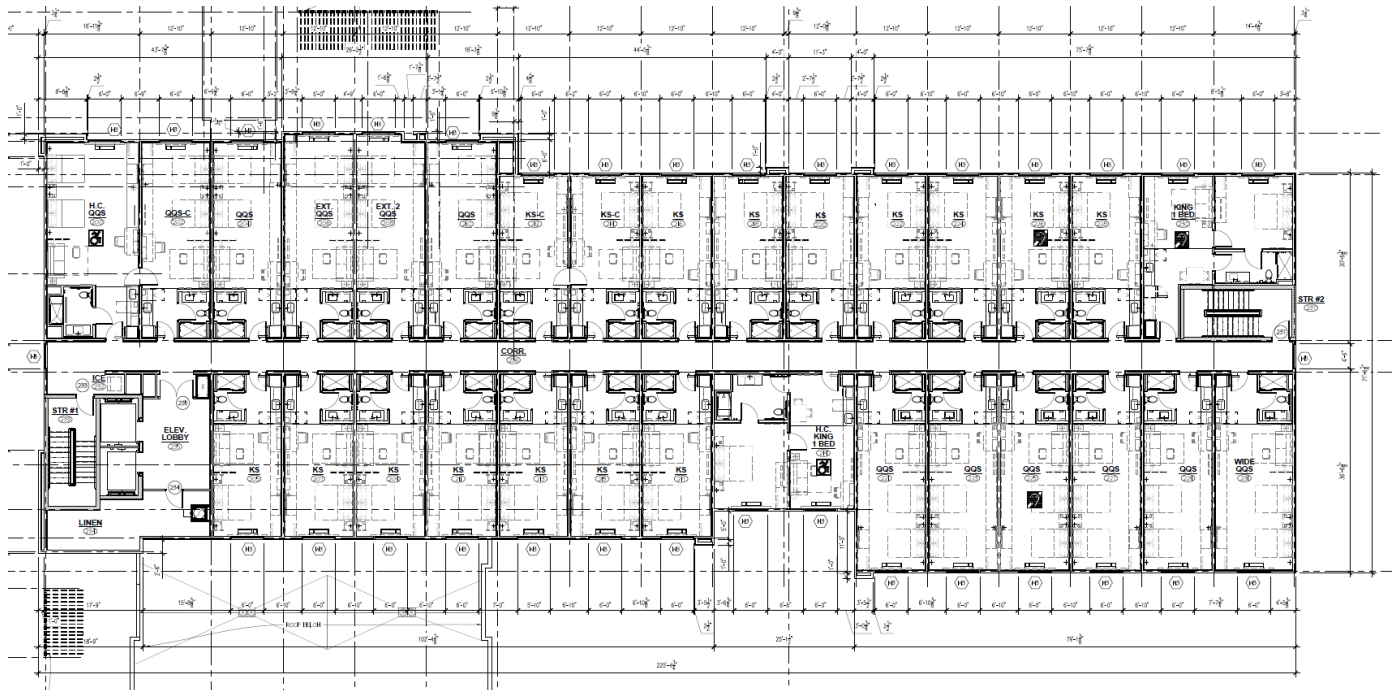
TYPICAL HOME2 SUITES BY HILTON GUESTROOM



TYPICAL HOME2 SUITES BY HILTON GUESTROOM



GUESTROOM FLOOR PLAN



ADA and Environmental

We assume that the property will be built according to all pertinent codes and brand standards. Moreover, we assume its construction will not create any environmental hazards (such as mold) and that the property will fully comply with the Americans with Disabilities Act.

Capital Expenditures

Our analysis assumes that the hotel will require ongoing upgrades and periodic renovations after its opening in order to maintain its competitive level in this market and to remain compliant with brand standards. Thus, in keeping with industry standards, a reserve for replacement has been included in our forecast of income and expense to partially fund ongoing capital improvements.

Construction Budget

The construction budget for the 103-room subject hotel, as provided by the project developer, is illustrated in the following table.

FIGURE 3-2 CONSTRUCTION BUDGET – PROPOSED SUBJECT PROPERTY

Component	Cost	Cost per Room
Hard Costs & Site Improvements		
Hard Costs	\$13,500,000	\$131,068
Contingency	500,000	4,854
Subtotal Hard Cost & Site Improvements	\$14,000,000	\$135,922
Other Costs		
FF&E	\$2,200,000	\$21,359
Soft Costs, Developer Fee, and Pre-Opening Costs	2,375,000	23,058
Subtotal Other Costs	\$4,575,000	\$44,417
Subtotal (without Land)	\$18,575,000	\$180,340
Site Cost	\$945,000	\$9,175
Total	\$19,520,000	\$189,515

Conclusion

Overall, the proposed subject property should offer a well-designed, functional layout of public areas, guestrooms, and back-of-the-house spaces. All typical and market-appropriate features and amenities are expected to be included in the hotel's design. We assume that the property will be constructed in accordance with modern standards for lodging facilities and that the furniture, fixtures, and finishes will be consistent with the property's anticipated positioning as an upper-midscale, extended-stay hotel; moreover, we assume that it will include the appropriate energy-efficient elements and be equipped with the requisite technology and building systems. We further assume that the building will be fully open and operational on the stipulated opening date and will meet all local building codes, as well as market and brand standards, and that the hotel staff will be adequately trained to allow for a successful opening, with pre-marketing efforts having introduced the product to the market at least six months in advance of the opening date.

4. Market Area Analysis

The economic vitality of the market area and neighborhood surrounding the subject site is an important consideration in forecasting lodging demand and future income potential. Economic and demographic trends that reflect the amount of visitation provide a basis from which to project lodging demand. The purpose of the market area analysis is to review available economic and demographic data to determine whether the local market will undergo economic growth, stabilize, or decline. In addition to predicting the direction of the economy, the rate of change must be quantified. These trends are then correlated based on their propensity to reflect variations in lodging demand, with the objective of forecasting the amount of growth or decline in visitation by individual market segment (e.g., commercial, meeting and group, and leisure).

Macro Considerations

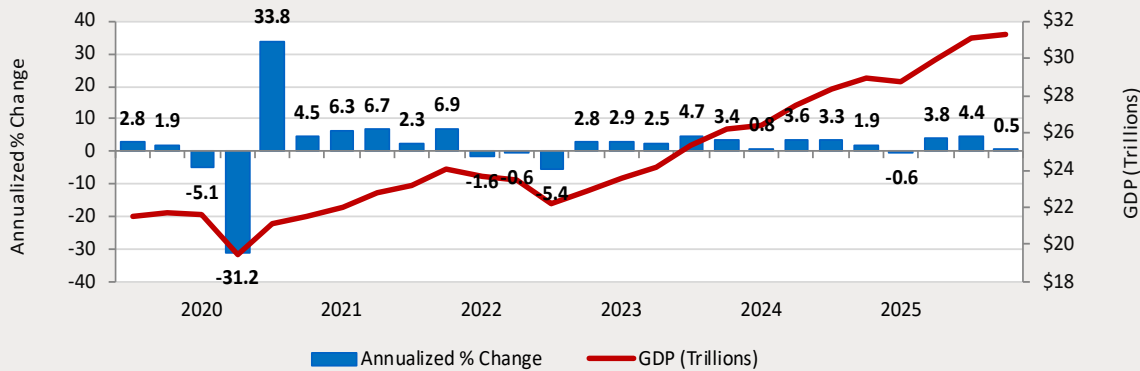
Much of 2025 was characterized by a notable degree of volatility related to changing government policies (including tariffs) and continued concerns about inflation, labor costs (and availability), and international travel. These conditions resulted in widespread uncertainty as to the outlook for the local, national, and international economies. Although circumstances were less volatile in the fourth quarter of 2025, the national lodging market as a whole registered lower occupancy and minimal ADR growth, due in part to the extended government shutdown. Similarly, the hospitality investment market remained subdued.

Current market perspectives reflect a somewhat more optimistic outlook in terms of industry performance and investments. The market is expected to remain subdued in 2026, due in part to inflation and anticipated slow job growth, although the possibility of a recession has receded, according to many experts. However, the ongoing international conflicts have resulted in some caution on the part of investors and consumers, which may undermine the industry's performance. Positive notes for 2026 include the anticipated influx of demand in connection with the FIFA World Cup, as well as events related to the nation's 250th anniversary. In the near term, supply growth is likely to be limited, as new development has been affected by increased construction costs and limited financing availability; slow revenue growth, combined with escalating expenses, has also undermined the feasibility of some new developments. Regarding the long term, we know that the hospitality industry has proven to be extraordinarily resilient following past "shock" events and downturns, such as 9/11, the Great Recession, and the COVID-19 pandemic, which caused business to decline sharply. However, the industry's performance has always recovered and continued to grow. Thus, we are confident that the industry will prove to be similarly resilient following the current period.

National Economic Overview

The local market and economy are influenced by national trends; thus, consideration of these trends is an important premise to this market-area analysis. The U.S. economy was severely affected by the COVID-19 pandemic, as illustrated in the following discussion. The onset of the pandemic resulted in decreased business activity, causing widespread economic hardships, including higher levels of unemployment. The depth and duration of this impact was influenced by the course of the pandemic and the nature and extent of restrictions on business and travel activity; the period of greatest impact was 2020. The shift of work locations from office environments to home offices also limited corporate transient and group travel. By all measures, the national economy had recovered from this downturn by year-end 2024, with notable growth recorded; however, some select markets and sectors experienced slower growth and continued to recover in 2025 and/or into early 2026.

Gross domestic product (GDP) is a key measure of a country's economic health and trends. Research has also identified a high degree of correlation between GDP and lodging demand. For the eight quarters leading up to 2020, GDP quarterly growth ranged between 0.9% and 3.8%, reflecting moderate economic expansion. The impact of the pandemic was considerable in 2020. As shutdowns halted major components of the U.S. economy from mid-March through May, GDP contracted by an annualized rate of 31.2% in the second quarter of 2020, the largest such decline in U.S. history. While shocking, this GDP decline was offset by a significant rebound in economic activity in the third quarter, greatly moderating the overall impact for the year. The U.S. economy grew by 33.8% on an annualized basis in the third quarter, followed by more modest gains in the five quarters that followed through the end of 2021, with GDP having surpassed the pre-pandemic peak by the first quarter of 2021. A pullback during the first half of 2022 was driven by the trade deficit and decreases in government spending and inventory investment, although the decline was offset by gains during the second half of the year.

FIGURE 4-1 UNITED STATES GDP GROWTH RATE

Sources: tradingeconomics.com, Bureau of Economic Analysis

The positive trend continued through 2023 and 2024, with increases of 2.9% and 2.8% registered those years, respectively. GDP growth decelerated in 2025 (2.1%), with two negative quarters (first and fourth) outweighed by the positive second and third quarters. Within the hotel sector, a more active deal environment is expected in 2026 given the anticipated steady, albeit slower, growth in GDP in the coming quarters, as forecast by top economists, which should drive demand growth. However, the persisting pullback in international travel to the United States and uncertainty surrounding what effect the tariffs will have on prices, trade, employment, and domestic travel may limit transaction activity. We will be closely monitoring how these changes impact employment, hotel demand, ADRs, transaction activity and, ultimately, hotel values.

The Wall Street Journal (WSJ) publishes an economic forecasting survey each quarter. Per the latest survey (January 2026), economists anticipate GDP to expand at a slightly slower pace in 2026, compared to 2025, by roughly 20 basis points, with another slight moderation in activity likely to occur in 2027. Economists are relatively optimistic that the United States will avoid a recession, reporting an average 27.0% probability that the country will experience a recession during the next twelve months (33.0% was the average probability level for the same question in both the July 2025 and October 2025 surveys).

FIGURE 4-2 GDP, CPI, AND UNEMPLOYMENT PREDICTIONS**Real GDP, Quarterly Annualized Growth Rate**

1st Quarter 2026	2.13 %
2nd Quarter 2026	2.09
3rd Quarter 2026	2.09
4th Quarter 2026	2.14

Real GDP, Year-Over-Year Growth Rate

2025	2.35 %
2026	2.17
2027	2.09
2028	2.13

CPI, Year-Over-Year Change

June 2026	2.80 %
December 2026	2.63
June 2027	2.46
December 2027	2.39

Midpoint of the Range for the Federal Funds Rate

On June 30, 2026	3.327 %
On December 31, 2026	3.079
On June 30, 2027	3.037
On December 31, 2027	3.048

Unemployment, Annual Level

June 2026	4.52 %
December 2026	4.45
June 2027	4.37
December 2027	4.30

Source: Wall Street Journal Economic Forecasting
Survey, January 2026

Driven by supply-chain disruptions and pent-up consumer demand, prices for most goods and services increased substantially in the wake of the pandemic; the CPI increased by 7.0% in 2021 and 6.5% in 2022. The Fed addressed inflation through

successive interest-rate hikes (seven in 2022, and another four in 2023), and the pace of inflation decelerated, falling to the low 3.0% range by the end of 2023. While inflation increased to 3.5% by March 2024, a slow and gradual decline ensued, registering a relatively low 2.4% as of September 2024. That month, the Fed cut the federal funds rate for the first time since the COVID-19 pandemic, acknowledging the positive economic data and lower inflation in recent months, and two additional cuts followed in November and December 2024. The Fed approved three rate cuts in 2025, with the latest one occurring on December 10, 2025, when it lowered its key overnight borrowing rate by a quarter percentage point, putting it in a range between 3.5% and 3.75%.

The successive increases in GDP, lower inflation levels, cuts to the Fed rate in 2024, and strong job growth through the first quarter of 2025 painted a positive picture of the U.S. economy. However, the first week of April 2025 sparked a notable change for this picture with the announcement of significant tariffs. As the year progressed, many were revised downward; these revisions, combined with the continued resiliency of the U.S. economy and gains in employment, bolstered markets. As of early 2026, expectations had emerged that a recession in the near term was less likely, compared to the sentiment in March/April. Nevertheless, it remains unclear how the new policies of the current administration will ultimately impact the economy and the hotel sector.

Per the WSJ survey, unemployment levels are expected to remain relatively stable, hovering near the 4.4%–4.6% range over the course of the next twelve months. Economists surveyed anticipate the Fed funds rate to end 2026 at roughly 3.0% (compared to the target rate-range expectation of 3.5%–3.75% at year-end 2025), implying that there will be three additional rate cuts between present day and December 2026. Moreover, inflation is likely to wane, falling to 2.63% by year-end 2026.

Within the hospitality industry, labor availability and costs remain a concern for hotel operators, although these issues have diminished somewhat since the height of the pandemic. Inflation benefited the industry by supporting strong ADR growth in most markets but also resulted in increased expenses, which put pressure on profitability. Inflation moderated significantly and was approaching the Fed's target of 2.0% as of year-end 2025, which was considered a positive factor; however, the impact of tariffs may keep inflation levels near the 2.5%–3.0% mark in 2026, per economist expectations. We continue to closely monitor how these policy changes are affecting the U.S. lodging market and the local market analyzed within this report, as explained in the following chapter.

In preparing this report, we have considered the impact of these factors on the lodging and investment markets to the best of our ability. However, our analysis

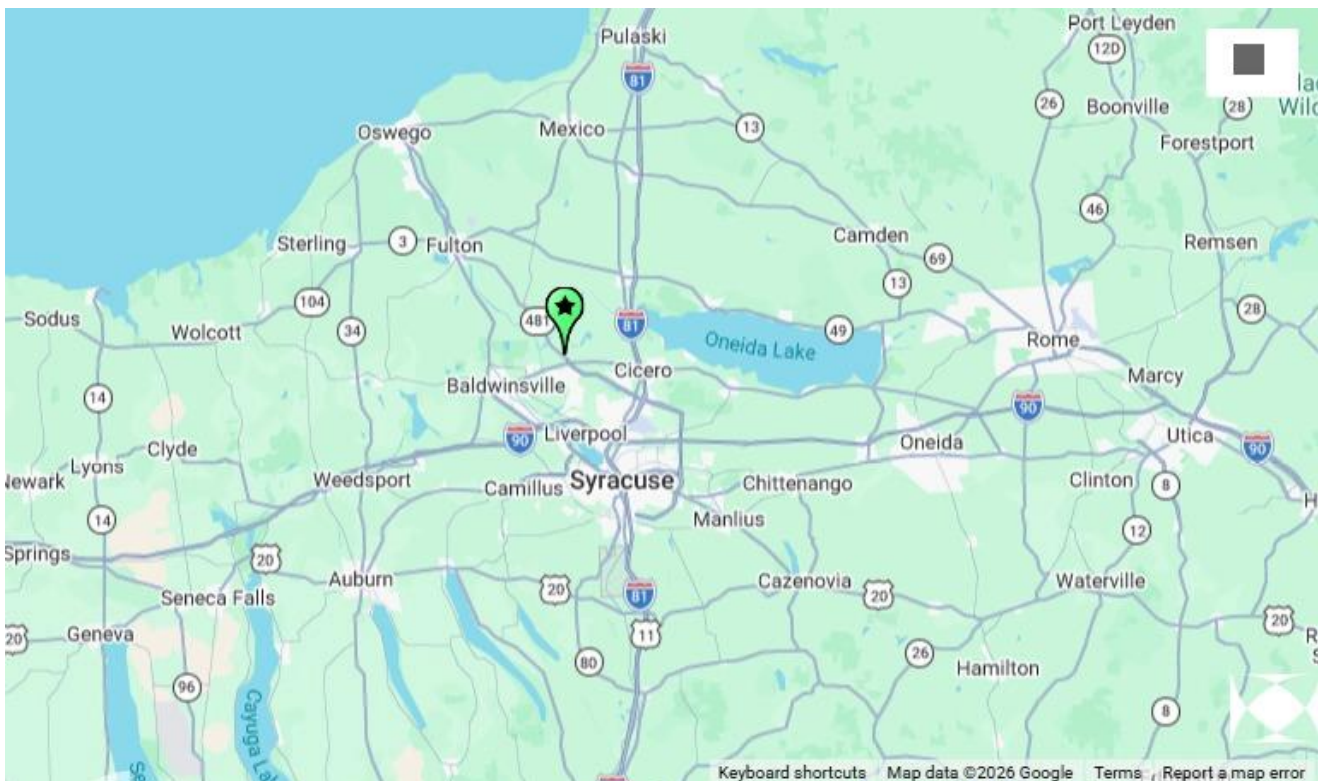
only considers what is known at the time of the effective date of the report, and there is a high degree of uncertainty currently influencing the market and the economy.

Market Area Definition

The market area for a lodging facility is the geographical region where the sources of demand and the competitive supply are located. The subject site is located in the Town of Clay, the county of Onondaga, and the state of New York.

The subject property's market area can be defined by its Combined Statistical Area (CSA): Syracuse-Auburn, NY. The CSA represents adjacent metropolitan and micropolitan statistical areas that have a moderate degree of employment interchange. Micropolitan statistical areas represent urban areas in the United States based around a core city or town with a population of 10,000 to 49,999; the MSA requires the presence of a core city of at least 50,000 people and a total population of at least 100,000 (75,000 in New England). The following exhibit illustrates the market area.

MAP OF MARKET AREA



Economic and Demographic Review

A primary source of economic and demographic statistics used in this analysis is the *Complete Economic and Demographic Data Source* published by Woods & Poole Economics, Inc.—a well-regarded forecasting service based in Washington, D.C. Using a database containing more than 900 variables for each county in the nation, Woods & Poole employs a sophisticated regional model to forecast economic and demographic trends. Historical statistics are based on census data and information published by the Bureau of Economic Analysis. Projections are formulated by Woods & Poole, and all dollar amounts have been adjusted for inflation, thus reflecting real change.

These data are summarized in the following table.

FIGURE 4-3 ECONOMIC AND DEMOGRAPHIC DATA SUMMARY

	2010	2020	2024	2029	Avg. Annual Compounded Chg.		
					2010-20	2010-24	2024-29
Resident Population (Thousands)							
Onondaga County	467.9	474.2	468.4	470.0	0.1 %	0.0 %	0.1 %
State of New York	19,419.9	20,104.7	19,616.5	19,814.9	0.3	0.1	0.2
United States	309,382.3	331,526.9	337,214.9	348,565.1	0.7	0.6	0.7
Per-Capita Personal Income*							
Onondaga County	44,350.0	55,236.0	55,071.0	58,769.0	2.2	1.6	1.3
State of New York	53,670.0	66,790.0	69,776.0	76,210.0	2.2	1.9	1.8
United States	44,807.0	56,530.0	59,191.0	63,789.0	2.4	2.0	1.5
W&P Wealth Index							
Onondaga County	95.3	94.1	90.2	89.5	(0.1)	(0.4)	(0.2)
State of New York	114.8	113.8	113.7	115.0	(0.1)	(0.1)	0.2
United States	100.0	100.0	100.0	100.0	0.0	0.0	0.0
Food and Beverage Sales (Millions)*							
Onondaga County	752.2	885.4	1,114.1	1,246.0	1.6	2.8	2.3
State of New York	34,723.2	44,218.3	54,158.1	59,692.6	2.4	3.2	2.0
United States	502,826.6	611,998.2	777,882.3	881,336.7	2.0	3.2	2.5
Total Retail Sales (Millions)*							
Onondaga County	7,543.8	8,478.7	9,570.4	10,211.9	1.2	1.7	1.3
State of New York	279,750.6	347,194.8	389,587.3	418,214.8	2.2	2.4	1.4
United States	4,638,710.2	5,826,738.6	6,781,525.8	7,456,593.4	2.3	2.7	1.9
* Inflation Adjusted							
Source: Woods & Poole Economics, Inc.							

Workforce Characteristics

The U.S. population grew at an average annual compounded rate of 0.6% from 2010 through 2024. The county's population has grown more slowly than the nation's population; the average annual growth rate of 0.0% between 2010 and 2024 reflects a gradually expanding area. Per-capita personal income increased slowly, at 1.6% on average annually for the county between 2010 and 2024. Local wealth indexes have remained stable in recent years, registering a modest 90.2 level for the county in 2024.

Food and beverage sales totaled 1,114.1 million in the county in 2024, versus 752.2 million in 2010. This reflects a 2.8% average annual change. The pace of growth is anticipated to be 2.3% through 2029. The retail sales sector demonstrated an annual increase of 1.7% from 2010 to 2024. An increase of 1.3% average annual change is expected in county retail sales through 2029.

The characteristics of an area's workforce provide an indication of the type and amount of transient visitation likely to be generated by local businesses. Sectors such as finance, insurance, and real estate (FIRE); wholesale trade; and services produce a considerable number of visitors who are not particularly rate sensitive. The government sector often generates transient room nights, but per-diem reimbursement allowances often limit the accommodations selection to budget and mid-priced lodging facilities. Contributions from manufacturing, construction, transportation, communications, and public utilities (TCPU) employers can also be important, depending on the company type.

The following table sets forth the county workforce distribution by business sector in 2010, 2020, and 2024 as well as a forecast for 2029.

FIGURE 4-4 HISTORICAL AND PROJECTED EMPLOYMENT (000S)

Industry	2010	Percent of Total	2020	Percent of Total	2024	Percent of Total	2029	Percent of Total	Avg. Annual Compounded Chg.		
									2010-2020	2020-2024	2024-2029
Farm	3.1	0.8 %	3.1	0.9 %	3.2	0.8 %	3.2	0.8 %	0.3 %	0.6 %	(0.4) %
Forestry, Fishing, Related Activities And Other	0.7	0.2	0.6	0.2	0.6	0.1	0.6	0.1	(2.0)	1.2	0.1
Mining	0.5	0.1	0.3	0.1	0.3	0.1	0.3	0.1	(4.0)	(5.2)	0.3
Utilities	3.7	1.0	4.1	1.1	4.5	1.1	4.4	1.1	1.0	2.1	(0.4)
Construction	17.4	4.6	18.1	5.0	19.1	4.8	19.0	4.7	0.4	1.3	(0.1)
Manufacturing	28.0	7.5	25.8	7.1	26.6	6.7	26.1	6.5	(0.8)	0.8	(0.4)
Total Trade	56.7	15.2	50.5	13.8	53.6	13.6	53.1	13.2	(1.2)	1.5	(0.2)
Wholesale Trade	15.8	4.2	13.0	3.6	14.6	3.7	14.4	3.6	(1.9)	3.0	(0.3)
Retail Trade	40.9	10.9	37.5	10.3	39.0	9.9	38.7	9.6	(0.9)	1.0	(0.2)
Transportation And Warehousing	11.0	2.9	15.6	4.3	19.4	4.9	19.1	4.7	3.5	5.6	(0.3)
Information	5.6	1.5	4.4	1.2	4.7	1.2	4.7	1.2	(2.4)	1.8	(0.3)
Finance And Insurance	21.2	5.7	20.9	5.7	22.8	5.8	22.1	5.5	(0.2)	2.2	(0.6)
Real Estate And Rental And Lease	12.5	3.4	14.9	4.1	18.7	4.7	21.3	5.3	1.8	5.8	2.6
Total Services	155.6	41.6	153.0	41.9	166.6	42.2	173.0	43.0	(0.2)	2.2	0.8
Professional And Technical Services	22.5	6.0	23.3	6.4	24.1	6.1	24.9	6.2	0.4	0.8	0.7
Management Of Companies And Enterprises	3.1	0.8	5.0	1.4	5.4	1.4	5.4	1.3	4.9	1.9	0.1
Administrative And Waste Services	19.5	5.2	17.1	4.7	19.1	4.8	19.1	4.7	(1.3)	2.8	(0.0)
Educational Services	15.3	4.1	18.2	5.0	18.1	4.6	18.7	4.7	1.8	(0.2)	0.7
Health Care And Social Assistance	45.4	12.1	45.4	12.4	47.0	11.9	49.8	12.4	(0.0)	0.9	1.2
Arts, Entertainment, And Recreation	7.7	2.1	6.2	1.7	8.2	2.1	9.1	2.3	(2.1)	7.3	2.0
Accommodation And Food Services	24.8	6.6	20.7	5.7	26.6	6.7	28.0	7.0	(1.8)	6.6	1.0
Other Services, Except Public Administration	17.3	4.6	17.1	4.7	18.2	4.6	18.1	4.5	(0.1)	1.6	(0.1)
Total Government	58.0	15.5	53.9	14.8	54.8	13.9	55.3	13.7	(0.7)	0.4	0.2
Federal Civilian Government	4.9	1.3	5.2	1.4	4.9	1.3	5.0	1.2	0.5	(1.2)	0.3
Federal Military	1.3	0.4	1.2	0.3	1.2	0.3	1.2	0.3	(1.1)	(0.2)	0.0
State And Local Government	51.7	13.8	47.6	13.0	48.7	12.3	49.0	12.2	(0.8)	0.6	0.1
TOTAL	374.0	100.0 %	365.3	100.0 %	394.9	100.0 %	402.0	100.0 %	(0.2) %	2.0 %	0.4 %
U.S.	172,901.7	—	195,286.6	—	218,894.3	—	232,833.6	—	1.2	2.9	1.2

Source: Woods & Poole Economics, Inc.

**Radial Demographic
Snapshot**

The preceding data illustrate the long-term employment trends in this market, including the recent impact of the pandemic and the subsequent recovery. Forecasts developed by Woods & Poole Economics, Inc. anticipate that total employment in the county will change by 0.4% on average annually through 2029. The trend is below the forecast rate of change for the United States as a whole during the same period.

The following table reflects radial demographic trends for our market area measured by three points of distance from the subject site.

FIGURE 4-5 DEMOGRAPHICS BY RADIUS

	0.00 - 1.00 miles	0.00 - 3.00 miles	0.00 - 5.00 miles
Population			
2031 Projection	6,457	29,264	68,971
2026 Estimate	6,366	29,137	69,066
2020 Census	6,282	29,171	69,812
Percent Change: 2026 to 2031	1.4%	0.4%	-0.1%
Percent Change: 2020 to 2026	1.3%	-0.1%	-1.1%
Households			
2031 Projection	2,640	11,783	28,829
2026 Estimate	2,607	11,694	28,730
2020 Census	2,628	11,718	28,837
Percent Change: 2026 to 2031	1.3%	0.8%	0.3%
Percent Change: 2020 to 2026	-0.8%	-0.2%	-0.4%
Income			
2026 Est. Average Household Income	\$135,497	\$142,394	\$128,968
2026 Est. Median Household Income	112,109	109,555	99,165
2026 Est. Civ. Employed Pop 16+ by Occupation			
Architecture/Engineering	146	556	1,350
Arts/Design/Entertainment/Sports/Media	17	171	687
Building/Grounds Cleaning/Maintenance	42	326	728
Business/Financial Operations	354	1,194	2,315
Community/Social Services	71	342	752
Computer/Mathematical	159	581	1,534
Construction/Extraction	99	459	1,085
Education/Training/Library	300	1,440	3,111
Farming/Fishing/Forestry	5	24	29
Food Preparation/Serving Related	137	600	1,691
Healthcare Practitioner/Technician	276	1,404	3,531
Healthcare Support	58	266	885
Installation/Maintenance/Repair	83	423	961
Legal	62	189	426
Life/Physical/Social Science	66	172	404
Management	436	1,940	4,161
Office/Administrative Support	449	1,741	3,826
Production	74	520	1,234
Protective Services	64	347	744
Sales/Related	266	1,393	3,167
Personal Care/Service	46	350	924
Transportation/Material Moving	170	932	2,485

Source: Environics Analytics

Unemployment Statistics

This source reports a population of 69,066 and 28,730 households within a five-mile radius of the subject site. The average household income within this radius is reported at \$128,968, while the median is \$99,165.

The following table presents historical unemployment rates for the proposed subject hotel's market area.

FIGURE 4-6 UNEMPLOYMENT STATISTICS

Year	City	MSA	State	U.S.
2015	4.3 %	5.4 %	5.2 %	5.3 %
2016	4.0	4.9	4.9	4.9
2017	4.1	5.0	4.6	4.4
2018	3.4	4.2	4.1	3.9
2019	3.2	4.0	3.9	3.7
2020	7.3	8.0	9.8	8.1
2021	4.1	5.0	7.1	5.4
2022	2.8	3.5	4.3	3.6
2023	2.9	3.5	4.1	3.6
2024	3.0	3.6	4.3	4.0
<i>Recent Month - Nov</i>				
2024	2.7 %	3.3 %	4.2 %	4.2 %
2025	3.3	3.7	4.5	4.5

Source: U.S. Bureau of Labor Statistics

Prior to the pandemic, U.S. unemployment levels were firmly below the 4.6% level recorded in 2006 and 2007, the peak years of the economic cycle prior to the Great Recession. The national unemployment rates during the months leading up to the COVID-19 pandemic were in the 3.5%–3.7% range, reflecting a trend of stability and strength. However, in April 2020, after the onset of the pandemic, unemployment rose to 14.7%, while employment dropped by 20.7 million. Steady gains in employment have generally been registered since that time; however, job gains have fluctuated in recent months. While approximately 160,000 jobs were gained in January 2026, a contraction of approximately 113,000 jobs occurred in February 2026. This was followed by a gain of 178,000 jobs in March, with the most significant gains registered in the health care, construction, and transportation/warehousing sectors. The national unemployment rate was 4.3% in March 2026.

Locally, the unemployment rate was 3.0% in 2024; for this same area in 2025, the most recent month's unemployment rate was registered at 3.3%, versus 2.7% for the same month in 2024. As illustrated in the foregoing table, unemployment declined in 2016, and this positive trend generally continued through 2019. Unemployment data for the county and MSA are largely reflective of what is happening in Syracuse, which is the largest city and serves as an economic hub within the county. County economic development officials noted that local employment last decade was largely supported by the healthcare and education sectors. However, unemployment data from 2020 illustrate a sharp increase given the effects of the COVID-19 pandemic and related global economic crisis, which included massive furloughs/layoffs. Unemployment then declined in 2021 as the economy began to rebound; this trend continued in 2022 and remained fairly stable in 2023. A modest increase was noted in 2024, reportedly due to job declines in the manufacturing sector. The most recent comparative period shows an increase in November 2025, compared to the same month in 2024, which is in line with what is happening in the region, as well as the trends reflected in state and national unemployment levels.

Major Business and Industry

Providing additional context for understanding the nature of the regional economy, the following table presents a list of the major employers in the proposed subject property's market.

FIGURE 4-7 MAJOR EMPLOYERS

Largest Employer - Central New York*		
Agrana Fruits	Gypsum Express, LTD	Sodexo
American Food & Vending	INFICON	Spectrum
American Red Cross	JADAK Technologies	SRC, Inc.
Anaren	Labratory Alliance of Central New York, LLC	St. Joseph's Hospital
Anheuser Busch	Lakeview Amphitheater	Stickley Inc.
Aramark	Liberty Resources	Suburban Propane
AXA Equitable	Lockheed Martin	Sutherland Global
Birnie Bus	Loretto	Syracuse City School District
BNY Mellon	Lowes	Syracuse University
Bristol-Myers Squibb	Marquardt Switches	Syracuse VA Medical Center
Byrne Dairy	Marriott Syracuse Downtown	Target
Cardinal Health	McDonald's	Tessy
Catholic Charities of Onondaga County	Mirbeau Inn & Spa	Thompson & Johnson
Cintas	National Grid	Tops Markets
Crouse Hospital	Novelis	Turning Stone Resort & Casino
CXtec	NYS Thruway Authority	United Parcel Service
Del Lago Resort & Casino	O'Brien & Gere	United Postal Service
Destiny USA	Peace Inc.	Upstate University Hospital
DOT Foods	POMCO	Verizon
DUMAC Business Systems	Price Chopper	W.B. Mason
Dunkin' Donuts	Rapid Response Monitoring	W.I.S. International
EATON Crouse Hinds	Raymour & Flanigan	Walmart
Excellus BlueCross BlueShield	Rescue Mission Alliance	Wegmans
First Student	Roman Catholic Diocese	Welch Allyn
G&C Foods	ShoreGroup	
G.A. Braun Inc	SKY Armory	

* Listed Alphabetically

Syracuse University is a private research institution that is continually ranked among the top 100 National Universities by U.S. News and World Report. SUNY Upstate Medical University is the only academic medical center in the region and is complemented by the larger Upstate University Health System. Other area companies and entities within the healthcare and education sectors include Bristol-Myers Squibb, Lotte Biologics, KPH Healthcare Services, Le Moyne College, Loretto Health and Rehabilitation Center, Norwell Health, SUNY College of Environmental Science and Forestry, Syracuse VA Medical Center, Trinity Health, and Baxter. Lockheed Martin, an aerospace and defense company, maintains a facility in nearby Salina. Lockheed's recent projects include a \$276 million contract from 2024, for

manufacturing next-generation radars for the Air Force, and a 2025 contract with the U.S. Navy that could be worth up to \$1.36 billion, to produce an electronic warfare system for the Navy's submarines. Furthermore, in July 2023, groundbreaking occurred for the Interstate 81 Viaduct project. This \$2.25 billion project will demolish the existing elevated highway through downtown Syracuse and reroute traffic to surface roads, as well as re-direct through traffic to Interstate 481 which will receive updates.

Furthermore, a \$350-million, 3.7-million-square-foot Amazon fulfillment center was completed in 2022. This project created 1,500 jobs and is one of the largest warehouses in the world. In October 2022, Micron Technology announced a \$100-billion semiconductor fabrication facility that will also be located in the town of Clay. According to an economic impact study sponsored by New York State's Empire State Development agency and completed by REMI, Inc., this project is expected to create 50,000 new permanent jobs by 2055, including jobs created directly at Micron but also including jobs at suppliers, contractors, and at other supporting companies. Construction was originally set to start in 2023 but due to delays related to a federal environmental review, the project didn't break ground until January 16, 2026.

Office Space Statistics

Trends in occupied office space can be indicators of lodging demand, as firms that occupy office space often exhibit a strong propensity to attract commercial visitors. Thus, trends that cause changes in vacancy rates or occupied office space may have a proportional impact on commercial lodging demand and a less direct effect on meeting demand. The following table details office space statistics for the pertinent market area.

FIGURE 4-8 HISTORICAL AND PROJECTED OFFICE SPACE STATISTICS – GREATER MARKET VS. SUBMARKET

Greater Syracuse, NY Market								W Outer Onondaga County Submarket						
Year	Inventory (SF)	Percent Change	Occupied (SF)	Vacancy Rate	Asking Rental Rate	Percent Change	Under Construction (SF)	Inventory (SF)	Percent Change	Occupied (SF)	Vacancy Rate	Asking Rental Rate	Percent Change	Under Construction (SF)
2014	29,936,020	—	27,220,789	9.1 %	\$15.61	—	133,387	1,194,591	—	1,118,514	6.4 %	\$15.22	—	19,666
2015	30,065,425	0.4 %	27,825,625	7.4	15.69	0.5 %	303,813	1,217,275	1.9 %	1,141,577	6.2	15.39	1.1 %	29,352
2016	30,385,225	1.1	28,246,732	7.0	15.63	-0.4	65,000	1,285,615	5.6	1,201,330	6.6	15.28	-0.7	36,000
2017	30,399,054	0.0	28,382,195	6.6	15.98	2.2	202,623	1,321,615	2.8	1,259,831	4.7	15.62	2.2	100,000
2018	30,521,695	0.4	28,558,977	6.4	16.21	1.5	79,513	1,421,615	7.6	1,323,163	6.9	15.83	1.4	0
2019	30,217,508	-1.0	28,221,515	6.6	16.09	-0.8	63,082	1,421,615	0.0	1,316,682	7.4	15.71	-0.8	5,000
2020	30,280,590	0.2	28,063,288	7.3	15.82	-1.6	45,346	1,426,615	0.4	1,235,235	13.4	15.46	-1.6	0
2021	30,325,936	0.1	28,536,097	5.9	16.20	2.4	29,900	1,426,615	0.0	1,295,141	9.2	15.89	2.8	0
2022	30,123,496	-0.7	28,451,827	5.5	16.82	3.8	91,360	1,426,615	0.0	1,291,761	9.5	16.50	3.8	0
2023	30,104,660	-0.1	28,185,038	6.4	17.09	1.7	46,136	1,426,615	0.0	1,291,199	9.5	16.82	2.0	0
2024	30,025,796	-0.3	28,124,120	6.3	17.80	4.1	45,000	1,426,615	0.0	1,392,486	2.4	17.63	4.8	0
2025	29,938,056	-0.3	28,260,202	5.6	18.26	2.6	34,000	1,426,615	0.0	1,404,232	1.6	18.07	2.5	0
<i>Forecast</i>														
2026	29,929,147	0.0 %	28,229,347	5.7 %	\$18.38	0.7 %		1,424,720	-0.1 %	1,410,865	1.0 %	\$18.18	0.6 %	
2027	29,870,955	-0.2	28,173,165	5.7	18.65	1.5		1,422,068	-0.2	1,408,230	1.0	18.43	1.4	
2028	29,812,844	-0.2	28,143,047	5.6	18.99	1.8		1,419,411	-0.2	1,406,382	0.9	18.75	1.7	
2029	29,755,332	-0.2	28,113,187	5.5	19.36	1.9		1,416,770	-0.2	1,404,488	0.9	19.09	1.9	
2030	29,703,181	-0.2	28,084,717	5.4	19.74	2.0		1,414,118	-0.2	1,402,391	0.8	19.46	1.9	

Source: CoStar

The greater Syracuse, NY market comprises a total of 29,938,056 square feet of office space. The market reported a 2025 vacancy rate of 5.6% and an average asking rental rate of \$18.26 per square foot. The subject property is located in the W Outer Onondaga County submarket, which houses 1,426,615 square feet of office space. The submarket's vacancy rate is 1.6%, with 1,404,232 square feet occupied. This represents 5% of the overall occupied space in the greater market. The average asking lease rate in the W Outer Onondaga County submarket is \$18.07.

Airport Traffic

Airport passenger counts are important indicators of lodging demand. Depending on the type of service provided by a particular airfield, a sizable percentage of arriving passengers may require hotel accommodations. Trends showing changes in passenger counts also reflect local business activity and the overall economic health of the area.

Syracuse Hancock International Airport (SYR) serves the central New York State area. The airport underwent a one-year, \$62.4-million renovation that was completed in October 2018; upgrades included a redesign of the terminal's interior and exterior, the addition of an aviation history museum, and the construction of a pedestrian bridge. In 2020, the taxi reconfiguration project took place, while in September 2021, a massive rehabilitation project of the main runway was completed. In September 2022, a \$20-million state grant was announced that will be used to expand and modernize one of the airport's two passenger terminals and at that time, a multi-year plan to replace eleven jet bridges also began. Both the terminal expansion project and the jet-bridge project were completed in 2025.

The following table illustrates recent operating statistics for the Syracuse Hancock International Airport, which is the primary airport facility serving the proposed subject hotel's submarket.

FIGURE 4-9 AIRPORT STATISTICS - SYRACUSE HANCOCK INTERNATIONAL AIRPORT

Year	Passenger Traffic	Percent Change*	Percent Change**
2015	2,007,854	—	—
2016	2,004,066	(0.2) %	(0.2) %
2017	2,074,878	3.5	1.7
2018	2,315,933	11.6	4.9
2019	2,583,193	11.5	6.5
2020	884,390	(65.8)	(15.1)
2021	1,695,193	91.7	(2.8)
2022	2,530,188	49.3	3.4
2023	2,855,382	12.9	4.5
2024	3,004,747	5.2	4.6
2025	2,859,212	(4.8)	3.6

*Annual average compounded percentage change from the previous year

**Annual average compounded percentage change from first year of data

Source: Syracuse Hancock International Airport

This facility recorded 3,004,747 passengers in 2024. The change in passenger traffic between 2023 and 2024 was 5.2%. The average annual change during the period shown was 4.6%. The significant increases in passenger traffic counts in 2018 and 2019 can be attributed in large part to more service by major air carriers in response to stronger economic conditions and a rise in demand. Several airlines either increased the number of flights in/out of the airport or added seats to their existing flights. Additionally, Frontier Airlines began commercial service to/from ten locations throughout the United States and Puerto Rico in July 2018. However, data from 2020 illustrate a substantial decline given the impact of the COVID19 pandemic and the travel restrictions that were implemented. The number of passengers traveling through SYR started to decline significantly in March 2020, with some airlines canceling routes, although passenger numbers slowly started to improve in June 2020. Data from 2021 and 2022 show a notable rebound due in part to new airlines starting service out of SYR. In November 2021, Southwest began servicing the Syracuse Hancock International Airport, and in June 2022, Breeze Airways, a low-cost carrier, had its inaugural flight out of SYR. This contributed to the year-end 2023 data exceeding pre-pandemic levels. Growth continued in 2024; however, in August 2024 Southwest Airlines ceased operations at SYR and Frontier shifted to more seasonal operations that same year. Despite United Airlines adding

a second daily nonstop flight to Denver in June 2025, total passenger traffic declined given the absence of Southwest Airlines.

Tourist Attractions

The subject market benefits from a variety of tourism and leisure attractions in the area. Leisure demand generators include the Destiny USA super-regional shopping and entertainment complex, Oncenter Complex, NBT Bank Stadium, New York State Fairgrounds, Syracuse University, Rosamond Gifford Zoo at Burnet Park, and the JMA Wireless Dome, which completed upgrades in 2024. With the recent upgrades at the JMA Wireless Dome, larger acts have been coming to Syracuse, often selling out hotels throughout the market.

In addition, youth sports create significant demand for area hotels from April through October annually. This demand source has historically been an important demand driver from both the existing facilities within the county, such as Salt City Sports in Syracuse and Legacy Sports Park in Clay, but also from events and tournaments held at Legends Fields in nearby Oswego County. Tournaments held at Legends Field create significant compression and benefit hotels within in Onondaga County given the limited lodging supply in Oswego. While already a notable demand driver, significant investment has been made to make Syracuse the "Youth Sports Capital of the Northeast" including the Superfield at Carrier Park in DeWitt, which is scheduled to open in April 2026, and the Hopkins Road Park in Liverpool, which has a Phase 1 completion date of Fall 2026. Visit Syracuse notes families who come to the area for youth sports tournaments spend an average of around \$600 within the community while there, and the total economic impact of these two projects exceed \$20 million dollars annually. Furthermore, the growth in youth sporting events and the introduction of these new facilities are expected generate over 10,000 room nights.

We note that in recent years there have been notable changes within the Syracuse market and the local lodging industry. Since 2024, Downtown Syracuse lost roughly 600 hotels rooms, which is very significant given the size of the lodging market. In 2024, the 232-room Sheraton, the 279-room Crowne Plaza, and the 82-room Mayflower Hotel all closed, with the former converting to student dorms and the latter two being converted to apartments. Visit Syracuse acknowledged the negative impact of these closures but also noted that so far they have primarily been able to accommodate guests and events coming to the area by arranging accommodation outside of the Downtown core, such as in Carrier Circle, proximate to where the Superfield at Carrier Park is located. However, it was noted this is not sustainable given the investment taking place associated with the Micron project, the forecast growth in youth sporting tournaments, and the aging facilities that represent some of the current supply existing within the market. Visit Syracuse estimates the Downtown market needs an additional 1,000 hotel rooms, while in the Clay and Liverpool area, 500 to 750 new rooms are needed to accommodate the growth

happening in the area and to not miss out on the potential upside that could be captured within the county if more rooms were available.

Conclusion

This section discussed a wide variety of economic indicators for the market area. The market area is experiencing a period of economic growth, spurred by the recent groundbreaking of Micron Technology's \$100-billion semiconductor fabrication facility. Furthermore, many of the corporations or institutions that support this area, such as Lockheed Martin and Syracuse University, are renowned entities working with a multitude of clients. Finally, the investment and growth associated with Syracuse becoming the Youth Sports Capital of the Northeast should have significant impact on the area. As such, the outlook for the market area is positive.

5. Supply and Demand Analysis

In the lodging industry, price varies directly, but not proportionately, with demand and inversely, but not proportionately, with supply. Supply is measured by the number of guestrooms available, and demand is measured by the number of rooms occupied; the net effect of supply and demand toward equilibrium results in a prevailing price, or average daily rate (ADR). The purpose of this section is to investigate current supply and demand trends, as indicated by the current competitive market, and to set forth a basis for the projection of future supply and demand growth.

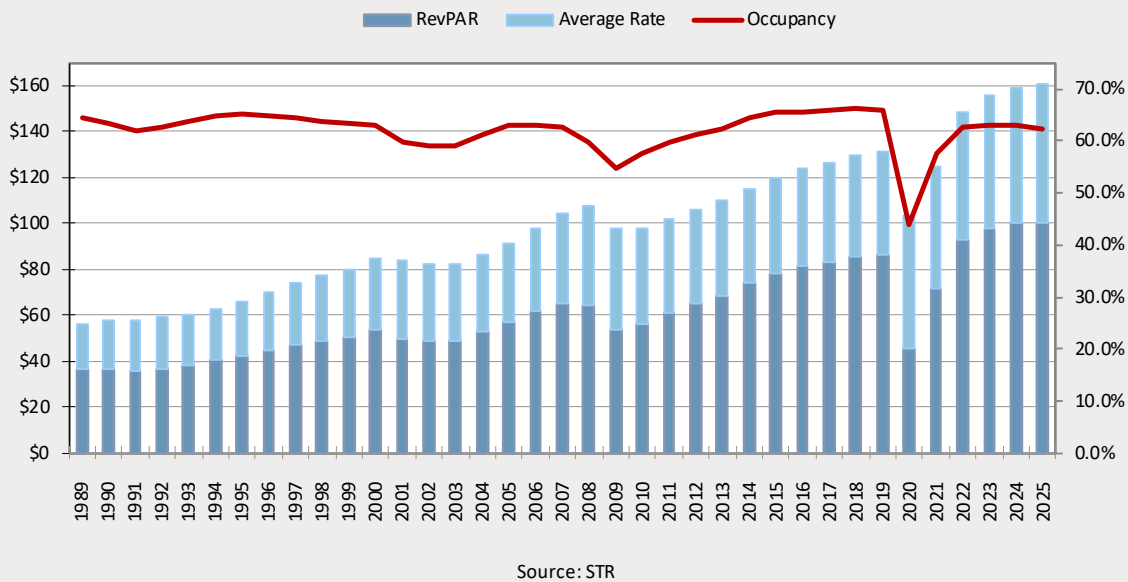
Definition of Subject Hotel Market

The subject site is located in the greater Onondaga lodging market, which encompasses nearly 70 lodging facilities totaling roughly 7,000 guestrooms. Within this greater market, the direct submarket that will include the proposed subject hotel is known as the Clay and Liverpool area. The proposed subject hotel is expected to compete with three hotels on a primary level based on proximity, price, and product type. We have considered an additional seven hotels as future secondary competitors given differences in location, price, and facility offering.

National Trends Overview

A hotel's local lodging market is most directly affected by the supply and demand trends within the immediate area. However, individual markets are also influenced by conditions in the national lodging market. We have reviewed national lodging trends to provide a context for the forecast of the supply and demand for the proposed subject hotel's competitive set.

STR is an independent research firm owned by CoStar that compiles data on the lodging industry, and this information is routinely used by typical hotel buyers. The following diagram presents annual hotel occupancy, ADR, and rooms revenue per available room (RevPAR) data since 1989. RevPAR is calculated by multiplying occupancy by ADR and provides an indication of how well rooms revenue is being maximized.

FIGURE 5-1 NATIONAL OCCUPANCY, ADR, AND REVPAR TRENDS

The preceding chart illustrates the impact of the recessions of the early 1990s, 2000s, the financial crisis of 2008/09, and the 2020/21 pandemic on the U.S. lodging industry. In each case, the downturn caused lodging demand to drop, resulting in an occupancy decline. The aggregate ADR also fell, as hoteliers used price as a marketing tool to attract demand and support occupancy levels. As occupancy recovered, ADR growth resumed, although the ADR recovery lagged somewhat behind occupancy levels, as price discounts contributed to the initial recovery of demand. Following the financial crisis of the Great Recession, occupancy fell by over eight points, and ADR declined by 5.9%, resulting in an 18.3% decrease in RevPAR. The market recovered steadily thereafter, with occupancy surpassing the 65.0% mark in 2015, and ADR also consistently growing, albeit at a decelerating pace. The onset of the COVID-19 pandemic in March 2020 had a severe impact on the lodging industry, causing occupancy, ADR, and RevPAR to decline by unprecedented levels. By the conclusion of 2020, occupancy had fallen 22 points, with ADR decreasing by roughly \$28.00, resulting in a RevPAR loss of 48.0% (rounded).

The following table presents hotel occupancy, ADR, and RevPAR trends for the nation and its geographical regions, as well as across key categories (hotel class, location, and chain scale), for the last five calendar years; we have also included the 2019 data as a benchmark. The second table compares the most recently published year-to-date data with the figures for the same year-to-date period the year prior.

FIGURE 5-2 NATIONAL OCCUPANCY AND ADR TRENDS

	Occupancy						Average Rate						RevPAR					
	2019	2021	2022	2023	2024	2025	2019	2021	2022	2023	2024	2025	2019	2021	2022	2023	2024	2025
United States	66.0 %	57.5 %	62.6 %	63.0 %	63.1 %	62.3 %	\$131.23	\$124.96	\$149.24	\$156.00	\$159.06	\$160.54	\$86.64	\$71.88	\$93.39	\$98.22	\$100.31	\$100.02
Region																		
New England	64.7 %	55.5 %	63.4 %	63.3 %	64.1 %	62.6 %	\$161.08	\$155.80	\$179.29	\$190.86	\$196.01	\$197.46	\$104.25	\$86.54	\$113.78	\$120.86	\$125.69	\$123.59
Middle Atlantic	69.0	55.2	62.6	65.0	66.3	66.4	166.27	144.08	179.82	192.15	200.61	207.29	114.81	79.56	112.48	124.96	133.00	137.62
South Atlantic	67.5	59.8	64.7	64.5	64.9	63.8	128.41	130.45	152.61	156.33	157.92	160.81	86.68	77.95	98.70	100.89	102.54	102.52
E. North Central	61.1	52.3	57.2	57.5	57.9	58.5	112.64	105.25	123.33	129.12	133.93	135.00	68.82	55.09	70.52	74.26	77.51	79.00
E. South Central	62.4	59.5	61.0	61.0	59.0	58.5	103.58	104.70	119.73	126.05	127.39	127.06	64.61	62.30	73.04	76.88	75.20	74.34
W. North Central	58.3	51.0	55.3	56.1	55.6	55.6	99.28	97.34	109.00	115.04	118.36	119.98	57.88	49.68	60.27	64.51	65.86	66.76
W. South Central	62.6	58.1	59.9	60.2	60.2	58.7	101.84	95.75	112.13	116.19	119.69	120.15	63.77	55.64	67.20	69.92	72.09	70.47
Mountain	66.9	59.3	66.3	67.2	66.9	64.7	121.89	125.74	153.87	166.61	171.56	167.73	81.54	74.59	101.94	111.97	114.72	108.47
Pacific	73.6	60.2	66.9	66.6	66.7	66.7	171.40	157.79	190.58	196.22	194.78	196.75	126.16	95.00	127.42	130.67	129.90	131.18
Class																		
Luxury	70.9 %	52.5 %	65.3 %	66.0 %	67.6 %	67.6 %	\$304.11	\$322.00	\$376.48	\$384.66	\$386.22	\$397.92	\$215.73	\$168.95	\$245.93	\$153.96	\$261.23	\$269.06
Upper-Upscale	72.6	50.0	63.4	67.1	67.5	67.0	188.24	175.05	213.96	221.11	223.43	226.37	136.67	87.49	135.70	148.29	150.89	151.62
Upscale	71.5	59.3	66.8	68.7	69.1	68.4	143.60	132.34	156.30	163.81	166.52	165.72	102.68	78.42	104.39	112.53	115.12	113.42
Upper-Midscale	67.5	61.2	65.7	65.8	65.8	64.8	115.91	114.14	128.53	133.40	135.16	134.63	78.20	69.83	84.50	87.73	88.88	87.28
Midscale	59.5	56.8	59.7	58.7	58.2	57.4	95.82	98.83	100.19	101.41	101.46	100.04	57.03	56.10	59.83	59.57	59.07	57.44
Economy	59.4	58.7	56.4	54.3	53.6	52.4	75.50	76.14	77.65	79.32	78.90	77.15	44.83	44.72	43.80	43.04	42.30	40.44
Location																		
Urban	73.2 %	51.8 %	63.3 %	66.4 %	67.5 %	67.1 %	\$183.20	\$152.81	\$196.47	\$207.36	\$213.15	\$217.17	\$134.12	\$79.12	\$124.44	\$137.66	\$143.84	\$145.81
Suburban	66.7	59.9	63.8	63.4	63.6	62.7	111.26	104.93	126.13	126.32	128.01	128.18	74.24	62.90	80.45	80.06	81.34	80.40
Airport	73.7	60.3	67.9	69.5	69.4	68.4	119.22	104.82	126.57	134.50	135.73	135.00	87.85	63.18	85.91	93.43	94.36	92.36
Interstate	57.9	57.8	58.5	57.7	57.1	56.5	87.86	92.22	100.90	106.58	108.69	109.00	50.85	53.31	59.04	61.54	62.01	61.57
Resort	70.0	57.7	66.8	68.6	68.5	67.2	182.74	209.77	236.76	238.86	239.05	243.28	127.85	121.06	158.20	163.82	162.10	163.45
Small Town	57.8	56.7	57.5	55.8	55.3	54.8	107.26	116.96	124.72	133.63	136.86	138.94	61.98	66.34	71.72	74.63	75.86	76.08
Chain Scale																		
Luxury	73.8 %	48.0 %	63.1 %	65.8 %	67.9 %	68.1 %	\$343.02	\$383.48	\$435.46	\$427.97	\$423.79	\$443.97	\$253.17	\$184.12	\$274.64	\$281.53	\$287.94	\$302.50
Upper-Upscale	73.9	48.7	63.9	67.7	68.6	68.2	189.25	176.66	215.96	223.19	227.02	229.91	139.80	86.11	138.05	151.12	155.76	156.77
Upscale	72.6	59.6	67.4	69.2	69.6	68.9	142.38	128.62	155.28	161.85	164.36	164.23	103.32	76.68	104.58	112.00	114.46	113.13
Upper-Midscale	67.5	61.6	65.8	66.1	66.1	65.3	112.80	111.14	127.56	132.16	134.05	133.90	76.14	68.47	83.93	87.34	88.66	87.37
Midscale	58.1	56.5	60.1	59.0	58.6	58.0	86.61	89.48	95.19	95.94	96.69	96.09	50.30	50.59	57.18	56.65	56.68	55.73
Economy	58.7	59.7	57.2	55.0	54.5	53.5	63.70	66.88	72.24	72.69	72.08	70.71	37.36	39.90	41.34	40.00	39.26	37.84
Independents	63.5	56.9	60.0	59.2	58.8	57.7	133.08	137.44	155.20	162.24	164.47	165.33	84.44	78.24	93.05	96.00	96.69	95.38

Source: Year-End STR Lodging Reviews

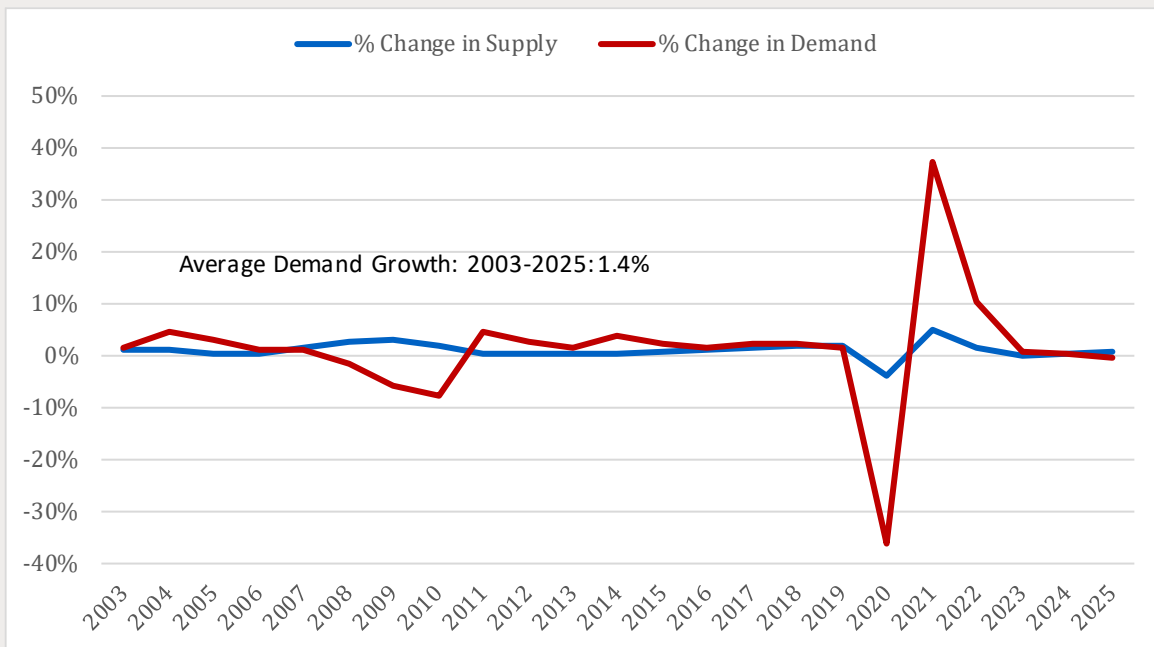
FIGURE 5-3 RECENT NATIONAL OCCUPANCY AND ADR TRENDS

	Occupancy - YTD February			Average Rate - YTD February			RevPAR - YTD February			% Change	
	2025	2026	% Change	2025	2026	% Change	2025	2026	% Change	Rms. Avail.	Rms. Sold
United States	55.6 %	56.2 %	1.0 %	\$155.30	\$157.44	1.4 %	\$86.41	\$88.52	2.4 %	0.7 %	1.7 %
Region											
New England	50.3 %	49.4 %	(1.8) %	\$146.25	\$147.91	1.1 %	\$73.59	\$73.11	(0.6) %	1.4 %	(0.4) %
Middle Atlantic	54.1	55.2	2.0	160.51	166.45	3.7	86.87	91.89	5.8	0.2	2.3
South Atlantic	62.4	61.0	(2.3)	170.04	173.02	1.8	106.17	105.52	(0.6)	0.7	(1.6)
E. North Central	45.6	47.3	3.8	113.76	114.38	0.5	51.89	54.14	4.3	0.4	4.2
E. South Central	49.3	51.1	3.7	114.73	116.17	1.3	56.61	59.42	5.0	2.3	6.0
W. North Central	43.0	44.4	3.3	108.19	111.44	3.0	46.53	49.49	6.4	0.2	3.5
W. South Central	55.0	55.9	1.6	123.18	120.37	(2.3)	67.72	67.24	(0.7)	0.6	2.2
Mountain	59.9	60.8	1.5	179.98	179.61	(0.2)	107.78	109.18	1.3	0.7	2.2
Pacific	60.6	62.2	2.5	192.24	199.79	3.9	116.57	124.22	6.6	0.4	2.9
Class											
Luxury	61.1 %	61.9 %	1.3 %	\$399.10	\$412.36	3.3 %	\$243.66	\$255.11	4.7 %	1.7 %	3.0 %
Upper-Upscale	61.5	61.9	0.8	220.34	224.58	1.9	135.42	139.08	2.7	0.6	1.4
Upscale	61.3	61.8	0.8	156.23	157.77	1.0	95.83	97.55	1.8	1.5	2.4
Upper-Midscale	57.2	57.9	1.3	126.58	127.49	0.7	72.41	73.87	2.0	1.3	2.6
Midscale	49.8	50.6	1.7	93.85	92.60	(1.3)	46.70	46.85	0.3	0.7	2.3
Economy	46.9	47.0	0.3	73.30	70.87	(3.3)	34.39	33.34	(3.0)	(0.9)	(0.7)
Location											
Urban	58.9 %	59.5 %	1.2 %	\$194.43	\$195.19	0.4 %	\$114.43	\$116.22	1.6 %	0.4 %	1.5 %
Suburban	56.3	57.0	1.3	122.24	123.36	0.9	68.82	70.32	2.2	0.8	2.0
Airport	64.0	65.2	1.9	134.80	136.98	1.6	86.26	89.37	3.6	0.6	2.5
Interstate	48.2	48.1	(0.2)	101.66	102.06	0.4	48.99	49.08	0.2	0.9	0.7
Resort	66.0	67.0	1.6	265.25	273.03	2.9	174.99	182.99	4.6	0.5	2.1
Small Town	45.6	45.7	0.2	122.21	123.72	1.2	55.70	56.53	1.5	0.9	1.2
Chain Scale											
Luxury	63.0 %	64.1 %	1.6 %	\$439.85	\$451.77	2.7 %	\$277.28	\$289.45	4.4 %	2.2 %	3.9 %
Upper-Upscale	62.9	63.1	0.2	225.31	229.67	1.9	141.82	144.85	2.1	1.6	1.8
Upscale	62.0	62.4	0.6	155.35	157.39	1.3	96.28	98.16	2.0	1.7	2.3
Upper-Midscale	57.5	58.3	1.4	125.47	126.86	1.1	72.16	73.97	2.5	1.1	2.5
Midscale	50.2	50.9	1.4	90.45	89.33	(1.2)	45.36	45.45	0.2	2.6	4.1
Economy	48.2	48.7	0.9	67.95	65.58	(3.5)	32.78	31.91	(2.6)	0.0	0.9
Independents	50.9	51.5	1.0	157.56	160.24	1.7	80.26	82.47	2.8	(1.2)	(0.1)

Source: STR - February 2026 Lodging Review

A lodging market's performance is influenced by changes in supply and demand levels. The following graph illustrates the percentage change in these two metrics for the U.S. lodging industry as a whole since 2003, as reported by STR.

FIGURE 5-4 HISTORICAL CHANGES IN SUPPLY AND DEMAND – U.S. LODGING INDUSTRY



Source: STR

Excluding fluctuations due to the Great Recession in 2008/09 and the pandemic from 2020 to 2022, supply growth ranged between 0.2% and 2.0%, averaging 1.0% in these years. The pace of supply growth slowed significantly in the two to three years following the downturns in 2001/02, 2008/09, and 2020/21, reflecting the decline in new project-starts during those periods. As the market moved out of these cycles, supply growth accelerated. The impact of the pandemic caused a decline in supply, as hotels temporarily suspended operations or closed, in many cases for conversion to alternate use. The reopening of the temporarily closed properties caused an artificial spike in supply growth. Supply growth from 2023 through 2025 reflects the high cost of construction, as well as the limited availability of financing for new construction. The pace of supply growth is expected to remain muted through 2027, as these conditions will continue to affect supply growth in the near term.

Historical Supply and Demand Data

The changes in demand, as measured by the number of occupied rooms, display similar patterns. The years following the noted recessionary periods reflect relatively strong growth, as the market recovered from these downturns. Excluding the years of downturn and recovery, demand growth ranged from -0.5% to 4.6%, averaging 1.5%.

CoStar is an independent research firm that compiles and publishes data on the lodging industry, routinely used by typical hotel buyers. We have analyzed historical supply and demand data from the CoStar database for the future competitors of the proposed subject property, as identified by HVS. This information is presented in the following table, along with the market-wide occupancy, ADR, and RevPAR levels.

Per CoStar's protocols, the aggregate figures include the data for the identified competitors, as well as for a composite property with a room count equal to 5.0% of the total rooms in the competitive set. The performance of the composite property is derived from the results of similar hotels in the market; based on CoStar's algorithm, results are generated that are not materially different from the actual results that exclude the composite property. Thus, the inclusion of this hypothetical hotel does not skew the overall data to a material degree; however, it ensures the confidentiality of the actual hotels and is necessary to obtain the supply and demand data. It is not possible to obtain CoStar supply and demand data for a specifically defined competitive set without a composite property. As such, the average daily room count in the figure below differs from the total room inventory considered in the supply-and-demand analysis.

FIGURE 5-5 HISTORICAL SUPPLY AND DEMAND TRENDS – ONONDAGA COUNTY

Year	Average Daily Room Count	Available Room Nights	Change	Occupied Room Nights	Change	Occupancy	Average Rate	Change	RevPAR	Change
2009	4,685	1,710,178	—	932,407	—	54.5 %	\$88.98	—	\$48.51	—
2010	4,917	1,794,692	4.9	1,036,489	11.2	57.8	90.32	1.5	52.16	7.5
2011	5,115	1,866,989	4.0	1,099,151	6.0	58.9	91.78	1.6	54.04	3.6
2012	5,149	1,879,488	0.7	1,117,863	1.7	59.5	93.95	2.4	55.88	3.4
2013	5,241	1,912,816	1.8	1,138,000	1.8	59.5	97.58	3.9	58.06	3.9
2014	5,334	1,946,898	1.8	1,154,927	1.5	59.3	99.51	2.0	59.03	1.7
2015	5,366	1,958,550	0.6	1,135,539	(1.7)	58.0	101.70	2.2	58.96	(0.1)
2016	5,703	2,081,507	6.3	1,209,333	6.5	58.1	101.72	0.0	59.10	0.2
2017	6,206	2,265,191	8.8	1,282,497	6.0	56.6	101.39	(0.3)	57.40	(2.9)
2018	6,511	2,376,391	4.9	1,416,387	10.4	59.6	102.49	1.1	61.09	6.4
2019	6,625	2,418,299	1.8	1,407,410	(0.6)	58.2	103.13	0.6	60.02	(1.7)
2020	6,525	2,381,582	(1.5)	865,630	(38.5)	36.3	83.73	(18.8)	30.43	(49.3)
2021	6,672	2,435,333	2.3	1,259,229	45.5	51.7	101.04	20.7	52.25	71.7
2022	6,703	2,446,566	0.5	1,470,955	16.8	60.1	120.49	19.2	72.44	38.6
2023	6,479	2,364,878	(3.3)	1,446,888	(1.6)	61.2	128.39	6.6	78.55	8.4
2024	6,490	2,368,891	0.2	1,488,700	2.9	62.8	134.36	4.7	84.44	7.5
2025	6,870	2,507,442	5.8	1,550,292	4.1	61.8	136.38	1.5	84.32	(0.1)
<u>Year-to-Date Through February</u>										
2025	6,618	390,467	—	188,695	—	48.3	\$119.60	—	\$57.80	—
2026	7,069	417,046	6.8 %	211,909	12.3 %	50.8	121.86	1.9 %	61.92	7.1 %
Average Annual Compounded Change:										
2009 – 2019			3.5 %	4.2 %			1.5 %			2.2 %
2009 – 2025			2.4	3.2			2.7			3.5
2019 – 2025			0.6 %	1.6 %			4.8 %			5.8 %
2021 – 2025			0.7	5.3			7.8			12.7

FIGURE 5-6 ENTIRE ONONDAGA COUNTY SUPPLY

Hotels Included in Sample	Class	Rooms	Year Built
Hotel Skyler Syracuse, Tapestry Collection by Hilton	Upper Upscale	58	1921
Marriott Syracuse Downtown	Upper Upscale	315	1924
Best Western Syracuse Downtown Hotel and Suites	Midscale	68	1927
Holiday Inn & Suites Syracuse Airport - Liverpool	Upper Midscale	137	1950
Econo Lodge Dewitt I 90	Economy	44	1952
Rodeway Inn Syracuse	Economy	50	1956
Econo Lodge Inn & Suites Airport North Syracuse	Economy	40	1960
Randolph House Hotel, Trademark Collection by Wyndham	Upper Midscale	198	1962
Clarion Pointe Downtown Syracuse	Upper Midscale	47	1964
Quality Inn & Suites East Syracuse - Carrier Circle	Midscale	92	1965
Collegian Hotel & Suites, Trademark Collection by Wyndham	Upper Midscale	73	1970
DoubleTree by Hilton Hotel Syracuse	Upscale	250	1977
Quality Inn & Suites Fairgrounds	Midscale	99	1978
Suburban Studios Syracuse Fairgrounds	Economy	44	1978
Days Inn by Wyndham Syracuse	Economy	96	1982
Comfort Inn & Suites Liverpool-Syracuse North	Upper Midscale	76	1983
Hotel Concord Syracuse, an Ascend Collection Hotel	Upscale	109	1984
Super 8 by Wyndham Liverpool/Syracuse North Airport	Economy	97	1985
Studio 6 Suites – East Syracuse, NY - Airport	Economy	39	1985
Motel 6 East Syracuse, NY - Airport	Economy	47	1985
Comfort Inn & Suites Syracuse-Carrier Circle	Upper Midscale	107	1986
Red Roof Inn Syracuse	Economy	114	1986
Quality Inn Tully I-81	Midscale	43	1987
Days Inn by Wyndham Liverpool/Syracuse	Economy	80	1988
Comfort Inn - NYS Fairgrounds	Upper Midscale	110	1988
Courtyard Syracuse Carrier Circle	Upscale	149	1988
Embassy Suites by Hilton Syracuse	Upper Upscale	214	1989
HomeTown Inn by Red Roof East Syracuse	Economy	125	1990
Residence Inn Syracuse Carrier Circle	Upscale	102	1990
Homewood Suites by Hilton Syracuse Liverpool	Upscale	102	1991
Americas Best Value Inn East Syracuse	Economy	95	1992
The Craftsman Inn & Suites	Independent	89	1995
Super 8 by Wyndham Liverpool/Clay/Syracuse Area	Economy	43	1995
Extended Stay America Syracuse Dewitt	Midscale	121	1996
Comfort Inn & Suites Liverpool Syracuse	Upper Midscale	63	1997

FIGURE 5-7 ENTIRE ONONDAGA COUNTY SUPPLY CONTINUED

Hotels Included in Sample	Class	Rooms	Year Built
Candlewood Suites East Syracuse Carrier Circle	Midscale	92	1998
Quality Inn Brewerton - Syracuse Oneida Lake Area	Midscale	64	1998
Microtel Inn & Suites by Wyndham Baldwinsville/Syracuse	Economy	61	2000
Mirbeau Inn & Spa Skaneateles	Independent	34	2000
CrestHill Suites Syracuse	Independent	83	2000
Best Western The Inn at the Fairgrounds	Midscale	47	2001
Hilton Garden Inn Syracuse	Upscale	100	2002
Candlewood Suites Syracuse-Airport	Midscale	124	2003
Syracuse Grand	Independent	61	2003
Holiday Inn Express Syracuse Airport	Upper Midscale	95	2006
Hampton Inn Syracuse Clay	Upper Midscale	77	2006
Holiday Inn Express Syracuse-Fairgrounds	Upper Midscale	87	2006
Cicero Grand - Syracuse North	Independent	65	2009
Holiday Inn Express & Suites Dewitt (Syracuse)	Upper Midscale	89	2009
Holiday Inn Express & Suites Syracuse North - Airport Area	Upper Midscale	71	2010
Hampton by Hilton Inn & Suites Syracuse Dewitt	Upper Midscale	80	2010
SpringHill Suites Syracuse Carrier Circle	Upscale	119	2010
Staybridge Suites Syracuse (Liverpool)	Upscale	122	2011
Residence Inn Syracuse Downtown at Armory Square	Upscale	78	2013
Courtyard Syracuse Downtown at Armory Square	Upscale	102	2013
Hampton by Hilton Inn & Suites Syracuse/Carrier Circle	Upper Midscale	92	2015
Homewood Suites by Hilton Syracuse - Carrier Circle	Upscale	101	2015
aloft Syracuse Inner Harbor	Upscale	134	2016
Sleep Inn & Suites Airport East Syracuse	Midscale	54	2016
Fairfield Inn & Suites Syracuse Carrier Circle	Upper Midscale	108	2016
Hampton Inn & Suites Syracuse North Airport Area	Upper Midscale	124	2017
Embassy Suites by Hilton Syracuse Destiny USA	Upper Upscale	209	2017
Tru by Hilton Syracuse North Airport Area	Midscale	93	2018
TownePlace Suites Syracuse Liverpool	Upper Midscale	105	2018
Tru by Hilton Syracuse-Camillus	Midscale	92	2018
Suburban Studios East Syracuse	Economy	108	2024
Home2 Suites by Hilton Syracuse Liverpool Airport Area	Upper Midscale	110	2025
Skaneateles Fields Resort & Spa, Curio Collection by Hilton	Upper Upscale	89	2025
LivAway Suites Syracuse	Economy	126	2025
		6,732	

As displayed, Onondaga County hotels have achieved historical high occupancy and ADR data for over the past two years with the year-to-date data showing further growth. We note this data reflects the entire county, including some older hotels and economy hotels that drag down the overall market performance. Data presented later in the report will display submarket specific data for the subject hotel.

FIGURE 5-8 HISTORICAL SUPPLY AND DEMAND TRENDS – SELECTED COMPETITIVE SET

Year	Average Daily Room Count	Available Room Nights	Change	Occupied Room Nights	Change	Occupancy	Average Rate	Change	RevPAR	Change
2009	561	204,650	—	112,113	—	54.8 %	\$99.02	—	\$54.25	—
2010	635	231,859	13.3	136,254	21.5	58.8	99.78	0.8	58.64	8.1
2011	733	267,379	15.3	155,094	13.8	58.0	101.52	1.7	58.89	0.4
2012	764	279,003	4.3	170,111	9.7	61.0	105.24	3.7	64.16	9.0
2013	764	279,003	0.0	178,843	5.1	64.1	106.05	0.8	67.98	5.9
2014	764	279,003	0.0	178,839	(0.0)	64.1	109.09	2.9	69.92	2.9
2015	764	279,003	0.0	168,861	(5.6)	60.5	112.65	3.3	68.18	(2.5)
2016	764	279,003	0.0	171,325	1.5	61.4	110.18	(2.2)	67.66	(0.8)
2017	764	279,003	0.0	168,066	(1.9)	60.2	106.04	(3.8)	63.88	(5.6)
2018	801	292,453	4.8	171,400	2.0	58.6	104.08	(1.9)	61.00	(4.5)
2019	875	319,244	9.2	188,426	9.9	59.0	100.45	(3.5)	59.29	(2.8)
2020	875	319,244	0.0	124,855	(33.7)	39.1	87.24	(13.2)	34.12	(42.5)
2021	875	319,244	0.0	181,516	45.4	56.9	101.38	16.2	57.64	69.0
2022	875	319,244	0.0	208,415	14.8	65.3	119.99	18.3	78.33	35.9
2023	875	319,244	0.0	202,528	(2.8)	63.4	126.41	5.4	80.19	2.4
2024	875	319,211	(0.0)	208,773	3.1	65.4	132.34	4.7	86.55	7.9
2025	903	329,486	3.2	223,758	7.2	67.9	133.42	0.8	90.61	4.7
<u>Year-to-Date Through February</u>										
2025	874	51,541	—	27,084	—	52.5	\$114.86	—	\$60.36	—
2026	989	58,356	13.2 %	34,893	28.8 %	59.8	121.68	5.9 %	72.76	20.5 %
Average Annual Compounded Change:										
2009 – 2019			4.5 %	5.3 %			0.1 %			0.9 %
2009 – 2025			3.0	4.4			1.9			3.3
2019 – 2025			0.5 %	2.9 %			4.8 %			7.3 %
2021 – 2025			0.8	5.4			7.1			12.0

FIGURE 5-9 SELECTED COMPETITIVE SET

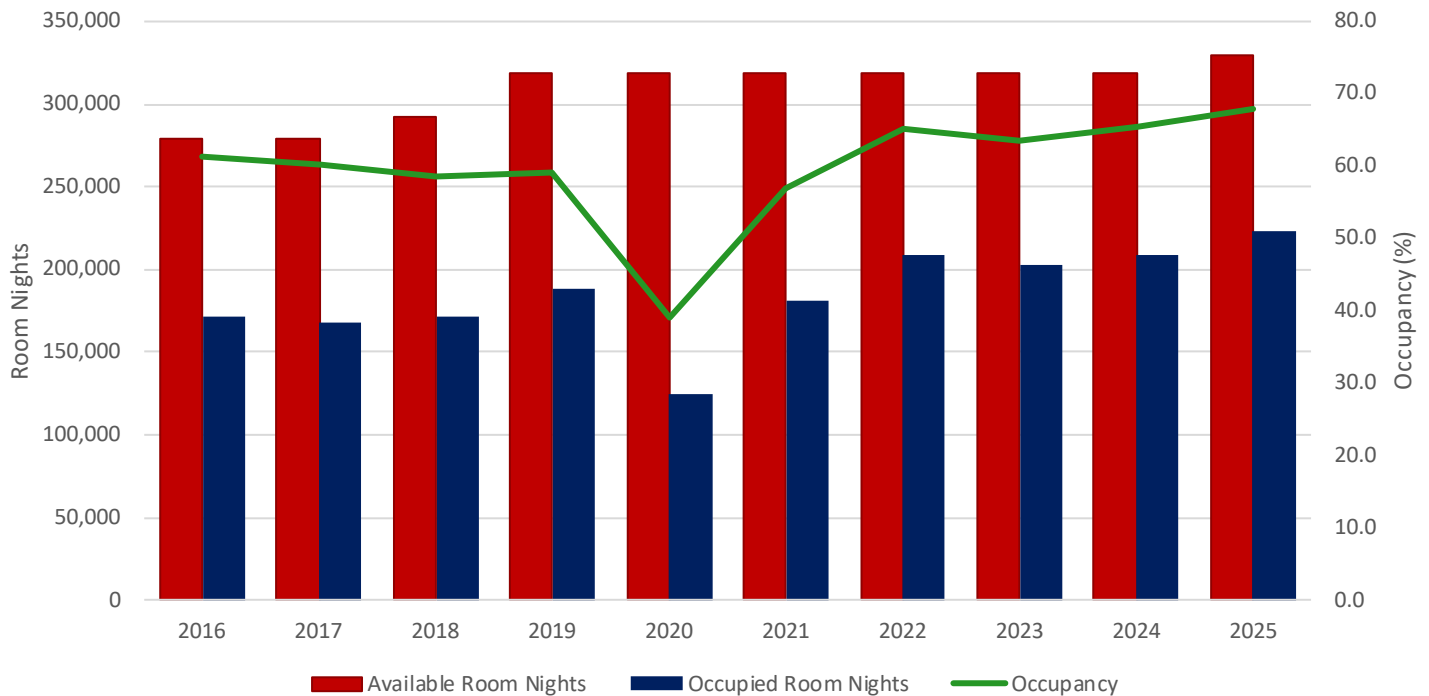
Hotels Included in Sample	Class	Competitive Status	Rooms	Date Open
Comfort Inn - NYS Fairgrounds	Upper Midscale	<i>Secondary</i>	110	Jul 1988
Homewood Suites by Hilton Syracuse Liverpool	Upscale	<i>Secondary</i>	102	Oct 1991
Comfort Inn & Suites Liverpool Syracuse	Upper Midscale	<i>Secondary</i>	63	Oct 1998
Holiday Inn Express Syracuse-Fairgrounds	Upper Midscale	<i>Secondary</i>	87	Aug 2006
Holiday Inn Express Syracuse Airport	Upper Midscale	<i>Secondary</i>	95	May 2007
Hampton Inn Syracuse Clay	Upper Midscale	<i>Primary</i>	77	Oct 2007
Holiday Inn Express & Suites Syracuse North - Airport Area	Upper Midscale	<i>Secondary</i>	71	Jan 2010
Staybridge Suites Syracuse (Liverpool)	Upscale	<i>Secondary</i>	122	Apr 2011
TownePlace Suites Syracuse Liverpool	Upper Midscale	<i>Primary</i>	105	Sep 2018
Home2 Suites by Hilton Syracuse Liverpool Airport Area	Upper Midscale	<i>Primary</i>	110	Oct 2025
Total			942	

Source: CoStar

FIGURE 5-10 HISTORICAL SUPPLY AND DEMAND TRENDS (MONTHLY)

Month	2021		2022		2023		2024		2025		2026	
	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR
January	35.3 %	\$83.00	45.6 %	\$96.68	47.0 %	\$104.72	50.1 %	\$107.88	49.9 %	\$112.77	56.3 %	\$119.76
February	42.5	83.25	55.7	101.18	55.2	108.48	54.4	111.01	55.5	116.94	63.7	123.56
March	53.8	83.32	64.4	105.55	62.8	117.50	61.3	115.29	63.8	120.23	—	—
April	50.7	88.09	67.3	110.42	61.3	120.60	68.0	135.05	69.8	132.23	—	—
May	58.9	100.06	68.8	130.57	67.7	138.79	67.4	144.59	69.7	147.20	—	—
June	62.5	100.51	71.8	122.79	69.5	128.18	72.9	134.04	75.2	131.69	—	—
July	70.6	114.36	72.7	133.17	70.1	139.39	75.7	136.56	76.0	140.17	—	—
August	76.3	118.46	78.2	134.52	78.5	146.98	81.2	152.62	82.1	152.83	—	—
September	67.1	110.09	74.9	128.72	72.4	132.98	73.8	148.00	75.3	144.82	—	—
October	65.1	113.46	75.2	134.19	68.6	126.63	73.0	135.87	83.6	139.30	—	—
November	53.1	97.68	58.2	111.51	58.2	124.68	56.1	127.80	59.7	123.84	—	—
December	45.3	95.18	50.0	106.35	49.4	105.26	50.2	114.38	54.1	118.39	—	—
Annual Averages	56.9 %	\$101.38	65.3 %	\$119.99	63.4 %	\$126.41	65.4 %	\$132.34	67.9 %	\$133.42	—	—
Year-to-Date	38.7 %	\$83.13	50.4 %	\$99.04	50.9 %	\$106.66	52.2 %	\$109.43	52.5 %	\$114.86	59.8 %	\$121.68
Change from Prior Year	2021		2022		2023		2024		2025		2026	
	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR
January	-6.5 pts	-10.3 %	10.3 pts	16.5 %	1.5 pts	8.3 %	3.1 pts	3.0 %	-0.3 pts	4.5 %	6.4 pts	6.2 %
February	-10.0	-11.7	13.2	21.5	-0.5	7.2	-0.8	2.3	1.1	5.3	8.2	5.7
March	17.2	-8.6	10.7	26.7	-1.6	11.3	-1.5	-1.9	2.5	4.3	—	—
April	33.7	12.5	16.6	25.3	-6.0	9.2	6.7	12.0	1.9	-2.1	—	—
May	38.2	22.0	9.9	30.5	-1.1	6.3	-0.4	4.2	2.3	1.8	—	—
June	32.2	18.8	9.3	22.2	-2.3	4.4	3.4	4.6	2.3	-1.8	—	—
July	27.7	27.5	2.2	16.4	-2.6	4.7	5.7	-2.0	0.3	2.6	—	—
August	24.8	34.7	1.9	13.6	0.3	9.3	2.6	3.8	1.0	0.1	—	—
September	15.6	26.5	7.8	16.9	-2.5	3.3	1.4	11.3	1.4	-2.2	—	—
October	13.5	34.1	10.1	18.3	-6.6	-5.6	4.4	7.3	10.6	2.5	—	—
November	12.5	17.3	5.1	14.2	-0.1	11.8	-2.1	2.5	3.7	-3.1	—	—
December	12.1	17.5	4.7	11.7	-0.6	-1.0	0.8	8.7	3.9	3.5	—	—
Annual Change	17.7 pts	16.2 %	8.4 pts	18.3 %	-1.8 pts	5.4 %	2.0 pts	4.7 %	2.5 pts	0.8 %	—	—
Year-to-Date	-8.2	-11.1 %	11.7	19.1 %	0.5	7.7	1.3	2.6	0.4	5.0	7.2 pts	5.9 %

Source: CoStar

FIGURE 5-11 HISTORICAL SUPPLY AND DEMAND TRENDS (COSTAR)

It is important to note some limitations of the CoStar data. Hotels are occasionally added to or removed from the sample; furthermore, not every property reports data in a consistent and timely manner. These factors can influence the overall quality of the information by skewing the results, and these inconsistencies may also cause the CoStar data to differ from the results of our competitive survey. Nonetheless, CoStar data provide the best indication of aggregate growth or decline in existing supply and demand; thus, these trends have been considered in our analysis. Opening dates, as available, are presented for each reporting hotel on the previous table.

The CoStar data for the competitive set reflect a market-wide occupancy level of 2025 in 67.9%, which compares to 65.4% for 2024. The CoStar data for the competitive set reflect a market-wide ADR level of \$133.42 in 2025, which compares to \$132.34 for 2024. These occupancy and ADR trends resulted in a RevPAR level of \$90.61 in 2025.

Over the last decade, occupancy typically bracketed 60%, with ADR trending upwards through 2015, before starting to decline and trend downwards from 2016

through 2019. The decline in ADR for this competitive set was due in part to both supply increases within the local area, but also supply increases throughout the county, as reflected in the previous data, which put downward pressure on rates. Furthermore, in 2018, demand in the market was elevated, primarily due to a large three-month bowling tournament that occupied a significant number of room nights throughout the market. While occupancy increased, rates were discounted as part of the contracts that were signed in relation to this event. In 2020, the COVID-19 pandemic affected the market, similar to the rest of the nation; however, a rebound commenced in the third quarter of 2020, with the occupancy reaching a historic peak in 2022, due in part to the construction of an Amazon fulfillment center. Occupancy declined modestly in 2023 demand from that project dissipated; however, the closure of several hotels in Downtown Syracuse led to an increase in occupancy in both 2024 and 2025. In the post-pandemic period ADR trended upwards, with significant growth being realized in 2021 and 2022, and above-inflation growth occurring in 2023 and 2024. Several things contributed to the strong ADR numbers including market recovery following the pandemic, heightened inflationary levels, and the closing of the Sheraton, the Crowne Plaza, and the Mayflower in the Downtown submarket. Furthermore, the Micron project and growth in youth sports has created demand for this market.

Albeit limited, the year-to-date data reflects the strength of the local lodging market and the need for more hotel rooms within the Liverpool and Clay area. Despite the increase in supply following the opening of the Home2 Suites by Hilton Syracuse Liverpool Airport Area in October 2025, demand in up nearly 30.0% for this competitive set of hotels and occupancy has seen an increase of over seven percentage points. There also has been an increase in ADR of nearly 6.0% leading to RevPAR growth of 20.5%. Typically, hotels take three years on average to ramp up and be absorbed by a market; however, given the need for more hotel rooms within this submarket, the data suggest the new Home2 Suites by Hilton has already been absorbed and more rooms are needed.

SUPPLY

The following table summarizes the important operating characteristics of the primary competitors. This information was compiled from personal interviews, inspections, online resources, and our in-house database of operating and hotel facility data. The room count of each secondary competitor has been weighted based on its assumed degree of competitiveness with the Proposed Home2 Suites Liverpool/Clay.

In cases where exact operating data for an individual property (or properties) were not available, we have used these resources, as well as the CoStar data, to estimate positioning within the market.

FIGURE 5-12 COMPETITORS – OPERATING PERFORMANCE

Property	Est. Segmentation				Estimated 2024				Estimated 2025					
	Number of Rooms	Commercial	Leisure	Group	Weighted Annual Room Count	Occ.	Average Rate	RevPAR	Weighted Annual Room Count	Occ.	Average Rate	RevPAR	Occupancy Penetration	Yield Penetration
TownePlace Suites by Marriott Syracuse Liverpool	105	65 %	25 %	10 %	105	70 - 75 %	\$120 - \$125	\$85 - \$90	105	70 - 75 %	\$125 - \$130	\$90 - \$95	100 - 110 %	95 - 100 %
Hampton by Hilton Syracuse Clay	77	65	25	10	77	75 - 80	140 - 150	115 - 120	77	75 - 80	150 - 160	110 - 115	110 - 120	120 - 130
Home2 Suites by Hilton Syracuse Liverpool Airport Area	110	65	25	10	Opened October 2025				28	60 - 65	125 - 130	80 - 85	90 - 95	85 - 90
Sub-Totals/Averages	292	65 %	25 %	10 %	182	74.8 %	\$133.42	\$99.80	210	72.9 %	\$135.18	\$99	106 %	107.0 %
Secondary Competitors	650	64 %	28 %	8 %	501	63.8 %	\$132.50	\$84.53	501	67.0 %	\$133.40	\$89	97 %	97.1 %
Totals/Averages	942	64 %	27 %	8 %	683	66.7 %	\$132.77	\$88.60	711	68.7 %	\$133.96	\$92	100 %	100.0 %
* Specific occupancy and average rate data were utilized in our analysis, but are presented in ranges in the above table for the purposes of confidentiality.														

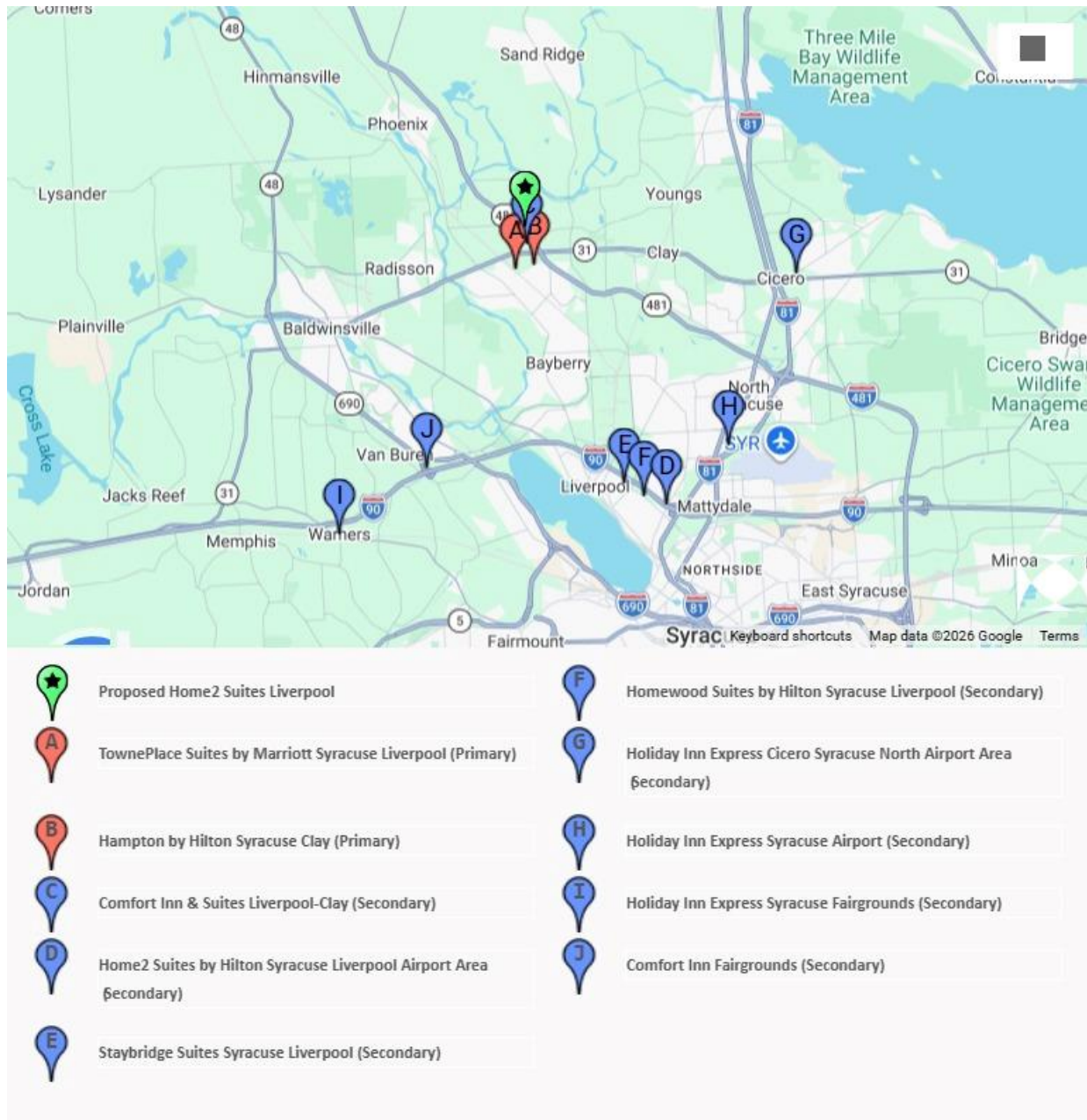
FIGURE 5-13 SECONDARY COMPETITORS – OPERATING PERFORMANCE

Property	Est. Segmentation					Estimated 2024				Estimated 2025			
	Number of Rooms	Commercial	Leisure	Group	Total Competitive Level	Weighted Annual Room Count	Occ.	Average Rate	RevPAR	Weighted Annual Room Count	Occ.	Average Rate	RevPAR
Comfort Inn & Suites Liverpool-Clay	63	60 %	30 %	10 %	85 %	54	60 - 65 %	\$130 - \$140	\$80 - \$85	54	60 - 65 %	\$130 - \$140	\$85 - \$90
Staybridge Suites Syracuse Liverpool	122	65	30	5	85	104	70 - 75	130 - 140	100 - 105	104	75 - 80	130 - 140	105 - 110
Homewood Suites by Hilton Syracuse Liverpool	102	65	30	5	85	87	75 - 80	140 - 150	105 - 110	87	75 - 80	140 - 150	110 - 115
Holiday Inn Express Cicero Syracuse North Airport Area	71	65	25	10	75	53	55 - 60	130 - 140	75 - 80	53	60 - 65	130 - 140	80 - 85
Holiday Inn Express Syracuse Airport	95	65	25	10	75	71	55 - 60	130 - 140	70 - 75	71	60 - 65	130 - 140	80 - 85
Holiday Inn Express Syracuse Fairgrounds	87	65	25	10	70	61	50 - 55	130 - 140	70 - 75	61	55 - 60	130 - 140	80 - 85
Comfort Inn Fairgrounds	110	60	30	10	65	72	45 - 50	110 - 115	50 - 55	72	50 - 55	110 - 115	55 - 60
Totals/Averages	650	64 %	28 %	8 %	77 %	501	63.8 %	\$132.50	\$84.53	501	67.0 %	\$133.40	\$89.37

* Specific occupancy and average rate data was utilized in our analysis, but is presented in ranges in the above table for the purposes of confidentiality.

The following map illustrates the locations of the proposed subject hotel and its future competitors.

MAP OF COMPETITION



Supply Changes

It is important to consider any new hotels that may have an impact on the proposed subject hotel's operating performance. Hotels that have recently opened, are under construction, or that may be in the early development stages in the wider Syracuse market are noted below. The list is categorized by the principal submarkets within the city.

FIGURE 5-14 AREA DEVELOPMENT ACTIVITY

Proposed Hotel Name	Estimated Number of Rooms	Hotel Product Tier	Development Stage	Expected Qtr. & Year of Opening	Address
Home2 Suites by Hilton Liverpool/Clay	103	Upper-Midscale	Due Diligence Period	Q3 '27	New York State Route 31, Liverpool, NY
Dual-Branded Residence Inn & Fairfield by Marriott	162	Upscale	Due Diligence Period	Q1 '27	Carling Road, Liverpool, NY
The Onondaga Hotel, Curio Collection by Hilton	248	Upper-Upscale	Due Diligence Period	Q3 '27	Harrison Street, Syracuse, NY
Syracuse University Hotel	200	Upper-Upscale	Due Diligence Period	Q4 '27	University Avenue & Harrison Street, Syracuse, NY
Home2 Suites by Hilton Liverpool	110	Upper-Midscale	Recently Opened	Q4 '25	241 Elwood Davis Road, Liverpool, NY
LivAway Suites Syracuse	126	Economy	Recently Opened	Q2 '25	6595 Thompson Rd, Syracuse, NY, USA
Suburban Studios East Syracuse	108	Economy	Recently Opened	Q4 '24	6555 Old Collamer Road, East Syracuse, NY

Of the hotels listed in the preceding table, we have identified the following new supply that is expected to have some degree of competitive interaction with the proposed subject hotel based on location, anticipated market orientation and price point, and/or operating profile.

FIGURE 5-15 NEW SUPPLY

Proposed Property	Number of Rooms	Total Competitive Level	Weighted Room Count	Estimated Opening Date	Development Stage
Proposed Home2 Suites Liverpool/Clay	103	100 %	103	November 1, 2027	Early Development
Dual-Branded Residence Inn & Fairfield by Marriott	162	100	162	January 1, 2027	Due Diligence Period
Totals/Averages	265		265		

The proposed dual-branded Residence Inn & Fairfield by Marriott will be similar to the proposed subject hotel in terms of product offering and service level, and is located in the same neighborhood as the subject property; as such, this hotel is expected to be fully competitive. Several other hotels are planned for the wider market, including some full-service hotels in the Downtown submarket. Furthermore, with the influx of investment taking place surrounding the Micron project, the closure of three hotels in 2024, the aging hotel inventory within the market, and growth generated by new youth sport facilities are all creating additional demand and spurring interest by hotel developers. As noted previously, Visit Syracuse estimates the Downtown submarket needs an additional 1,000 hotel rooms, while in the Clay and Liverpool area, 500 to 750 additional rooms are needed to accommodate the growth happening in the area. This study considers increases

in supply beyond the aforementioned dual-branded Residence Inn & Fairfield by Marriott, which has been considered quantitatively; however, other future supply increases have only been considered qualitatively in our analysis.

While we have taken reasonable steps to investigate proposed hotel projects and their status, due to the nature of real estate development, it is impossible to determine with certainty every hotel that will be opened in the future or what their marketing strategies and effect on the market will be. Depending on the outcome of current and future projects, the operating potential of the proposed subject hotel may be affected. Future improvement in market conditions will raise the risk of increased competition. Our forthcoming forecast of stabilized occupancy and ADR is intended to reflect such risk.

Supply Conclusion

We have identified various properties that are expected to be competitive to some degree with the proposed subject hotel. We have also investigated potential increases in competitive supply in this Clay/Liverpool submarket. The Proposed Home2 Suites Liverpool/Clay should enter a dynamic market of varying product types and price points. Next, we will present our forecast for demand change, using the historical supply data presented as a starting point.

DEMAND

The following table presents the most recent trends for the subject hotel market as tracked by HVS. These data pertain to the competitors discussed previously in this section; performance results are estimated, rounded for the competition, and weighted if there are secondary competitors present. In this respect, the information in the table differs from the previously presented CoStar data and is consistent with the supply-and-demand analysis developed for this report.

FIGURE 5-16 HISTORICAL MARKET TRENDS

Year	Accommodated		Room Nights		Market			Market	
	Room Nights	% Change	Available	% Change	Occupancy	Market ADR	% Change	RevPAR	% Change
Est. 2021	143,955	—	249,240	—	57.8 %	\$101.88	—	\$58.84	—
Est. 2022	165,225	14.8 %	249,240	(0.0) %	66.3	120.74	18.5 %	80.04	36.0 %
Est. 2023	160,858	(2.6)	249,240	0.0	64.5	127.35	5.5	82.19	2.7
Est. 2024	166,318	3.4	249,240	0.0	66.7	132.77	4.3	88.60	7.8
Est. 2025	178,296	7.2	259,360	4.1	68.7	133.96	0.9	92.09	3.9
Avg. Annual Compounded									
Chg., Est. 2021-Est. 2025:		5.5 %			1.0 %			7.1 %	11.8 %

Although not shown in the preceding table, as a point of comparison, the year-to-date 2026 CoStar trend data indicates a market occupancy level of 59.8% versus 52.5% for the same period of time in 2025. Moreover, ADR registered \$121.68 for

Demand Analysis Using Market Segmentation

the year-to-date 2026 period, reflecting a change of 5.9 % when compared with the ADR for the same period of time in 2025.

For the purpose of demand analysis, the overall market is divided into individual segments based on the nature of travel. Based on our fieldwork, area analysis, and knowledge of the local lodging market, we estimate the 2025 distribution of accommodated-room-night demand as follows.

FIGURE 5-17 BASE-YEAR ACCOMMODATED-ROOM-NIGHT DEMAND

Market Segment	2025 Marketwide	
	Accommodated Demand	Percentage of Total
Commercial	114,553	64 %
Leisure	48,637	27
Group	15,107	8
Total	178,296	100 %

In the base year, the market's demand mix comprised commercial demand, with this segment representing roughly 64% of the accommodated room nights in this Clay/Liverpool submarket. The leisure segment comprised 27% of the total, with the final portion group in nature, reflecting 8%.

The purpose of segmenting the lodging market is to define each major type of demand, identify customer characteristics, and estimate future growth trends. Starting with an analysis of the local area, three segments were defined as representing the proposed subject hotel's lodging market. Various types of economic and demographic data were then evaluated to determine their propensity to reflect changes in hotel demand. Based on this procedure, we forecast the following average annual compounded market-segment growth rates.

FIGURE 5-18 AVERAGE ANNUAL COMPOUNDED MARKET-SEGMENT GROWTH RATES

Market Segment	Annual Growth Rate				
	2026	2027	2028	2029	2030
Commercial	13.0 %	15.0 %	7.0 %	4.5 %	0.0 %
Leisure	10.0	15.0	6.0	4.5	0.0
Group	8.0	12.0	5.5	3.0	0.0
Base Demand Growth	11.8 %	14.8 %	6.6 %	4.4 %	0.0 %

Latent Demand

A table presented earlier in this section illustrated the accommodated-room-night demand in the proposed subject hotel's competitive market. Because this estimate is based on historical occupancy levels, it includes only those hotel rooms that were used by guests. Latent demand reflects potential room-night demand that has not been realized by the existing competitive supply, further classified as either unaccommodated demand or induced demand.

Unaccommodated Demand

Unaccommodated demand refers to individuals who are unable to secure accommodations in the market because all the local hotels are filled. These travelers must defer their trips, settle for less desirable accommodations, or stay in properties located outside the market area. Because this demand did not yield occupied room nights, it is not included in the estimate of historical accommodated-room-night demand. If additional lodging facilities are expected to enter the market, it is reasonable to assume that these guests will be able to secure hotel rooms in the future, and it is therefore necessary to quantify this demand.

Unaccommodated demand is further indicated if the market is at all seasonal, with distinct high and low seasons; such seasonality indicates that although year-end occupancy may not average in excess of 70.0%, the market may sell out certain nights during the year. To evaluate the incidence of unaccommodated demand in the market, we have reviewed the average occupancy by the night of the week for the past twelve months for the competitive set, as reflected in the CoStar data. This is set forth in the following table.

FIGURE 5-19 OCCUPANCY BY NIGHT OF THE WEEK

Month	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total Month
Mar - 2025	43.6 %	58.6 %	67.6 %	67.5 %	63.1 %	77.0 %	73.5 %	63.8 %
Apr - 2025	44.7	65.2	70.7	75.3	71.8	78.9	80.9	69.9
May - 2025	55.4	59.7	73.1	75.1	67.4	75.9	78.5	69.7
Jun - 2025	56.6	73.0	81.7	84.7	79.2	78.7	78.6	75.3
Jul - 2025	57.1	77.1	77.5	78.4	77.3	81.6	82.2	76.1
Aug - 2025	72.6	82.7	88.9	86.1	82.8	81.5	84.4	82.4
Sep - 2025	57.3	74.1	78.4	79.9	78.1	80.3	80.3	75.5
Oct - 2025	76.6	88.3	95.8	93.8	83.6	89.1	100.4	89.5
Nov - 2025	45.1	60.8	64.2	64.9	64.7	64.3	58.3	59.7
Dec - 2025	44.6	57.6	57.0	52.7	54.3	55.9	55.4	54.1
Jan - 2026	44.9	54.9	64.8	65.5	56.2	56.9	52.8	56.4
Feb - 2026	50.4	62.3	68.1	71.9	65.9	63.9	63.5	63.7
Average	53.8 %	67.4 %	73.4 %	74.3 %	70.1 %	73.3 %	73.0 %	69.3 %

Source: CoStar

The following table presents our estimate of unaccommodated demand in the subject market.

FIGURE 5-20 UNACCOMMODATED DEMAND ESTIMATE

Market Segment	Accommodated Room Night Demand	Unaccommodated Demand Percentage	Unaccommodated Room Night Demand
Commercial	114,553	7.1 %	8,126
Leisure	48,637	6.4	3,125
Group	15,107	8.3	1,250
Total	178,296	7.0 %	12,502

Accordingly, we have forecast unaccommodated demand equivalent to 7.0% of the base-year demand, resulting from our analysis of monthly and weekly peak demand and sell-out trends.

Induced Demand

Induced demand represents the additional room nights that are expected to be attracted to the market following the introduction of a new demand generator. Situations that can result in induced demand include the opening of a new manufacturing plant, the expansion of a convention center, or the addition of a new

**Accommodated
Demand and Market-
wide Occupancy**

hotel with a distinct chain affiliation or unique facilities. Although increases in demand are expected in the local market, we have accounted for this growth in the determination of market-segment growth rates rather than induced demand.

Based upon a review of the market dynamics in the proposed subject hotel's competitive environment, we have forecast growth rates for each market segment. Using the calculated potential demand for the market, we have determined market-wide accommodated demand based on the inherent limitations of demand fluctuations and other factors in the market area.

The following table details our projection of lodging demand growth for the subject market, including the total number of occupied room nights and any residual unaccommodated demand in the market.

FIGURE 5-21 FORECAST OF MARKET OCCUPANCY

	2025	2026	2027	2028	2029	2030
Commercial						
Base Demand	114,553	129,444	148,861	159,281	166,449	166,449
Unaccommodated Demand	8,126	9,183	10,560	11,299	11,808	11,808
Total Demand	122,679	138,627	159,421	170,580	178,257	178,257
Growth Rate	—	13.0 %	15.0 %	7.0 %	4.5 %	0.0 %
Leisure						
Base Demand	48,637	53,501	61,526	65,217	68,152	68,152
Unaccommodated Demand	3,125	3,438	3,954	4,191	4,380	4,380
Total Demand	51,762	56,939	65,479	69,408	72,532	72,532
Growth Rate	—	10.0 %	15.0 %	6.0 %	4.5 %	0.0 %
Group						
Base Demand	15,107	16,315	18,273	19,278	19,856	19,856
Unaccommodated Demand	1,250	1,350	1,512	1,595	1,643	1,643
Total Demand	16,357	17,665	19,785	20,873	21,499	21,499
Growth Rate	—	8.0 %	12.0 %	5.5 %	3.0 %	0.0 %
Totals						
Base Demand	178,296	199,260	228,660	243,776	254,457	254,457
Unaccommodated Demand	12,502	13,971	16,026	17,086	17,830	17,830
Total Demand	190,798	213,231	244,686	260,862	272,288	272,288
less: Residual Demand	12,502	10,661	3,959	0	0	0
Total Accommodated Demand	178,296	202,570	240,727	260,862	272,288	272,288
Overall Demand Growth	—	13.6 %	18.8 %	8.4 %	4.4 %	0.0 %
Market Mix						
Commercial	64.2 %	65.0 %	65.2 %	65.4 %	65.5 %	65.5 %
Leisure	27.3	26.7	26.8	26.6	26.6	26.6
Group	8.5	8.3	8.1	8.0	7.9	7.9
Existing Hotel Supply	711	793	793	793	793	793
Proposed Hotels						
Proposed Home2 Suites Liverpool/Clay ¹			17	103	103	103
Dual-Branded Residence Inn & Fairfield by Marriott ²			162	162	162	162
Available Room Nights per Year	259,360	289,390	354,803	386,115	386,115	386,115
Nights per Year	365	365	365	365	365	365
Total Supply	711	793	972	1,058	1,058	1,058
Rooms Supply Growth		11.6 %	22.6 %	8.8 %	0.0 %	0.0 %
Marketwide Occupancy	68.7 %	70.0 %	67.8 %	67.6 %	70.5 %	70.5 %

¹ Opening in November 2027 of the 100% competitive, 103-room Proposed Home2 Suites Liverpool/Clay

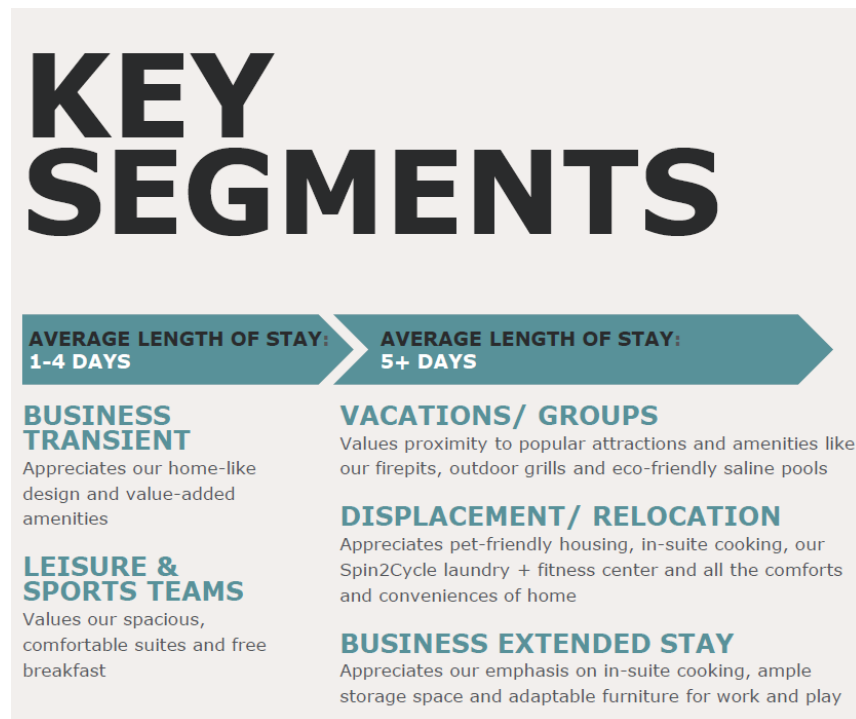
² Opening in January 2027 of the 100% competitive, 162-room Dual-Branded Residence Inn & Fairfield by Marriott

The defined competitive market of hotels experienced a favorable trend of demand in 2024 and 2025, with both demand and occupancy reaching a historic peak for this competitive set. Year-to-date 2025 trends reflect a continuation of this trend. Overall, occupancy is expected to continue to increase given commercial growth and economic expansion related to Micron, and the growth in youth sports. However, new supply is expected to enter the market which will limit total occupancy for the set. Based on historical occupancy levels in this market, and taking into consideration the unprecedented growth and investment taking place, the market expected to stabilize near 70.0%.

6. Projection of Occupancy and Average Rate

Along with average rate results, the occupancy levels achieved by a hotel are the foundation of the property's financial performance. Most of a lodging facility's other revenue sources (such as food and beverage, other operated departments, and miscellaneous income) are driven by the number of guests, and many expense levels also vary with occupancy. To a certain degree, occupancy attainment can be manipulated by management. For example, hotel operators may choose to lower rates in an effort to maximize occupancy. Our forecasts reflect the operating strategy that we believe would be implemented by a typical, professional hotel management team to achieve an optimal mix of occupancy and average rate.

HOME2 SUITES BY HILTON SEGMENTATION



Forecast of Subject Property's Occupancy

The proposed subject hotel's occupancy forecast is set forth as follows, with the adjusted projected penetration rates used as a basis for calculating the amount of captured market demand.

FIGURE 6-1 FORECAST OF SUBJECT PROPERTY'S OCCUPANCY

Market Segment	2027	2028	2029	2030
Commercial				
Demand	159,421	170,580	178,257	178,257
Market Share	1.7 %	10.1 %	10.4 %	10.5 %
Capture	2,690	17,293	18,588	18,709
Penetration	97 %	104 %	107 %	108 %
Leisure				
Demand	65,479	69,408	72,532	72,532
Market Share	1.7 %	9.9 %	10.1 %	10.1 %
Capture	1,138	6,863	7,297	7,297
Penetration	100 %	102 %	103 %	103 %
Group				
Demand	19,785	20,873	21,499	21,499
Market Share	1.8 %	11.0 %	11.9 %	11.9 %
Capture	349	2,286	2,559	2,559
Penetration	101 %	112 %	122 %	122 %
Total Room Nights Captured	4,176	26,442	28,444	28,565
Available Room Nights	6,283	37,595	37,595	37,595
Subject Occupancy	66 %	70 %	76 %	76 %
Market-wide Available Room Nights	354,803	386,115	386,115	386,115
Fair Share	2 %	10 %	10 %	10 %
Market-wide Occupied Room Nights	240,727	260,862	272,288	272,288
Market Share	2 %	10 %	10 %	10 %
Market-wide Occupancy	68 %	68 %	71 %	71 %
Total Penetration	98 %	104 %	107 %	108 %

Within the commercial segment, the proposed subject hotel's occupancy penetration is positioned above the market-average level. The subject hotel is located proximate to the new Micron development, which will generate a significant amount of demand. This \$100 billion dollar investment is creating significant demand for longer-term housing. Given the new jobs that will be created as part of this project, there is expected to be an influx of new residents moving to the area. This is expected to generate significant demand for extended-stay hotels, which often serve as transitional housing for relocations, as new residents learn the area and seek more permanent housing. In addition, the several fabrication plants'

construction will require a significant amount of temporary specialized labor, which will require housing for several month periods. The subject hotel's design is ideal for this type of guest, as all guestrooms offer kitchenettes and a larger living area than a typical hotel. These attributes attract guests staying for a longer period of time, but not looking to permanently relocate to the area. Given the multiple phases of the entire Micron project, construction on the multiple fabrication plants is expected to create sustained demand for the foreseeable future. In addition to the hotel's in-house facilities and its location proximate to the Micron project, the subject hotel will benefit from its location in a retail complex that is anchored by Wegmans, a large grocery store.

The proposed subject hotel's occupancy penetration in leisure segment is positioned appropriately within the range of existing competitors. The subject hotel is expected to benefit from some compression from leisure events taking place at Syracuse University, the New York State Fairgrounds, and the JMA Wireless Dome. Furthermore, the subject hotel is expected to get some leisure demand from guests traveling along State Routes 31 and 481, and looking for a convenient stopover. Within the group segment, the proposed subject hotel's occupancy penetration is positioned above the market-average level. A large portion of the group demand within this submarket is created by youth sport events and tournaments. As noted, there is significant growth related to youth sports happening within Syracuse. The Home2 Suites by Hilton brand in particular, appeals to families coming into the area for this purpose, as they are typically looking for a more spacious guestroom, a hotel with a pool for the children to enjoy between events/games, guestrooms with more than one bed/sleeping option, and complimentary breakfast being offered. The Home2 Suites by Hilton meets all of these needs. Furthermore, these type of events typically create the most demand on the weekends when commercial demand is at its lowest. Finally, the hotel's meeting room will support youth sports teams booking at the hotel, as it can serve as a central place for soccer and baseball/softball teams to convene or store equipment.

These positioned segment penetration rates result in the following market segmentation forecast.

FIGURE 6-2 MARKET SEGMENTATION FORECAST – SUBJECT PROPERTY

	2027	2028	2029	2030
Commercial	64 %	65 %	65 %	65 %
Leisure	27	26	26	26
Group	8	9	9	9
Total	100 %	100 %	100 %	100 %

Based on our analysis of the proposed subject hotel and market area, we have selected a stabilized occupancy level of 76%. The stabilized occupancy is intended to reflect the anticipated results of the property over its remaining economic life given all changes in the life cycle of the hotel. Thus, the stabilized occupancy excludes from consideration any abnormal relationship between supply and demand, as well as any nonrecurring conditions that may result in unusually high or low occupancies. Although the proposed subject hotel may operate at occupancies above this stabilized level, we believe it equally possible for new competition and temporary economic downturns to force the occupancy below this selected point of stability.

Average Rate Analysis

Although the ADR analysis presented here follows the occupancy projection, these two statistics are highly correlated; in reality, one cannot project occupancy without making specific assumptions regarding ADR. This relationship is best illustrated by revenue per available room (RevPAR), which reflects a property's ability to maximize rooms revenue. The following table summarizes the historical ADR and RevPAR levels of the proposed subject hotel's future primary competitors.

FIGURE 6-3 BASE-YEAR ADR AND REVPAR OF THE COMPETITORS

Property	Estimated 2025 Average Room Rate	Average Room Rate Penetration	Occupancy	Occupancy Penetration	Rooms Revenue Per Available Room (RevPAR)	RevPAR Penetration
TownePlace Suites by Marriott Syracuse Liverpool	\$125 - \$130	90 - 95 %	70 - 75 %	100 - 110 %	\$90 - \$95	95 - 100 %
Hampton by Hilton Syracuse Clay	150 - 160	110 - 120	75 - 80	110 - 120	110 - 115	120 - 130
Home2 Suites by Hilton Syracuse Liverpool Airport Area	125 - 130	90 - 95	60 - 65	90 - 95	80 - 85	85 - 90
Average - Primary Competitors	\$135.18	100.9 %	72.9 %	106.1 %	\$98.56	107.0 %
Average - Secondary Competitors	133.40	99.6	67.0	97.5	89.37	97.1
Overall Average	\$133.96	100.0 %	68.7 %	100.0 %	\$92.09	100.0 %
Subject As If Stabilized (In 2025 Dollars)	\$140.00	104.5 %	74.1 %	107.7 %	\$103.70	112.6 %

We have selected the rate position of \$140.00, in base-year dollars (2025), for the proposed subject hotel. We have positioned the proposed subject hotel's stabilized ADR in the 2025 base year in consideration of its new facility, strong brand affiliation, product type, and its location. Average rates for this competitive market are expected to continue to increase at a strong pace through the first few projection years; thereafter, ADR growth is anticipated to moderate, trending in line with inflation as new supply enters the market and things begin to normalize.

The following table presents the ADR forecast for the market and the proposed subject hotel on a calendar-year basis, as well as the resulting ADR penetration level. The proposed subject hotel's projected ADR (as if stabilized) is then fiscalized to correspond with the hotel's anticipated date of opening for each forecast year.

FIGURE 6-4 ADR FORECAST – MARKET AND PROPOSED SUBJECT PROPERTY

Calendar Year	2025	2026	2027	2028	2029	2030
Market ADR	\$133.96	\$139.98	\$144.88	\$149.23	\$153.71	\$158.32
Projected Market ADR Growth Rate	—	4.5%	3.5%	3.0%	3.0%	3.0%
Proposed Subject Property ADR (As-If Stabilized)	\$140.00	\$146.30	\$151.42	\$155.96	\$160.64	\$165.46
ADR Growth Rate		4.5%	3.5%	3.0%	3.0%	3.0%
Proposed Subject Stabilized ADR Penetration	105%	105%	105%	105%	105%	105%
Fiscal Year						
			2027/28	2028/29	2029/30	2030/31
Proposed Subject Property Average Rate			\$155.20	\$159.86	\$164.66	\$169.60
Real Average Rate Growth			—	3.0%	3.0%	3.0%
Market ADR		\$144.06	\$148.50	\$152.96	\$157.55	\$162.27
Proposed Subject ADR Penetration (After Discount)			105%	105%	105%	105%
ADR Expressed in Base-Year Dollars Deflated @ Inflation Rate			\$142.74	\$142.74	\$142.74	\$142.74

The proposed subject hotel's ADR penetration level is forecast to reach 105% by the stabilized period, consistent with our stabilized ADR positioning. The following occupancies and average rates will be used to project the proposed subject hotel's rooms revenue; this forecast reflects years beginning on November 1, 2027, which correspond with our financial projections.

FIGURE 6-5 FORECASTS OF OCCUPANCY, AVERAGE RATE, AND REVPAR

Year	Occupancy	Average Rate	ADR % Change	RevPAR
2027/28	70 %	\$155.20	— %	\$108.64
2028/29	75	159.86	3.00	119.90
2029/30	76	164.66	3.00	125.14

7. Projection of Income and Expense

In this chapter of our report, we have compiled a forecast of income and expense for the proposed subject hotel. This forecast is based on the facilities program set forth previously, as well as the occupancy and ADR forecast discussed previously.

Comparable Operating Statements

In order to project future income and expense for the proposed subject hotel, we have included a sample of individual comparable operating statements from our database of hotel statistics. All financial data are presented according to the three most common measures of industry performance: ratio to sales (RTS), amounts per available room (PAR), and amounts per occupied room night (POR). These historical income and expense statements will be used as benchmarks in our forthcoming forecast of income and expense. The proposed subject hotel's stabilized statement of income and expense, deflated to 2025 dollars, is also presented.

FIGURE 7-1 COMPARABLE OPERATING STATEMENTS: RATIO TO SALES

	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5	Subject
						Stabilized \$
Year:	2024/25	2023/24	2023	2022/23	2022	2025
Number of Rooms:	100 to 140	90 to 120	170 to 220	90 to 120	80 to 110	103
Days Open:	365	365	365	365	365	365
Occupancy:	75%	77%	69%	71%	77%	76%
Average Rate:	\$141	\$141	\$126	\$137	\$151	\$143
RevPAR:	\$105	\$109	\$87	\$97	\$116	\$108
REVENUE						
Rooms	97.4 %	96.9 %	97.9 %	98.7 %	98.3 %	97.9 %
Other Operated Departments	1.7	3.1	1.4	1.1	0.7	1.4
Miscellaneous Income	0.9	0.0	0.7	0.2	1.0	0.7
Total	100.0	100.0	100.0	100.0	100.0	100.0
DEPARTMENTAL EXPENSES*						
Rooms	22.0	28.1	25.5	24.8	27.3	25.5
Other Operated Departments	43.9	10.1	50.0	37.2	98.3	50.0
Total	22.2	27.5	25.7	24.9	27.5	25.7
DEPARTMENTAL INCOME	77.8	72.5	74.3	75.1	72.5	74.3
UNDISTRIBUTED OPERATING EXPENSES						
Administrative & General	7.1	6.6	9.0	6.8	7.4	7.2
Info. and Telecom. Systems	3.9	0.0	1.5	1.3	0.0	1.2
Marketing	4.9	5.8	4.4	5.8	5.2	4.5
Franchise Fee	8.3	7.8	7.2	8.4	4.9	9.3
Property Operations & Maintenance	4.9	4.2	4.3	3.5	3.3	3.8
Utilities	3.8	2.7	3.2	3.2	2.6	3.0
Total	33.0	27.1	29.5	29.0	23.4	28.9
GROSS OPERATING PROFIT	44.8	45.4	44.8	46.1	49.1	45.4
Management Fee	4.0	3.0	4.0	3.0	4.0	3.0
INCOME BEFORE NON-OPER. INC. & EXP.	40.9	42.3	40.8	43.1	45.1	42.4
EBITDA LESS RESERVE	36.8 %	38.0 %	34.5 %	38.0 %	42.2 %	32.4 %

* Departmental expense ratios are expressed as a percentage of departmental revenues

FIGURE 7-2 COMPARABLE OPERATING STATEMENTS: AMOUNTS PER AVAILABLE ROOM

	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5	Subject
						Stabilized \$
Year:	2024/25	2023/24	2023	2022/23	2022	2025
Number of Rooms:	100 to 140	90 to 120	170 to 220	90 to 120	80 to 110	103
Days Open:	365	365	365	365	365	365
Occupancy:	75%	77%	69%	71%	77%	76%
Average Rate:	\$141	\$141	\$126	\$137	\$151	\$143
RevPAR:	\$105	\$109	\$87	\$97	\$116	\$108
REVENUE						
Rooms	\$38,380	\$39,615	\$31,683	\$35,550	\$42,488	\$39,595
Other Operated Departments	678	1,248	460	395	284	555
Miscellaneous Income	338	1	216	60	443	277
Total	39,397	40,864	32,359	36,005	43,214	40,427
DEPARTMENTAL EXPENSES						
Rooms	8,434	11,130	8,085	8,820	11,597	10,097
Other Operated Departments	298	126	230	147	279	277
Total	8,732	11,256	8,315	8,967	11,876	10,374
DEPARTMENTAL INCOME	30,665	29,608	24,043	27,038	31,338	30,053
UNDISTRIBUTED OPERATING EXPENSES						
Administrative & General	2,810	2,698	2,906	2,458	3,208	2,900
Info. and Telecom. Systems	1,544	0	486	458	0	475
Marketing	1,924	2,377	1,408	2,106	2,239	1,800
Franchise Fee	3,274	3,195	2,324	3,007	2,126	3,761
Property Operations & Maintenance	1,943	1,720	1,388	1,278	1,422	1,550
Utilities	1,488	1,101	1,021	1,151	1,123	1,200
Total	12,983	11,091	9,532	10,458	10,118	11,686
GROSS OPERATING PROFIT	17,682	18,517	14,511	16,580	21,220	18,366
Management Fee	1,576	1,232	1,294	1,078	1,724	1,213
INCOME BEFORE NON-OPER. INC. & EXP.	16,106	17,286	13,217	15,501	19,496	17,154
EBITDA LESS RESERVE	\$14,476	\$15,540	\$11,138	\$13,671	\$18,253	\$13,113

FIGURE 7-3 COMPARABLE OPERATING STATEMENTS: AMOUNTS PER OCCUPIED ROOM

	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5	Subject
						Stabilized \$
Year:	2024/25	2023/24	2023	2022/23	2022	2025
Number of Rooms:	100 to 140	90 to 120	170 to 220	90 to 120	80 to 110	103
Days Open:	365	365	365	365	365	365
Occupancy:	75%	77%	69%	71%	77%	76%
Average Rate:	\$141	\$141	\$126	\$137	\$151	\$143
RevPAR:	\$105	\$109	\$87	\$97	\$116	\$108
REVENUE						
Rooms	\$140.60	\$141.27	\$125.71	\$136.52	\$151.20	\$142.74
Other Operated Departments	2.49	4.45	1.82	1.52	1.01	2.00
Miscellaneous Income	1.24	0.00	0.86	0.23	1.58	1.00
Total	144.32	145.72	128.39	138.27	153.78	145.74
DEPARTMENTAL EXPENSES						
Rooms	30.89	39.69	32.08	33.87	41.27	36.40
Other Operated Departments	1.09	0.45	0.91	0.56	0.99	1.00
Total	31.99	40.14	32.99	34.44	42.26	37.40
DEPARTMENTAL INCOME	112.33	105.58	95.40	103.83	111.52	108.34
UNDISTRIBUTED OPERATING EXPENSES						
Administrative & General	10.29	9.62	11.53	9.44	11.42	10.45
Info. and Telecom. Systems	5.65	0.00	1.93	1.76	0.00	1.71
Marketing	7.05	8.48	5.59	8.09	7.97	6.49
Franchise Fee	11.99	11.39	9.22	11.55	7.56	13.56
Property Operations & Maintenance	7.12	6.13	5.51	4.91	5.06	5.59
Utilities	5.45	3.93	4.05	4.42	4.00	4.33
Total	47.56	39.55	37.82	40.16	36.01	42.13
GROSS OPERATING PROFIT	64.77	66.03	57.57	63.67	75.52	66.21
Management Fee	5.77	4.39	5.14	4.14	6.14	4.37
INCOME BEFORE NON-OPER. INC. & EXP.	59.00	61.64	52.44	59.53	69.38	61.84
EBITDA LESS RESERVE	\$53.03	\$55.41	\$44.19	\$52.50	\$64.96	\$47.27

The departmental income of the comparable properties ranged from 72.5% to 77.8% of total revenue. Our forecast anticipates that the proposed subject hotel's departmental income will stabilize at 74.3%. The comparable properties achieved a gross operating profit (GOP) ranging from 44.8% to 49.1% of total revenue. Our forecast anticipates a stabilized GOP margin of 45.3% of total revenue.

Inflation and Appreciation Assumptions

In consideration of the trends in the Consumer Price Index (CPI), inflation factors that directly influence lodging properties, projections set forth by economists surveyed, and the Federal Reserve's target inflation rate, we have applied a 3.0% underlying inflation rate in our analysis.

This annual rate of growth is applied to income and expenses after the stabilized year to reflect the longer-term expectation of asset appreciation by typical investors. This position is based on interviews with numerous market participants indicating a distinction in the expectations of near-term cost inflation (e.g., related to labor and supplies) versus long-term income growth that drives appreciation. Any exceptions to the application of the assumed underlying inflation and EBITDA Less Replacement Reserve growth rates are discussed in our write-ups of individual income and expense items.

Summary of Projections

Based on an analysis that will be detailed throughout this section, we have formulated a revenue-and-expense forecast through the fifth projection year, including amounts per available room and per occupied room, as illustrated in the following table. The second table illustrates our ten-year forecast of income and expense, presented with a lesser degree of detail. The forecasts pertain to years that begin on November 1, 2027, expressed in inflated dollars for each year (figures in the forecast year columns have been divided by 1,000 and reflect thousands of dollars).

FIGURE 7-4 DETAILED FORECAST OF INCOME AND EXPENSE

	2027/28 Begins November				2028/29				Stabilized				2030/31			
Number of Rooms:	103				103				103				103			
Occupancy:	70%				75%				76%				76%			
Average Rate:	\$155.20				\$159.86				\$164.66				\$169.60			
RevPAR:	\$108.64				\$119.90				\$125.14				\$128.89			
Days Open:	365				365				365				365			
Occupied Rooms:	26,317	%Gross	PAR	POR	28,196	%Gross	PAR	POR	28,572	%Gross	PAR	POR	28,572	%Gross	PAR	POR
OPERATING REVENUE																
Rooms	\$4,084	97.8 %	\$39,655	\$155.20	\$4,507	97.9 %	\$43,762	\$159.86	\$4,705	97.9 %	\$45,676	\$164.66	\$4,846	97.9 %	\$47,046	\$169.60
Other Operated Departments	61	1.5	589	2.31	64	1.4	619	2.26	66	1.4	640	2.31	68	1.4	659	2.38
Miscellaneous Income	30	0.7	294	1.15	32	0.7	309	1.13	33	0.7	320	1.15	34	0.7	330	1.19
Total Operating Revenues	4,175	100.0	40,538	158.66	4,603	100.0	44,690	163.25	4,803	100.0	46,636	168.12	4,948	100.0	48,035	173.16
DEPARTMENTAL EXPENSES *																
Rooms	1,095	26.8	10,632	41.61	1,159	25.7	11,249	41.09	1,200	25.5	11,647	41.99	1,236	25.5	11,997	43.25
Other Operated Departments	31	50.8	299	1.17	32	50.1	310	1.13	33	50.0	320	1.15	34	50.0	330	1.19
Total Expenses	1,126	27.0	10,931	42.78	1,191	25.9	11,559	42.22	1,233	25.7	11,967	43.14	1,270	25.7	12,326	44.44
DEPARTMENTAL INCOME	3,049	73.0	29,607	115.88	3,413	74.1	33,131	121.03	3,571	74.3	34,668	124.98	3,678	74.3	35,708	128.73
UNDISTRIBUTED OPERATING EXPENSES																
Administrative & General	318	7.6	3,092	12.10	333	7.2	3,237	11.83	345	7.2	3,345	12.06	355	7.2	3,446	12.42
Info & Telecom Systems	52	1.2	506	1.98	55	1.2	530	1.94	56	1.2	548	1.98	58	1.2	564	2.03
Marketing	198	4.7	1,919	7.51	207	4.5	2,009	7.34	214	4.5	2,076	7.49	220	4.5	2,139	7.71
Franchise Fee	388	9.3	3,767	14.74	428	9.3	4,157	15.19	447	9.3	4,339	15.64	460	9.3	4,469	16.11
Prop. Operations & Maint.	170	4.1	1,653	6.47	178	3.9	1,730	6.32	184	3.8	1,788	6.45	190	3.8	1,842	6.64
Utilities	132	3.2	1,279	5.01	138	3.0	1,340	4.89	143	3.0	1,384	4.99	147	3.0	1,426	5.14
Total Expenses	1,258	30.1	12,217	47.82	1,339	29.1	13,004	47.50	1,389	29.0	13,481	48.60	1,430	29.0	13,886	50.06
GROSS OPERATING PROFIT	1,791	42.9	17,390	68.06	2,073	45.0	20,127	73.52	2,182	45.4	21,187	76.38	2,248	45.4	21,823	78.67
Management Fee	125	3.0	1,216	4.76	138	3.0	1,341	4.90	144	3.0	1,399	5.04	148	3.0	1,441	5.19
INCOME BEFORE NON-OPR. INC. & EXP.	1,666	39.9	16,174	63.30	1,935	42.0	18,786	68.63	2,038	42.4	19,788	71.33	2,099	42.4	20,382	73.47
NON-OPERATING INCOME & EXPENSE																
Property Taxes	227	5.4	2,201	8.61	233	5.1	2,267	8.28	240	5.0	2,335	8.42	248	5.0	2,405	8.67
Insurance	45	1.1	435	1.70	46	1.0	448	1.64	48	1.0	461	1.66	49	1.0	475	1.71
Total Expenses	271	6.5	2,636	10.32	280	6.1	2,715	9.92	288	6.0	2,796	10.08	297	6.0	2,880	10.38
EBITDA	1,394	33.4	13,538	52.99	1,655	35.9	16,071	58.71	1,750	36.4	16,992	61.25	1,803	36.4	17,502	63.09
Reserve for Replacement	84	2.0	811	3.17	138	3.0	1,341	4.90	192	4.0	1,865	6.72	198	4.0	1,921	6.93
EBITDA LESS RESERVE	\$1,311	31.4 %	\$12,727	\$49.81	\$1,517	33.0 %	\$14,731	\$53.81	\$1,558	32.4 %	\$15,126	\$54.53	\$1,605	32.4 %	\$15,580	\$56.16

*Departmental expenses are expressed as a percentage of departmental revenues.

FIGURE 7-5 TEN-YEAR FORECAST OF INCOME AND EXPENSE

	2027/28		2028/29		2029/30		2030/31		2031/32		2032/33		2033/34		2034/35		2035/36		2036/37	
Number of Rooms:	103		103		103		103		103		103		103		103		103		103	
Occupied Rooms:	26,317		28,196		28,572		28,572		28,572		28,572		28,572		28,572		28,572		28,572	
Occupancy:	70%		75%		76%		76%		76%		76%		76%		76%		76%		76%	
Average Rate:	\$155.20		\$159.86		\$164.66		\$169.60		\$174.68		\$179.92		\$185.32		\$190.88		\$196.61		\$202.51	
RevPAR:	\$108.64		\$119.90		\$125.14		\$128.89		\$132.76		\$136.74		\$140.84		\$145.07		\$149.42		\$153.90	
		% of		% of		% of		% of		% of		% of		% of		% of		% of		% of
		Gross		Gross		Gross		Gross		Gross		Gross		Gross		Gross		Gross		Gross
OPERATING REVENUE																				
Rooms	\$4,084	97.8 %	\$4,507	97.9 %	\$4,705	97.9 %	\$4,846	97.9 %	\$4,991	97.9 %	\$5,141	97.9 %	\$5,295	97.9 %	\$5,454	97.9 %	\$5,618	97.9 %	\$5,786	97.9 %
Other Operated Departments	61	1.5	64	1.4	66	1.4	68	1.4	70	1.4	72	1.4	74	1.4	76	1.4	79	1.4	81	1.4
Miscellaneous Income	30	0.7	32	0.7	33	0.7	34	0.7	35	0.7	36	0.7	37	0.7	38	0.7	39	0.7	41	0.7
Total Operating Revenues	4,175	100.0	4,603	100.0	4,803	100.0	4,948	100.0	5,096	100.0	5,249	100.0	5,406	100.0	5,569	100.0	5,736	100.0	5,908	100.0
DEPARTMENTAL EXPENSES *																				
Rooms	1,095	26.8	1,159	25.7	1,200	25.5	1,236	25.5	1,273	25.5	1,311	25.5	1,350	25.5	1,391	25.5	1,432	25.5	1,475	25.5
Other Operated Departments	31	50.8	32	50.1	33	50.0	34	50.0	35	50.0	36	50.0	37	50.0	38	50.0	39	50.0	41	50.0
Total Expenses	1,126	27.0	1,191	25.9	1,233	25.7	1,270	25.7	1,308	25.7	1,347	25.7	1,387	25.7	1,429	25.7	1,472	25.7	1,516	25.7
DEPARTMENTAL INCOME	3,049	73.0	3,413	74.1	3,571	74.3	3,678	74.3	3,788	74.3	3,902	74.3	4,019	74.3	4,140	74.3	4,264	74.3	4,392	74.3
UNDISTRIBUTED OPERATING EXPENSES																				
Administrative & General	318	7.6	333	7.2	345	7.2	355	7.2	366	7.2	377	7.2	388	7.2	399	7.2	411	7.2	424	7.2
Info & Telecom Systems	52	1.2	55	1.2	56	1.2	58	1.2	60	1.2	62	1.2	64	1.2	65	1.2	67	1.2	69	1.2
Marketing	198	4.7	207	4.5	214	4.5	220	4.5	227	4.5	234	4.5	241	4.5	248	4.5	255	4.5	263	4.5
Franchise Fee	388	9.3	428	9.3	447	9.3	460	9.3	474	9.3	488	9.3	503	9.3	518	9.3	534	9.3	550	9.3
Prop. Operations & Maint.	170	4.1	178	3.9	184	3.8	190	3.8	195	3.8	201	3.8	207	3.8	214	3.8	220	3.8	227	3.8
Utilities	132	3.2	138	3.0	143	3.0	147	3.0	151	3.0	156	3.0	160	3.0	165	3.0	170	3.0	175	3.0
Total Expenses	1,258	30.1	1,339	29.1	1,389	29.0	1,430	29.0	1,473	29.0	1,517	29.0	1,563	29.0	1,610	29.0	1,658	29.0	1,708	29.0
GROSS OPERATING PROFIT	1,791	42.9	2,073	45.0	2,182	45.4	2,248	45.4	2,315	45.4	2,385	45.4	2,456	45.4	2,530	45.4	2,606	45.4	2,684	45.4
Management Fee	125	3.0	138	3.0	144	3.0	148	3.0	153	3.0	157	3.0	162	3.0	167	3.0	172	3.0	177	3.0
INCOME BEFORE NON-OPR. INC. & EXP.	1,666	39.9	1,935	42.0	2,038	42.4	2,099	42.4	2,162	42.4	2,227	42.4	2,294	42.4	2,363	42.4	2,434	42.4	2,507	42.4
NON-OPERATING INCOME & EXPENSE																				
Property Taxes	227	5.4	233	5.1	240	5.0	248	5.0	255	5.0	263	5.0	271	5.0	279	5.0	287	5.0	296	5.0
Insurance	45	1.1	46	1.0	48	1.0	49	1.0	50	1.0	52	1.0	53	1.0	55	1.0	57	1.0	58	1.0
Total Expenses	271	6.5	280	6.1	288	6.0	297	6.0	306	6.0	315	6.0	324	6.0	334	6.0	344	6.0	354	6.0
EBITDA	1,394	33.4	1,655	35.9	1,750	36.4	1,803	36.4	1,857	36.4	1,912	36.4	1,970	36.4	2,029	36.4	2,090	36.4	2,152	36.4
Reserve for Replacement	84	2.0	138	3.0	192	4.0	198	4.0	204	4.0	210	4.0	216	4.0	223	4.0	229	4.0	236	4.0
EBITDA LESS RESERVE	\$1,311	31.4 %	\$1,517	33.0 %	\$1,558	32.4 %	\$1,605	32.4 %	\$1,653	32.4 %	\$1,702	32.4 %	\$1,754	32.4 %	\$1,806	32.4 %	\$1,860	32.4 %	\$1,916	32.4 %

Forecast of Income and Expense

The following description sets forth the basis for the forecast of income and expense. We anticipate that it will take three years for the proposed subject hotel to reach a stabilized level of operation. Each revenue and expense item has been forecast based upon our review of the proposed subject hotel's operating budget and comparable income and expense statements. The forecast is based upon fiscal years beginning November 1, 2027, expressed in inflated dollars for each year.

Revenues associated with the proposed subject hotel's other operated departments and miscellaneous income category have been forecast to reflect the hotel's planned facilities and amenities. Expense levels fall within a range of reasonableness given the provided comparable operating statements; furthermore, franchise and management fees are set forth in accordance with our assumptions provided earlier in our report.

Property Taxes

Property (or ad valorem) tax is one of the primary revenue sources of municipalities. Based on the concept that the tax burden should be distributed in proportion to the value of all properties within a taxing jurisdiction, a system of assessments is established. Theoretically, the assessed value placed on each parcel bears a definite relationship to market value, so properties with equal market values will have similar assessments and properties with higher and lower values will have proportionately larger and smaller assessments.

Depending on the taxing policy of the municipality, property taxes can be based on the value of the real property or the value of the personal property and the real property. We have based our estimate of the proposed subject property's market value (for tax purposes) on an analysis of assessments of comparable hotel properties in the local municipality.

FIGURE 7-6 COUNTY-ASSESSED VALUE OF COMPARABLE HOTELS

Hotel	Year Open	Land	Improvements	Total
TownePlace Suites by Marriott Syracuse Liverpool	2018	\$50,000	133,600	\$183,600
Hampton by Hilton Syracuse Clay	2007	10,000	107,400	117,400
Comfort Inn & Suites Liverpool-Clay	1998	14,800	80,200	95,000
<i>Assessments per Room</i>		<i># of Rms</i>		
TownePlace Suites by Marriott Syracuse Liverpool	105	\$476	\$1,272	\$1,749
Hampton by Hilton Syracuse Clay	77	130	1,395	1,525
Comfort Inn & Suites Liverpool-Clay	63	235	1,273	1,508
Positioned Subject - Per Room	103	\$450	\$1,400	\$1,850
Positioned Subject - Total		\$46,350	\$144,200	\$190,550

Source: Onondaga County

We have positioned the future assessment levels of the subject site and proposed improvements, based upon the illustrated comparable data. We have positioned these assessments closest to the TownePlace by Marriott because of the similarities in brand and product type; overall, the positioned assessments are well supported by the market data.

Tax rates are based on the city and county budgets, which change annually. The most recent tax rate in this jurisdiction was reported at a millage rate of 1,021.45963. The following table shows changes in the tax/millage rate during the last several years.

FIGURE 7-7 COUNTY TAX RATES

Year	Real Property Millage Rate
2024	964.54323
2025	1,015.50213
2026	1,021.45963

Source: Onondaga County

Based on comparable assessments and the tax rate information, the following table illustrates the proposed subject property's projected property tax expense levels.

FIGURE 7-8 PROJECTED PROPERTY TAX BURDEN (BASE YEAR)

	Real Property		
	Land	Improvements	Total
Positioned (Assessed Value)	\$46,350	\$144,200	\$190,550
Equalization Rate			1.00000
Millage Rate			1,021.45963
Tax Burden as of Current Assessment Year			\$194,639

FIGURE 7-9 PROJECTED PROPERTY TAX EXPENSE – SUMMARY

Year	Taxes Payable		Special Assessments	Total Tax Payable
	Real	Total		
Positioned	\$194,639	\$194,639	\$894	\$195,534
2027/28	\$225,640	\$225,640	\$1,037	\$226,677
2028/29	232,409	232,409	1,068	233,477
2029/30	239,382	239,382	1,100	240,482
2030/31	246,563	246,563	1,133	247,696
2031/32	253,960	253,960	1,167	255,127
2032/33	261,579	261,579	1,202	262,781
2033/34	269,426	269,426	1,238	270,664

Conclusion

In conclusion, our analysis reflects a profitable operation, with net income expected to total 32.4% of total revenue by the stabilized year. The stabilized total revenue comprises primarily rooms and food and beverage (F&B) revenue, with a secondary portion derived from other income sources. On the cost side, departmental expenses total 25.7% of revenue by the stabilized year, while undistributed operating expenses total 29.0% of total revenues; this assumes that the property will be operated competently by a well-known hotel operator. After a 3.0% of total revenues management fee, and 6.0% of total revenues in fixed expenses, a net income ratio of 32.4% is forecast by the stabilized year.

8. Feasibility Analysis

Development Cost Estimate

Return on investment (ROI) can be defined as the future benefits of an income-producing property relative to its acquisition or construction cost. The first step in performing an ROI analysis is to determine the amount to be initially invested. For a proposed property, this amount is most likely to be the development cost of the hotel. Based on the total development cost, the investor will utilize an ROI analysis to determine if the future cash flow from a current cash outlay meets their own investment criteria and at what level above or below this amount such an outlay exceeds or fails to meet these criteria.

Because the proposed subject property will be a hotel, we have reviewed the development budget for the proposed subject hotel in performing a cost analysis. The detailed budget is presented in the Description of the Proposed Improvements chapter and reflects a total construction cost of \$19,520,000, including site costs, hard and soft costs, and pre-opening and working capital, as well as any developers fee.

The development cost estimate for the proposed subject property includes allowances for the contractor's overhead and profit but does not include an entrepreneurial incentive. The entrepreneurial incentive is "the amount an entrepreneur expects to receive for his or her contribution to a project.... The amount of entrepreneurial incentive required for a project represents the economic reward sufficient to motivate an entrepreneur to accept the risk of the project and to invest the time and money necessary in seeing the project to completion."⁶

Entrepreneurial incentive is different than entrepreneurial profit, which cannot be measured until it is achieved. Entrepreneurial profit can be achieved through profit on a sale (i.e., the sales price less the development cost) or additional returns on an investment in an operating property. Whether the entrepreneur ultimately realizes a profit depends on how successful they have been in selecting the site, constructing the improvements, positioning the property appropriately in the market, and establishing and stabilizing business operations.

Based on the development budget, we have estimated an entrepreneurial incentive equal to 3.0% of the development budget, which equates to \$585,600. The total development cost has been calculated as shown in the following table.

⁶ Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 6th Edition, 2015

FIGURE 8-1 TOTAL DEVELOPMENT COST

Development Budget	\$19,520,000
Entrepreneurial Incentive (%)	3.0%
Entrepreneurial Incentive	<u>\$585,600</u>
Total Development Cost	\$20,105,600
(say)	\$20,110,000

Investment Components

As an individual or company considering investment in hotel real estate, the decision to use one's own cash, an equity partner's capital, or lender financing will be an internal one. Because hotels typically require a substantial investment, only the largest investors and hotel companies generally have the means to purchase properties with all cash. We would anticipate the involvement of some financing by a third party for the typical investor or for those who may be entering the market for hotel acquisitions at this time. In leveraged acquisitions and developments where investors typically purchase or build upon real estate with a small amount of equity cash (20.0% to 50.0%) and a large amount of mortgage financing (50.0% to 80.0%), it is important for equity investors to acknowledge the return requirements of the debt participant (mortgagee), as well as their own return requirements. Therefore, we will begin our rate-of-return analysis by reviewing the debt requirements of typical hotel mortgagees.

Mortgage Component

Hotel financing is available for most tiers of the lodging industry from a variety of lender types. While many lenders remain active, underwriting standards are more stringent than the pre-pandemic market, and loan-to-value (LTV) ratios remain in the 50.0%–70.0% range, depending on the actual in-place operating cash flows and debt-service-coverage ratio requirements, among other things. Lenders continue to be attracted to the lodging industry because of the higher yields generated by hotel financing relative to other commercial real estate. Commercial banks, mortgage REITs, private-debt investors, insurance companies, and CMBS and mezzanine lenders continue to pursue deals. At present, we find that lenders that are active in the market are using LTV ratios of 50.0% to 70.0%, and amortization periods of 20 to 30 years.

Over the course of the last decade, the federal funds rate remained relatively low, peaking at 2.25% to 2.5% in late 2018 through mid-year 2019. Subsequently, concern about the trade war and a slowing economy led the Fed to reduce rates three times to a target rate of 1.5% to 1.75%. The rate remained at this level until mid-March 2020, at which point the Fed cut the target rate twice to zero. Furthermore, on March 23, 2020, the Fed pledged to maintain liquidity in debt

markets by purchasing as many government and corporate-backed bonds, as necessary. In 2022, the Fed began raising the federal funds rate to combat heightened inflation. By July 2023, eleven increases had brought the rate to a range of 5.25% to 5.5%. In September 2024, the Fed reduced the rate by 50 bps, and two additional cuts followed in November and December. As of late 2025, it stood between 3.75% and 4.0%; the most recent changes occurred during the Fed's September and October 2025 meetings. Lenders have been adjusting their interest-rate levels to reflect these market conditions. Current interest-rate levels for most typical assets fall within the 6.0%–7.0% range.

We note that our calculation of the internal rate of return does not include the construction period but rather considers the ten-year holding period starting on the date of the proposed hotel's completion. As such, while it is important to take into account the current economic environment and how investment criteria have been trending, our positioning of the parameters considers potential changes in the investment climate by the date of the proposed hotel's opening. Our analysis also considers a typical financing structure rather than the developer's actual deal structure.

Based on our analysis of the current lodging industry mortgage market and potential changes in the investment climate by the date of opening, as well as adjustments for specific factors, such as the subject site, proposed facility, and conditions in the Clay/Liverpool hotel market, we have assumed a mortgage at a loan-to-cost ratio of 65%, with an interest rate of 5.50% and an amortization period of 25 years. The following table summarizes the mortgage component.

FIGURE 8-2 MORTGAGE COMPONENT

Initial Cost	\$20,110,000
Loan to cost	65.0%
Mortgage Amount	<u>\$13,072,000</u>
Assumed interest rate	5.50%
Assumed Amortization	25 years
Debt Service Constant	0.07369
Annual Debt Service	\$963,000
Mortgage paid off over 10 years	24.84%
Balance at end of 10 years	\$9,824,000

Equity Component

The remaining capital required for the development of the proposed subject property would be the equity investment. This is the balance of the total development cost minus the assumed mortgage amount, as illustrated in the table that follows.

FIGURE 8-3 CALCULATION OF EQUITY COMPONENT

Initial Cost	\$20,110,000
Mortgage	<u>13,072,000</u>
Equity Investment	\$7,038,000

Reversion

The return on the development cost is derived from both the annual cash flow and the expectation of a sale of the property at the end of the holding period. For the purposes of this feasibility analysis, we have assumed that the developer would elect to hold the property for ten years. The estimated reversionary sales price as of that date is calculated by capitalizing the projected eleventh-year net income by an overall terminal capitalization rate. An allocation for the selling expenses is deducted from this sales price, and the net proceeds to the equity interest (also known as the equity residual) are calculated by deducting the outstanding mortgage balance from the reversion.

We have reviewed several recent investor surveys. The following chart summarizes the averages presented for terminal capitalization rates in various investor surveys during the past decade.

FIGURE 8-4 TERMINAL CAPITALIZATION RATES DERIVED FROM INVESTOR SURVEYS

Source	Data Point Range	Average
<i>HVS Brokers Survey</i>	<i>Spring 2026 Survey</i>	
Select-Service Hotels	7.5% – 11.5%	8.7%
Limited-Service & Economy Hotels	7.5% – 14.0%	9.1%
<i>PWC Real Estate Investor Survey</i>	<i>1st Quarter 2026 Survey</i>	
Select-Service Hotels	8.0% – 11.0%	9.3%
Limited-Service Hotels	8.5% – 10.0%	9.1%
<i>USRC Hotel Investment Survey</i>	<i>Mid-Year 2025 Survey</i>	
Limited-Service Hotels	7.5% - 12.5%	9.2%
<i>Situs RERC Real Estate Report</i>	<i>4th Quarter 2025 Survey</i>	
Second-Tier Hotels	8.5% – 11.5%	9.8%
First-Tier Hotels	7.5% – 10.5%	8.9%

For purposes of this analysis, we have applied a terminal capitalization rate of 8.50%.

The reversion to the mortgage and equity components is calculated below.

FIGURE 8-5 REVERSION TO MORTGAGE AND EQUITY COMPONENTS

Reversion	
Year 11 NOI	\$1,974,000
Terminal Cap Rate	8.50%
Estimated Sales Proceeds	\$23,224,000
Less: Transaction Costs @ 3.0%	697,000
Net Sales Proceeds	\$22,527,000
Less: Mortgage Component	9,824,000
Equity Reversion	\$12,703,000

Internal Rate-of-Return Analysis

Using the aforementioned investment components, the internal rate of return (IRR) indicated by the EBITDA forecast and the assumed reversionary sales proceeds are calculated, as presented in the following table.

FIGURE 8-6 IRR TO THE TOTAL PROPERTY AND MORTGAGE AND EQUITY COMPONENTS

Year	Total Project		Mortgage Component		Equity Component	
	Total EBITDA	Annual Cash on Cash Return	Debt Service	Annual Cash on Cash Return	NOI to Equity	Annual Cash on Cash Return
Initial Investment	(\$20,110,000)		(\$13,072,000)		(\$7,038,000)	
2027/28	\$1,311,000	6.5 %	\$963,000	7.4 %	\$348,000	4.9 %
2028/29	1,517,000	7.5	963,000	7.4	554,000	7.9
2029/30	1,558,000	7.7	963,000	7.4	595,000	8.5
2030/31	1,605,000	8.0	963,000	7.4	642,000	9.1
2031/32	1,653,000	8.2	963,000	7.4	690,000	9.8
2032/33	1,702,000	8.5	963,000	7.4	739,000	10.5
2033/34	1,754,000	8.7	963,000	7.4	791,000	11.2
2034/35	1,806,000	9.0	963,000	7.4	843,000	12.0
2035/36	1,860,000	9.2	963,000	7.4	897,000	12.7
2036/37	1,916,000	9.5	963,000	7.4	953,000	13.5
Reversion	22,527,000	112.0	9,824,000	75.2	12,703,000	180.5
Ten Year IRR		8.9 %		5.4 %		13.4 %

Based on our forecast of EBITDA and the development cost, including an entrepreneurial incentive, the total project would yield an internal rate of return of 8.9%. Based on the mortgage assumptions, the equity component's initial investment of \$7,038,000 would achieve an internal rate of return of 13.4% over a ten-year holding period. The following table summarizes the range of equity yields indicated by hotels that were sold at (or at about) the time that we appraised them, along with the derived equity return based on the purchase price, debt assumptions, and our forecast.

FIGURE 8-7 SUMMARY OF EQUITY YIELDS

Source	Data Point Range	Average
HVS Hotel Sales - Full-Service & Luxury	10.4% – 19.7%	14.5%
HVS Hotel Sales - Select-Service & Extended-Stay	13.6% – 20.6%	16.2%
HVS Hotel Sales - Limited-Service	14.3% – 23%	18.1%

To evaluate the indicated IRR to the total property, we have reviewed several recent investor surveys, including the *HVS Broker Survey*, *PWC Real Estate Investor Survey*, *USRC Hotel Investment Survey*, and *Situs RERC Real Estate Report*. The following table summarizes the range of discount rates and average IRRs indicated by the investor surveys for hotels similar in class to the proposed subject property.

FIGURE 8-8 RESULTS OF RECENT INVESTMENT SURVEYS – DISCOUNT RATES, HOTELS

Source	Data Point Range	Average
HVS Hotel Sales - Limited-Service	10.2% – 14%	11.8%
HVS Hotel Sales - Select-Service & Extended-Stay	9.9% – 13.1%	11.1%
<i>HVS Brokers Survey</i>	<i>Spring 2026 Survey</i>	
Select-Service Hotels	9.0% – 13.0%	11.2%
Limited-Service & Economy Hotels	9.0% – 14.0%	11.5%
<i>PWC Real Estate Investor Survey</i>	<i>1st Quarter 2026 Survey</i>	
Select-Service Hotels	10.0% – 12.0%	11.0%
Limited-Service Hotels	9.5% – 13.0%	11.4%
<i>USRC Hotel Investment Survey</i>	<i>Mid-Year 2025 Survey</i>	
Limited-Service Hotels	10.4% – 13.0%	11.4%
<i>Situs RERC Real Estate Report</i>	<i>4th Quarter 2025 Survey</i>	
Second-Tier Hotels	9.8% – 12.0%	10.7%
First-Tier Hotels	9.0% – 11.0%	9.9%

As discussed, based on our forecast of EBITDA and the development cost, including entrepreneurial incentive, the total project would yield an IRR of 8.9%. The investor surveys indicate discount rates ranging from 9.0% to 14.0%; the averages of the surveys range from 9.9% to 11.8%. Based on these parameters, the calculated return of 8.9% is below the averages and below the illustrated range of returns.

Return requirements vary based on an individual investor's circumstances, including the cost and availability of both debt and equity capital. This analysis is intended to provide information to assist the developer in evaluating the feasibility of the proposed project. Despite the significant demand for additional hotel rooms in the market and the ideal positioning of the Home2 Suites by Hilton brand, the returns on this project are currently below what would be expected by an investor and therefore likely not feasible. There are several reasons for this, including rising construction costs since the pandemic. Amplifying this is the 2025 NYS Energy

Conservation Construction Code (ECCCNYS) which took effect on December 31, 2025. This new regulation implements stricter energy efficiency requirements for new buildings under seven-stories, which makes construction more expensive. Furthermore, as mentioned in the macro considerations portion of this report, ongoing trade negotiations and unpredictable implementation of tariffs increase construction costs and make it harder for developers to understand the total development costs. Finally, the ongoing war in the middle east has increased gas and oil prices which contribute to increased development costs, and again, the total global and economic impact of this is not yet known..

Sensitivity Analysis

The preceding analysis is based on the current development cost of \$20,110,000. This cost is an estimate and is subject to change as the project evolves, depending on market conditions and other factors. We have prepared an analysis calculating the impact of potential changes to the development cost on the ten-year IRR that the project would generate. The results of this sensitivity analysis are presented in the following table.

FIGURE 8-9 SENSITIVITY ANALYSIS

Variances in Development Cost	Development Cost		Indicted IRR Based on Development Cost		
	Total	Per Room	Total Project	Mortgage Component	Equity Component
Lower by -10%	\$18,099,000	\$176,000	10.5%	5.4%	16.7%
Lower by -5%	19,104,500	185,000	9.6%	5.4%	15.0%
Original	20,110,000	195,000	8.9%	5.4%	13.4%
Higher by 5%	21,115,500	205,000	8.2%	5.4%	11.9%
Higher by 10%	22,121,000	215,000	7.5%	5.4%	10.4%
Higher by 15%	23,126,500	225,000	6.9%	5.4%	9.0%

Conclusion

In determining the potential feasibility of the Proposed Home2 Suites Liverpool/Clay, we analyzed the lodging market, researched the area's economics, reviewed the estimated development cost, and prepared a ten-year forecast of income and expense, which was based on our review of the current and historical market conditions, as well as comparable income and expense statements.

The conclusion of this analysis indicates that the property would generate a return of 8.9% on an initial investment of \$20,110,000 . Based on the previously present mortgage loan assumptions, the equity component would receive a return of 13.4% on the initial investment. Return requirements vary based on an individual investor's circumstances, including the cost and availability of both debt and equity capital. This analysis is intended to provide information to assist the developer in evaluating the feasibility of the proposed project.

9. Statement of Assumptions and Limiting Conditions

1. This report is set forth as a market and feasibility study of the proposed subject hotel; this is not an appraisal report.
2. This report is to be used in whole and not in part; furthermore, all statements of assumptions and limiting conditions apply to the entire report, including any additional forms or addenda items presented.
3. No responsibility is assumed for matters of a legal nature, nor do we render any opinion as to title, which is assumed marketable and free of any deed restrictions and easements; the property is evaluated as free and clear unless otherwise stated.
4. We assume that there are no hidden or unapparent conditions of the sub-soil or structures, such as underground storage tanks, that would affect the property's development potential. No responsibility is assumed for these conditions or for any engineering that may be required to discover them.
5. We have not considered the presence of potentially hazardous materials or any form of toxic waste on the project site. We are not qualified to detect hazardous substances and urge the client to retain an expert in this field if desired.
6. The Americans with Disabilities Act (ADA) became effective on January 26, 1992. We have assumed the proposed hotel would be designed and constructed to be in full compliance with the ADA.
7. We have made no survey of the site, and we assume no responsibility in connection with such matters. Sketches, photographs, maps, and other exhibits are included to assist the reader in visualizing the property. It is assumed that the use of the described real estate will be within the boundaries of the property described, and that no encroachment will exist.
8. All information, financial operating statements, estimates, and opinions obtained from parties not employed by TS Worldwide, LLC, are assumed true and correct. We can assume no liability resulting from misinformation.
9. Unless noted, we assume that there are no encroachments, zoning violations, or building violations encumbering the subject site.
10. The property is assumed to be in full compliance with all applicable federal, state, local, and private codes, laws, consents, licenses, and regulations (including the appropriate liquor license if applicable), and that all licenses,

permits, certificates, franchises, and so forth can be freely renewed or transferred to a purchaser.

11. All mortgages, liens, encumbrances, leases, and servitudes have been disregarded unless specified otherwise.
12. None of this material may be reproduced in any form without our written permission, and the report cannot be disseminated to the public through advertising, public relations, news, sales, or other media.
13. We are not required to give testimony or attendance in court because of this analysis without previous arrangements and shall do so only when our standard per-diem fees and travel costs have been paid prior to the appearance.
14. If the reader is making a fiduciary or individual investment decision and has any questions concerning the material presented in this report, it is recommended that the reader contact us.
15. We take no responsibility for any events or circumstances that take place subsequent to the date of our field inspection.
16. The quality of a lodging facility's onsite management has a direct effect on a property's economic viability. The financial forecasts presented in this analysis assume responsible ownership and competent management. Any departure from this assumption may have a significant impact on the projected operating results.
17. The financial analysis presented in this report is based upon assumptions, estimates, and evaluations of the market conditions in the local and national economy, which may be subject to sharp rises and declines. Over the projection period considered in our analysis, wages and other operating expenses may increase or decrease because of market volatility and economic forces outside the control of the hotel's management. We assume that the price of hotel rooms, food, beverages, and other sources of revenue to the hotel will be adjusted to offset any increases or decreases in related costs. We do not guarantee that our estimates will be attained, but they have been developed based upon information obtained during the course of our market research and are intended to reflect the expectations of a typical hotel investor as of the stated date of the report.
18. This analysis assumes continuation of all Internal Revenue Service tax code provisions as stated or interpreted on either the date of this analysis or the date of our field inspection, whichever occurs first.
19. Many of the figures presented in this report were generated using sophisticated computer models that make calculations based on numbers carried out internally to many decimal places. In the interest of simplicity,

most numbers have been rounded to the nearest tenth of a percent; thus, these figures may be subject to small rounding errors.

20. It is agreed that our liability to the client is limited to the amount of the fee paid as liquidated damages. Our responsibility is limited to the client; the use of this report by third parties shall be solely at the risk of the client and/or third parties. The use of this report is also subject to the terms and conditions set forth in our engagement letter with the client.
21. Evaluating and comprising financial forecasts for hotels is both a science and an art. Although this analysis employs various mathematical calculations to provide projections, the final forecasts are subjective and may be influenced by our experience and other factors not specifically set forth in this report.
22. This study was prepared by TS Worldwide, LLC. All opinions, recommendations, and conclusions expressed during the course of this assignment are rendered by our staff as company employees, rather than as individuals.

Christian Cross

EMPLOYMENT

<i>2017 to present</i>	HVS CONSULTING AND VALUATION SERVICES Buffalo, New York
<i>Summer 2016</i>	HVS CONSULTING AND VALUATION SERVICES <i>Internship</i> Vancouver, British Columbia, Canada
<i>2014–2015</i>	ONTARIO RESTAURANT HOTEL & MOTEL ASSOCIATION Mississauga, Ontario, Canada
<i>2010–2011</i>	HILTON HOTEL & SUITES Niagara Falls, Ontario, Canada
<i>2010–2011</i>	VINTAGE HOTELS, QUEEN'S LANDING Niagara-on-the-Lake, Ontario, Canada
<i>2008–2015</i>	SOUTH COAST COOKHOUSE Crystal Beach, Ontario, Canada

EDUCATION AND OTHER TRAINING

Bachelor of Commerce – University of Guelph
Other Specialized Training Classes Completed:
 Uniform Standards of Professional Appraisal Practice
 Basic Appraisal Procedures
 Basic Appraisal Principles
 General Appraiser Income Approach (Parts I and II)
 General Appraiser Market Analysis and HBU
 General Appraiser Report Writing and Case Studies
 General Appraiser Sales Comparison Approach
 General Appraiser Site Valuation and Cost Approach
 Real Estate Finance, Statistics, Valuation Modeling
 Expert Witness for Commercial Appraisers
 Commercial Appraisal Review
 Advanced Income
 Advanced Market Analysis & HBU

EDUCATION (CONT'D)

Pennsylvania State Mandated Law for Appraisers
 New York Fair Housing and Fair Lending
 Advanced Concepts & Case Studies
 Business Practices and Ethics
 Quantitative Analysis
 Introduction to Commercial Appraisal Review
 Land and Site Valuation
 Biennial USPAP Updates

STATE CERTIFICATION

Massachusetts, New York, Ohio, Pennsylvania, Washington, D.C.

PUBLISHED ARTICLES

<i>HVS Journal</i>	"State of the District: A Look at the Washington, D.C., Lodging Market," June 2025
<i>HVS Journal</i>	"Looking Ahead to the 2026 NFL Draft in Pittsburgh and Its Impact on the Hotel Market," July 2024
<i>HVS Journal</i>	"Unique Factors Shaping the Buffalo Lodging Market," June 2024
<i>HVS Journal</i>	"Significant Changes and Transformative Projects Coming to Syracuse," July 2023
<i>HVS Journal</i>	"Beyond the PGA Championship: Exciting Happenings in Rochester," June 2023
<i>HVS Journal</i>	"Strong Rate Growth and New Travelers Discovering New York State's Resort Markets: The Impact of COVID-19 and the Recovery of the Finger Lakes, the Adirondacks, and the Catskills/Hudson Valley Markets," September 2022
<i>HVS Journal</i>	"Autism and the Hospitality Industry: An Interview with Autism Double-Checked," co-authored with Kyndall Wiedrich, April 2021
<i>HVS Journal</i>	"The Hotel Industry's Pandemic Bright Spot: The Extended-Stay Segment," co-authored with Rod Clough, February 2021
<i>HVS Journal</i>	"HVS Market Pulse: Buffalo, New York," February 2021
<i>HVS Journal</i>	"Hotel Cleanliness Policies in the Time of COVID-19," September 2020

EXAMPLES OF PROPERTIES APPRAISED OR EVALUATED

PORTFOLIO EVALUATION

9 Extended Stay America Hotels,
Northeastern U.S.

ALABAMA

InTown Suites Auburn, Auburn
Hotel Indigo Birmingham Five Points,
Birmingham
InTown Suites Vestavia Hills,
Birmingham
InTown Suites Decatur, Decatur

CALIFORNIA

Proposed Fairfield by Marriott
Buttonwillow, Buttonwillow

CONNECTICUT

Courtyard by Marriott Hartford
Farmington, Farmington
Courtyard by Marriott Hartford
Manchester, Manchester
Hilton Garden Inn Norwalk, Norwalk
Residence Inn by Marriott Hartford
Rocky Hill, Rocky Hill
Hilton Garden Inn Shelton, Shelton
Homewood Suites by Hilton
Wallingford Meriden, Wallingford

DISTRICT OF COLUMBIA

citizenM Washington DC Capitol Hotel,
Washington
citizenM Washington DC NoMa Hotel,
Washington
Kimpton Banneker Hotel, Washington
Marriott Marquis Washington DC,
Washington
Morrow Washington DC Curio
Collection by Hilton, Washington
The St. Regis Washington, D.C.,
Washington
Waldorf Astoria Washington DC,
Washington
The Willard InterContinental
Washington D.C., Washington

DELAWARE

Proposed LivSmart Dover, Dover

FLORIDA

Aloft Miami Doral, Doral
Best Western Premier Jacksonville
Hotel, Jacksonville
24 North Hotel Key West, Key West
Fairfield by Marriott Key West at The
Keys Collection, Key West
Gates Hotel Key West, Key West
Hilton Garden Inn Key West / The
Keys Collection, Key West
Proposed Aqua Suites, Rosemary
Beach

GEORGIA

Courtyard by Marriott Atlanta
Alpharetta Avalon Area, Alpharetta
Proposed Embassy Suites Halcyon
Village, Alpharetta
Proposed Homewood Suites Halcyon
Village, Alpharetta
Aloft Atlanta Downtown, Atlanta
Hilton Suites Atlanta Perimeter,
Atlanta
Holiday Inn Express & Suites Atlanta
Downtown, Atlanta
Hotel Clermont, Atlanta
Hotel Indigo Atlanta Vinings, Atlanta
Hyatt Regency Atlanta, Atlanta
Proposed Boutique Hotel Atlanta,
Atlanta
Proposed Curio by Hilton Atlanta,
Atlanta
Proposed Element, Atlanta
Sheraton Atlanta, Atlanta
Ecco Suites, Augusta
Proposed Fairfield Inn & Suites
Braselton, Braselton
Proposed Tru by Hilton Braselton,
Braselton
Fairfield Inn & Suites by Marriott
Calhoun, Calhoun
Hampton Inn Atlanta Canton, Canton

Hampton by Hilton Emerson
LakePoint, Cartersville
Home-Towne Suites Columbus,
Columbus
InTown Suites Columbus, Columbus
Hampton Inn Covington, Covington
Proposed Staybridge Suites, Covington
Sun Suites, Cumming
Proposed Extended-Stay Hotel, Dalton
Proposed Westin & Villas @ Foxhall,
Douglasville
Hampton by Hilton Atlanta Duluth
Gwinnett County, Duluth
InTown Suites Gwinnett Place Mall,
Duluth
Quality Inn, Duluth
Hilton Garden Inn Atlanta Airport
North, East Point
Best Western Plus Fairburn Atlanta
Southwest, Fairburn
Hampton by Hilton Atlanta
Fayetteville, Fayetteville
Hampton Inn Valdosta Lake Park, Lake
Park
Proposed Tapestry by Hilton,
Lawrenceville
Home2 Suites by Hilton Atlanta West
Lithia Springs, Lithia Springs
Hilton Garden Inn, Lithonia
Crestwood Suites, Marietta
InTown Suites Extended Stay Marietta,
Marietta
InTown Suites Marietta Town Center,
Marietta
Proposed New London Square Hotel,
Marietta
Proposed AVID Hotel McDonough,
McDonough
Garden Plaza Hotel, Norcross
Hilton Atlanta Northeast, Norcross
Holiday Inn Express Rome Georgia,
Rome
Proposed Hampton Inn, Social Circle
Proposed Tru by Hilton, Stockbridge
Comfort Suites Northlake Tucker,
Tucker
Country Inn & Suites, Valdosta

Country Inn & Suites by Radisson
Warner Robins, Warner Robins

ILLINOIS

Prairie Lakes Hotel Bloomingdale,
Bloomingdale
Hampton by Hilton Bourbonnais
Kankakee, Bourbonnais
Proposed DoubleTree, Bloomingdale
Holiday Inn Express, Chicago
Magnificent Mile, Chicago
Hotel Felix, Chicago
Viceroy Chicago, Chicago
Proposed Select Service Hotel Oak
Park, Oak Park
Courtyard by Marriott Peoria, Peoria

INDIANA

Proposed HomeTowne Studios, Avon

MARYLAND

Historic Inns of Annapolis, Annapolis
Commander Hotel & Suites Ocean
City, Ocean City

MINNESOTA

Fairfield by Marriott Minneapolis
Bloomington Mall of America,
Bloomington
Fairfield by Marriott Minneapolis Eden
Prairie, Eden Prairie
Country Inn & Suites By Radisson
Owatonna, Owatonna
Sheraton Saint Paul Woodbury,
Woodbury

MISSISSIPPI

Extended Stay America Jackson
Ridgeland, Ridgeland

MISSOURI

Fairfield by Marriott Saint Louis West
Wentzville, Wentzville
Hampton by Hilton Saint Louis
Wentzville, Wentzville

NEW JERSEY

Proposed Dual-Branded Hilton Garden
Inn & Home2 Suites, Glassboro

NEW YORK

Hampton by Hilton Albany Downtown,
Albany
Hilton Garden Inn Albany SUNY Area,
Albany
Holiday Inn Express Albany
Downtown, Albany
Home2 Suites by Hilton Albany
Airport/Wolf Road, Albany
Extended StayAmerica Buffalo
Amherst, Amherst
DoubleTree by Hilton Hotel
Binghamton, Binghamton
Adam's Mark Buffalo, Buffalo
Hostel Buffalo Niagara, Buffalo
Proposed Boutique Hotel Delaware
Avenue, Buffalo
Proposed Convention Center Hotel
Downtown Buffalo, Buffalo
Proposed Hotel Buffalo, Buffalo
Residence Inn by Marriott Buffalo
Galleria Mall, Buffalo
Proposed Tapestry Collection by
Hilton, Canandaigua
Tapestry Collection by Hilton,
Canandaigua
Proposed Courtyard by Marriott
Central Valley, Central Valley
Holiday Inn Express Cheektowaga
North East, Cheektowaga
Townhouse Buffalo International
Airport by OYO, Cheektowaga
Holiday Inn Express & Suites
Cooperstown, Cooperstown
Radisson Corning, Corning
Holiday Inn Express Cortland,
Cortland
Maidstone East Hampton, East
Hampton
Courtyard by Marriott Syracuse
Carrier Circle, East Syracuse
DoubleTree by Hilton Hotel Syracuse,
East Syracuse

Extended StayAmerica Syracuse
Dewitt, East Syracuse
Fairfield by Marriott Syracuse Carrier
Circle, East Syracuse
Hampton by Hilton Syracuse Carrier
Circle, East Syracuse
Residence Inn by Marriott Syracuse
Carrier Circle, East Syracuse
SpringHill Suites by Marriott Syracuse
Carrier Circle, East Syracuse
Marco LaGuardia Hotel & Suites by
Lexington, Flushing
Proposed Hotel Hamilton, Hamilton
Proposed Dual-Branded 100-Key La
Quinta & Hawthorne, Henrietta
Hilton Garden Inn Elmira Corning,
Horseheads
Proposed Hotel Hunter, Hunter
Proposed Comfort Inn Ithaca, Ithaca
Residence Inn by Marriott Kingston,
Kingston
Grand Adirondack Hotel Lake Placid, a
Tribute Portfolio, Lake Placid
Proposed Dual Branded Residence
Inn/Fairfield Inn, Liverpool
Proposed Home2 Suites Liverpool,
Liverpool
Proposed REDD Farm Hotel Lodi, Lodi
Proposed Holiday Inn Express Malta,
Malta
Home2 Suites by Hilton Middletown,
Middletown
Proposed Hilton Garden Inn
Newburgh, Newburgh
Kimpton Hotel Eventi, New York
La Quinta Inn & Suites by Wyndham
Times Square South, New York
Holiday Inn Express Niagara Falls,
Niagara Falls
Hotel Niagara, Niagara Falls
Hyatt Place Niagara Falls, Niagara Falls
Proposed Cambria Hotel Niagara Falls,
Niagara Falls
Holiday Inn Express Poughkeepsie,
Poughkeepsie
Van Wyck Hotel & Suites Near JFK
Airport, Queens

Comfort Suites Roanoke Fort Worth
North, Rochester
Extended StayAmerica Rochester
Greece, Rochester
Extended StayAmerica Rochester
Henrietta, Rochester
Holiday Inn Express Irondequoit,
Rochester
Holiday Inn Express Rochester Greece,
Rochester
Homewood Suites by Hilton Rochester
Henrietta, Rochester
Proposed Hotel Rochester, Rochester
Saranac Waterfront Lodge, Saranac
Saratoga Hilton, Saratoga Springs
Proposed Wyldwick Resort, Saugerties
Gould Hotel Seneca Falls, Seneca Falls
Proposed Seneca Falls Hotel, Seneca
Falls
Proposed The Skaneateles Lodge,
Curio Collection by Hilton,
Skaneateles
Skaneateles Fields Resort & Spa, Curio
Collection by Hilton, Skaneateles
Candlewood Suites Syracuse Airport,
Syracuse
Proposed Syracuse University Hotel,
Syracuse
DoubleTree by Hilton Tarrytown,
Tarrytown
Proposed Tupper Lake Crossroads
Hotel, Tupper Lake
Best Western Watertown Fort Drum,
Watertown
Motel 6 Buffalo Airport Williamsville,
Williamsville
Thompson House, Windham
Wylder Windham, Windham
Hampton by Hilton Yonkers, Yonkers

NORTH CAROLINA

Hampton Inn, Asheboro
1899 Wright Inn & Carriage House,
Asheville
La Quinta Inn & Suites Boone, Boone
Proposed Home2 Suites Boone, Boone

Homewood Suites by Hilton Raleigh
Cary, Cary
La Quinta Inn & Suites Raleigh Cary,
Cary
Proposed Aloft Hotel Charlotte,
Charlotte
Proposed Comfort Inn & Suites
Charlotte, Charlotte
Proposed Moxy Raleigh, Raleigh
Residence Inn by Marriott Charlotte
Northlake, Charlotte
Candlewood Suites Durham Research
Triangle Park, Durham
Aloft Chapel Hill, Chapel Hill
La Quinta Inn & Suites Durham Chapel
Hill, Durham
La Quinta Inn & Suites Durham
Research Triangle Park, Durham
Proposed SpringHill Suites, Durham
Proposed Tru by Hilton, Fayetteville
La Quinta Inn & Suites, Greensboro
Outer Banks Inn, Kill Devil Hills
Hilton Garden Inn Raleigh Durham
Airport, Morrisville
La Quinta Inn & Suites Raleigh Durham
Airport, Morrisville
La Quinta Inn & Suites Raleigh
Crabtree, Raleigh
Proposed Dual-Brand Home2
Suites/Tru Raleigh, Raleigh
Proposed Origin Hotel, Raleigh
Holiday Inn Express & Suites
Smithfield Selma I-95, Smithfield
Fairfield by Marriott Raleigh Wake
Forest, Wake Forest
La Quinta Inn & Suites, Winston Salem

OHIO

Candlewood Suites Columbus
Northeast, Columbus
Extended Stay America Columbus
Polaris, Columbus
Extended StayAmerica Columbus
Easton, Columbus
Extended StayAmerica Columbus
Worthington, Columbus

Proposed Candlewood Suites,
Columbus
Extended StayAmerica Columbus
Tuttle, Dublin
Extended StayAmerica Columbus
Dublin, Dublin
Marriott Columbus Northwest, Dublin
Extended Stay America Suites Findlay
Tiffin Avenue, Findlay
Fairfield by Marriott Findlay, Findlay
Hampton Inn Findlay, Findlay
SpringHill Suites by Marriott
Columbus Airport Gahanna,
Gahanna
TownePlace Suites By Marriott
Columbus Airport Gahanna,
Gahanna
Homewood Suites by Hilton Columbus
Hilliard, Hilliard
Extended StayAmerica Toledo Holland,
Holland
Fairfield by Marriott Lima, Lima
Extended Stay America Maumee,
Maumee
Proposed Full-Service Hotel Obetz,
Obetz
Hampton by Hilton North Olmsted
Cleveland Airport, North Olmsted
Fairfield by Marriott Springfield,
Springfield
Proposed Hotel Warren, Warren
Hampton by Hilton Zanesville,
Zanesville

PENNSYLVANIA

Hilton Garden Inn Pittsburgh
Southpointe, Canonsburg
Hilton Garden Inn
Pittsburgh/Cranberry, Cranberry
Township
Home2 Suites by Hilton Pittsburgh
Cranberry, Cranberry Township
Fairfield by Marriott DuBois, DuBois
Courtyard by Marriott Erie Bayfront,
Erie
Fairfield by Marriott Erie Millcreek
Mall, Erie

Homewood Suites by Hilton Erie, Erie
 Proposed Hotel Erie, Erie
 Proposed Select-Service Hotel, Erie
 Sheraton Erie Bayfront Hotel, Erie
 Nemacolin Woodlands Resort,
 Farmington
 Courtyard by Marriott Pittsburgh
 Greensburg, Greensburg
 Holiday Inn Express & Suites
 Johnstown, Johnstown
 Lodge at Lake Harmony, Lake
 Harmony
 Willowbrook at Lake Harmony, Lake
 Harmony
 Hampton by Hilton Grove City, Mercer
 Hilton Garden Inn Pittsburgh Area
 Beaver Valley, Monaca
 Extended StayAmerica Pittsburgh
 Monroeville, Monroeville
 Hampton by Hilton Pittsburgh
 Monroeville, Monroeville
 Fairfield by Marriott Pittsburgh New
 Stanton, New Stanton
 Club Quarters Philadelphia,
 Philadelphia
 Ace Hotel Pittsburgh, Pittsburgh
 Courtyard by Marriott Pittsburgh
 Airport Settlers Ridge, Pittsburgh
 Crowne Plaza Pittsburgh South,
 Pittsburgh
 DoubleTree by Hilton Pittsburgh
 Green Tree, Pittsburgh
 Drury Plaza Hotel Pittsburgh
 Downtown, Pittsburgh
 Extended Stay America Pittsburgh
 Airport, Pittsburgh
 Fairfield by Marriott Pittsburgh
 Airport Robinson Township,
 Pittsburgh
 Fairfield by Marriott Pittsburgh
 Neville Island, Pittsburgh
 Home2 Suites by Hilton Oxford,
 Pittsburgh
 Hyatt House Pittsburgh Bloomfield
 Shadyside, Pittsburgh
 Maverick by Kasa, Pittsburgh

Oaklander Hotel Autograph Collection
 Hotels, Pittsburgh
 Sheraton Pittsburgh Hotel At Station
 Square, Pittsburgh
 TRYP by Wyndham Pittsburgh
 Lawrenceville, Pittsburgh
 Courtyard by Marriott Washington
 Meadowlands, Washington
 Hyatt Place Pittsburgh South Meadows
 Racetrack & Casino, Washington
 Proposed WoodSpring Suites,
 Washington
 Extended Stay America Suites
 Pittsburgh West Mifflin, West Mifflin
 Extended Stay America Wilkes Barre
 Highway 315, Wilkes Barre
 Residence Inn by Marriott
 Williamsport, Williamsport

RHODE ISLAND

Hampton by Hilton South Kingstown
 Newport, South Kingstown
 Best Western Providence Warwick
 Airport Inn, Warwick

SOUTH CAROLINA

InTown Suites, Anderson
 Hampton by Hilton Hilton Head, Hilton
 Head Island
 Park Lane Hotel & Suites, Hilton Head
 Island
 Comfort Inn & Suites, Orangeburg

TENNESSEE

La Quinta Inn Chattanooga Hamilton
 Place, Chattanooga
 La Quinta Inn & Suites Kingsport
 TriCities Airport, Kingsport

TEXAS

Extended Stay America Select Suites
 Austin Northwest Lakeline Mall,
 Austin

VIRGINIA

Embassy Suites Crystal City, Arlington

Lodge at Mount Ida Farm & Vineyard,
 Charlottesville
 Proposed AC by Marriott Summit
 Pointe, Chesapeake
 Sheraton Reston Hotel, Reston

WEST VIRGINIA

Morgantown Marriott at Waterfront
 Place, Morgantown

WISCONSIN

Proposed Homewood Suites by Hilton
 Madison, Madison