

Grove House DTBK
Projected Opening - May 1, 2023

Year	Pre-Stabilization				Pre-Stabilization				Stabilized				Stabilized				Stabilized			
	FY2023	Year 1 %	POR	PAR	FY2024	Year 2 %	POR	PAR	FY2025	Year 3 %	POR	PAR	FY2026	Year 4 %	POR	PAR	FY2027	Year 5 %	POR	PAR
Hotel Keys	104				104				104				104				104			
Total Rooms Available (Seasonal)	25,376				38,064				37,960				38,064				37,960			
Total Rooms Sold	16,494				28,548				31,317				32,354				32,266			
Hotel Occupancy	65.0%				75.0%				82.5%				85.0%				85.0%			
Hotel ADR	\$208.00				\$240.00				\$260.00				\$280.00				\$291.20			
Hotel RevPAR	\$135.20				\$180.00				\$214.50				\$238.00				\$247.52			
Revenues																				
Hotel Rooms	\$3,430,835	55.7%	\$208.0	\$135.2	\$6,851,520	55.8%	\$240.0	\$180.0	\$8,142,420	57.1%	\$260.0	\$214.5	\$9,059,232	58.2%	\$280.0	\$238.0	\$9,395,859	58.4%	\$291.2	\$247.5
Food & Beverage ¹	\$2,563,600	41.6%	\$110.7	\$101.0	\$5,127,200	41.8%	\$179.6	\$134.7	\$5,793,246	40.6%	\$185.0	\$152.6	\$6,164,706	39.6%	\$190.5	\$162.0	\$6,332,298	39.4%	\$196.3	\$166.8
Other ²	\$164,944	2.7%	\$10.0	\$6.5	\$291,190	2.4%	\$10.2	\$7.7	\$325,697	2.3%	\$10.4	\$8.6	\$342,957	2.2%	\$10.6	\$9.0	\$348,473	2.2%	\$10.8	\$9.2
Total Revenue	\$6,159,379	100.0%	\$328.7	\$242.7	\$12,269,910	100.0%	\$429.8	\$322.3	\$14,261,362	100.0%	\$455.4	\$375.7	\$15,566,895	100.0%	\$481.1	\$409.0	\$16,076,630	100.0%	\$498.3	\$423.5
Departmental Expenses																				
Hotel Rooms	\$1,305,433	38.1%	\$79.1	\$51.4	\$1,053,079	15.4%	\$36.9	\$27.7	\$1,221,363	15.0%	\$39.0	\$32.2	\$1,358,885	15.0%	\$42.0	\$35.7	\$1,409,379	15.0%	\$43.7	\$37.1
Food & Beverage	\$2,133,821	83.2%	\$129.4	\$84.1	\$3,664,923	71.5%	\$128.4	\$96.3	\$4,141,012	71.5%	\$132.2	\$109.1	\$4,406,532	71.5%	\$136.2	\$115.8	\$4,526,327	71.5%	\$140.3	\$119.2
Other	\$49,483	30.0%	\$3.0	\$2.0	\$87,357	30.0%	\$3.1	\$2.3	\$92,824	28.5%	\$3.0	\$2.4	\$97,743	28.5%	\$3.0	\$2.6	\$99,315	28.5%	\$3.1	\$2.6
Total Departmental Expenses	\$3,488,737	56.6%	\$211.5	\$137.5	\$4,805,358	39.2%	\$168.3	\$126.2	\$5,455,199	38.3%	\$174.2	\$143.7	\$5,863,159	37.7%	\$181.2	\$154.0	\$6,035,021	37.5%	\$187.0	\$159.0
Departmental Profit																				
Hotel Rooms	\$2,125,402	62.0%	\$128.9	\$83.8	\$5,798,441	84.6%	\$203.1	\$152.3	\$6,921,057	85.0%	\$221.0	\$182.3	\$7,700,347	85.0%	\$238.0	\$202.3	\$7,986,480	85.0%	\$247.5	\$210.4
Food & Beverage	\$429,779	16.8%	\$26.1	\$16.9	\$1,462,277	28.5%	\$51.2	\$38.4	\$1,652,234	28.5%	\$52.8	\$43.5	\$1,758,174	28.5%	\$54.3	\$46.2	\$1,805,972	28.5%	\$56.0	\$47.6
Other	\$115,461	70.0%	\$7.0	\$4.6	\$203,833	70.0%	\$7.1	\$4.4	\$232,873	71.5%	\$7.4	\$6.1	\$245,214	71.5%	\$7.6	\$6.4	\$249,158	71.5%	\$7.7	\$6.6
Total Departmental Profit	\$2,670,642	43.4%	\$161.9	\$105.2	\$7,464,552	60.8%	\$261.5	\$196.1	\$8,806,164	61.7%	\$281.2	\$232.0	\$9,703,735	62.3%	\$299.9	\$254.9	\$10,041,610	62.5%	\$311.2	\$264.5
Overhead Expenses																				
General & Administrative	\$413,515	11.5%	\$25.1	\$16.3	\$455,705	6.4%	\$16.0	\$12.0	\$540,266	6.4%	\$17.3	\$14.2	\$599,860	6.4%	\$18.5	\$15.8	\$621,688	6.4%	\$19.3	\$16.4
Credit Card Commissions	\$79,107	2.2%	\$4.8	\$3.1	\$157,140	2.2%	\$5.5	\$4.1	\$186,299	2.2%	\$5.9	\$4.9	\$206,848	2.2%	\$6.4	\$5.4	\$214,375	2.2%	\$6.6	\$5.6
Information & Technology	\$66,941	1.9%	\$4.1	\$2.6	\$117,409	1.6%	\$4.1	\$3.1	\$125,451	1.5%	\$4.0	\$3.3	\$139,289	1.5%	\$4.3	\$3.7	\$144,357	1.5%	\$4.5	\$3.8
Sales & Marketing	\$269,683	7.5%	\$16.4	\$10.6	\$555,703	7.5%	\$18.8	\$14.1	\$584,300	6.9%	\$18.7	\$15.4	\$611,142	6.5%	\$18.9	\$16.1	\$626,561	6.4%	\$19.4	\$16.5
World of Hyatt Fee	\$61,755	4.5%	\$3.7	\$2.4	\$123,327	4.5%	\$4.3	\$3.2	\$146,564	4.5%	\$4.7	\$3.9	\$163,066	4.5%	\$5.0	\$4.3	\$169,125	4.5%	\$5.2	\$4.5
Repairs & Maintenance	\$71,916	2.0%	\$4.4	\$2.8	\$214,281	3.0%	\$7.5	\$5.6	\$254,044	3.0%	\$8.1	\$6.7	\$282,066	3.0%	\$8.7	\$7.4	\$292,330	3.0%	\$9.1	\$7.7
Heat, Light, & Power	\$143,831	4.0%	\$8.7	\$5.7	\$285,708	4.0%	\$10.0	\$7.5	\$296,384	3.5%	\$9.5	\$7.8	\$329,077	3.5%	\$10.2	\$8.6	\$341,052	3.5%	\$10.6	\$9.0
Total Overhead Expenses	\$1,106,748	18.0%	\$67.1	\$43.6	\$1,889,273	15.4%	\$66.2	\$49.6	\$2,133,307	15.0%	\$68.1	\$56.2	\$2,331,347	15.0%	\$72.1	\$61.2	\$2,409,489	15.0%	\$74.7	\$63.5
Gross Operating Profit / Loss	\$1,563,894.19	25.4%	\$94.8	\$61.6	\$5,575,278.09	45.4%	\$195.3	\$146.5	\$6,672,857.38	46.8%	\$213.1	\$175.8	\$7,372,388.19	47.4%	\$227.9	\$193.7	\$7,632,121.25	47.5%	\$236.5	\$201.1
Fixed Charges																				
Property Taxes	\$69,841	2.0%	\$4.2	\$2.8	\$71,936	1.0%	\$2.5	\$1.9	\$74,094	0.9%	\$2.4	\$2.0	\$76,317	0.8%	\$2.4	\$2.0	\$78,606	0.8%	\$2.4	\$2.1
Property Insurance ³	\$98,000	3.8%	\$5.9	\$3.9	\$122,699	1.0%	\$4.3	\$3.2	\$142,614	1.0%	\$4.6	\$3.8	\$155,669	1.0%	\$4.8	\$4.1	\$160,766	1.0%	\$5.0	\$4.2
Centralized Services	\$27,353	0.8%	\$1.7	\$1.1	\$38,400	0.5%	\$1.3	\$1.0	\$38,400	0.5%	\$1.2	\$1.0	\$38,400	0.4%	\$1.2	\$1.0	\$38,400	0.4%	\$1.2	\$1.0
Franchise Fees	\$102,925	3.0%	\$6.2	\$4.1	\$274,061	4.0%	\$9.6	\$7.2	\$407,121	5.0%	\$13.0	\$10.7	\$452,962	5.0%	\$14.0	\$11.9	\$469,793	5.0%	\$14.6	\$12.4
Management Fees	\$98,884	2.8%	\$6.0	\$3.9	\$196,425	2.8%	\$6.9	\$5.2	\$232,873	2.8%	\$7.4	\$6.1	\$258,560	2.8%	\$8.0	\$6.8	\$267,969	2.8%	\$8.3	\$7.1
Total Fixed Charges	\$397,003	6.4%	\$24.1	\$15.6	\$703,520	5.7%	\$24.6	\$18.5	\$895,102	6.3%	\$28.6	\$23.6	\$981,907	6.3%	\$30.3	\$25.8	\$1,015,535	6.3%	\$31.5	\$26.8
NOI (EBITDA)	\$1,166,891	18.9%	\$70.7	\$46.0	\$4,871,758	39.7%	\$170.7	\$128.0	\$5,777,756	40.5%	\$184.5	\$152.2	\$6,390,481	41.1%	\$197.5	\$167.9	\$6,616,587	41.2%	\$205.1	\$174.3
FF&E Replacement Reserve	\$0	0.0%	\$0.0	\$0.0	\$245,398	2.0%	\$8.6	\$6.4	\$427,841	3.0%	\$13.7	\$11.3	\$622,676	4.0%	\$19.2	\$16.4	\$643,065	4.0%	\$19.9	\$16.9
NOI After Reserve	\$1,166,891	18.9%	\$70.7	\$46.0	\$4,626,360	37.7%	\$162.1	\$121.5	\$5,349,915	37.5%	\$170.8	\$140.9	\$5,767,805	37.1%	\$178.3	\$151.5	\$5,973,521	37.2%	\$185.1	\$157.4
Non-Operating Expenses																				
Mortgage Expense ⁴	\$1,981,667				\$2,461,923				\$2,461,923				\$2,461,923				\$2,461,923			
Total Fixed Charges	\$1,981,667	32.2%			\$2,461,923	20.1%			\$2,461,923	17.3%			\$2,461,923	15.8%			\$2,461,923	15.3%		
Net Profit	-\$814,776	-13.2%			\$2,164,437	17.6%			\$2,887,992	20.3%			\$3,305,882	21.2%			\$3,511,599	21.8%		

1 Food & Beverage includes Food Cart, Coffee Shop, Rooftop Pool, Rooftop Bar, Mini Bar & Room Service.

2 Other Operated includes cancellation, attrition, guest laundry, guest communications and other miscellaneous.

3 Insurance based upon comps.

4 Extension of existing loan through 2023. Refinance in 2024 of \$44.3MM @ 3.75%