

**APPRAISAL OF REAL PROPERTY
FOR
PROPOSED HYATT REGENCY HOTEL & CONFERENCE
CENTER**

1001 International Boulevard
Hapeville, Fulton County, Georgia 303345

AS OF:
May 2, 2012

PREPARED FOR
Slocum Investments, LLC
11200 Atlantis Pl
Alpharetta, GA 30022

PREPARED BY
FLETCHER & COMPANY
REAL ESTATE VALUATION SERVICES, INC.
P.O. BOX 884
GRIFFIN, GA 30224
(770) 227-4008

CORPORATE OFFICE
122 W. Solomon Street
Griffin, Georgia 30224

MAILING ADDRESS:
P.O. Box 884
Griffin, Georgia 30224



PHONE
Local: (770) 227-4008
Toll Free: (866) 408-2812

FAX
Local: (770) 227-7329

REAL ESTATE APPRAISAL SERVICE • Since 1871

May 21, 2012

Slocum Investments, LLC
11200 Atlantis Pl
Alpharetta, GA 30022

RE: Self-Contained Appraisal Report
Hotel/Motel
1001 International Boulevard
Hapeville, Fulton County, Georgia 303345

Dear Mr. Quinn,

In accordance with your request we have personally inspected the above captioned property for the purpose of estimating the "As Is" Market Value of the fee simple interest. The effective date of this appraisal is May 2, 2012.

The appraisal was prepared to assist the client with asset valuation. The appraisal report was prepared in conformance with the Uniform Standards of Professional Appraisal Practice (USPAP) and meets the requirements of 12 CFR (Code of Federal Regulations) Part 323, concerning appraisal standards for federally related transactions per the Federal Deposit Insurance Company (FDIC) and Title XI of the Federal Financial Institutions Reform, Recovery, and Enforcement Act ("FIRREA") of 1989 with respect to real estate-related financial transactions.

Submitted herewith is our report containing pertinent facts and data gathered in our investigation. The method of appraising is detailed in the attached narrative report. As of May 2, 2012 it is our opinion that the "As Is" Market Value of the fee simple interest in the subject real property is:

TWENTY EIGHT MILLION THREE HUNDRED NINETY FIVE THOUSAND DOLLARS
(\$28,395,000)

Fletcher & Company
Real Estate Valuation Services, Inc.

We have also provided two prospective opinions of value. We have estimated the prospective value upon completion and the prospective value upon completion and stabilization. Our prospective values and the corresponding dates of value are:

Allocation of Value Between FF&E and Real Estate	
Projected Value Upon Completion	\$ 73,557,176
Less FF&E	<u>\$ 7,160,400</u>
Value of Real Estate Upon Completion	\$ 66,396,776
Projected Value Upon Stabilization	\$ 98,945,000
Less FF&E	<u>\$ 7,160,400</u>
Value of Real Estate Upon Stabilization	\$ 91,784,600

The undersigned appraisers state that our employment was not conditioned upon his producing a specific value or a value within a given range. We have completed all aspects of this valuation, including reconciling our opinion of value, free of influence from the client, the client's representatives, borrower or any other party to the transaction. Further employment or the payment of the fee is not dependent upon producing specified values.

It has been a pleasure to serve you in this matter.

Respectfully submitted,



FLETCHER & COMPANY
Talani Casariego
State of Georgia
Certified General Real Property Appraiser
#215510



FLETCHER & COMPANY
Ken Fletcher
State of Georgia
Certified General Real Property Appraiser
#596

TABLE OF CONTENTS

SUMMARY OF SALIENT FACTS AND CONCLUSIONS.....	6
INTRODUCTION	8
BASIC ASSUMPTIONS AND LIMITING CONDITIONS	9
CERTIFICATION	12
APPRAISER COMPETENCY	13
DEFINITIONS	14
ASSIGNMENT DESCRIPTION.....	22
PROPERTY IDENTIFICATION.....	23
Appraisal Objective and Property Rights.....	25
Intended Use and Intended Users	25
Type of Appraisal Assignment.....	25
Effective Date of the Appraisal / Report Date.....	25
Statement of Ownership and Sales History.....	26
THE SCOPE OF WORK.....	27
IDENTIFICATION OF PROPERTY	29
PROPERTY DATA	30
Description of Site	30
Description of Improvements.....	35
Sample Floor Plan.....	47
AREA & NEIGHBORHOOD OVERVIEW.....	48
Introduction:.....	48
Population:	52
Employment.....	54
Top Employers	56
Transportation.....	57
Education:.....	58
National Hotel Market.....	62
LOCATION MAPS OF THE SUBJECT.....	66
Site Map.....	67
County Map.....	68
Aerial Photographs.....	69
HIGHEST AND BEST USE.....	70
Land as if Vacant.....	70
Highest and Best Use as Currently Improved.....	72

VALUATION	73
THE VALUATION PROCESS	74
LAND VALUE	76
SALES COMPARISON APPROACH-UPON COMPLETION, AS IF STABILIZED.....	86
Explanation of Ratings	92
INCOME APPROACH-UPON COMPLETION, AS IF STABILIZED	96
Rent Survey.....	97
Average Daily Rate Comparable Map	99
Effective Gross Income	100
Expenses Analysis.....	101
Prospective Value Upon Completion and Stabilization-Overall Capitalization Method ..	107
Prospective Value Upon Stabilization Via Discounted Cash Flow Analysis	108
Rent Loss.....	111
RECONCILIATION OF VALUE UPON COMPLETION AND AS IF STABILIZED.....	115
Allocation of Value between FF&E and Real Estate:	117
ADDENDA.....	118
EXHIBIT "A": LETTER OF ENGAGEMENT	119
EXHIBIT "B": TAX DATA	122
EXHIBIT "C": SUBJECT SURVEYS	135
EXHIBIT "D" FLOOD MAP	139
EXHIBIT "E": ZONING DATA	141
EXHIBIT "F": CONSTRUCTION BUDGET.....	179
EXHIBIT "G": ENVIRONMENTAL REPORT SUMMARY.....	181
EXHIBIT "H": STR REPORT	202
APPRAISER QUALIFICATIONS, LICENSE & RESUME.....	219

Summary of Salient Facts and Conclusions

Property Identification

Property Address: 1001 International Boulevard
Hapeville, Fulton County, Georgia 303345

Parcel ID: 14 0127-LL1123

Owner: Delta Airlines, Inc.

Property Description

Property Type: Hotel/Motel

Site Size: 16.2277 Acres or 706,878 Square Feet

Building Size: The gross building area is 298,035 sf. The rentable building area is 298,035 sf.

Year Built: The subject is not complete as of the date of value.

Zoning: UV, Urban Village and C-2 General Commercial, by the City of Hapeville

Appraisal Information

Intended User of Appraisal: Slocum Investments, LLC

Intended Use of Appraisal: Asset Valuation

Interest Appraised: Fee Simple Interest

Report Format: Self-Contained

Summary of Salient Facts and Conclusions-Continued

Effective Date of Appraisal: May 2, 2012

Date of Report May 21, 2012

Summary of Value Conclusions:

Income Approach:	
Projected Value Upon Stabilization	\$ 94,583,221
Projected Land Value	<u>\$4,363,000</u>
Total Projected Value Upon Stabilization	\$ 98,946,221
Rounded to:	\$ 98,945,000
Date of Value:	12/2/2018
Projected Value Upon Stabilization	\$ 94,583,221
Less Rent up Adjustment	<u>\$ 24,789,664</u>
	\$ 69,793,556
Plus Projected Land Value	<u>\$ 3,763,620</u>
Projected Value Upon Completion	\$ 73,557,176
Rounded to:	\$ 73,560,000
Date of Value:	12/2/2013
Projected Value Upon Completion (Imp Por)	\$ 69,793,556
Less Construction Cost	-\$45,000,000
Plus Excess Land Value	<u>\$3,600,000</u>
As is, Current Value	\$ 28,393,556
Rounded to:	\$ 28,395,000
Date of Value:	5/2/2012

Introduction

Basic Assumptions and Limiting Conditions

All analysis and conclusions in this appraisal are based on the following Assumptions and Limiting Conditions, Definitions and Concepts, and Identifications of the Subject Property. Recognizing the premises is vital to this appraisal assignment and to the analysis and conclusions that grow out of these premises.

The appraisal is made subject to the following conditions and assumptions:

- Any legal description or plats reported herein are assumed to be accurate. Any sketches, plats or drawings included in this report are included to assist the reader in visualizing the property. I have made no survey of the property and assume no responsibility in connection with such matters.
- No responsibility is assumed for matters legal in nature. Title is assumed to be good and marketable and in fee simple unless discussed otherwise in this report. The property is appraised as free and clear of existing liens, assessments and encumbrances, except as noted in the attached report.
- The appraiser does not assume responsibility for sub-surface soil conditions. No geological reports have been furnished to the appraiser.
- Unless otherwise noted, it is assumed that there are no encroachments, zoning or restriction violations affecting the subject property.
- The property is assumed to be under competent and aggressive management.
- Information, estimates, and opinions used in this appraisal are obtained from sources considered reliable; however, no liability for them can be assumed by the appraiser.
- The value estimates reported herein apply to the entire property and any proration or division of the total into fractional interests will invalidate the value estimate, unless such proration or division of interests is set forth in the report.
- This report may not be used for any purpose other than as stated in the report, by any other than the client without previous consent of the appraiser and his client and then only with proper qualifications.
- The appraiser assumes the reader or user of this report has been provided with copies of all leases and amendments, if any, encumbering this property.

Basic Assumptions and Limiting Conditions-Continued

- Neither all nor any part of the contents of this report shall be conveyed to the public through advertising, public relations, news sales or other media, without the prior written consent and approval of the author. This pertains particularly to valuation conclusions, the identity of the appraiser or firm with which he is associated.
- The final value estimate has been concluded on the basis that the property is environmentally compliant. Furthermore, the acreage was based on information provided by public records. If the actual acreage or developable unit is different than the amounts used in this report, the appraiser reserves the right to modify this report.
- The final value estimate has been concluded on the basis that the subject is not subject to flooding. For an official determination a certified survey is recommended.
- Should a subsequent event arise which reveals information which would affect the estimated value as of the date of the appraisal, the Professional reserves the right to revise the report at no additional fee. This does not apply to conditions and circumstances that were beyond the control of the appraiser as of the effective date of the appraisal.
- The American Disabilities Act of 1990 (ADA) went into effect in January 1992. The appraiser is not an expert with regard to the ADA requirements and has not made a specific compliance survey of the property under review. Neither the client nor the property owner has provided information indicating any impending improvements designed to meet the ADA requirement. In addition, the appraiser has not determined whether or not the subject property is in compliance and conformity with the various detailed requirements of the ADA. Therefore, this analysis does not consider possible non-compliance (if any) with the requirements of ADA in estimating the value of the property.

Basic Assumptions and Limiting Conditions-Continued

- The financial profitability of the property has not been performed. This appraisal report assumed that the business operation of the property is profitable and is able to support the subject improvements.
- Information regarding the subject property was furnished by the following individual(s):

Name/Phone	Relation	Information Supplied
Paul Hanna-404-995-2427	Jones Lang LaSalle Brokerage, Inc. Listing agent	Property History, Listing History
John Crow-404-261-0969	Crow Hospitality Investment Group, LLC	Projected income information
Paul Quinn, 508-451-5200	Client/Borrower	Contract for purchase details, construction budget, description of the proposed conversion, and other details as noted throughout report
Bill Johnston, 404-684-6588	City Planner, Hapeville	Planning and Zoning information
Carolyn Myer-404-669-2102	City of Hapeville	City Tax Bills
Fulton County on line records	County	Tax maps and tax assessment

Data furnished by the above source(s) is deemed reliable. Any inaccuracies in this information will void our market value opinion.

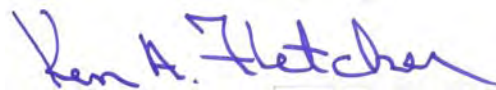
Certification

We certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- Talani M. Casariego personally inspected the subject property. Ken Fletcher did not physically inspect the interior of the property.
- The reported analyses, opinions, and conclusions in this review report are limited only by the assumptions and limiting conditions stated in this review report, and are my personal, unbiased professional analyses, opinions, and conclusions.
- We have no present or prospective interest in the property that is the subject of this report, and we have no personal interest or bias with respect to the parties involved. We have no bias with respect to the property that is the subject of this report.
- Our engagement in this assignment or in any future assignment is not contingent upon developing or reporting predetermined results.
- Our compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event.
- Our analyses, opinions, and conclusions were developed, and this review report was prepared in conformity with the Georgia Real Estate Appraiser Classification and Regulation Act and the rules and regulations of the Georgia Real Estate Appraisers Board.
- Our analyses, opinions, and conclusions were developed and this report has been prepared in conformity with the Uniform Standards of Professional Appraisal Practice.
- No one provided significant real property appraisal assistance to the persons signing this certification.
- The reported analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics & Standards of Professional Appraisal Practice of the Appraisal Institute, which include the Uniform Standards of Professional Appraisal Practice.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- The appraisers **have not** performed an appraisal or any other appraisal services pertaining to the subject within the last three years.



FLETCHER & COMPANY
Talani Casariego
State of Georgia
Certified General Real Property Appraiser
#215510



FLETCHER & COMPANY
Ken Fletcher
State of Georgia
Certified General Real Property Appraiser
#596

Fletcher & Company
Real Estate Valuation Services, Inc.

Appraiser Competency

Talani Casariego and Ken Fletcher are experienced in the valuation of hotels as well as general purpose and special purpose commercial properties, vacant land tracts, multi-tenant retail, office, industrial, land acquisition and development, multi-family, condemnation, recreational and agricultural properties. For additional information on the competency of the appraiser, please review the Qualifications of Appraiser in this report.

The appraisers have extensive experience in appraising various hotel properties. The appraisers are also considered to be competent in the area in which the subject property is located.

Definitions

Market Value

According to The Dictionary of Real Estate Appraisal, 5th ed. (Chicago: Chicago Appraisal Institute, 2010), Market value can be defined in the following ways:
The major focus of most real property appraisal assignments. Both economic and legal definitions of market value have been developed and refined*

1. The most widely accepted components of market value are incorporated in the following definition: The most probable price that the specified property interest should sell for in a competitive market after a reasonable exposure time, as of a specified date, in cash, or in terms equivalent to cash, under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeably, for self-interest, and assuming that neither is under duress.

2. Market value is described in the Uniform Standards of Professional Appraisal Practice (USPAP) as follows: A type of value, stated as an opinion, that presumes the transfer of a property (i.e., a right of ownership or a bundle of such rights), as of a certain date, under specific conditions set forth in the definition of the term identified by the appraiser as applicable in an appraisal. (USPAP, 2010-2011 ed.) USPAP also requires that certain items be included in every appraisal report. Among these items, the following are directly related to the definition of market value:

- Identification of the specific property rights to be appraised.
- Statement of the effective date of the value opinion.
- Specification as to whether cash, terms equivalent to cash, or other precisely described financing terms are assumed as the basis of the appraisal.
- If the appraisal is conditioned upon financing or other terms, specification as to whether the financing or terms are at, below, or above market interest rates and/or contain unusual conditions or incentives. The terms of above- or below-market interest rates and/or other special incentives must be clearly set forth; their contribution to, or negative influence on, value must be described and estimated; and the market data supporting the opinion of value must be described and explained.

3. The following definition of market value is used by agencies that regulate federally insured financial institutions in the United States: The most probable price that a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- Buyer and seller are typically motivated;
- Both parties are well informed or well advised, and acting in what they consider their best interests;
- A reasonable time is allowed for exposure in the open market; • Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. (12 C.F.R. Part 34.42(g); 55 *Federal Register* 34696, August 24, 1990, as amended at 57 *Federal Register* 12202, April 9, 1992; 59 *Federal Register* 29499, June 7, 1994)

This is the definition of market value used in this appraisal.

4. The International Valuation Standards Council defines *market value* for the purpose of international standards as follows: The estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently, and without compulsion. (*International Valuation Standards*, 8th ed., 2007)

5. Market value is the amount in cash, or on terms reasonably equivalent to cash, for which in all probability the property would have sold on the effective date of the appraisal, after a reasonable exposure time on the open competitive market, from a willing and reasonably knowledgeable seller to a willing and reasonably knowledgeable buyer, with neither acting under any compulsion to buy or sell, giving due consideration to all available economic uses of the property at the time of the appraisal. (*Uniform Standards for Federal Land Acquisitions*)

* For further discussion of this important term, see *The Appraisal of Real Estate*, 13th ed. (Chicago: Appraisal Institute, 2008), 22–25.

Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

Prospective Opinion of Value

A value opinion effective as of a specified future date. The term does not define a type of value. Instead, it identifies a value opinion as being effective at some specific future date. An opinion of value as of a prospective date is frequently sought in connection with projects that are proposed, under construction, or under conversion to a new use, or those that have not yet achieved sellout or a stabilized level of long-term occupancy.

Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

Present Value

The value of a future payment or series of future payments discounted to the current date or to time period zero.

Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

Fee Simple Estate

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat. See also Fee Simple (Estate) in the IVS Glossary in the Addenda.

Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

The subject property is being appraised as a fee simple interest.

Leased Fee Interest or Estate

A freehold (ownership interest) where the possessory interest has been granted to another party by creation of a contractual landlord-tenant relationship (i.e., a lease).

The subject is not encumbered by leases

Real Property

The interests, benefits, and rights inherent in the ownership of real estate. (USPAP, 2010-2011 ed.) *See also* **personal property; real estate**. *See also* **Real Property** in the IVS Glossary in the Addenda.

Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

Real Estate

Land and all things that are a natural part of the land, e.g., trees and minerals, as well as things that are attached to the land by people, e.g., buildings and site improvements. All permanent building attachments such as plumbing, heating and cooling systems; electrical wiring; and built-in items like elevators or lifts are also a part of real estate. Real estate includes all attachments, both below and above the ground.

Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

Improvements

Buildings, structures, or some modifications to land, of a permanent nature, involving expenditures of labor and capital, and intended to enhance the value or utility of the property. Improvements have differing patterns of use and economic lives.

Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

Personal Property

1. Identifiable tangible objects that are considered by the general public as being “personal”—for example, furnishings, artwork, antiques, gems and jewelry, collectibles, machinery and equipment; all tangible property that is not classified as real estate. (USPAP, 2010-2011 ed.)
2. Consists of every kind of property that is not real property; movable without damage to itself or the real estate; subdivided into tangible and intangible. Also called *personalty*. (IAAO)

2. Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

Intangible Property

Nonphysical assets, including but not limited to franchises, trademarks, patents, copyrights, goodwill, equities, securities, and contracts as distinguished from physical assets such as facilities and equipment. (USPAP, 2010-2011 ed.) *See also Intangible Property* in the **IVS Glossary** in the Addenda.

Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

Exposure Time

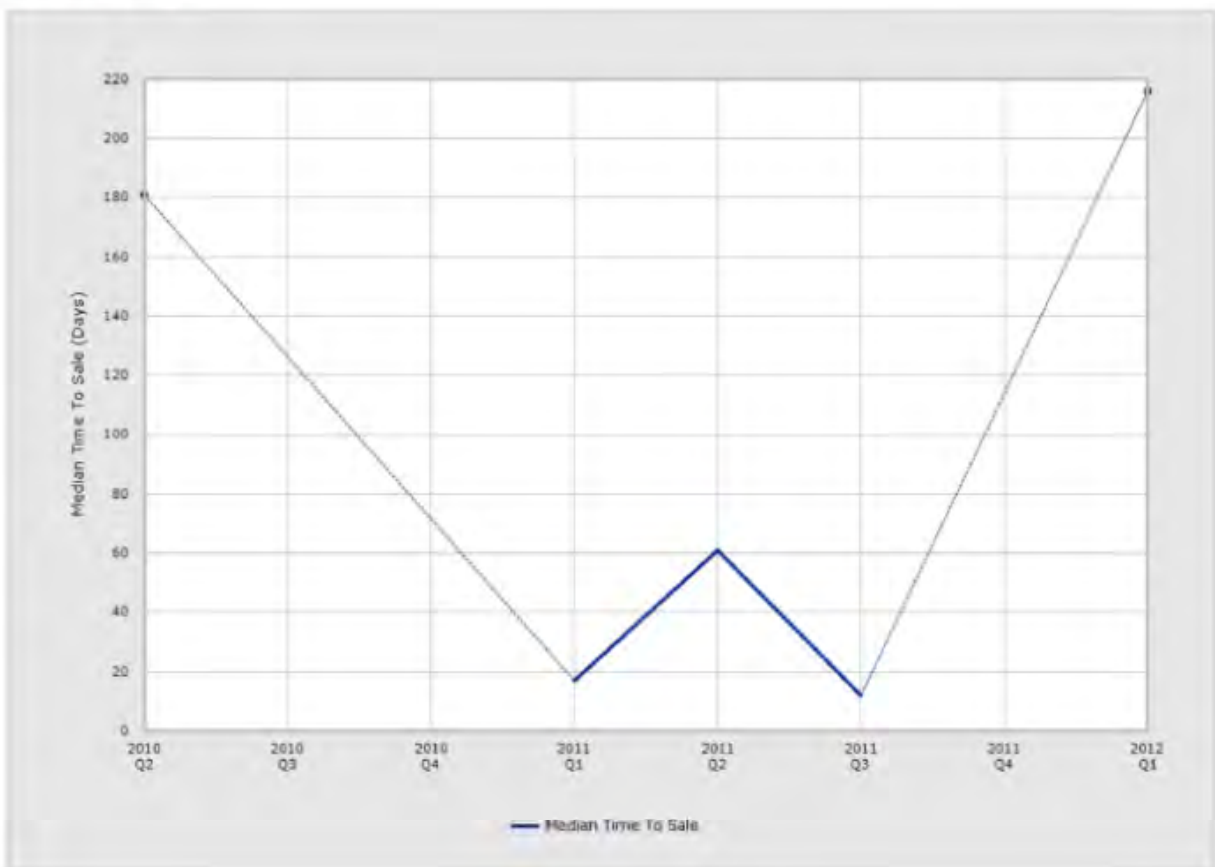
1. The time a property remains on the market.
2. The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective estimate based on an analysis of past events assuming a competitive and open market.

See also marketing time.

Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

According to our search of CoStar's database of hospitality property sales for the Atlanta Metro Area, the average time to sale has been less than one year for the last eight quarters. It should be noted that over the last 10 quarters, there were 37 sales recorded in the CoStar database, without size or age search parameters. We only restricted the search to sales of properties at \$500 per square foot or less. There are currently 26 hotels in the Atlanta metro area for sale with at least 40 rooms. Therefore the consummated sales represent only a portion of the product on the market.

Time to Sale



We also discussed the marketing time with Kyle Stevenson of Hunter Realty associates, Inc. and Paul Hanna of Jones Lang LaSalle. These gentlemen are active in

Fletcher & Company
Real Estate Valuation Services, Inc.

the market for Class A properties in the Atlanta Market. They stated that well priced properties should sell within a reasonable amount of time (less than one year). The due diligence time is not part of the exposure or marketing time however. As in the case of the subject property, the property has been given adequate exposure to the market and marketing time. However, the due diligence period has been kept short on the subject. The availability of capital is a major concern for any real estate transaction during the current economic conditions. We spoke with Daniel Peek of HFF who has 2443 Hwy 54 West for sale in Peachtree City. This property has been listed for over one year in CoStar. He stated that this property has received interest and will certainly sell in less than one year. However, his client is the receiver who has not foreclosed yet. What they have to sell at this point is the note and the buyer would then need to foreclose on the real estate. The property is set to foreclose in June. Mr. Peek expects this hotel and conference center to sell for somewhere in the mid-teens (Millions) once it has been foreclosed. The most likely buyer is private investor that will invest capital in upgrading the facility and rebranding. Regularly, Mr. Peek expects an appropriately priced hotel to sell in less than one year. We are of the opinion that our conclusion of value is well supported by market evidence and is a reasonable facsimile to the method of valuation and assumptions that would be made by prospective buyers. As such, we conclude that the exposure period (assumed to have occurred *prior* to the date of value) **was 6-12 months for the market value opinion.**

Marketing Time

An opinion of the amount of time it might take to sell a real or personal property interest at the concluded market value level during the period immediately after the effective date of an appraisal. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal. (Advisory Opinion 7 of the Appraisal Standards Board of The Appraisal Foundation and Statement on Appraisal Standards No. 6, “Reasonable Exposure Time in Real Property and Personal Property Market Value Opinions” address the determination of reasonable exposure and marketing time.) *See also exposure time.*

Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute, 2010).

We expect the market conditions over the next year to remain about the same as they have been for the last three to six months. Therefore, a marketing time of **6-12 months as of the date of value was adequate for the market value analysis.**

Extraordinary Assumption

The Dictionary of Real Estate Appraisal, 5th Edition provides the following definition for Extraordinary Assumption:

An assumption, directly related to a specific assignment, which, if found to be false, could alter the appraiser's opinions or conclusions. Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property such as market conditions or trends; or about the integrity of data used in an analysis. An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
 - The appraiser has a reasonable basis for the extraordinary assumption;
 - Use of the extraordinary assumption results in a credible analysis; and
 - The appraiser complies with the disclosure requirements set forth in USPAP for extraordinary assumptions.
- (USPAP, 2010-2011 ed.)

The conclusions and opinions presented in this appraisal assignment are subject to the following Extraordinary Assumptions:

1. The cost of conversion to a hotel was provided by the client. We assume the construction budget is reasonable. The appraisers are not qualified to determine whether the conversion budget is reasonable and make no claims as to its veracity. We reserve the right to amend our opinions of value if the conversion and construction budget are inaccurate.
2. We have incorporated a rent and absorption study conducted by John Crow of Crow Hospitality Investment Group, LLC into our appraisal. We have performed a spot check of the report and read it thoroughly. We are of the opinion that the data presented in the Crow Hospitality Investment Group, LLC report is reasonably accurate for appraisal purposes.
3. The subject is finished for office use. The 'as if complete' values are based on the assumption that the property has been converted to hotel and conference center branded as a Hyatt Regency or similar quality hotel. It should be noted that we have not been provided with architectural drawings. We assume the quality of finish is commensurate with other Hyatt Regency properties. We also assume that the quality of construction and workmanship is commensurate with a Hyatt Regency. If the quality of finish and or the quality of the work performed is not typical of a Hyatt Regency or comparable brand hotel, we will need to revise our opinions of value.
4. No site plan has been provided. We assume that the proposed conversion to a Hyatt Regency quality hotel can be achieved on approximately 9.05 acres with the remainder of the land reserved for future development. We estimate approximately 7.1775 acres of excess land which has a separate highest and best use and value.
5. Based on our review of the Hapeville zoning ordinance, it appears that a legally non-conforming building can be repurposed to another legal use and still remain a grandfathered structure. We assume this applies to both the structure and the

Fletcher & Company

Real Estate Valuation Services, Inc.

site work. This appraisal specifically assumes that the site will not have to be engineered for storm water management.

6. It is our understanding that a building this high is no longer permitted near the airport. We have not reviewed any FAA regulations. We specifically assume that it is legally permissible to repurpose the building from office to hotel without having to comply with any regulations that were passed after the construction of the building that apply to building height or setbacks from the Hartsfield-Jackson Atlanta International Airport property. If the FAA or any other regulatory body requires that the entire structure and site meet the current development controls for properties in this location, we will need to revisit our opinions of value.

Hypothetical Condition

The following definition of Hypothetical Condition was obtained from The Dictionary of Real Estate Appraisal, 4th Edition.

That which is contrary to what exists but is supposed for the purpose of analysis. Hypothetical conditions assume conditions contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. A hypothetical condition may be used in an assignment only if:

Use of the hypothetical condition is clearly required for legal purposes, for purposes of reasonable analysis, or for purposes of comparison;

Use of the hypothetical condition results in a credible analysis; and

The appraiser complies with the disclosure requirements set forth in USPAP for hypothetical conditions. (*USPAP, 2010-2011 ed.*)

The conclusions and opinions presented in this appraisal assignment are subject to the following Hypothetical Condition:

1. None

Assignment Description

Property Identification

The subject property consists of eight separately platted parcels of land at 1001 International Boulevard in Hapeville, Fulton County, Georgia 303345. The proposed use is a full service hotel; the current use is an office building. The total building size is 298,035 square feet, according to the construction budget provided by our client. The site is approximately 16.2277± acres or 706,878 square feet according to the surveys provided by our client. The subject parcels are non-contiguous. International Drive turns into Custer Street at Elkins Street. The building lies north of International Drive/Custer Street. The subject tax parcel numbers and lot sizes are listed on the following page. For tax purposes, TRACT 2 o the survey is two separate tax parcels. The size for these tax parcels has been allocated between the two. The sizes shown in the table correspond to the survey sizes which are similar but considered more accurate than the tax parcel sizes.



Tax ID	Parcel Name on Surveys	Size SF	Acres
14-0127-LL1115	Tract One	128,735	2.9553
14-0127-LL0745	Tract Two (por)	188,615	4.3300
14-0127-LL1008	Tract Two (por)	<u>76,867</u>	<u>1.7646</u>
Main Tract Subtotal		394,217	9.0500
14-0127-LL1057	Tracts Three & Four	179,017	4.1097
14-0127-LL1131	Parcel 9 Tract Two	91,649	2.1040
14-0127-LL1123	Parcel Nine Tract One	25,769	0.5916
14-0127-0003-040-2	3425 Elkins Street	8,117	0.1863
14-0127-0003-041-0	3429 Elkins Street	<u>8,109</u>	<u>0.1862</u>
Excess Land Subtotal		312,661	7.1777
Total Subject Acreage		706,878	16.2277

Appraisal Objective and Property Rights

The objective of this appraisal, as requested by the client, is to estimate the current market value of the fee simple interest in the real estate and to estimate two prospective values, the upon completion value and the upon completion and stabilization value.

Intended Use and Intended Users

Per Standard Rule 1-2 of USPAP, the intended use and users of the appraisal must be stated. Slocum Investments, LLC has requested the market value of fee simple interest in the subject property for asset valuation purposes. The intended user of the report is Slocum Investments, LLC. All information contained within this report is confidential between the client and the undersigned appraiser(s). Any information contained in this report cannot be released to a third party without written permission from the client only.

Type of Appraisal Assignment

Each written real property appraisal report, required by USPAP, must be prepared under one of the following three report options and prominently state which report option is used: Self-Contained Appraisal Report, Summary Appraisal Report, or Restricted Use Appraisal Report. According to USPAP, when the intended users include parties other than the client, either a Self-Contained Appraisal Report or a Summary Appraisal Report must be provided; and when the intended users do not include parties other than the client, a Restricted Use Appraisal Report may be provided. The essential difference between these three report types is in the level and content of information, and analysis provided in the reports with a Self-Contained Appraisal Report being the most detailed of the three appraisal report options. An Appraisal is defined by USPAP as (noun) “the act or process of developing an opinion of value; an opinion of value. (adjective) of or pertaining to appraising and related functions such as appraisal practice or appraisal services”. A report is defined by USPAP as “any communication written or oral, of an appraisal, review, or consulting service that is transmitted to the client upon completion of an assignment”. This appraisal report has been prepared in a self-contained format.

Effective Date of the Appraisal / Report Date

The final estimate of market value represents our opinion estimates as of May 2, 2012, the most recent date of the real estate inspection. The report date is May 21, 2012. The estimated time to completion is 1.5 years, so the prospective value upon completion date of value is December 2, 2013. The expected absorption period after completion is approximately five years, so the prospective value upon stabilization is December 2, 2018.

Statement of Ownership and Sales History

Standards Rule 1-5 of USPAP requires an analysis of all agreements of sale, options, or listings, and at least a three-year sales history of the subject property. The subject was purchased by Delta Airlines, Inc or their predecessor in 1968. The office building was reportedly built by Delta for use as their offices. The surrounding land was paved for parking and a pavilion was constructed on Tract Three in 2002. The deed wherein Delta acquired the property is not noted in the tax records and we were not able to find any reference to it in the index under the name Delta. A title certificate is recommended for this asset as with any other real estate transaction.

The property was listed for sale by Paul Hanna of Jones Land LaSalle, in 2009 when the real estate market shifted. At that time Delta was using the building but had decided to move out. An offer for \$20,000,000 was submitted to Mr. Hanna in 2009. Before the offer could be presented to the sellers, Delta announced a merger and took the property off the market. Now they have decided to dispose of it according to Mr. Hanna. He stated that Delta no longer wishes to own and maintain this asset and has instructed him to sell it with a limited due diligence period of 45 days. Due to the restricted due diligence period, very few buyers are able to purchase the property. It is now under contract for \$12,000,000. Although Delta is not under duress, the constraints they have placed on the contract terms are commensurate with a liquidation or auction of the property. For this reason, little consideration is given to the current contract for the property.

The subject building has never been allowed to go dark. Delta occasionally uses the building for meetings. The air conditioning and heat have been running since 2009 when Delta moved most of their employees out. The generators are still tested on a monthly basis and as needed repairs have been made. It is our understanding that there are no leases encumbering the property.

The Scope of Work

According to Advisory Opinion 28 of USPAP, an appraisal must “1) identify the problem to be solved; 2) determine and perform the scope of work necessary to develop credible assignment results; and 3) disclose the scope of work in the report.”

The primary purpose of the appraisal is to meet the requirements of Title XI of the Federal Financial Institutions Reform, Recovery, and Enforcement Act (“FIRREA”) of 1989 with respect to real estate-related financial transactions as we understand these requirements. Slocum Investments, LLC requested an appraisal to assist it with asset valuation purposes. This self-contained appraisal report covers the necessary collection and analysis of data, property inspections and the application of accepted approaches to value. This report sets forth the rationale, assumptions, conditions and significant facts upon which the final value is based. All of the generally accepted approaches to value have been considered within this report.

Typically, the Cost, Sales Comparison and Income Approaches are applicable and reliable valuation methods. In this case the Sales Comparison and the Income Approaches to value are applicable and necessary for a credible opinion of value.

The following is a brief discussion of the various inspections and analysis and data collection and analysis considered and utilized in arriving at a conclusion of value.

1. An inspection and analysis of area and neighborhood factors which would have an impact on the subject property.
2. An inspection and analysis of the physical features of the subject property and any factors which would have a positive or negative influence on value.
3. Property consideration of the present zoning and a discussion of highest and best use of the subject.
4. The collection, analysis, and verification of market data considered pertinent to arriving at the value estimates made by the Sales Comparison, Cost and Income Approach (when applicable).
5. The value indications for the three approaches are then reconciled into a final estimate of value.

Inspection:

A limited interior and exterior inspection of the subject property has been made, and photographs taken. The subject is finished for office use. We have relied on the client's construction estimates, viewings of other Class A hotels, and the floor plans provided by the borrower for the subject description as if complete. The most recent inspection date was May 2, 2012; this is our date of value for the as is valuation of the subject.

Data:

Land Sales-First we considered the older land sales in the 2009 appraisal of the subject and the land sales contained in our files for this area. We also researched CoStar for sales of land in the North Clayton/Airport submarket (Office) for sales since January 1, 2010.

Improved Sales, Upon Completion- We researched CoStar for sales of hotels in the North Clayton/Airport submarket (Office) for sales since January 1, 2010. The search revealed 10 leads. Two of these were discarded because they are bulk sales and seven were discarded because they were inferior B and C class properties. The Renaissance was the only sale in the airport market that was judged reasonable comparable in terms of physical criteria.

We researched CoStar for sales of hotels since 2010 that were over \$35,000 per key. Three were removed because they were bulk sales. One was removed because it was a ground lease and another was removed because it was an extended stay. Four sales were discarded without any further consideration because they were in exurban locations like Duluth and Lithia Springs. The remaining 14 sales were given at least some consideration in this appraisal. The sales that were judged most comparable and with the most information gathered during the research phase of this assignment were personally inspected photograph and profiled in this report.

The appraisal has been prepared in accordance with Uniform Standards of Professional Appraisal Practice requirements (USPAP).

We have met the requirements of 12 CFR (Code of Federal Regulations) Part 323, concerning appraisal standards for federally related transactions per the Federal Deposit Insurance Company (FDIC) and Title XI of the Federal Financial Institutions Reform, Recovery, and Enforcement Act ("FIRREA") of 1989 with respect to real estate-related financial transactions.

Identification of Property

Property Data

Description of Site

Location: 1001 International Boulevard
Hapeville, Fulton County, Georgia 303345

Land Area: According to the surveys provided by the client, the total area is 16.2277 acres or 706,878 square feet.

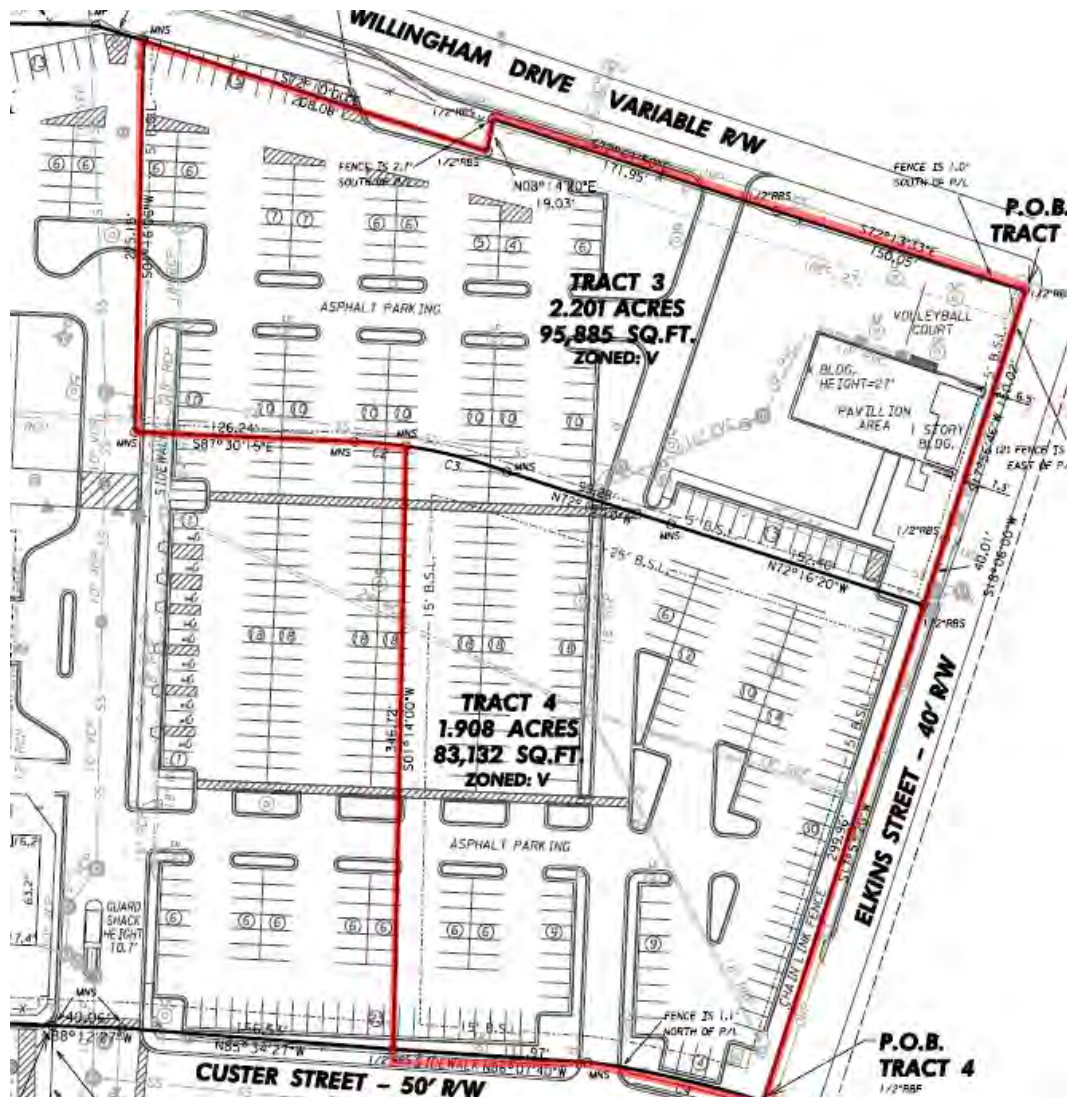
Shape: Three surveys of the subject have been provided. The main structure sits on a tract of land that is a 265,482 square foot tract (Tax Parcel 14-0127-LL0745). This tract is 'L' shaped with slightly more frontage on International Boulevard/Custer Street than on the north side which fronts on I-85.

The surplus land is non-contiguous. Tracts Three and Four containing approximately 4.1097 acres is located north of Custer Street and the west side of Elkins Street. This tract has a mostly regular shape. The remaining 3.068 acres is located west of Elkins Street and south of Custer Street. This tract has a mostly regular shape as well.

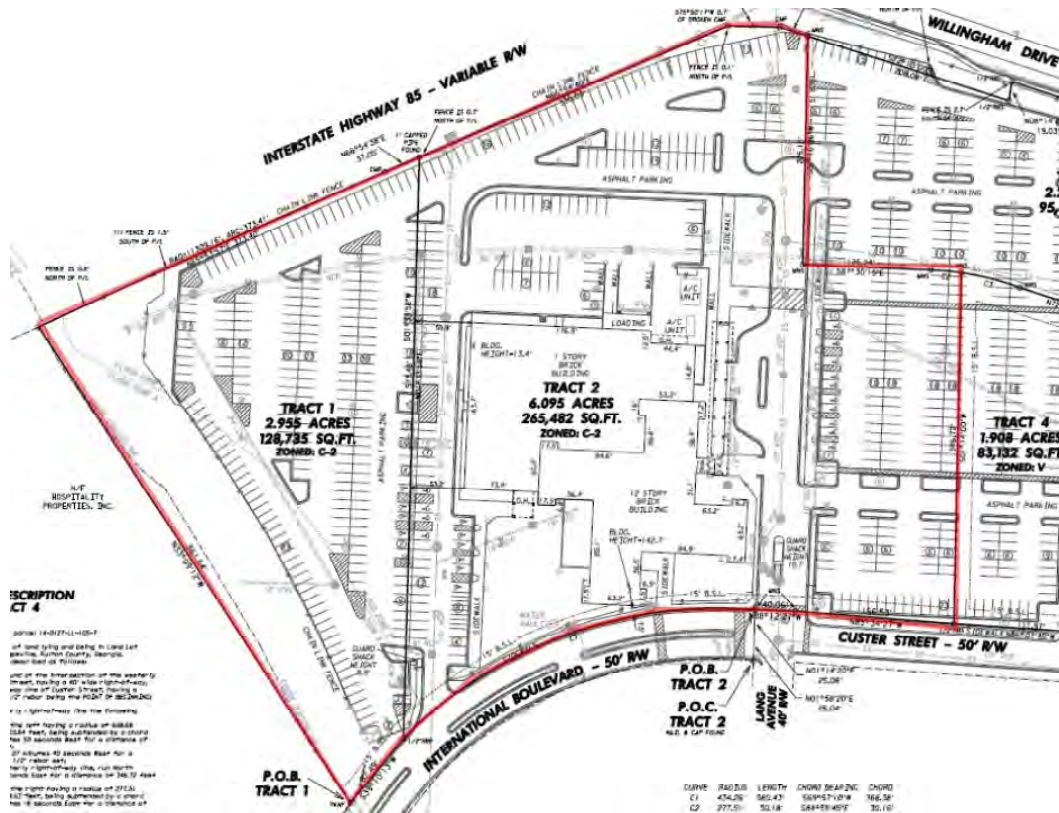
Frontage:

The 3.068 acres south of Custer Street has about 251.35 linear feet of frontage on the south side of International Boulevard/Custer Street. It has about 432.78 linear feet along the west side of Elkins Street.

Tracts Three and Four (4.1097 acres) have about 530.08 linear feet of frontage on Willingham Drive, not including the 19.03 foot offset. This parcel has about 489.99 linear feet of frontage on the west side of Elkins Street. It has 215.61 linear feet of frontage on the north side of Custer Street.



The improved tract is about 9.05 acres. It has a slightly irregular shape (see sketch below) and about 659.51 linear feet of frontage on the north side of International Boulevard/Custer Street. The main tract has about 782.24 linear feet of frontage on Interstate 85 a limited access freeway. The property also has about 28.78 linear feet of frontage on Willingham Drive.



Topography:

The subject has been graded mostly level. The land slopes up to the north and east in general. There are no steep slopes at the driveways.

Utilities:

City water, Sewer, Electricity, Gas

Environmental:

There are no known adverse environmental conditions on the subject site. Please reference Limiting Conditions and Assumptions.

Flood Plain:

According to the FLOODSCAPE Flood Maps 13121C0366E, dated June 22, 1998, the subject is located in Zone X & A. Zone X is defined as areas determined NOT to be prone to flooding. Zone A is prone to flooding. A copy of the tax assessor's flood map is provided below for your reference. It appears that about half of Tract One is in the flood plain. The more formal flood insurance rate map is provided in the addenda. For official determination, a certified survey is recommended.



Easements:

Three encroachments are noted on the survey of Tracts One through Four. Another fence encroachment is noted on the survey of the Elkins Street tracts and no encroachments are noted on the Survey for Parcel Nine. Numerous utility easements are noted on the surveys, but none that affect the utility of the land according to the survey.

Real Estate Taxes:

The subject taxes have been paid for 2011. The 2012 taxes are not yet due. The City of Hapeville expects the same millage rate. In 2011 the County and City Millage rates were \$29.303 and \$16.61 per 1,000 of assessed value (\$45.913 total). The assessed value is

Fletcher & Company
Real Estate Valuation Services, Inc.

40% of the fair market value for tax purposes. The sum of the value is summarized in the table below. The individual tax cards are presented in the addenda of this report.

Total Land Assessed Value	\$8,360,864
Total Building Assessed Value	\$13,509,900
Total Other Assessed Value	\$0
Total Assessment	\$21,870,764
Total Assessment per GBA	\$73.38
Total Assessment per Acre	\$1,347,744

We expect the subject to be reassessed once it is redeveloped. The following properties are judged comparable to the subject after construction and upon stabilization. The subject's tax burden for the purpose of our income approach has been projected using the following comparables.

Flag	Address	Parcel ID	Yr. Built	Units	Land Value	Building Value	Total Value	Value per Unit
Crown Plaza	1325 Virginia Ave	14-0130-0008094-9	1974	378	\$2,133,000	\$15,367,000	\$17,500,000	\$46,296
Double Tree	3400 Norman Berry Dr	14-0127-LL0455	1985	220	\$3,024,000	\$8,276,000	\$11,300,000	\$51,364
Renaissance Concourse	1 Hartsfield Center Pkwy	14-0128-LL0256	1991	387		\$20,000,000	\$20,000,000	\$51,680
Marriott Courtyard	3399 International Blvd	14-0127-LL1099	1990	152	\$2,957,200	\$6,694,800	\$9,652,000	\$63,500
Residence Inn	3401 International	14-0127-LL1107	1990	126	\$3,439,800	\$4,561,200	\$8,001,000	\$63,500
Aiport Hilton	1031 Virginia Ave	14-0127-LL0828	1988	504	\$7,471,100	\$37,888,900	\$45,360,000	\$90,000

The subject will be a four or five star, Class A property. Considering the flag proposed for the subject and location, we believe the assessment will be about \$65,000 per key when new. For the 340 key subject, this would mean a value for tax purposes of \$22,100,000 and an assessed value of \$8,840,000. Using the 2011 millage rates, the subject taxes would be about \$405,871 or \$1,194 per key.

Zoning: The subject is zoned UV, Urban Village and C-2 General Commercial, by the City of Hapeville. The subject has mixed zoning, both of which allow for office or hotel use. Generally speaking, the City discourages extended stay motels, but conference centers and full service hotels are encouraged.

Description of Improvements

The proposed use for the subject property is conversion to a full service hotel, containing 298,035 square feet gross total. This is a proposed 340-key hotel with a bar and restaurant on the top floor, lobby, indoor pool, gym and 28,000 square foot conference center and meeting rooms on the first floor. There are going to be 34 keys on three floors and 31 keys on seven levels. The 12th level will have only 21 rooms. It should be noted that the ceiling height on the first four levels is fairly low. It is no more than 8 feet of height and it is not all clear space that could be walled off. The other floors have 8 foot clear height, but they also already have a drop ceiling installed.

Main Structure

Property Name:	Hyatt Regency & Conference Center
Construction:	Steel frame and brick façade.
Year Built:	1968, based on tax data
Condition:	Good
Number of Stories:	13.00 plus a basement
Gross Building Area:	298,035 including 4,000 square feet of basement
Net Rentable Area:	298,035-
Number of Rooms:	340 keys proposed
Foundation:	Poured concrete slab; each floor has lightweight concrete floor as well.
Roof Type/Cover:	Flat/Tar and Gravel or rubber membrane
Floor Covering:	Quarry tile, high end hotel carpet (assumed)
Walls:	Painted drywall and papered drywall
Ceiling Cover:	Drywall and drop ceiling mixture in good condition
Heating:	Natural gas in common areas; we assume each room will have all electric hotel units
Cooling:	Forced air
Electrical:	Adequate, assumed
Plumbing:	Good, assumed
Fire Sprinkler:	Yes
Security:	Security lighting on building exterior

Deferred Maintenance:	The building has been well maintained. The air conditioning and heating continue to run as well as the water. The building is regularly inspected and the generators are tested monthly. The building does not appear to have any significant deferred maintenance.
Site Improvements:	We assume the property will be re-landscaped with landscaping and asphalt paved parking that is both compliant with the City ordinances and comparable to that of other high end hotels.
Physical Condition & Functional Utility:	The building shell functions well. It is well fenestrated and has attractive, interesting architectural details such as the shape of the building.
Actual Age, Effective Age, Remaining Economic Life:	The building was constructed in 1968 but has been well maintained. The effective age will be 20 years upon completion. The total economic life is estimated at 50 years. This would imply a depreciation rate of 40.00% and remaining economic life of about 30 years or less.

Photographs of the Subject-Exterior Views



Photographs of the Subject-Exterior Views

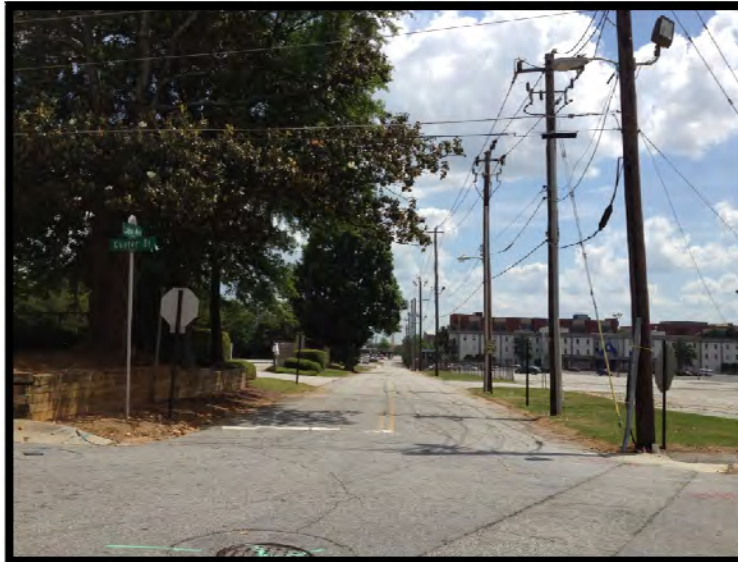
Fletcher & Company
Real Estate Valuation Services, Inc.



Photographs of the Subject-Exterior Views



Photographs of the Subject Exterior Views

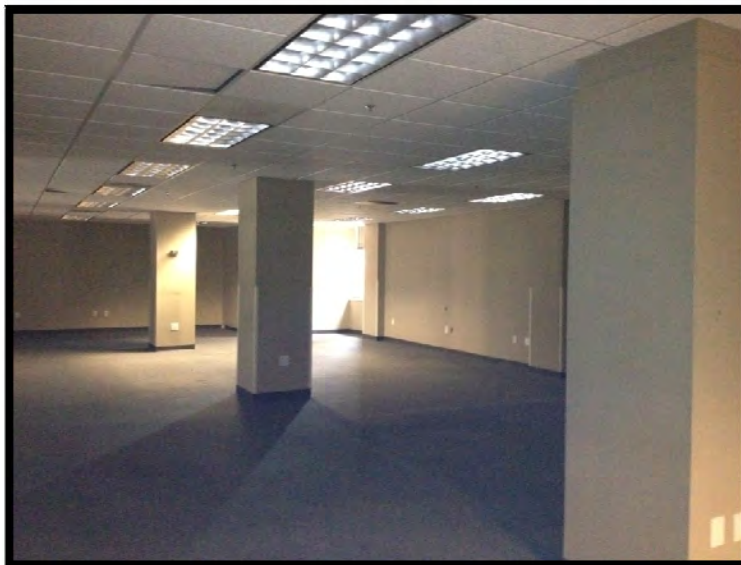


Photographs of the Subject-Exterior Views



Photographs of the Subject-Interior Views

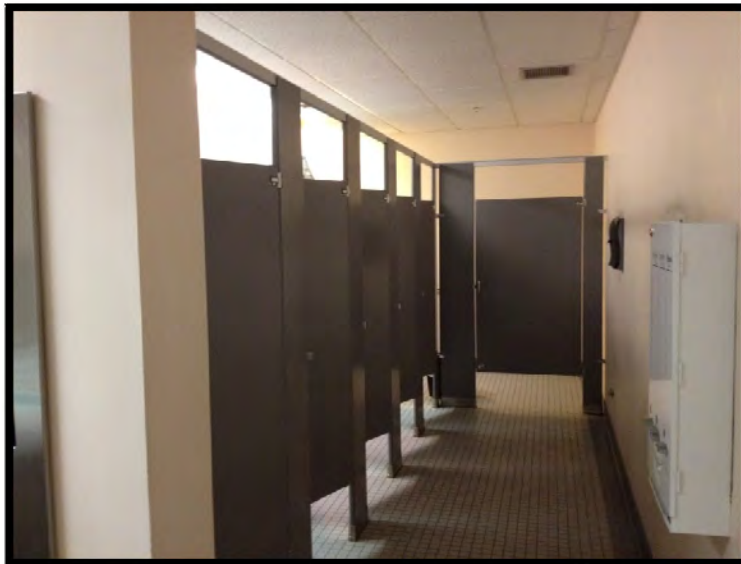
Fletcher & Company
Real Estate Valuation Services, Inc.



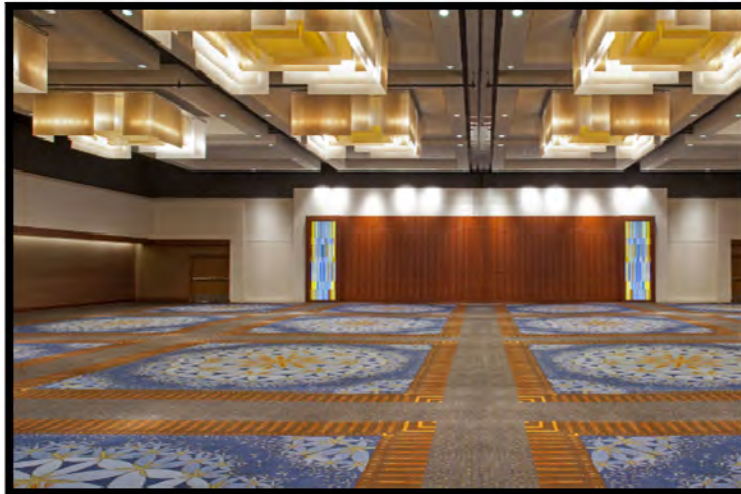
Photographs of the Subject-Penthouse Level Views



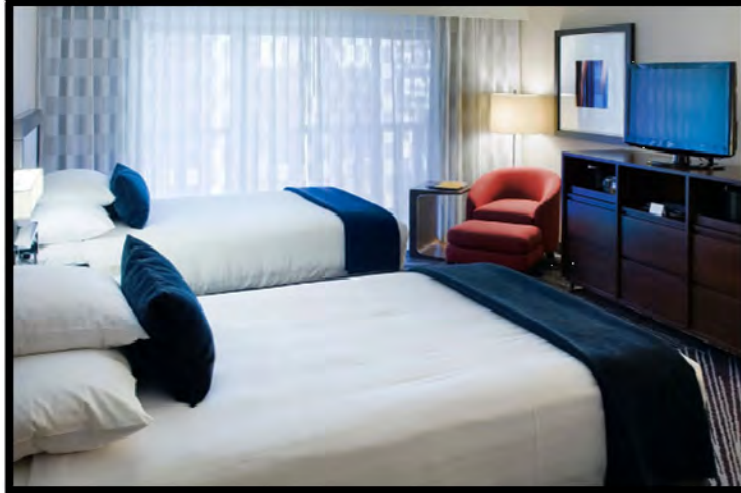
Photographs of the Subject

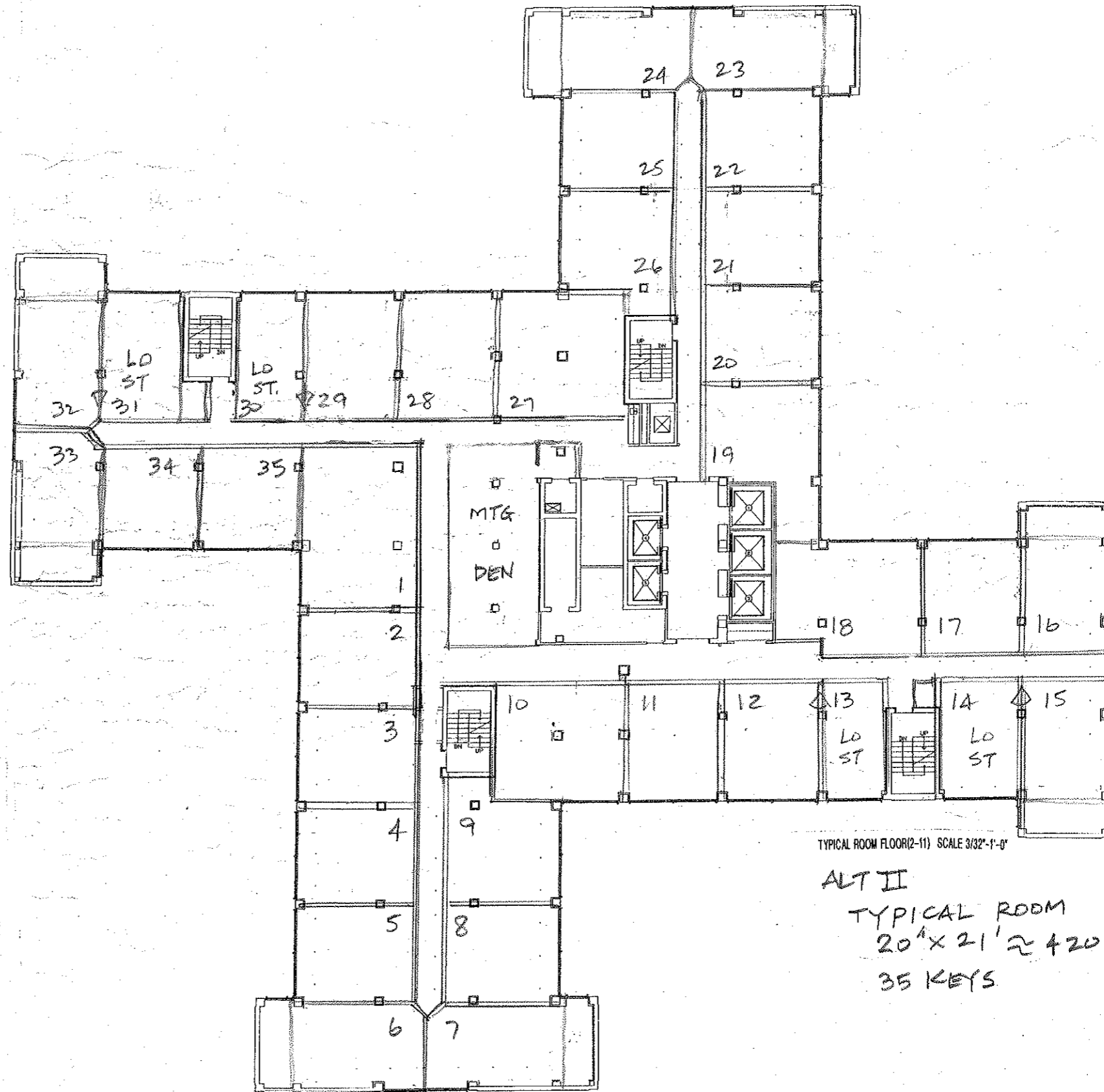


Hyatt Regency Atlanta-Samples of Proposed Quality of Finish



Hyatt Regency Atlanta-Samples of Proposed Quality of Finish





TYPICAL ROOM FLOOR(2-11) SCALE 3/32"=1'-0"

ALT II
 TYPICAL ROOM
 20' X 21' ≈ 420 SF
 35 KEYS

Area & Neighborhood Overview

Introduction:

The purpose of this analysis is to review historic and projected economic and demographic data to determine whether the subject neighborhood will experience future economic stability, appreciation or decline.

The subject is located in Fulton County, north of Hartsfield-Jackson Atlanta International Airport. The airport is the dominant geographic and economic factor in this neighborhood. Its role in the economy cannot be overstated. It has been the busiest passenger airport in the world since 1998. The airport covers approximately 4,700 acres of land and is served by five runways. The airport also plays a major part in the distribution of goods. Roughly 2,000,000 square feet of air cargo warehouse space is located in three complexes.

The airport is the economic engine for the region. Passengers traveling through Atlanta stop for food and services on their way to connecting flights. The airport supports a robust convention industry which in turn supports hospitality and service sector jobs. The warehousing and distribution of goods arriving from all over the world supports trucking, fulfillment and other light industrial type jobs. The airport also supports the distribution of goods manufactured in the region for export to other parts of the US and all over the world.

The airlines operating from Hartsfield-Jackson Atlanta International Airport give business leaders from all over the world first class access to Atlanta and the southeast United States. The airport service is a key selling factor for relocating or maintaining a corporate headquarters in Atlanta. The Home Depot (No 35), UPS (No 52) Coca-Cola (No 59) and Delta Airlines (No 83) are all in the top 100. Others include Aflac (No 128) SunTrust Banks (No271) Genuine Parts (No 214) and Newell-Rubbermaid (No 414). Many others maintain a southeast regional or US base for operations in and around Atlanta.

The airport plans to continue expanding to meet demand for access to the region. The capital improvement program (CIP) is the largest public works program in Georgia. The expansion and maintenance of the airport supports a large workforce of professional trade service companies ,contractors and suppliers dedicated to designing building and maintaining the projects. Hold Baggage Screening rooms were expanded in 2006. The fifth runway was also completed in 2006. The Rental Car Center and ATL Sky Train People mover was completed in 2009. Another terminal (Maynard H Jackson Jr. International Terminal) is under construction presently. Future plans include renovation and expansion of the passenger and cargo terminals, and expansion of the Transportation Mall and the Automated People Mover system (AMP). The people mover system is currently rated at 8,510 passengers per direction per hour. More than 85% of all passengers passing through Atlanta choose to ride the AMP.

Atlanta is the fourth largest rental car market in the United States. More than 2 million passengers rent vehicles each year at Hartsfield-Jackson Atlanta International

Airport. In 2000 the City of Atlanta adopted a plan to relocate the rental car center off site. Construction began on the center in late 2006 and is part of a \$6 billion capital improvement project. The campus is known as CONRAC and it is connected to the airport via SkyTrain with a stop at GICC Gateway (Georgia International Convention Center) in between the rental car center and airport stations. There are 13 different car rental companies represented at CONRAC.

The convention center has long been recognized as a premier convention and meeting location. GICC is only 10 minutes from downtown Atlanta and offers 400,000 square feet of meeting space. The facility has 2,000 on-site parking spaces in addition to SkyTrain. It is a full service facility with catering, audiovisual providers, IT support, electrical and engineering professionals that can provide compressed air, water drainage, lighting and any other needs. There is a Green Room with custom conference table, state of the art bathroom and showers for VIP's and state of the art security. GICC is connected to two hotels, a 403 room full-service Marriot and 147-room SpringHill Suites, both of which are LEED-Certified. The facility is constantly being updated and upgraded. Currently the women's restrooms are at a 2:1 ratio to the men's. The property also boasts the largest non-repeating carpet pattern in the world and 35 specially commissioned works of art.

The neighborhood encompasses several incorporated cities, including Hapeville, College Park, Forest Park, East Point and the City of Atlanta. The economic influence of the airport extends well beyond the neighborhood boundaries. The neighborhood for the purpose of our appraisal is more specifically contained by Interstate 285 to the south. South of 285 there are numerous hotels, but they are mostly Class C properties. The same could be said of Interstate 75. There is a great deal of multifamily and affordable housing east of Interstate 75, but conventioners and business executives will not find Class A or B properties east of Interstate 75. The western boundary is a little harder to describe. Interstate 285 is a logical geographic feature. However, most of the Class A properties are located along Interstate 85. The population density is fairly dense between Interstate 85 and 285, but the hotel space west of Interstate 85 is lower in quality than those just off of Interstate 85. The most recent retail development in this market is located west of 285 at Camp Creek Parkway. This is more of a suburban development that supports the local workforce. It is not a key factor in the airport campus. The northern boundary is Virginia Avenue. North of Virginia Avenue, the development density continues to be fairly dense, but it is live, work and play suburban development.

There are two major development/redevelopment projects underway in the area. The Camp Creek Marketplace project is located outside of the Perimeter at Camp Creek Parkway. This project was well underway when the recession started and has already delivered thousands of square feet of retail space. The open air mall opened in July 2005 with over 100 stores and creating approximately 2,000 jobs for South Fulton. The other is known as Aerotropolis. The old Ford Plant on the south side of Henry Ford II Avenue and west of Interstate 75 was shuttered in 2006. It was purchased by Jacoby in 2008 for \$40.3 million plus demolition and soil remediation. The cost of the land was \$330,328 plus expenditures after sale. A relocation of the Porsche North American

Fletcher & Company

Real Estate Valuation Services, Inc.

Headquarters (now in Sandy Springs, GA) to the site was the first announcement for this project. The city of Atlanta wants to buy roughly half of the least developable land (height restrictions) for airport parking expansion. The published purchase price is about \$540,625 per acre or \$12.41 per square foot. We were unable to confirm that this sale was approved and consummated, however. The city also wants an option to purchase more of the site for the same price if Porsche scraps its plans according to Atlanta Journal Constitution reports. Volkswagen AG, which is a Porsche business partner, is also considering moving to the site according to the German American Chambers of Commerce website. The plant has been demolished and Jacoby is working on soil remediation, but the construction of new buildings has not yet started.

The most comparable nearby market is the Downtown, Midtown and Buckhead Atlanta hotel markets. These neighborhoods are comparable alternatives for guests seeking a Class A hotel experience. These markets are considered superior to the subject for several reasons however. First there are the barriers to entry. These neighborhoods are already developed with mid-rise and high-rise buildings. Therefore suitable land for redevelopment is relatively high in cost. Secondly, the permitting and entitlement process is more complicated and time consuming in these neighborhood where there are already so many invested participants. In other words, the barriers to entry are higher in the Downtown, Midtown and Buckhead Atlanta hotel markets. There is also greater demand for rooms in these neighborhoods. The fortune 500 companies located in Atlanta are located in Downtown or in suburban locations. The Downtown, Midtown and Buckhead Atlanta hotel markets capture a portion of the convention travelers that the subject neighborhood will cater to. They also appeal to the business travelers and recreational travelers more so than an airport location. While the airport location will capture a greater share of the convention business, the northern hotel neighborhoods will collectively capture a greater share of the overall market than an airport location in general.

The neighborhoods south of the subject are considered inferior. Locations such as Peachtree City and Newnan will appeal to some convention travelers looking for more affordable options and there will be recreational travelers that prefer that location. On the whole, however, we expect the subject neighborhood to capture a larger percentage of room nights compared to suburban neighborhoods to the south. Neighborhoods to the east and west of Interstate 285 are considerably inferior to the subject neighborhood. Six Flags over Georgia is located on the west side of Atlanta, but the hotels surrounding this theme park are low grade and extended stay motels for the most part. Population density is lower and there are fewer white collar jobs to the east and west of Atlanta.

In summary, the subject neighborhood is one of the premier locations for Class A hotel space. While not as desirable as the downtown markets, it is a feasible location. The demand for rooms and the entire regional economy is driven by Hartsfield-Jackson Atlanta International Airport. The airport supports jobs in nearly every sector of the economy, which in turn drives demand for more real estate development.

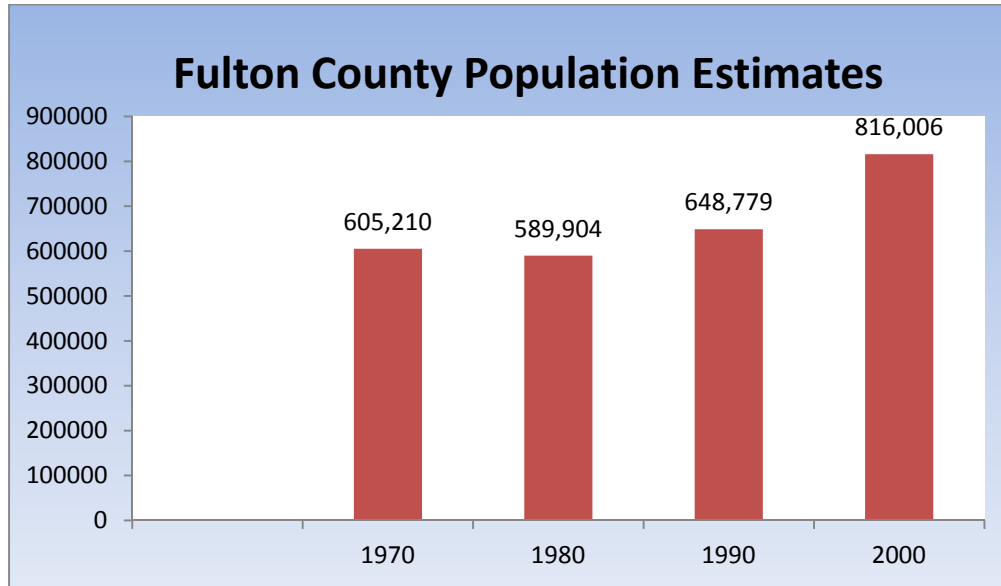
The subject property is well located within the airport neighborhood. As shown in the pictures on the previous pages, the upper floors enjoy a prestigious view of the airport runways and control tower to the south and the Atlanta skyline to the north. Stone Mountain can be seen 17+/- miles to the east and Kennesaw and Lost Mountains are visible on clear days to the northwest. The building has been home to National Oceanic and Atmospheric Administration (NOAH) offices and an airport approach tower station because of its commanding view. International Boulevard has a signalized intersection on Virginia Avenue. Virginia Avenue has an interchange with Interstate 85, which in turn connects with Interstates 75, 20 and 285. International Boulevard becomes Delta Boulevard on the airport campus.

The main portion of the subject has two driveways onto International Boulevard, one of which is shared with the excess land called Tracts Three and Four on the surveys (See Addenda). Tract Four has a driveway onto International Boulevard/Custer Street and Tract Three has a driveway onto Willingham Drive. Willingham Drive travels west over Interstate 85 into an industrial park. It ends to the east into South Central Avenue which turns into Henry Ford II Avenue. The excess land to the south of Custer Street has a driveway onto Lang Avenue on the west. The Elkins Street tracts are paved and used as part of the Lang Avenue parking lot. There is no driveway currently onto Elkins Street. On the whole, the subject has good vehicular access. It has good access to surface streets and it has convenient access to interstates, the airport and the downtown business district. Visibility for surface street traffic is negligible on International since this is a destination type road, not a major thoroughfare. The subject has good visibility from Interstate 85. Visibility is comparable to or superior to most of the other higher end hotels in the Hartsfield-Jackson Atlanta International Airport market.

In the next sections we briefly present the statistical and demographic data for Fulton County and the immediate neighborhood as defined by a one, three and five mile ring around the subject. We rely primarily on the CCIM data service, Site to Do Business Online for this data. We also refer to the State's profile for Fulton County.

Population:

In 1990, Fulton County's population was estimated to be 648,779; in 2000 the population had grown to 816,006, indicating a compound annual growth rate of 2.58% between 1990 and 2000. The year-end 2008 population estimate was 1,014,932, indicating a compound annual increase of 3.05% between 2000 and 2008. The following table illustrates historical population trends for Fulton Area over the last forty years.



RADIUS DEMOGRAPHICS
1001 International Blvd, Hapeville GA 30354

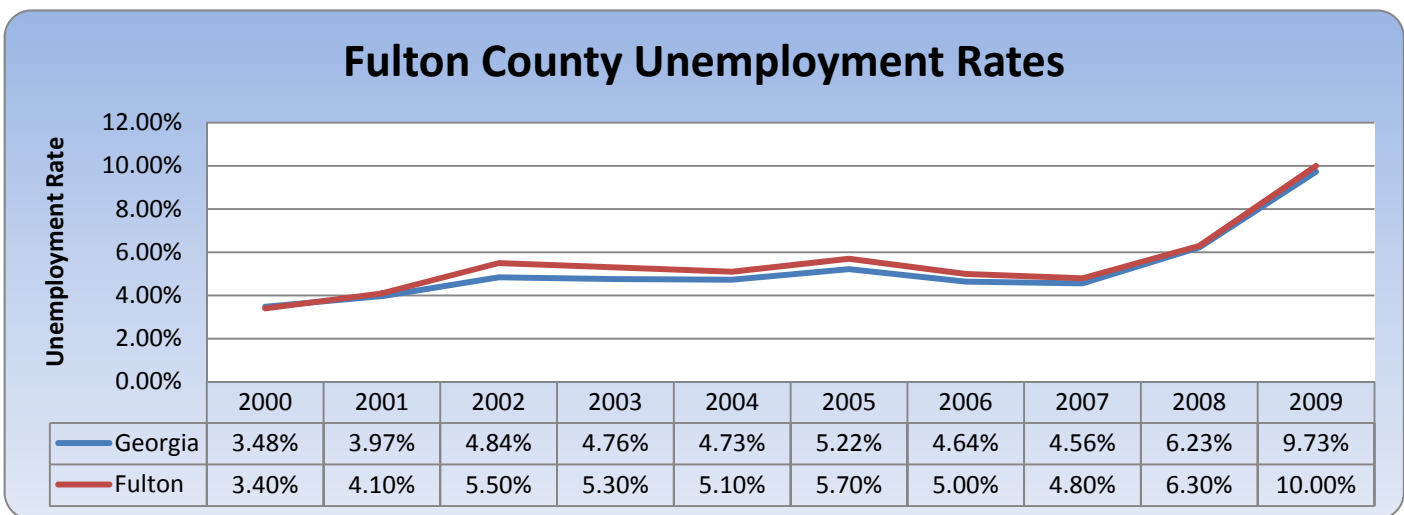
	Georgia	Fulton County, GA	1 Mile Radius (From Subject)	3 Mile Radius (From Subject)	5 Mile Radius (from subject)
<u>Population</u>					
2015 Projection	10,762,778	1,171,458	8,151	72,308	244,765
2010 Estimate	10,014,045	1,047,825	7,606	67,347	229,141
2000 Census	8,186,453	816,006	6,646	58,753	201,883
% Avg Annual Growth 2010-2015	1.50%	2.36%	1.43%	1.47%	1.36%
% Avg Annual Growth 2000-2010	2.23%	2.84%	1.44%	1.46%	1.35%
<u>Households</u>					
2015 Projection	3,938,063	452,766	2,947	25,285	85,330
2010 Estimate	3,661,527	404,800	2,760	23,646	80,022
2000 Census	3,006,369	321,242	2,501	21,391	72,439
% Avg Annual Growth 2010-2015	1.51%	2.37%	1.36%	1.39%	1.33%
% Avg Annual Growth 2000-2010	2.18%	2.60%	1.04%	1.05%	1.05%
<u>Income</u>					
2010 Est. Median Household Income	\$56,184	\$65,588	\$37,122	\$37,298	\$38,969
2010 Est. Per Capita Income	\$26,398	\$36,296	\$17,021	\$16,692	\$17,219
<u>Housing</u>					
2010 Est. Median Home Value	\$121,464	\$156,120	\$69,342	\$71,687	\$77,284
2000 Median Home Value	\$100,648	\$175,775	\$71,500	\$74,394	\$77,776
Avg. Annual Growth Rate over 10 yrs.	2.07%	-1.12%	-0.30%	-0.36%	-0.06%
<u>Age</u>					
2010 Est. Median Age	35.2	34.5	33.3	31.9	30.7

Source: STDBonline, 2012

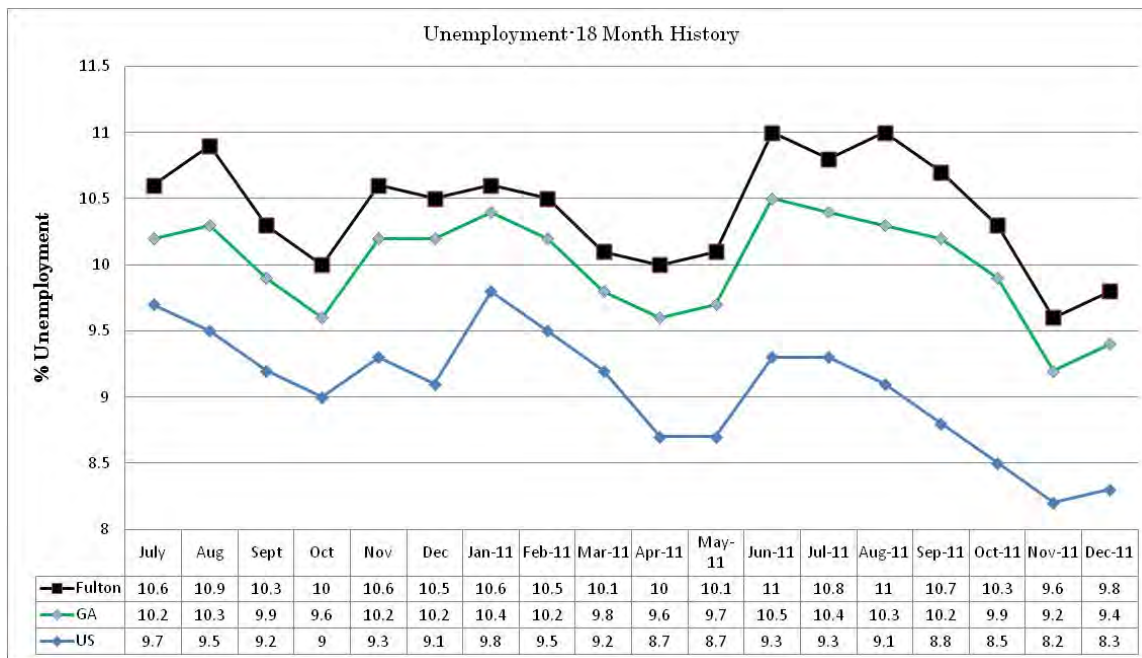
The immediate neighborhood, defined as a one mile radius around the subject, has had slower than average population growth. The five mile ring around the subject experienced even slower population growth at 1.36% projected for 2010-2015 and 1.35% over the last 10 years. The state of Georgia experienced 2.23% from 2000 to 2010 and is expected to grow at about 1.5% annually from 2010 to 2015. Fulton County has faster population growth rates than the subject neighborhood and the state as a whole. The data suggests that there are other neighborhoods in the region that are more desirable for housing. The median home value data presented in the table suggests that there has been little to no price appreciation for housing in this market.

Employment:

Unemployment has become one of the most closely watched measures of performance of the national and local economies. Recessionary periods tend to bring unemployment rates to the forefront, exciting intense national scrutiny. Georgia’s unemployment rate has reached the highest levels ever recorded. The national unemployment rate was 10.0% as of December 2009 compared to Georgia’s unemployment rate of 10.3%. Fulton County unemployment rates as of January 2010 were 11.1%, which was an increase from the December 2009 rate of 10.3%.

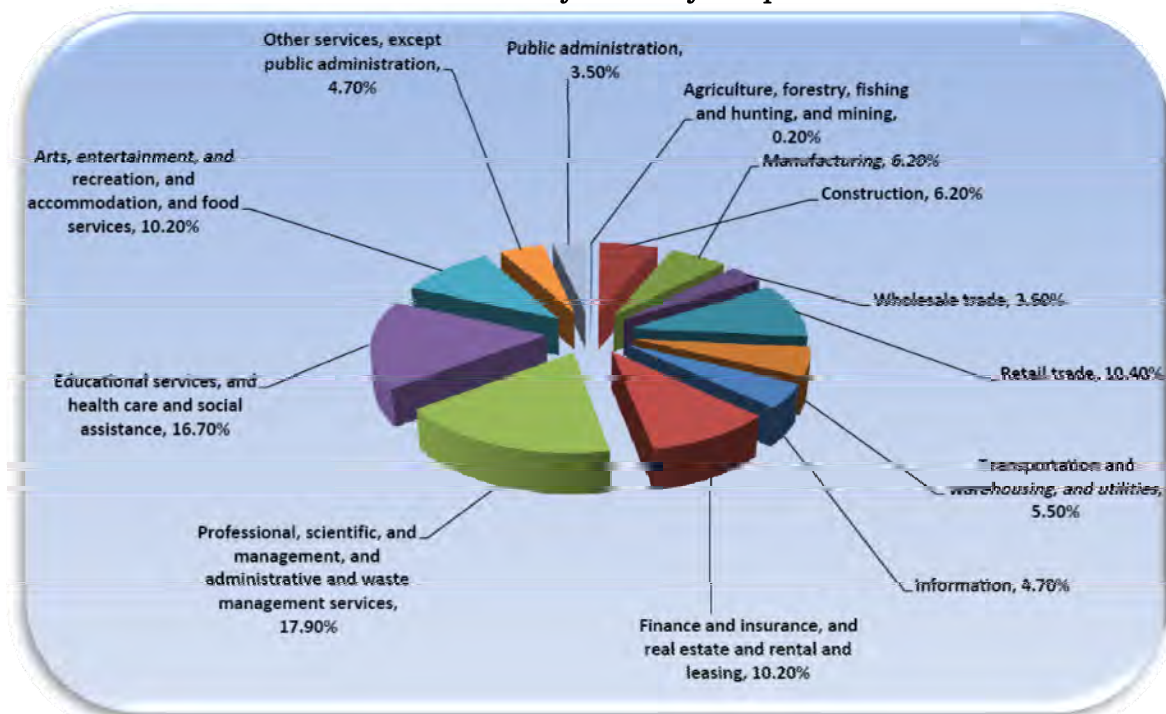


More recently, unemployment has been trending downward. The US unemployment was 8.3% in December 2011. The Georgia and Fulton unemployment rates were 9.4% and 9.8% respectively. The data shows that Fulton County is typically higher in unemployment than the state as a whole and the national average.



The table below breaks down the employment of Fulton County and the Fulton County area in to several sectors. According to the information utilized to create the graph below, the majority of those employed in Fulton County work within the professional, scientific, management, administrative & waste management sectors.

Fulton County Industry Graph



Top Employers

Listed below are the top employers within Fulton County and the top ten employers in the Fulton County area. As noted below, these are the top private employers and do not include government agencies, hospitals or colleges.

Top Employers		
Five Largest Employers	Ten Largest Employers	
Fulton County	Fulton Area	
Delta Air Lines, Inc.	Delta Air Lines, Inc.	<u>County</u> Clayton
Georgia Institute of Technology	Delta Air Lines, Inc.	Fulton
Georgia State University	Wellstar Heath Systems, Inc.	Cobb
IBM	Lockheed Martin Corp	Cobb
Turner Services, Inc.	Emory University	DeKalb
	Emory Healthcare	DeKalb
	Turner Services, Inc.	Fulton
	Georgia Institute of Technology	Fulton
	Georgia State University	Fulton
	IBM	Fulton
Note:	Represents employment covered by unemployment insurance excluding all government agencies except correctional institutions, state & local hospitals, state colleges and universities. Data shown for the Third Quarter of 2008. Employers are listed alphabetically by area, not by the number of employees.	
<i>Source: Georgia Department of Labor</i>		

Transportation:

Five major road arteries traverse Fulton County: interstates 85, 20, 285, 675, and US 78 on the east. Fulton County along with the surrounding metropolitan Atlanta area does have a network of rail and bus connections which is known as MARTA. Nine MARTA rail station and more than 50 bus routes are in Fulton, connecting county residents to their work, shopping and homes. According to the US Census of 2000 Fulton County had 355,305 workers commuting to work but only 29,299 or 8.2% utilized public transportation. This percentage did increase in 2008 due to the increased cost of fuel for private passenger vehicles but it is not certain if the trend will continue.

Commuting Patterns					
Employed Residents of Fulton County			Employed Persons Working In Fulton County		
County Where Employed	Number	Percent of Total	County of Residence	Number	Percent of Total
Fulton	265,870	69.09%	Fulton	265,870	37.05%
DeKalb	41,232	10.71%	DeKalb	121,921	16.99%
Cobb	24,991	6.49%	Cobb	92,014	12.82%
Gwinnett	21,211	5.51%	Gwinnett	57,737	8.05%
Clayton	9,722	2.53%	Clayton	40,271	5.61%
Forsyth	5,626	1.46%	Cherokee	17,494	2.44%
Fayette	1,633	0.42%	Forsyth	15,251	2.13%
Douglas	1,192	0.31%	Fayette	14,745	2.05%
Other	13,335	3.47%	Other	92,274	12.86%
Total Residents:	384,812	100.00%	Total Residents:	717,577	100.00%

Note: Other category represents employment from U.S. counties only and may not equal total county population
Source: U.S. Census Bureau - 2000 County-to-County Worker Flow Files

According to the preceding table, 69% of the Fulton County residents in the work force work within Fulton County. The Fulton County Industry provides jobs for 451,707 persons from counties other than Fulton County.

Education:

Fulton County has 22 public high schools. Also located in or near Fulton County are 17 colleges, universities and technical schools.

Below is a graph that illustrates the educational background of the Fulton County workforce. 82.7% of the Fulton County workforce has achieved a high school diploma or GED. Approximately 31.4% of the Fulton County workforce has achieved a college degree.

Education of the Labor Force						
Fulton County Area	Percent of Total	Percent Distribution by Age				
		18-24	25-34	35-44	45-64	65+
Some High School	16.8%	29.7%	13.5%	10.6%	13.2%	32.9%
High School Grad/GED	23.1%	25.7%	20.0%	22.1%	23.7%	27.8%
Some College	28.5%	33.7%	28.1%	30.2%	28.1%	20.1%
College Grad 4 Yr.	21.7%	10.3%	28.7%	25.8%	20.9%	11.7%
Post Grad Studies	10.0%	0.7%	9.8%	11.3%	14.1%	7.6%
Totals	100%	100%	100%	100%	100%	100%

Note: Totals are based on the portion of the labor force between 18 & 65+.
Some college category represents the percentage total of workers with either some college with no degree or an Associates degree.

Source: U.S. Census Bureau - 2000 Decennial Census

Fulton County had 5,531 students earn a high school diploma in 2008.

High School Graduates - 2008			
	Public Schools	Private Schools	Total
Gwinnett	8,109	340	8,449
Cobb	7,078	228	7,306
Fulton	6,773	1,561	8,334
DeKalb	4,929	602	5,531
Clayton	2,161	0	2,161
Cherokee	1,889	27	1,916
Fulton Area	30,939	2,758	33,697

Note: Public schools include city as well as county school systems.
Some private schools data not reported

Source: Office of student achievement; Georgia independent school association

Colleges and universities within commuter distance of Fulton County are listed below.

Colleges & Universities

Fulton Area

Gwinnett

Asher School of Business	asbaec.com
Aviation Institute of Maintenance-Atlanta	www.aviationmaintenance.edu
Georgia Gwinnett College	www.ggc.usg.edu
Georgia Gwinnett College	www.ggc.usg.edu/
Gwinnett Technical College	www.gwinnettech.edu
ITT Technical Institute-Duluth	www.itt-tech.edu
Devry University Keller Graduate School	www.keller.edu
Lincoln College of Technology	www.lincolncollegeoftechnology.com
Saint Leo University	www.saintleo.edu

Fulton

Troy University	atlanta.troy.edu
Brown Mackie College-Atlanta	brownmackie.edu
Embry-Riddle - Atlanta Metro Campus	http://fusion.erau.edu/ec/wwc/centerinfo.cfm?code=b8
Psychological Studies Institute-Atlanta	http://www.psy.edu/
Strayer University-Roswell	http://www.strayer.edu/
Atlanta College of Art	www.aca.edu

Fulton Area

Atlanta Christian College	www.aoc.edu
American Intercontinental University-Dunwoody	www.aiudunwoody.com
American InterContinental University	www.aiuniv.edu
Argosy University-Atlanta	www.argosy.edu/atlanta
The Art Institute of Atlanta	www.artinstitutes.edu/atlanta
Devry University	www.atl.devry.edu/alpharetta
Atlanta Technical College	www.atlantatech.edu/
Atlanta Technical College (Technical college servicing area)	www.atlantatech.edu/
Atlanta Metropolitan College	www.atim.edu
Bauder College	www.bauder.edu
Beulah Heights University	www.beulah.org
Brown College of Court Reporting and Medical	www.browncollege.com
Clark Atlanta University	www.cau.edu
Central Michigan University	www.cel.cmich.edu/atlanta/default.html?site=atmtr
The Creative Circus	www.creativecircus.edu
Everest Institute-DeKalb	www.everest.edu/campus/atlanta_dekalb
Georgia Institute of Technology-Main Campus	www.gatech.edu
Georgia Military College-Atlanta Campus	www.gmc.co.ga.us/milledgeville/
Grady Health System Professional Schools	www.gradyhealthsystem.org
Georgia State University	www.gsu.edu
Herzing College	www.herzing.com
Institute Of Paper Science And Technology	www.ipst.edu
Interdenominational Theological Center	www.itc.edu
ITT Technical Institute-Atlanta	www.itt-tech.edu
John Marshall Law School-Atlanta	www.johnmarshall.edu
Devry University Keller Graduate School	www.keller.edu
Mercer University In Atlanta	www.mercer.edu
Morehouse College	www.morehouse.edu
Morris Brown College	www.morrisbrown.edu
Morehouse School of Medicine	www.msm.edu
NCPT	www.ncpt.aii.edu
Oglethorpe University	www.oglethorpe.edu
Portfolio Center	www.portfoliocenter.com
Saint Leo University	www.saintleo.edu
Sanford-Brown Institute	www.sb-atlanta.com
Shorter College-Professional Studies	www.shorter.edu/pro_studies/professional_home.htm
Spelman College	www.spelman.edu
Westwood College-Atlanta Midtown	www.westwood.edu

Cobb

Embry-Riddle - Atlanta Metro Campus	http://fusion.erau.edu/eo/wwc/centerinfo.cfm?code=b8
ITT Technical Institute	http://itt-tech.edu/
Wellstar Kennestone Radiography Program	http://wellstar.edu-info.com/&kid=gog0033518621
Strayer University-Cobb	http://www.strayer.edu/
Chattahoochee Technical College	www.chattcollege.com
Mountain View Campus (Satellite campus of Chattahoochee Technical College)	www.chattcollege.com
South Cobb Campus (Satellite campus of Chattahoochee Technical College)	www.chattcollege.com
Kennesaw State University	www.kennesaw.edu
Life University	www.life.edu
North Metro Technical College	www.northmetrotech.edu/
Saint Leo University	www.saintleo.edu
Southern Polytechnic State University	www.spsu.edu

DeKalb

DeKalb Medical Center School of Radiology	http://www.dekalbmedicalcenter.org/careers/radiologyschool/tabid/180/default.aspx
Strayer University-Chamblee	http://www.strayer.edu/
Agnes Scott College	www.agnesscott.edu

Henry

Clayton State University (Technical Division)	www.clayton.edu
DeVry University	www.devry.edu
Georgia State University	www.gsu.edu
Mercer University	www.mercer.edu

Fulton Area

Le Cordon Bleu College of Culinary Arts	www.atlantaculinary.com
Columbia Theological Seminary	www.ctsnet.edu
Dekalb Technical College	www.dekalbtech.edu
Devry Institute of Technology	www.devry.edu
DeVry University-Georgia	www.devry.edu
Emory University	www.emory.edu
Georgia Perimeter College	www.gpc.edu
Gupton Jones College of Funeral Service	www.gupton-jones.edu
Interactive College of Technology	www.ict-ils.edu
Devry University Keller Graduate School	www.keller.edu
Luther Rice University	www.lru.edu
National-Louis University (Atlanta)	www.nl.edu
University of Phoenix-Atlanta Campus	www.phoenix.edu
Westwood College-Northlake	www.westwood.edu

Clayton

Strayer University-Morrow	http://www.strayer.edu/
Clayton State University	www.clayton.edu
ITT Technical Institute-Kennesaw	www.itt-tech.edu

Cherokee

Woodstock Campus (Satellite campus of Appalachian Technical College)	www.appalachiantech.edu
Reinhardt College	www.reinhardt.edu

Forsyth

Forsyth Campus (Satellite campus of Lanier Technical College)	www.laniertech.edu
---	--

Carroll

Camolton Campus (Satellite campus of West Central Technical College)	www.westcentraltech.edu
University of West Georgia	www.westga.edu

Douglas

Douglasville Campus (Satellite campus of West Central Technical College)	www.westcentraltech.edu
--	--

Note: The colleges and universities listed include public and private institutions. This list is updated periodically as information becomes available.

Source: Integrated Postsecondary Education Data System (IPEDS).

National Hotel Market

The hotel business is a major part of the US economy. Though the occupancy rates and room rates have declined since the peak of the last economic boom, the industry is recovering nicely. The profitability of us lodging has been trending upward for the last few years, despite poor performance in many markets. According to STR:

“For 2010, the U.S. lodging industry posted pre-tax profits of \$18 billion – up from 16 billion in 2009 – and \$127.7 billion in sales – up slightly from \$127.2 billion in 2009, according to the American Hotel & Lodging Association (AH&LA) Lodging Industry Profile (LIP), an annual statistical analysis of the industry.

This \$127.7 billion contributed to an overall \$759 billion in tourism sales*, with resident and international travelers’ expenditures in the U.S. estimated at \$2 billion/day; \$86.6 million/hour; \$1.4 million/minute; and \$24,000/second.

The percentage of international travelers to the U.S. increased nine percent from 54.9 million in 2009, to a record 59.7 in 2010; arrivals from overseas travelers increased by 11 percent to record 26.4 million. The top 10 countries in terms of U.S. arrivals for 2010 were Canada (20 million), Mexico (13.4 million) the United Kingdom (3.9 million), Japan (3.4 million), Germany (1.7 million), France (1.3 million), Brazil (1.2 million), South Korea (1.1 million), Australia (904,000), and Italy (838,000). These 10 countries accounted for 80 percent of U.S. international visitors.

“After several years of declining sales, streamlining budgets, and leaner staffs, 2010 finally was the industry’s transitional year,” said AH&LA President/CEO Joe McInerney. “Although it didn’t happen as quickly as many had hoped, the numbers show that our cyclical industry has officially transitioned back to the road of profitability.”

According to a STR new article published August 12, 2011, “The U.S. hotel industry experienced increases in all three key performance metrics during the week 31 July - 6 August 2011, according to data from STR.

In year-over-year comparisons for the week, occupancy rose 1.4 percent to 71.2 percent, average daily rate increased 3.3 percent to US\$102.52, and revenue per available room finished the week up 4.8 percent to US\$72.99.

Among the Top 25 Markets, Miami-Hialeah, Florida, achieved the largest occupancy increase, rising 16.1 percent to 79.0 percent, followed by Phoenix, Arizona (+14.6 percent to 53.1 percent), and Dallas, Texas (+11.5 percent to 61.1 percent). Norfolk-Virginia Beach, Virginia, reported the only double-digit occupancy decrease, falling 15.7 percent to 74.2 percent, followed by Atlanta, Georgia, with an 8.0-percent decrease to 56.2 percent. Nashville, Tennessee, rose 13.7 percent in ADR to US\$91.29, followed by Miami-Hialeah, with a 12.1-percent increase to US\$129.85. **Atlanta posted the largest ADR decrease, falling 3.4 percent to US\$76.66.**

Miami-Hialeah jumped 30.2 percent in RevPAR to US\$102.61, reporting the largest increase in that metric. Five other markets reported RevPAR increases of 15 percent or more: Phoenix (+21.9 percent to US\$41.28); Minneapolis-St. Paul, Minnesota-Wisconsin (+20.4 percent to US\$78.96); Nashville (+19.9 percent to US\$58.48); Boston, Massachusetts (+17.8 percent to US\$132.73); and Dallas, Texas (+15.0 percent to US\$49.02). Norfolk-Virginia Beach (-14.0 percent to US\$82.40) and **Atlanta (-11.1 percent to US\$43.09), reported the largest RevPAR decreases for the week.”**

According to Jamie Schwartz of the Hotel Investment Barometer (a production of STR) Cap rates based on historical NOI are about 6% in 2011. This is about the same as the cap rates experienced in 2007. Cap rates based on proforma or projected first year data registered a slight uptick from 5.4% in 2010 to 5.6% in 2011. The rates of return to the equity, however have decreased slightly (equity yield rates) suggesting that the increase in cap rates is due to increased cost of debt, not a decline in confidence.

Nationally, prices are higher in 2011 than they were in 2010. The average price per room is up to \$230,000, compared to \$183,000 per key in 2010. The size of the transactions is also greater this year than in 2010. Transaction volume is expected to be close to \$15 billion by year's end with more deals of \$100 million or more experienced in 2011 than in years past. According to Jones Lang LaSalle projections, sales volume is expected to increase by 15% to 25% in 2011 compared to 2010

Pipeline:

There are concerns that the new product coming online will cut into the gains in RevPar and Occupancies experienced in the first half of 2011. According to an STR article published August 11, 2011 “The total active U.S. hotel development pipeline comprises 2,990 projects totaling 323,070 rooms, according to the July 2011 STR/McGraw Hill Construction Dodge Pipeline Report released this week. This represents a 10.1-percent decrease in the number of rooms in the total active pipeline compared to July 2010. The total active pipeline data includes projects in the In Construction, Final Planning and Planning stages, but does not include projects in the Pre-Planning stage.

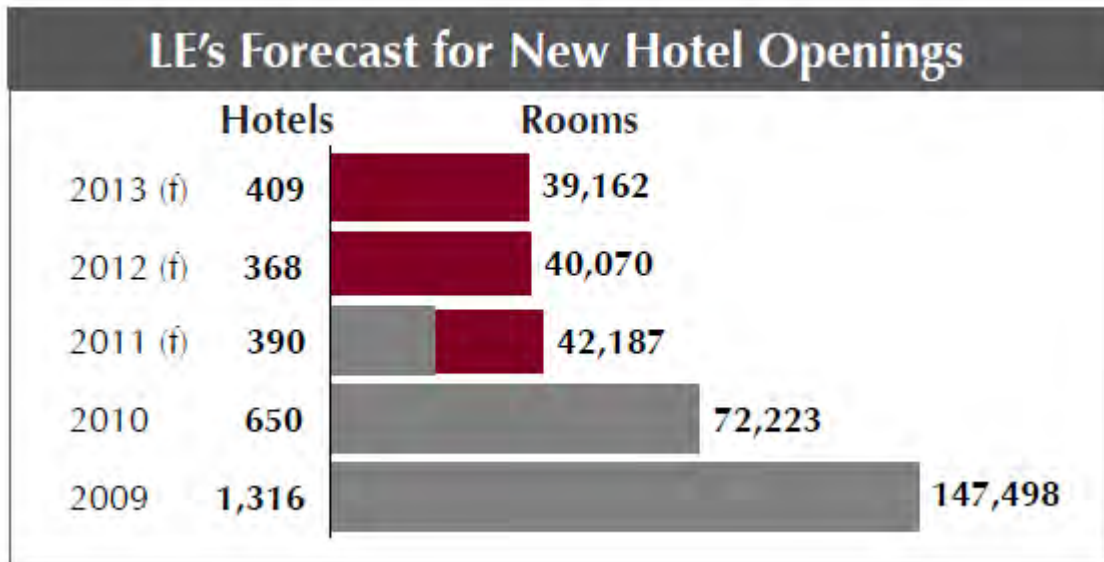
Among the Chain Scale segments, the Upper Upscale segment ended the month with the largest increase in both rooms in the In Construction phase (+40.0 percent with 9,414 rooms) and in the total active pipeline (+21.8 percent with 23,314 rooms). The Upscale segment ended the month virtually flat with a 0.2-percent increase in rooms in the total active pipeline with 81,735 rooms. The Economy segment (-31.0 percent with 3,645 rooms) and the Midscale segment (-27.2 percent with 24,212 rooms) reported the largest decreases in rooms in the total active pipeline.

U.S. pipeline by Chain Scale segment (number of rooms and percent change July 2011 vs. July 2010):

Chain Scale	Existing Supply	% Change	In Construction	% Change	Total Active Pipeline	% Change
Luxury	124,459	+2.1%	820	-48.5%	4,117	-21.0%
Upper Upscale	550,405	+1.8%	9,414	+40.0%	23,314	+21.8%
Upscale	608,793	+2.0%	14,836	-0.5%	81,735	+0.2%
Upper Midscale	817,726	+6.9%	16,633	-2.6%	91,087	-10.0%
Midscale	518,148	-10.0%	3,805	-71.5%	24,212	-27.2%
Economy	786,257	+0.5%	953	-58.8%	3,645	-31.0%
Unaffiliated	1,478,866	+0.9%	8,634	-5.1%	94,960	-16.3%
Total	4,884,654	+0.8%	54,825	-15.4%	323,070	-10.1%

Source: STR

According to Lodging Econometrics (LE), Summer 2011 United State Lodging Real Estate Trends, a total of 409 new hotels with 39,162 rooms are anticipated to come online in 2013. The forecast for 2011 and 2012 was adjusted downward slightly as the lack of construction financing and economic uncertainty have forced the slowdown of projects underway. LE expects 42,187 new rooms in 2011 and another 40,070 in 2012. The forecast is summarized in the table below. As shown in the table, the number of hotel rooms constructed has dropped off significantly since 2009, but is expected to level off for the 2011 to 2013 time period.



Conclusion

On the whole, the hotel industry outlook is positive. Room rates have recently increased slightly after several flat or declining years. Occupancy rates, both locally and nationally are better this summer than the last. This bodes well because the summer is the peak season for the subject market. During the winter months there are fewer leisure travelers so occupancies decline.

In late 2010 and early 2011 the global and US economies faltered again in the wake of the Japanese Tsunami and the Arab Spring revolutions. Within the US there are concerns that the national debt is out of control. Unemployment remains stubbornly high while job creation is anemic. Offsetting these negative perceptions, consumer spending in the US has been strong throughout 2011. Gasoline prices have been on a roller coaster this summer as the people of oil rich regions abroad attempt to replace dictators and establish new governments. It is not yet clear how much longer our economy will continue to “bounce along at the bottom.” We look to overall capitalization rates to determine how investors view the hotel industry. The cap rates have been trending downward despite the uncertainty. This could indicate that hotels are viewed as relatively safe investments. There could also be pent up demand for this asset type after years of avoidance by the institutional investors. We believe that the good demand for hotel properties is probably a combination of both improved NOI and pent up demand.

Location Maps of the Subject



Site Map

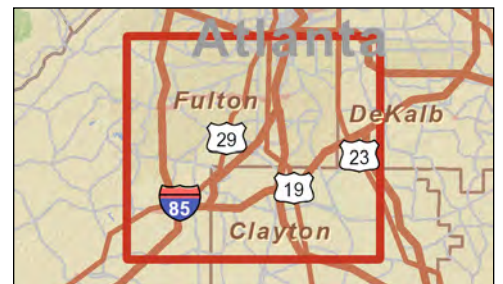
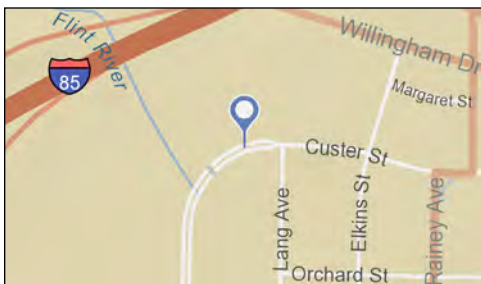
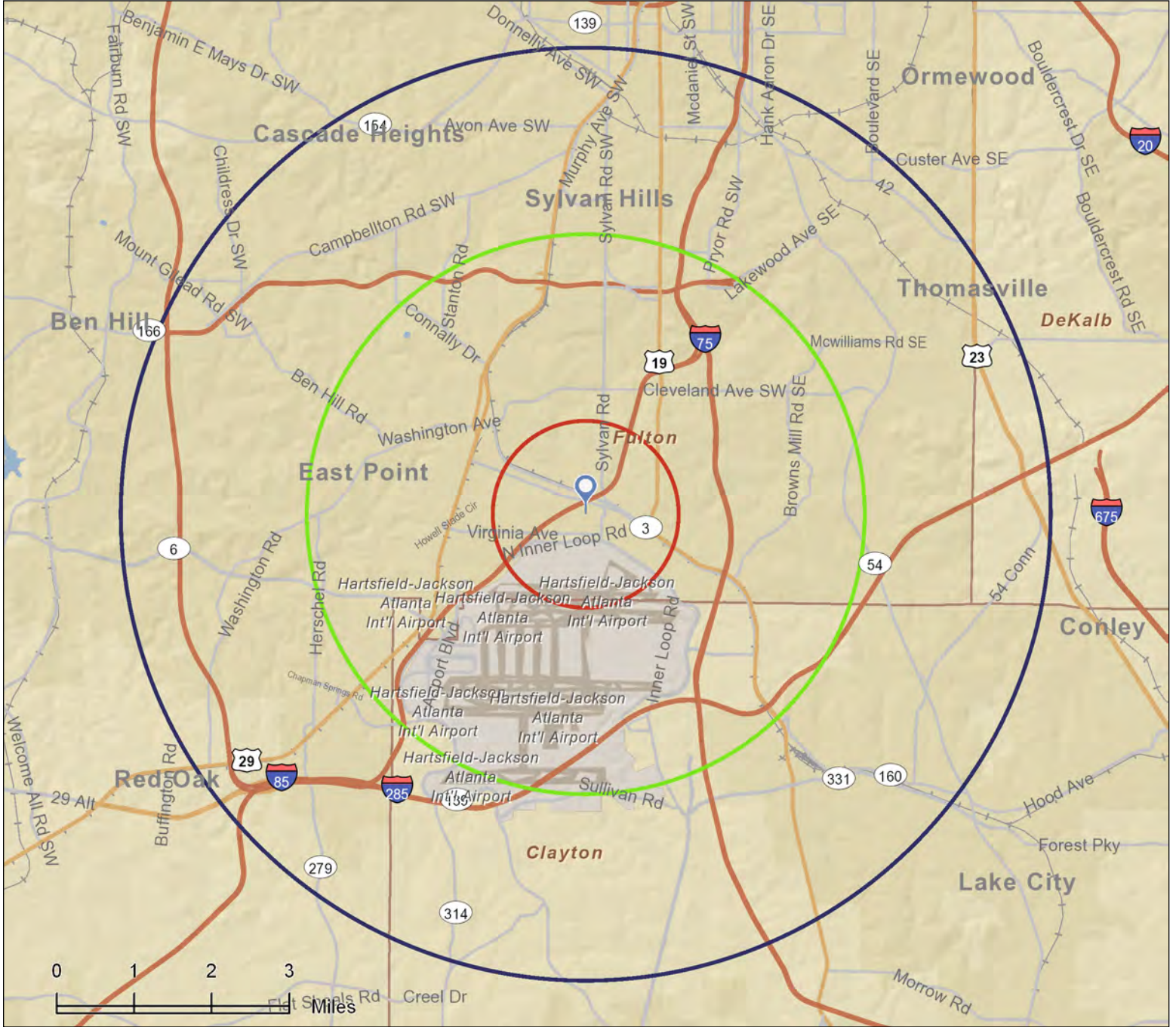
1001 International Blvd
Ring: 1, 3, 5 Miles

Prepared by Jason Fletcher

Latitude: 33.66193

Longitude: -84.421922

REAL ESTATE APPRAISAL SERVICE · Since 1974

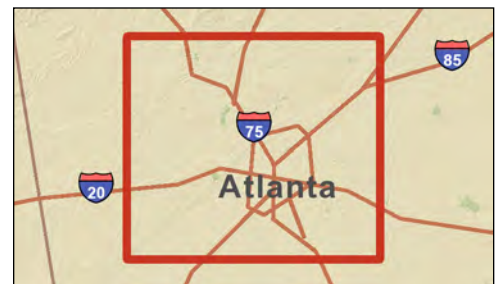
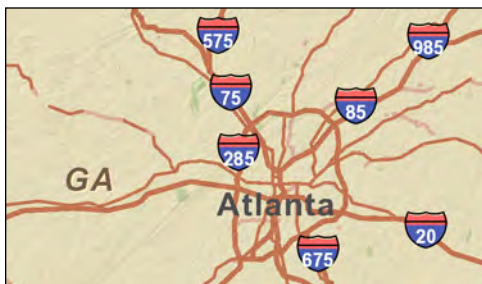
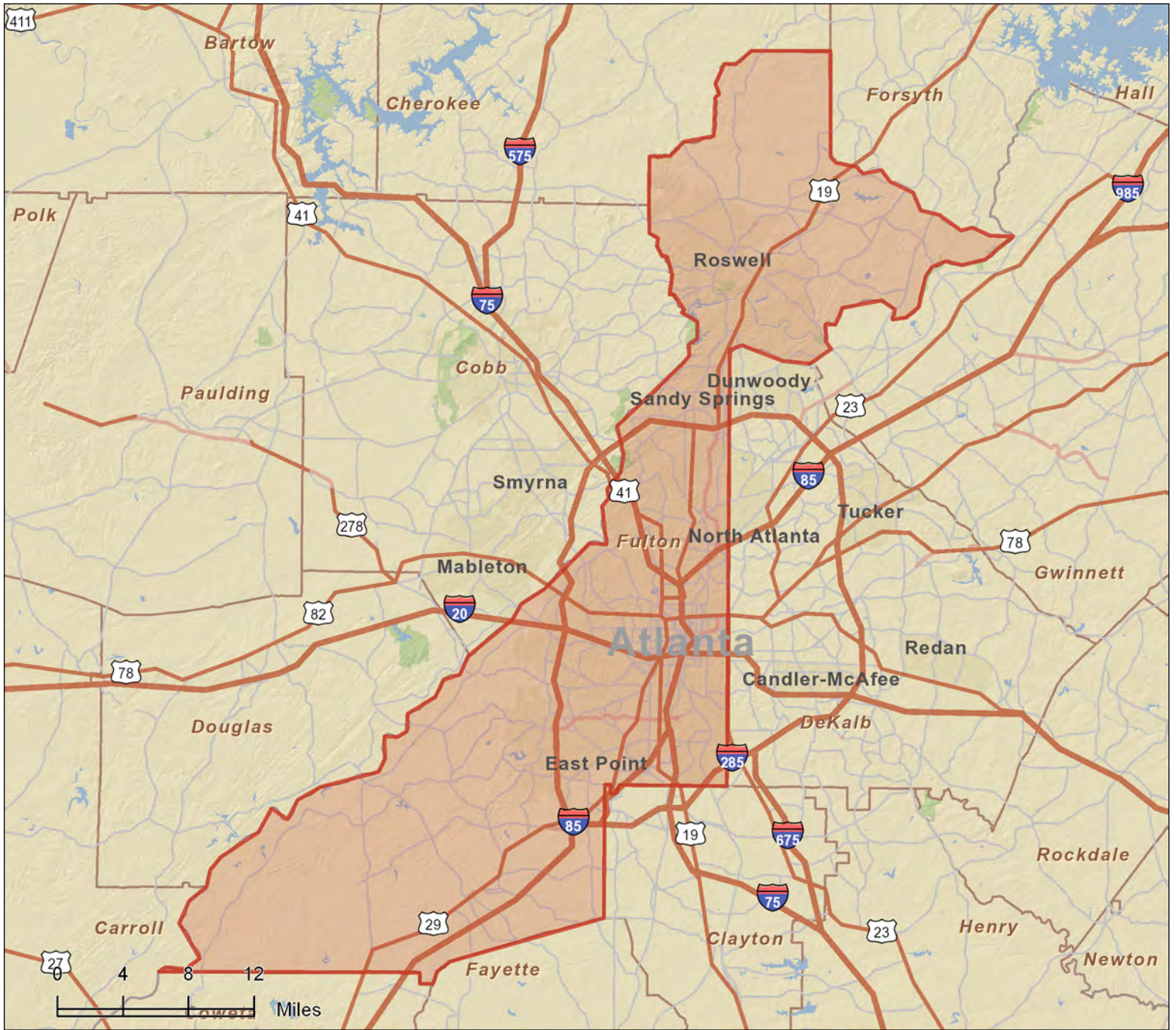




Site Map

Fulton County
Fulton County

Prepared by Jason Fletcher



Aerial Photographs



Highest and Best Use

Highest and Best Use is a real estate valuation principle that dictates that the market trends to put property to its most profitable use, and that use which provides the greatest benefits of ownership. The Appraisal of Real Estate, 12th Edition, defines highest and best use as:

The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value.

Because the principle of highest and best use reflects the actions of the market, generally accepted professional appraisal practice requires that the subject property must be valued under this premise. If the property being appraised is improved with a structure, two highest and best use analyses are required; the highest and best use of the land as though vacant, and the highest and best use of the total property as developed. The highest and best use analysis is developed using the following four criteria. The highest and best use must be Legally Permissible, Physically Possible, Financially Feasible, and Maximally Productive.

Land as if Vacant

Physically Possible – As previously mentioned, the subject property contains approximately 16.23 acres. The subject has been graded mostly level and presumably has utilities to the site. Due to the age of the improvements and the continuous office use, the property has probably not been engineered to handle storm water in the way that is currently expected. In the C-2 district 80% is the maximum lot coverage. In the U-V District a lot coverage ratio of 90% is permitted. There is room on the site for midrise development; it just has not been engineered for storm water management in all likelihood. The subject site is basically ready for development with the exception of the storm water management, which could be accommodated on site. Many uses would be physically possible including commercial, office, industrial, residential, or special purpose buildings like a hotel.

Legally Permissible - In estimating the highest and best use of a property, the legally permissible uses are typically determined by the zoning constraints of the jurisdiction in which the property is located. The subject parcel is located in Fulton County in an incorporated part of Hapeville. It is zoned UV, Urban Village and C-2 General Commercial, by the City of Hapeville by the city. This zoning designation allows for most commercial uses, including mid-rise hotels. We also considered airport related uses such as warehouse and distribution use. There are many industrial users in the area and there are certainly distribution and warehouse users that would like this location. However, the zoning specifically excludes industrial use such as warehousing. Furthermore zoning excludes residential use in the C-2 district. General commercial

uses such as hotels are specifically permitted under the two subject zoning designations.

Financially Feasible - After determining which uses are physically possible and legally permissible, it is necessary to determine what potential uses are economically feasible. A use that produces an overall positive return, be it cash flow or return on investment, is economically feasible. From the list of economically feasible uses, the one use that produces the greatest return is chosen. This is the maximally productive use and, therefore, is the highest and best use of the property. This thought process could be described as a detailed process of elimination. Retail use for this site is unlikely because the International Drive and the other surface streets surround the subject are low traffic count roads. Office use is possible and has been the highest and best use for the last 30+ years. However, Delta is the major tenant for Hartsfield-Jackson Atlanta International Airport. They do not want to occupy the building and none of their competitors has come forward to purchase the site. The non-airline related companies that might be large enough to need the subject building would for the most part prefer to be located in suburban areas where housing and recreation are more readily accessible. Or they would rather be downtown or one of the other major office markets. We considered continued office use for the subject but conclude that this use might be feasible, but it would not command the highest value. Pay parking lots were also considered since they are legally permissible. The subject is located off of the main road on a smaller surface street. The pay parking lots are mostly located along major vehicular corridors such as Camp Creek Parkway. We conclude that among the legal uses, hotel use is the use that would return the highest value to the land as though vacant.

Maximally Productive – Of all the financially feasible uses, each use is analyzed to determine which use will return the highest profit or which use will be the maximally productive use. As illustrated in the following valuation sections, an investor could purchase a similar and competing facility for less than the replacement cost. Therefore, speculative holding is the maximally productive use of the site as though vacant (unimproved). The subject is large enough and configured in such a way that it could be developed at two or three different hotels. All three sites will probably not be developed at the same time. We expect the first take down to occur within the next five years. The other two will probably occur within the next 10 years.

Highest and Best Use as if Vacant - Of the available alternative uses that are physically and legally acceptable, the best alternative use for the subject site as if vacant would be speculative holding, most likely for a hotel. The expected holding period is five years or less for the subject as if vacant. The subject is larger than necessary and will probably be developed with two or three independent uses.

Highest and Best Use as Currently Improved

Physically Possible and Legally Permissible Uses

The subject building contains about 298,035 square feet gross and 298,035 leasable on 13 floors plus a basement. It has very good views, very good vehicular access, suitable exposure to traffic and the structure is in good condition. The design of the building is fairly generic since it has a glass and brick façade, steel frame, elevators, loading docks and other elements that are commonly found in any building of this size. Physically, a wide variety of uses are possible including continued office use, conversion to a hotel or a mixture of the two uses. Legally any of these options is also possible.

Financially Feasible and Maximally Productive

As shown in the income approach, the subject should have an NOI of \$4,209,852 in the first year of operation. Net operating income is expected to increase for the next five years until the property is stabilized at about 75% occupancy. Based on the income projections as a hotel, the subject is presently worth about \$28,395,000. Furthermore, the construction and acquisition budgets are less than the value for hotel use.

Therefore, conversion is a financially feasible use. The subject building is highly desirable for hotel use because of its views and development density. Vacant alternative sites would need to be developed with a lower building because of current height restrictions on development. There is no alternative use that would produce a higher return. Conversion to hotel use is both financially feasible and maximally productive.

Conversion to hotel use is one of several alternative uses for the subject building. This use appears to be financially feasible based on the income projections and cost of acquisition and conversion budgets. There is no use of the property that would return a higher value. Therefore the highest and best use as improved is to convert the asset to a high end hotel such as a Hyatt Regency as proposed. This use will not require all of the existing parking. We believe that a hotel will require roughly 9.05 acres with the remaining 7.1775 acres as excess land. The highest and best use for those portions of the property not needed to support the hotel should be developed independently, probably for hotels at different price points.

Valuation

The Valuation Process

The valuation process is the orderly program in which data used to estimate the value of the subject property are acquired, classified, analyzed, and presented. The first step in the process is to define the appraisal problem, i.e., identify the real estate, the effective date of value estimate, the property rights being appraised, and the type of value sought. Once this has been accomplished, the Appraiser collects and analyzes the factors that affect the market value of the subject property. These factors are addressed in the area and neighborhood analysis, the site and improvement analysis, and the highest and best use analysis, and in the application of the three approaches to value: The sales comparison approach, the cost approach, and the income capitalization approach.

The sales comparison approach can be used to estimate the value of the property as though vacant. The Appraiser gathered data on sales of comparable properties and analyzes the nature and conditions of each sale, making logical adjustments for dissimilar characteristics. Typically, a common denominator is found. For land, price per square foot or acre is typically used.

The first approach considered is the **cost approach** to value. Accrued depreciation is deducted from the new cost of the improvements and this figure is added to the land value to indicate the value of the whole property. The cost approach is most applicable in a market where development of new product is a realistic alternative for the investor. It is most frequently used for special use properties like religious facilities, or for new buildings. This approach to value has been considered but was not developed because the building was constructed in 1968 as an office building. The cost of conversion was considered and used.

The **sales comparison** approach was used for estimating the value of the subject as improved. The sales comparison approach relies on the principal of substitution. In general, the property is compared to similar and competing properties on the market. Adjustments are made of physical and economic differences resulting in an indication of value for the subject. This approach to value was fully developed and relied up on in our appraisal.

The third approach considered is the **income capitalization** approach and is predicated on the assumption that a definite relationship exists between the amount of income a property can earn and its value. In other words, value is created by the expectation of benefits to be derived in the future. In this approach, the anticipated annual net income of the subject property is processed to produce an indication of value. Net income is the income generated before payment of any debt service. Income is converted into value through capitalization, in which net income is divided by a capitalization rate. Factors such as risk, time, interest on capital invested, and recapture of the depreciating assets are considered in selecting the capitalization rate. This approach is the primary method of valuation for income producing properties. The Income Approach to value was fully developed and relied up on in our appraisal.

Fletcher & Company

Real Estate Valuation Services, Inc.

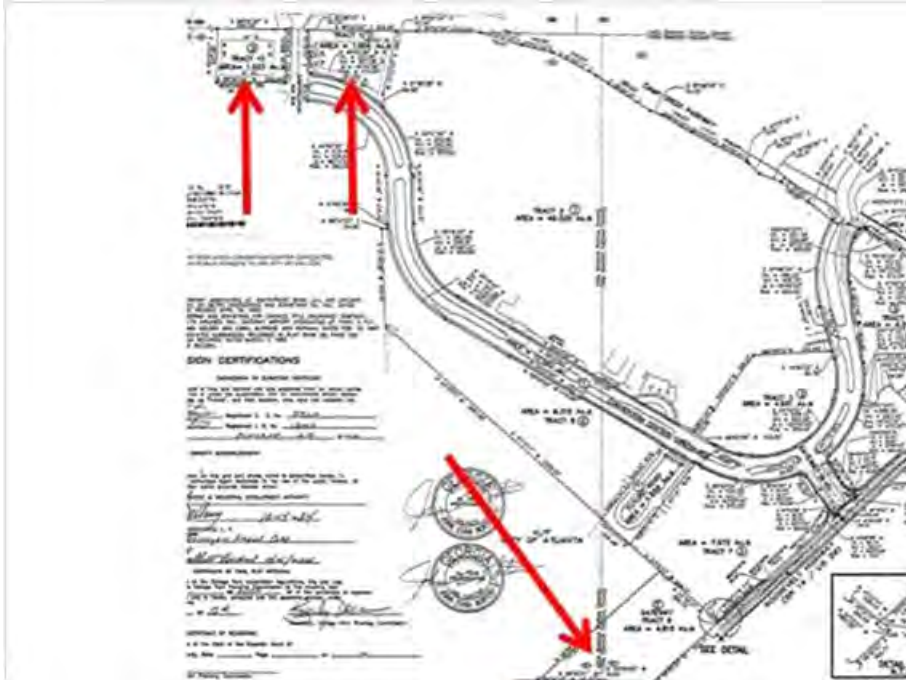
The final step in the valuation process is the reconciliation or correlation of the value indications. In the reconciliation, the Appraiser considers the relative applicability of each approach used, examines the range of the value indications, and gives most weight to the approach that appears to produce the most reliable solution to the appraisal problem. The purpose of the appraisal, the type of property, and the adequacy and reliability of each approach to value are all taken into consideration. To apply the approaches to value, information pertaining to the fair market value of the subject property must be derived from the market because the Appraiser seeks to anticipate the actions of buyers and sellers in the market.

Land Value

As previously stated, the market is not very active. Lenders are reluctant to make development loans in a climate of declining values and increasing foreclosures. In most Atlanta area submarkets we have found evidence of investment opportunities available below replacement cost. Rates have been flat and occupancies have been relatively high for about three years now. There is no incentive to build new product, so there have been very few transactions involving land suitable for mid-rise hotels. Below is a table summarizing the sales deemed most relevant to our analysis. More emphasis was placed on utility or highest and best in our search than say date of sale. We believe that the location and visibility and density requirements for a hotel like the subject are restrictive enough to warrant a search of land sales suited specifically for this use. Though a one story gasoline station could have been developed on the subject site, the inverse is not true. A hotel like the subject could not necessarily be developed on a property where a gas station has been developed. A detailed description of the land sales along with a sketch of the tract and photograph is provided on the following pages. We have also provided a location map for the comparables and summary table of the adjustments.

Comparable	Address	Date	Price	Acre Unit Price	Acres
Subject	1001 International Boulevard	5/2/12	0	\$0	16.23
1	Northwest Dr	8/21/07	\$4,622,200	\$554,886	8.33
2	3700 Princeton Lakes Pkwy	12/15/08	\$700,000	\$428,659	1.63
3	Camp Creek Parkway	12/2/10	\$1,465,000	\$604,493	2.42
4	SW corner of Airport Dr & Camp	6/1/12	\$1,153,800	\$600,000	1.92

Land Comparable 1



Transaction

ID	440	Date	8/21/07
Address	Northwest Dr	Price	\$4,622,200
City	College Park	Acre Unit Price	\$554,886
State	GA	Financing	Cash to Seller
Tax ID	130005LL-00066, -0066, -	Property Rights	Fee Simple
Grantor	Gateway Airport	Days on Market	
Grantee	College Park Business and Industrial Development Authority	Verification Source	Costar, public records & company files
Property Type	Land	Image	Survey of the three lots

Land

Acres	8.330	Topography	G. Rolling
Land SF	362,855	Zoning	Mixed Use
Road Frontage	553 Roosevelt Hwy, 550'	Flood Zone	None noted
Shape	Regular	Encumbrance or	See Remarks
Utilities	All Available	Environmental Issues	None Noted
Assessment Year		Taxes	

Notes

This is the purchase of three lots in Fulton and one lot in Clayton County by the College Park Business and Industrial Development Authority. This purchaser is not a typical purchaser since it has public financing sources. They had a public/private partnership with the developers which included the understanding that the development authority would be purchasing the lots. They have not been able to sell any of these lots to end users since the market crashed shortly after purchase. Ms. Coffee stated that they are not actively marketing the land. They are flexible on price and basically described a land residual pricing strategy for land based on the end user's plans for a given tract. She stated that she doesn't expect prices to ever reach what they were in 2006-2007. She feels that the price paid was fair market value at the time, but prices are nowhere near that now.

Land Comparable 2



Transaction			
ID	438	Date	12/15/08
Address	3700 Princeton Lakes Pkw y	Price	\$700,000
City	Atlanta	Acre Unit Price	\$428,659
State	GA	Financing	Cash to Seller
Tax ID	14F0002 LL6654	Property Rights	Fee Simple
Grantor	ARC Property Groupm Inc.	Days on Market	
Grantee	Camp Creek Hospitality, Inc.	Verification Source	LoopNet & GSCCCA
Property Type	Land	Image	Aerial Tax Map and Survey

Land			
Acres	1.6	Topography	Graded
Land SF	71,133	Zoning	PDMU
Road Frontage	213	Flood Zone	No Effect on Value
Shape	Rectangle	Encumbrance or	Planned Development
Utilities	All Available	Environmental Issues	None Noted
Assessment Year		Taxes	

Notes

The buyers and sellers would not return our calls. The purchase appears to be arm's length. The site was pre graded. It is located in a the Princeton Lakes Tax Allocation District where government subsidies for development that create jobs are available. It is also part of a planed unit development with development controls.

Land Comparable 3



Transaction			
ID	439	Date	12/2/10
Address	Camp Creek Parkway	Price	\$1,465,000
City	Atlanta	Acre Unit Price	\$604,493
State	GA	Financing	Cash to Seller
Tax ID	14 0256 LL0201	Property Rights	Fee Simple
Grantor	Columbia Creek, LLC	Days on Market	
Grantee	Andalusia Properties, Inc	Verification Source	GSCCCA
Property Type	Land	Image	Aerial Tax Map and Survey

Land			
Acres	2.4	Topography	Sloping
Land SF	105,569	Zoning	PDMU
Road Frontage		Flood Zone	
Shape	Rectangle	Encumbrance or	
Utilities	All Available	Environmental Issues	
Assessment Year		Taxes	

Notes

About 2/3 of the land appears to be unusable due to Camp Creek which forms the southern boundary. The gross acreage was about 7.344 acres. Only the net acreage is shown in the profile above. The property is located just outside of the Perimeter Highway (I-285). The true seller appears to have been Noble Investment Group, a hospitality firm. The true buyer appears to have been Racetrac a convenience store and gasoline station. We attempted to contact Ben Brunt at Noble Investment Group (404-262-9660) and Bob Dumbacher, CFO for Racetrac (770-431-7600) but neither would comment on the deal.

Land Comparable 4



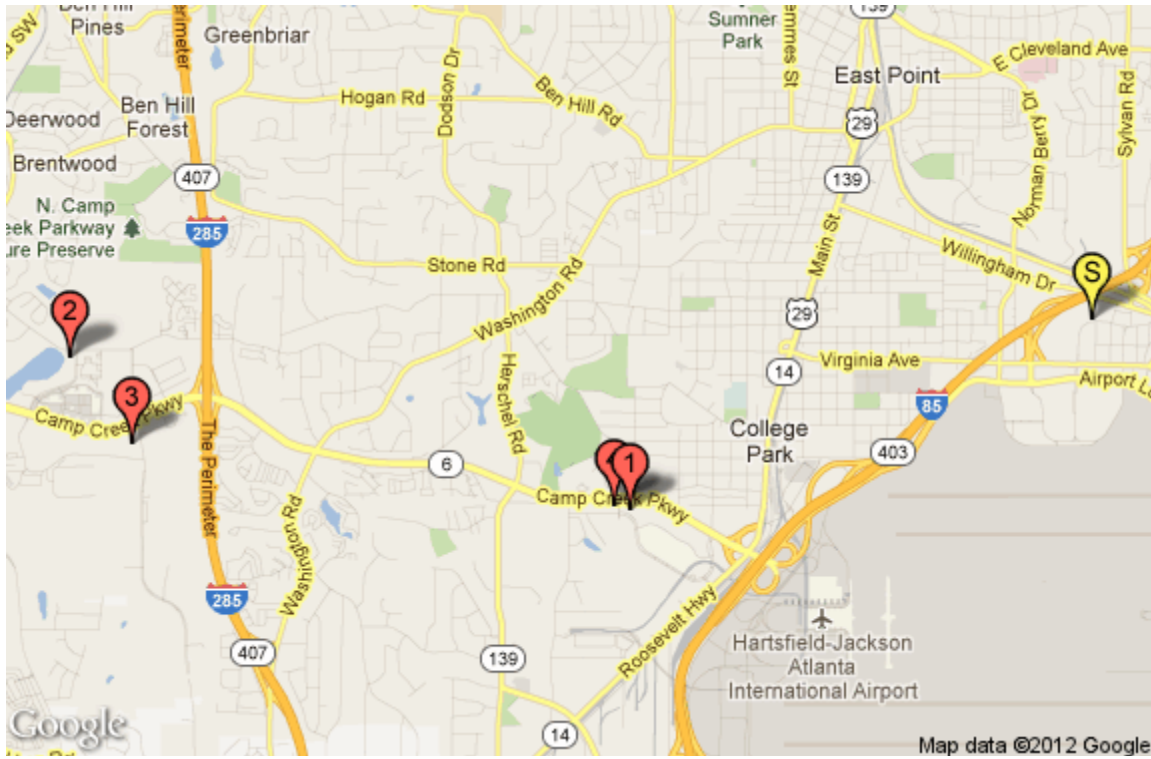
Transaction			
ID	441	Date	6/1/12
Address	SW corner of Airport Dr &	Price	\$1,153,800
City	College Park	Acre Unit Price	\$600,000
State	GA	Financing	Cash to Seller
Tax ID	13-0005-LL0082	Property Rights	Fee Simple
Grantor	College Park Business &	Days on Market	2160
Grantee	Racetrac Petroleum	Verification Source	Barbara Coffee, College Park Busienss and Industrial Development Authority
Property Type	Land	Image	Aerial Tax Map and Survey

Land			
Acres	1.9	Topography	G. Rolling
Land SF	83,766	Zoning	PUD
Road Frontage	200	Flood Zone	None noted
Shape	Rectangle	Encumbrance or	See Remarks
Utilities	All Available	Environmental Issues	None Noted
Assessment Year		Taxes	

Notes

This property is under contract and expected to close in about two weeks. The buyer is Racetrac, who will build a gasoline station. The development authority purchased this land about five years ago, but has not been aggressively marketing it. They have no set pricing tier for their holdings. The price depends upon the use. This tract is a corner site and has frontage on Camp Creek Parkway so it is the most desirable of their holdings. There is an easement for the People Mover lines over this tract.

Land Comparables Map



Adjustment Summary

Property Rights-The subject and comparables are all fee simple estate, so no adjustment is necessary for this element of comparison.

Financing/Cash Equivalency – The selected comparables were all purchased with cash to the sellers, so no cash equivalency adjustments are needed.

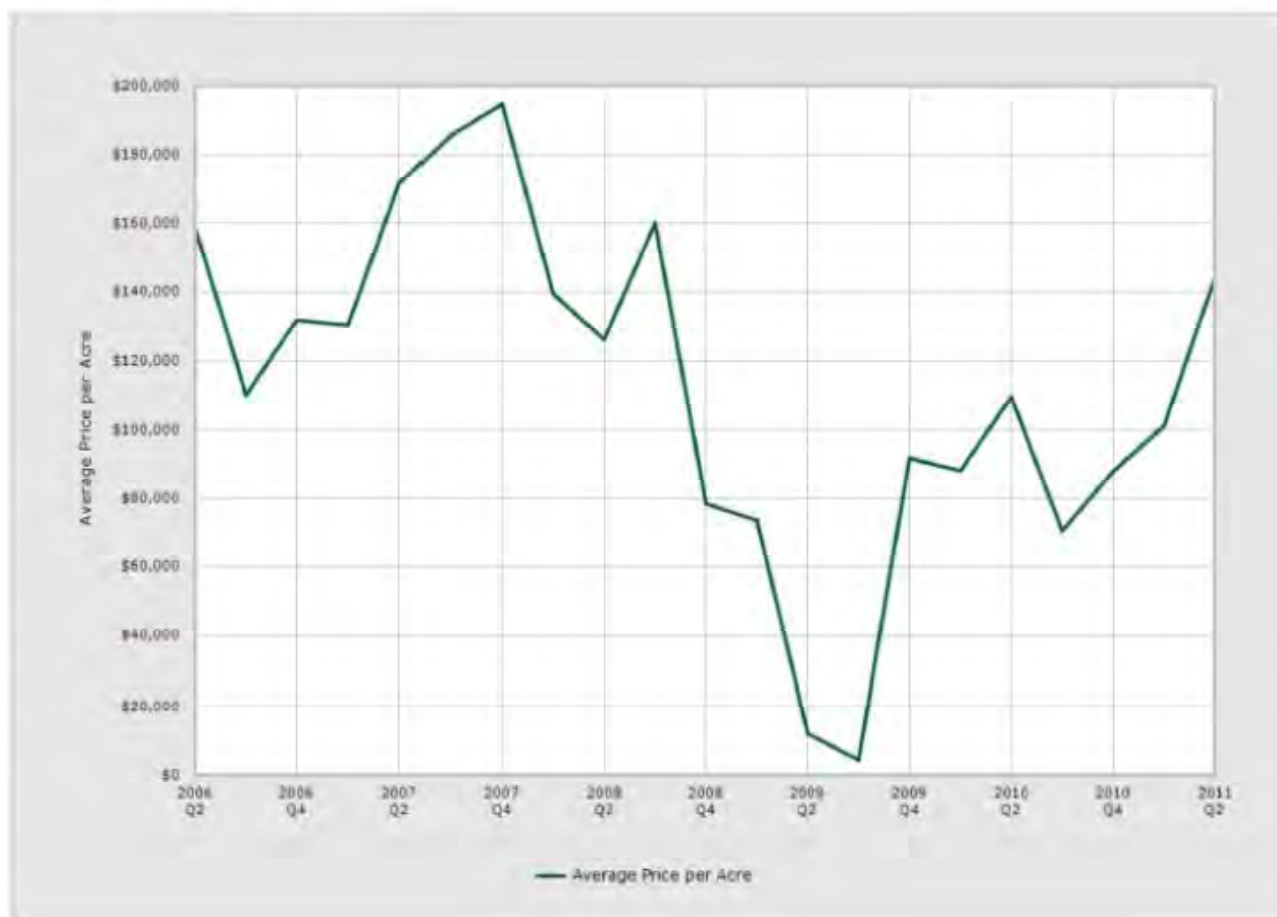
Conditions of Sale –Sale One is a takedown of three lots by the development authority of three lots developed as part of a public/private partnership. The buyer believes that the purchase price was the market value at the time of sale. However, their purchasing the land was a prearranged deal with the developer. We believe that without the partnership, the seller would not have been able to sell off the land as quickly. In order to achieve a bulk sale of three lots as in this purchase, the price would probably have had to have been reduced from the “retail” value of the lots. Ms. Coffee was not able to put an exact figure on how the conditions of sale affected the sale price, but they do appear to have had a positive effect. We have adjusted this sale downward for conditions of sale.

The other sales are considered arm’s length. It should be noted that Sale Four is a sale of the College Park Development Authorities property to an end user (RaceTrac). They have not offered any special deals to this user, so no adjustment is needed in this case.

Expenditures After Sale-For land that is partially developed and assumed to be cleared with utilities to the site the expenditure after sale could be considered the site preparation costs. We believe a reasonable adjustment for the underlying site prep and soft costs are about \$75,000 per acre for the 7.1775 acre subject tract. This is not based on the cost of the site work, rather the contribution value in the current market. The cost is likely much higher on a per acre basis. Sale Two was graded at the time of sale and is rated similar. The other tracts were raw land at the time of sale and have been adjusted upward at \$75,000 per acre.

Market Trends Through Date of Value- In general market conditions stabilized in early 2010 after a steep decline of 20% or more in late 2008. In 2009 we saw very few arms’ length transactions involving land. Investors were trying to hold onto what they had in light of the new economic conditions and lenders were reluctant to lend in a market of declining value. By 2010 lenders had acclimated to the new climate and adjusted their underwriting policies and began to make loans again. Sellers had also adjusted their expectations since the economic downturn no longer seems to be a quick storm that can be weathered easily. Slower population growth and higher unemployment appear to be here to stay for at least a few more years. The table below illustrates the average price per acre for all land in the metropolitan Atlanta area since mid 2006, the range for our sales.

Average Price per Acre



As shown in the table, the average sale price for land has climbed back up to Second Quarter 2008 prices, just after the peak in late 2007. The current average land sale price per acre is about the same as it was in mid-to-late 2006. We also reviewed our comparable land sales and a current listing for land next to Sale Two on Paras Drive in Covington. We also spoke with Kathy Thirolf, of Wheeler Kolb about her land listings at Stonecrest Mall. She stated that for both of these hotel areas, the asking price remains the same as it has always been. She stated that when there is demand for more hotels her sellers will probably sell for the same price they achieved during the last construction cycle. She also stated that land prices are not the hold up for development. She does not believe that she would be able to sell these tracts of hotel land at anything other than a speculative or liquidation price and even then, it will be difficult to find a buyer. The market is just not ready for an end user at either of these locations at this time.

In summary, the metro wide land price average is back to 2006 prices. It is about 20% below the peak in late 2007. For hotel land, our data set suggests very stable prices throughout the last construction period and subsequently. Considering all of this data, we believe that a downward adjustment through mid 2010 is reasonable with a neutral adjustment for the land thereafter. The adjustment is made using an excel model that compounds the interest daily (using the future value function if on a calculator).

Location- Sales One and Four are located at the World Congress Center and Central Car Rental Center (NORAC). This location is superior to the subject, which is just north of the airport. Passenger traffic comes and goes from the west side of the airport. Sales Two and Three are located west of the Perimeter Highway at the Gateway mixed use development. This location is inferior to the subject's.

Acres/Size- As the size of a tract increases, the price per acre typically decreases. This is due in part to the principal of diminishing returns. Another key factor is that as the number of qualified buyers decreases, the total sale price increases. The reduced demand exerts downward pressure on the unit price. The subject is an assemblage of two non-contiguous tracts. It has already been subdivided and has good road frontage. However a purchaser considering the purchase of the entire 7.155 acre tract would not want to pay the full retail price of two separate tracts (Tracts 3& 4 are about 4.1097 acre and the southern tracts are about 3.068 acre). Sale One is in the same size range as the subject. The other sales require a downward adjustment for size.

Topography-The comparables have already been adjusted to the subject for pre-grading site improvements. No further adjustment is needed for this data set. It should be noted that for Sale Three only the usable land area has been considered in our table.

Shape- The subject tracts are non-contiguous, but each has good regular shape. The comparables also have regular shapes, so no adjustment is applied for this element of comparison.

Zoning/HBU- The subject and comparables have about the same potential for commercial development as a mid rise hotel (HBU).

View/Visibility- The subject is visible from Interstate 85 and it has excellent views in all directions. Land Sales Two and Three are in more suburban locations and west of the Perimeter. The views in this location are considered inferior. However, Sale Three has visibility on Camp Creek Parkway which is overall superior to the subject's visibility. We have adjusted Sale Three downward for superior visibility and Sale Two upward for inferior view and visibility. Sales One and Four have good views and good visibility. Sale One is partially on Roosevelt Highway and partially on Camp Creek parkway, both of which are superior to International Drive. Sale Four is at the southwest corner of Airport Drive and Camp Creek Parkway. This sale is also rated superior in terms of visibility.

Land Value Conclusion

The comparables range after adjustments from \$329,053 to \$611,543 and average \$466,122. All of the sales received strong gross adjustments over 50%. Sale Four at 51.9% received the fewest gross adjustments. Sale Three at \$611,543 received the fewest net adjustments at 1.2%. We believe that the subject value falls just above the average and lower than the unadjusted top of the range. We have considered the declining market conditions since the time of sale for Sales One and Two as well as the

conditions of sale for Sale One. On the whole, we believe the data supports a price per acre of about \$500,000 per acre. For the 7.1775 of excess land, this is equal to a total of \$3,588,750 which we round to \$3,600,000. We believe that this area is ready for modest price increases over the next five years. For our valuation as if complete and stabilized projections, we have projected a growth rate of 3% per year for the next five years until stabilization in 2018, which is 6.5 years from the date of this report. The projected value is \$4,363,000 on December 2, 2018. Upon completion on December 2, 2013 the projected value is \$3,763,620 using the same 3% annual growth for 1.5 years.

Sales Comparison Approach-Upon Completion, As if Stabilized

This indication of value for the subject property is based on an analysis of the sales of similar properties located in similar market areas. A search was conducted for the most comparable or similar type facilities in the subject property's market area. The following sales are considered to be the most comparable and current sales data from which to compare the subject and have been weighted accordingly. A summary of our analysis is set forth below. The summary is followed by a narrative discussion of the adjustments. A sale profile and location map of each is also provided on the following pages.

Sales Comparison Approach-Summary

Analysis Grid		Comp 1	Comp 2	Comp 3	Comp 4	Comp 5	
Address	1001 International Boulevard	3315 NE Peachtree Rd	133 Carnegie Way	1365 Peachtree St	2040 Sugarloaf Cir	125 10th St NE	
City	Hapeville	Atlanta	Atlanta	Atlanta	Duluth	Atlanta	
State	Georgia	GA	GA	GA	GA	GA	
Date	12/2/2013	7/1/2010	1/12/2012	7/7/2011	5/25/2011	11/30/2011	
Price	\$0	\$105,000,000	\$28,500,000	\$25,250,000	\$13,350,000	\$16,000,000	
No. of Units	340	422	150	160	122	191	
Price per Unit	\$0	\$248,815	\$190,000	\$157,813	\$109,426	\$83,770	
Transaction Adjustments							
Property Rights	fee simple	Fee Simple	0.0%	Fee Simple	0.0%	Fee Simple	0.0%
Financing	Conventional	Cash to Seller	0.0%	See Narrative	0.0%	Cash to Seller	0.0%
Conditions of Sale	Cash	See Narrative	0.0%	Arm's Length	0.0%	Arm's Length	0.0%
Expenditures After Sale		\$0	\$0	\$0	\$0	\$21,000,000	
Adjusted Price per Unit		\$248,815	\$190,000	\$197,266	\$109,426	\$193,717	
Market Trends Through	12/2/13	3.0%	10.653%	5.747%	7.378%	7.752%	6.1%
Adjusted Price per Unit		\$275,321	\$200,919	\$211,820	\$117,909	\$205,565	
Location	Average	Superior	Superior	Superior	Inferior	Superior	
% Adjustment		-15.0%	-15.0%	-15.0%	25.0%	-15.0%	
\$ Adjustment		-\$41,298	-\$30,138	-\$31,773	\$29,477	-\$30,835	
No. of Rooms	340	422	150	160	122	191	
% Adjustment		5%	-5%	-5%	-5%	-5%	
\$ Adjustment		\$13,766	-\$10,046	-\$10,591	-\$5,895	-\$10,278	
Year Built	1968	2004	1927	1962	2001	1987	
% Adjustment		0.0%	0.0%	0.0%	0.0%	0%	
\$ Adjustment		\$0	\$0	\$0	\$0	\$0	
Land to Building Ratio	1.32 sf to 1	0.19	0.10	0.20	0.74	0.04	
% Adjustment		0.00%	0.00%	0.00%	0.00%	0.00%	
\$ Adjustment		\$0	\$0	\$0	\$0	\$0	
Amenities	Indoor Pool/Full Service	Similar	Similar	Similar	Similar	Similar	
% Adjustment		0%	0%	15%	15%	0%	
\$ Adjustment		\$0	\$0	\$31,773	\$17,686	\$0	
Adjusted Price per Unit		\$247,789	\$160,735	\$201,229	\$159,178	\$164,452	
Net Adjustments		-0.4%	-15.4%	27.5%	45.5%	96.3%	
Gross Adjustments		32.8%	26.9%	81.2%	56.2%	194.5%	

Comparable 1



Transaction			
ID	442	Date	7/1/10
Address	3315 NE Peachtree Rd	Price	\$105,000,000
City	Atlanta	Price per Unit	\$248,815
State	GA	Document Number	
Tax ID	17-0061-0004-031	Financing	Cash to Seller
Grantor	InterContinental Hotels	Property Rights	Fee Simple
Grantee Name	Pebblebrook Hotel Trust Intercontinental	Days on Market	
		Verification Source	Costar, public records & new s reports
Site			
Acres	2.2	Topography	Level
Land SF	97,574	Zoning	Highrise
Utilities	All Available	Flood Zone	None noted
Shape	Regular	Encumbrance or	See Remarks
Improvements & Financial Data			
GBA	520,927	Occupancy	68%
Year Built	2004	No. of Rooms	422
PGI	\$24,028,680.00	Taxes	

Notes

This transaction was reportedly the assemblage of the leased fee and the leasehold estates. The building was \$69 million and the land was \$25 million with the personal property valued at \$11 million. InterContinental built this property in 2004 for \$110 million. Though the property sold for less than construction cost, it was not considered a distressed asset. We were unable to find a deed for this transaction.

Comparable 2



Transaction			
ID	444	Date	1/12/12
Address	133 Carnegie Way	Price	\$28,500,000
City	Atlanta	Price per Unit	\$190,000
State	GA	Document Number	50799-310
Tax ID	14-0078-0008-018	Financing	See Narrative
Grantor	Garnegie Hotels, LLC	Property Rights	Fee Simple
Grantee Name	Summit Hotel TRS 099, LLC	Days on Market	195
	Carnegie Marriott	Verification Source	Costar, public records & Lew is Miller 404-923-1269

Site			
Acres	0.3	Topography	G. Rolling
Land SF	11,138	Zoning	Highrise
Utilities	All Available	Flood Zone	None Noted
Shape	Triangle	Encumbrance or	None noted
Utilities	All Available	Environmental Issues	None noted

Improvements & Financial Data			
GBA	113,532	Occupancy	65%
Year Built	1927	No. of Rooms	150
PGI	\$4,927,500.00	Taxes	

Notes

The buyers assumed a \$19,000,000 loan. There is no warranty deed for this transaction. Mr. Miller of CBRE stated that the property had just been renovated and was in new condition. The sellers had purchased the property in 2007 and renovated it. It had only been open for 8 months at the time of sale and was not yet stabilized. The acquisition price was \$11,000,000 but the adaptive reuse construction budget was not disclosed. The ADR is \$90 and occupancy was at about 65%. RevPar was estimated at \$58.50 by Costar. FF&E was worth roughly \$20,000 per key. The agent stated that the assumption of the loan did not affect the sale price, that is just the way this deal was structured.

Comparable 3



Transaction

ID	445	Date	7/7/11
Address	1365 Peachtree St	Price	\$25,250,000
City	Atlanta	Price per Unit	\$157,813
State	GA	Document Number	50196-274
Tax ID	17-0105-0006-041	Financing	Cash to Seller
Grantor	Nesbitt Atlanta Venture	Property Rights	Fee Simple
Grantee Name	Noble I Atlanta Midtown, LLC	Days on Market	
	Residence Inn	Verification Source	Costar, GSCCCA & Tax Data

Site

Acres	0.5	Topography	Level
Land SF	22,216	Zoning	Highrise
Utilities	All Available	Flood Zone	None Noted
Shape	Regular	Encumbrance or	None Noted
Utilities	All Available	Environmental Issues	None Noted

Improvements & Financial Data

GBA	113,177	Occupancy	
Year Built	1962	No. of Rooms	160
PGI		Taxes	

Notes

The reported sale price was \$25,250,000 but the recorded stamp indicated \$23,987,500. The difference is believed to be the FF&E which is noted above at \$1,232,500 total or \$7,890. It is probably much higher than this amount. Occupancy was not disclosed, but the Cap Rate was reported to CoStar at 7%. The buyer and seller came together without brokerage, so there is no marketing time to report. The buyer only plans to spend about \$2,750,000 or \$17,188 per key over the next few years, so it is believed to be well managed and in very good condition.

Comparable 4



Transaction

ID	237	Date	5/25/11
Address	2040 Sugarloaf Cir	Price	\$13,350,000
City	Duluth	Price per Unit	\$109,426
State	GA	Document Number	50700-115
Tax ID	R7115-032	Financing	Cash to Seller
Grantor	Noble Investments-	Property Rights	Fee Simple
Grantee	Summit Hotel OP, LP	Days on Market	NA
Name	Hilton Garden Inn	Verification Source	Costar & Public Records

Site

Acres	3.6	Topography	Level
Land SF	154,638	Zoning	Commercial
Utilities	All Available	Flood Zone	None Noted
Shape	Irregular	Encumbrance or	Restrictive Covenants
Utilities	All Available	Environmental Issues	None Noted

Improvements & Financial Data

GBA	73,569	Occupancy	64%
Year Built	2001	No. of Rooms	122
PGI	\$179.00	Taxes	\$138,269

Notes

This hotel is visible from I-85. It is located just off the Sugarloaf Pkwy exit from this interstate at Satellite Blvd. FF&E is estimated at \$15K to \$20K per room based on our interview with Mr. Satwant Singh, Coldwell Banker Commercial. He is a hotel expert and familiar with the asset, though he did not broker this transaction. CoStar confirmation includes a 9% actual cap rate and average occupancy of 64%. The implied ADR is \$90 and RevPar is \$57.60. Implied NOI is \$1,262,700. The buyer approached the seller directly and it was in escrow for 45 days. Room rates are currently \$159 minimum and the King suite is \$275. This is a full service hotel with indoor pool, fitness center, meeting facilities and business center.

Comparable 5



Transaction

ID	443	Date	11/30/11
Address	125 10th St NE	Price	\$16,000,000
City	Atlanta	Price per Unit	\$83,770
State	GA	Document Number	50653-425
Tax ID	17-0106-0008-052	Financing	Cash to Seller
Grantor	125 10th Street NE Holdings,	Property Rights	Fee Simple
Grantee	Noble 1 Atlanta 10th Street,	Days on Market	304
Name	Hotel Midtown	Verification Source	Costar, public records & Kyle Stevenson 703-888-6578 listing broker

Site

Acres	0.5	Topography	Level
Land SF	23,305	Zoning	Highrise
Utilities	All Available	Flood Zone	None Noted
Shape	Regular	Encumbrance or	None Noted
Utilities	All Available	Environmental Issues	None Noted

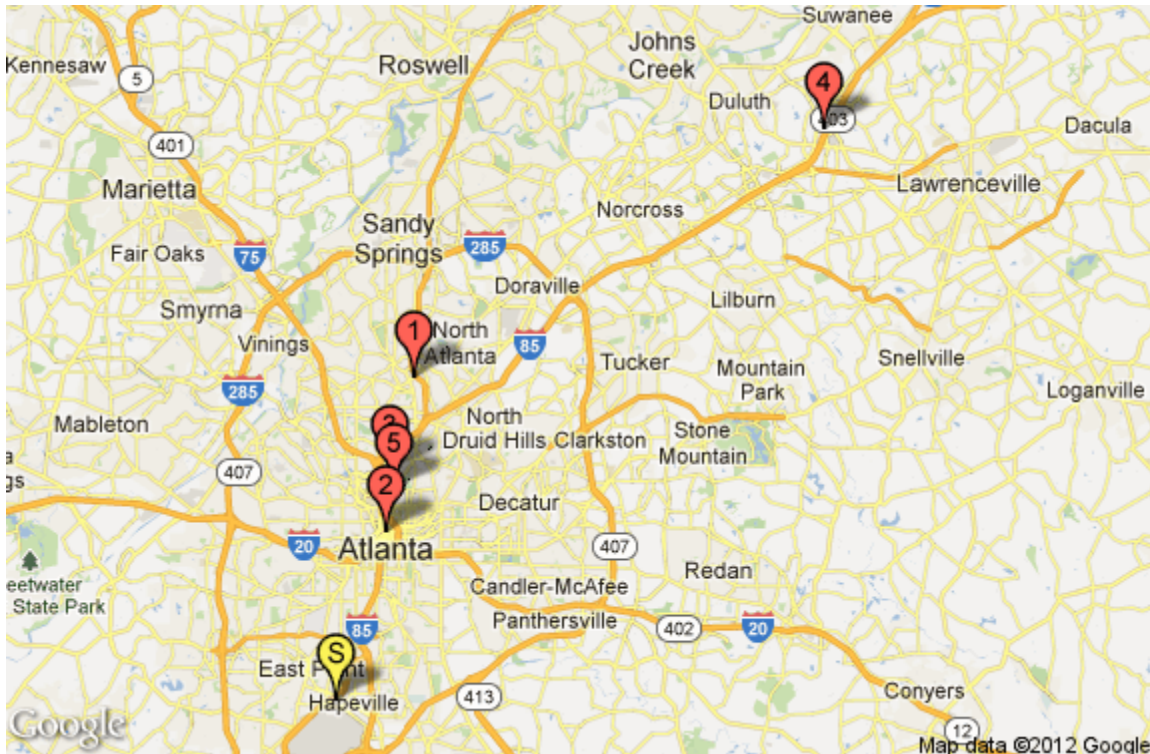
Improvements & Financial Data

GBA	520,927	Occupancy	
Year Built	1987	No. of Rooms	191
PGI		Taxes	

Notes

The property was underperforming and was bank owned at the time of sale. The listing agent stated that he had adequate time to market the property, but the asset was basically a "gut job" meaning that it needed to be taken down to shell condition. It needed about \$3 million to \$4 million in remediation. The project will cost about \$37,000,000 and the asset will be rebranded as a Hyatt. Since it was not performing, there was not cap rate or RevPar information for this deal. The project is expected to yield an IRR of 20% to 30%, unleveraged.

Improved Sale Location Map



Explanation of Ratings

Property Rights-The subject and comparables are all hotels that were sold fee simple. They are rated similar in terms of property rights conveyed.

Financing/Cash Equivalency – Sale Two was purchased in part through an assumable loan. We discussed the terms with the listing broker who stated that this was just how the deal was structured; the assumable loan did not affect the sale price. Based on the broker's comments, we have not adjusted this sale for financing conditions.

Conditions of Sale – All of the transactions were arm's length deals. Sale Five was a bank owned asset. The listing brokers stated that it was poorly managed and needed to be repositioned. According to Mr. Stevenson of Hunter Realty Associates, this building will need to be gutted and rebranded. Mr. Stevenson went on to state that he had ample time to market the property and there was ample response. Therefore there was no additional condition of sale issue beyond the poor performance. The buyer was an all cash buyer, which was attractive to the seller. However, there were multiple parties interested in the asset so there was no pressure to accept the cash deal. We have chosen to make a strong adjustment to this comparable for condition and occupancy, but no further adjustment is needed for conditions of sale.

Expenditure After Sale-The subject is being valued in this section as if complete and stabilized. Sale Five as previously mentioned was not stabilized and needed a significant cash infusion. We have adjusted it upward \$21,000,000 based on the selling brokers renovation estimate.

Market Conditions / Time – We know that room rates went through a two to three year period of declining or stagnant prices. Occupancy rates have also remained flat or lost a little ground over the last two years. Both of these factors saw an increase in the summer of 2011. Prior to this time, the gross and effective income were pretty level. Sales volume spiked in the second quarter of 2011 and there was a similar spike in the second quarter of 2010. Prior to 2010 there were three quarters of almost no sales activity. On the whole, we believe that a modest upward adjustment for market conditions of about 3% is warranted for this property type in this market. Please note that the date of value for the as if complete and stabilized value is December 2, 2013, approximately 18 months from the report date.

The calculations are made in excel using the future value function in the Narrative One valuation software. To reproduce the calculations on the HP 12C calculator, we would first estimate the number of days between the date of sale and date of value. Next we divide the annual adjustment of 3% by 365 days to get a daily rate of 0.008219. This figure is entered into the calculator as “i”. The sale price is “pv”. Payment is zero in this calculation and we solve for “fv”.

Location- The subject is located in the airport submarket. There are no other luxury hotels of the class proposed for the subject (Hyatt) in this submarket at this time, except for the Westin. The subject submarket should capture a larger than average percentage of convention attendees for the nearby Georgia International Convention Center. When the Aerotropolis mixed use development is complete and absorbed, the subject should also capture an above average share of luxury hotel rooms for that market as well.

Downtown luxury hotels will capture an above average number of room nights generate by many more destinations. Some of these include the 3.9 million square foot World Congress Center convention space and the numerous other convention centers in downtown Atlanta, the Georgia Aquarium, the World of Coke, The Georgia Dome, Philips Arena, Centennial Olympic Park, Underground Atlanta and the office market. The downtown market has mostly high rise construction which helps to price out the lower end hotels. Because of the economic barriers to entry and the superior drivers for room nights, we consider downtown Atlanta superior to the subject neighborhood.

Sale Four is a Hilton Garden Inn, full service hotel so it has been included in the data set. However, it is located in Duluth which is a hotel market driven by the suburban office market, the Gwinnett Center (convention & entertainment) and recreational travelers (vehicular). This market is inferior to the subject because of the lack of barriers to entry and the inferior room night driving factors.

No. of Rooms- The comparables have been adjusted to the subject for differences in overall property size, which for this property type is measured in number of keys or units. As building size goes up, so does the overall sale price. However there are fewer buyers qualified and in need of larger properties. Larger properties also tend to discount their room rates for large corporate users that absorb many room nights. This drives down ADR's and RevPar. Therefore, there is a downward pressure on the unit price of a building as the property size increases. The inverse is true of smaller hotels. There are more buyers for smaller hotels and it is easier to achieve a higher occupancy rate. Therefore smaller buildings tend to sell for more money on a per room basis. The subject is 340 key facility. Sale One is the only property larger than the subject and is adjusted upward. The other comparables are below 200 keys and are adjusted downward.

Year Built-For the purpose of this analysis we are assuming the subject is compete and stabilized on the date of value. The comparables were all recently renovated, except for Sale Five which will undergo renovation after purchase. We have already adjusted the sale upward to a renovation condition in the expenditure after sales line. Therefore, we treat this sale as if it were recently renovated as well.

Land to Building Ratio –We have deducted out the surplus land for this valuation of the subject as if complete and stabilized. The subject has about 1.32 acres of land per square foot of building on the 9.05 acre improved tract. The Downtown and Buckhead comparables are in locations that require off street parking or parking garages. Zero lot line development of high rises is permitted. Since the subject land does not contribute to the value anything more than the sites at the comparables, we have chosen not to adjust for this element of comparison. Sale Four is located in a suburban market with surface parking like the subject. There is no surplus land at this location either, so we do not adjust for land to building location.

Amenities-The subject will be a four star luxury hotel/convention center. It is comparable to the InterContinental (Sale One), the proposed Hyatt (Sale Five) and the Carnegie Marriott (Sale Two). The subject property class is superior to the Residence Inn (Sale Three) and the Hilton Garden (Sale Four). These sales have been adjusted upward for inferior amenities/affiliation.

Class/Property Type – A Hotel Class is usually defined by its price point while property type is defined by its utility and usually falls into one of the following types:

- Commercial – caters to primarily commercial travelers conducting business with the market surrounding the facility.
- Convention – usually accommodates large groups and functions. Usually provided large ballrooms, meeting areas or exhibit space.
- Resort – targets leisure travelers by providing major recreational facilities and are usually located near destination spots.
- All-suites – guest rooms usually include both a sleeping area and a separate living area in a single unit. These facilities are often utilized and marketed as “Extended Stay” facilities.
- Extended Stay – typically a cross between an apartment complex and an all-suites hotel. Guestrooms usually contain more living space, larger closets and a full kitchen. These facilities typically include cooking & eating utensils, microwaves and refrigerators and often offer grocery shopping services.
- Microtel – a newer hotel product that offers low end budget facilities. Services are typically eliminated or significantly reduced. Room size is also reduced.
- Conference Centers – offer facilities specifically targeted at the meeting market. These facilities typically offer the latest technology, conference planning services and large guest rooms suitable for studying.
- Casino – located in destination locations with rooms designed to attract people to the onsite casino.
- Bed & Breakfast – typically offers low cost accommodation in a comfortable, residential-like atmosphere. These properties are usually found in vacation locations within historic buildings or areas.
- Health Spa – dedicated resort similar to the conference centers. They cater exclusively to health-conscious leisure travelers.

Sales Comparison Approach Summary

The analysis of the data suggests the subject value is between \$159,178 and \$247,789 per key. The average is \$186,677. In our opinion, the subject value is slightly above average or \$200,000 per room is reasonable for the subject. Applying this to the 340 room subject results in a total value estimate via the sales comparison approach of \$68,000,000 as if complete and stabilized on December 2, 2013.

Income Approach-Upon Completion, As if Stabilized

Room Income Analysis

As if complete, the subject property is a full service hotel facility with the following rooms and uses:

Space Program (Revenue Producing), from KPS Architects

340 keys, including at least 10% suites

Lobby Restaurant 2530 SF

Lobby Bar 1000 SF

Board Rooms (5 at 180 SF ea)

Small Mtg/Breakout Rooms

2 @ 200 SF

1 @ 540 SF (Divisible into 2)

1 @ 450 SF (Divisible into 2)

1 @ 770 SF (Divisible into 4)

Jr Ballroom 1200 SF (Divisible into 4)

Ballroom 4500 SF (Divisible into 3)

Grand Ballroom 10,500 SF (Divisible into 3)

Pre Function 8,912 SF

Roof Top Restaurant 2500 SF

Roof Top Bar 1500 SF

Multi – use room 7,500 SF

Roof Top event space 10,000 SF

Assume no spa

Assume that some portion of ballroom space will be reduced to produce 10 more board rooms at 180SF each

Miscellaneous Notes to Five Year projections

- Assume Four-star hotel affiliated with an international hotel company, operated by a third party management company under a franchise license agreement
- Other income includes Internet access charges, laundry and valet charges, business/conference services charges, other misc. income
- Lease income from Planet Fitness or similar franchise operation
- Parking income from 700 spaces (of 1200 total on property) at 30% daily utilization at \$11 (Net of Costs). Hotel rooms guests and restaurant patrons park for free.

Rent Survey

Our client provided the following competitive set report produced by Smith Travel Research (STR) specifically for this subject property. STR and STR Global track supply and demand data for the hotel industry. The report is reproduced in its entirety in the Addenda of this report. It describes the historical hotel performance trends for the comparable data set. Occupancy, Average Daily Rates, RevPAR, Supply and demand are all measured and reported monthly for the last six years, plus 2012 year-to-date.

Our client has also obtained a preliminary feasibility and rent study from Crow Hospitality Investment Group, LLC. In the Crow report, the data set is further narrowed down to the five higher end hotels operating in our neighborhood. The Primary Competitors and their performance for the year ending December 1, 2011 are presented in the following table. The comparables are below the grade of hotel proposed for the subject. The Renaissance is the closest in quality to the proposed subject hotel. It is a four plus star hotel with an international brand. The subject's ADR should be toward the high end of the range or slightly above. We also consider the date of value for the upon completion scenario. Construction will reportedly take about one year. We have added another six months to this to account for the unavoidable setbacks during permitting and construction. The completion date has been projected at about December 2, 2013. According to Mr. Crow, average daily rates have been going up 6% to 7%. Among our data set ADR went up about 4.1% from 2010 to 2011 (STR Report Tab 6.) Assuming a superior quality of finish and operator and a continued growth rate of about 5.5% per year for the next 18 months, a reasonable projected ADR for the first year of operation is about \$128.50. This can be calculated by adding a 5% quality adjustment to the 2011 Renaissance ADR for 2011 plus an annual increase of about 5.48% (compounded annually).

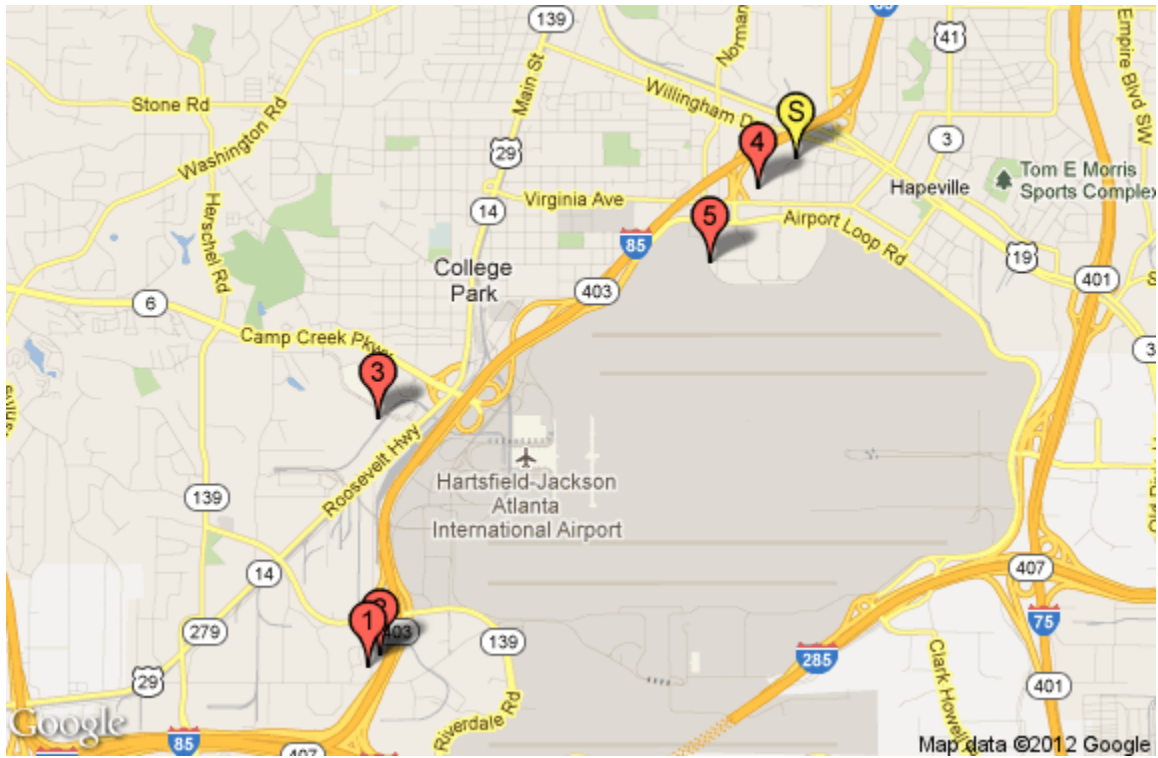
At \$128.50 ADR, the subject's gross potential income in the first year of operation is \$15,946,850.

Comparable Income Data from Crow Hospitality Investment Group, LLC

Primary Competitors

	No. of Rooms	% Occ	ADR	REVPAR	Penetration Index	Yield Index	REVPAR Index	Fair Market Share	Total Available Rooms	Rooms Sold	Room Sales
Westin Atl Airport	500	72.0%	\$99.00	\$71.28	99.0%	93.5%	92.6%	20.6%	182,500	131,400	13,008,600
Marriott Atl Airport	638	74.0%	\$110.00	\$81.40	101.8%	103.9%	105.8%	26.2%	232,870	172,324	18,955,618
Marriott Gateway	403	74.0%	\$112.00	\$82.88	101.8%	105.8%	107.7%	16.6%	147,095	108,850	12,191,234
Hilton	504	72.0%	\$99.00	\$71.28	99.0%	93.5%	92.6%	20.7%	183,960	132,451	13,112,669
Renaissance	387	71.0%	\$110.00	\$78.10	97.7%	103.9%	101.5%	15.9%	141,255	100,291	11,032,016
							0.0%	0.0%			
							0.0%	0.0%			
	2,432	72.7%	\$105.84	\$76.94	100.0%	100.0%	100.0%	100.0%	887,680	645,316	68,300,136

Average Daily Rate Comparable Map



Effective Gross Income

We have estimated Potential Gross Income (PGI) at approximately \$15,946,850. Review of the STR reports suggests that hotel properties in this market are currently operating at about 70% occupancy. Occupancy has been as high as 81.6% in March 2011 and was as low as 52.5% in December 2011. The average for 2011 was 70.6%. This was a decrease from 2010 when occupancy averaged 73.9%. Occupancy rates this year have been lower so far than 2011 for the STR report data set.

The Crow competitive set presented on the previous page indicates higher occupancy rates for the higher end hotels. The Marriott properties reported 74% in 2011, The Westin and Hilton each had 72% occupancy and Renaissance was at 71% in 2011. The Westin has 500 rooms. The Marriott properties have 638 and 403 rooms. The Hilton has 504 rooms. Considering the fact that the subject has fewer rooms, we expect the occupancy rates to be fairly strong.

In addition to the current and historical performance for these comparables, we must also consider whether we expect occupancies to rise, fall or remain about the same. Looking at the larger STR report data set, we believe that this market is performing a little below the occupancy rates achieved before the recession. However occupancy rates have moved up or down less than 10% over the last 5 years and three months. We conclude that they are unlikely to change by more than 10% total over the next five years. We believe the economy is stabilizing and there is some room for development. We are not optimistic that occupancies will increase by much, but we are fairly confident that they will increase slightly or remain about the same. The Crow report seems to agree with this outlook. They have projected a first year occupancy rate of 70.1% which we believe is well supported. They have projected a modest increase in year two and a dip in year three. Occupancies bounce back up in year four and reach 75.9% in year five. The projections are for moderate growth and top out at a reasonable 75.9% occupancy rate. This is about 5.14% greater than the current occupancy rate for the Renaissance and judged reasonable.

Expenses Analysis

We have based our opinion of the subject expense ratios on similar type facilities throughout the Atlanta Metro area. The following grid includes reported income and expense data on hotel properties in the Atlanta Metro Area:

Comparable #	1	2	3	4	5	6	7
Location	Lions Club	Franklin Rd	Old National Hwy	Oakley Rd	Dawson Blvd	Shallowford Rd	Confidential
County	Cobb	Cobb	Fulton	Fulton	Gwinnett	Dekalb	Fulton
City	Mableton	Marietta	College Park	Union City	Norcross	Chamblee	Atlanta
State	Georgia	Georgia	Georgia	Georgia	Georgia	Georgia	Georgia
Sale/Contract Price	\$1,950,000	N/A	\$2,550,000	\$1,425,000	\$4,200,000	\$2,900,000	N/A
Property Type	Hotel	Hotel	Hotel	Hotel	Hotel	Hotel	Hotel
Rooms	186	58	86	56	128	65	119
Gross Sched Inc	\$643,076	\$360,820	\$897,000	\$500,000	\$1,190,000	\$464,100	\$784,570
Total Expenses	\$362,790	\$229,156	\$526,000	\$300,000	\$698,000	\$211,000	\$538,980
NOI	\$280,286	\$131,664	\$371,000	\$200,000	\$492,000	\$253,100	\$245,590
Expense Ratio	56.41%	63.51%	58.64%	60.00%	58.66%	45.46%	68.70%
Cap Rate	14.37%	N/A	14.55%	14.04%	11.71%	8.73%	N/A

We also considered the projections from Crow which are based on their extensive files and surveys. The Crow profit and loss projection shows a 78.4% expense ratio in the first year. The expenses come down to 76.43% in year two and remain in the mid 76% range for years three and four. The final year's expense ratio is 75.32%. Based on the subject's flag, an above average operating ratio is considered reasonable. We have relied on the Crow expense projections for our ratios.

It should be noted that the Crow report utilized a figure of 360,000 for the base year's taxes. We have analyzed the current assessed values for nearby hotels and conclude that the subject value for tax purposes will probably be higher than expected by Crow. We project the subject to be valued by the Fulton County Tax Assessor at about \$65,000 per key. Using the current millage rates for Hapeville and Fulton County, we project the 2013 taxes to be in the realm of \$1,194 per key or \$405,960 total. We have used our projection in all of the income approach models.

Capitalization Rate Analysis

The Net Operating Income must be capitalized at an appropriate rate to arrive at a reversion value for the subject. The capitalization rate is associated with location, risk, past rental history, and current market conditions. An investor may purchase a property at a lower cap rate if that property is well occupied, is in a good location, and has satisfactory rental history. The appraiser has chosen to utilize three methods in order to arrive at an appropriate capitalization rate for the subject property.

Capitalization Rates Extracted From The Market (method 1)

Location	InterContinental Buckhead	Courtyard by Marriott Downtown	Hilton Garden Inn Duluth	1365 Peachtree St Midtown
Sale Price	\$105,000,000	\$28,500,000	\$14,030,000	\$25,250,000
Rooms	422	150	122	160
ADR	\$156	\$90		
Occupancy	68%	65%		
RevPar	\$106.08	\$58.50	\$71.00	\$93.00
EGI	\$16,339,502	\$3,202,875	\$3,161,630	\$5,431,200
Expense Ratio	57.78%	33.26%	60.06%	67.46%
Cap Rate	6.57%	7.50%	9.00%	7.00%

Mortgage Equity Technique (method 2)

A capitalization rate was developed using the Mortgage Equity Technique. This is an accepted technique when net income is projected to be stable in the year following the date of value. For the reversion, the date of value is about five years after completion. In this method, individual components of the capitalization rate are mathematically derived and an overall capitalization rate is calculated. This rate is then applied to stable net income to determine the value. In order to develop the capitalization rate using the Mortgage Equity Technique, the following assumptions were made:

Capitalization Rate Derived by Mortgage Equity Technique									
Assumptions									
Mortgage Amortization Term	20	Years							
Holding Period	10	Years							
Mortgage Interest Rate	5.90%								
Loan-to-Value Ratio	60.00%								
Annual Constant for Monthly Pmt	0.08528								
Required Equity Yield	12.50%								
Assumed Net Annual Appreciation	3.00%								
Calculations									
Basic Rate Calculations									
Mortgage	60.00%	x	0.08528	=	0.05117				
Equity	40.00%	x	0.12500	=	0.05000				
Composite Basic Rate									10.12%
Credit for Equity Build-up Due to Amortization over Holding Period									
Mortgage (LTV Ratio)	60.00%								
Sinking Fund Factor @	12.50%	For	10	Years	=	0.05562			
Percentage of Loan Principle Repaid		After	10	Years	=	0.35697			
Equity Build-Up	60.00%	x	0.05562	x	0.35697	=	0.01191		
Appreciation over Holding Period									
Appreciation Credit @	3.00%	Over	10	Years	=	0.34392			
Sinking Fund Factor @	12.50%	For	10	Years	=	0.05562			
Appreciation Credit			0.34392	x	0.05562	=	0.01913		
Basic Rate.....									10.12%
Less Credit For Equity Build-Up.....									(0.01191)
Less Credit For Appreciation.....									(0.01913)
Indicated Capitalization Rate									0.07013
									(Rounded) 7.00%

The interest rate selected is based on the following RealtyRates.com investor survey for the 2nd quarter of 2012.

RealtyRates.com INVESTOR SURVEY - 2nd Quarter 2012*											
PERMANENT FINANCING											
	Apt.	Golf	Health Senior Housing	Ind.	Lodging	RV/Camp Mfg Hsg MH Park	Office	Restaurant	Retail	Self Storage	Special Purpose
Spread Over Base**											
Minimum	0.67%	1.20%	0.83%	0.83%	1.15%	0.83%	0.83%	1.92%	0.80%	0.90%	1.84%
Maximum	6.80%	11.50%	7.86%	6.49%	11.26%	7.86%	6.49%	11.52%	7.24%	6.49%	12.18%
Average	2.70%	5.73%	3.25%	2.98%	3.89%	3.80%	3.16%	4.53%	3.03%	5.13%	4.74%
Interest Rate											
Minimum	2.64%	3.17%	2.80%	2.80%	3.12%	2.80%	2.80%	3.89%	2.77%	2.77%	3.81%
Maximum	8.77%	13.47%	9.83%	8.46%	13.23%	9.83%	8.46%	13.49%	9.21%	9.21%	14.15%
Average	4.67%	7.70%	5.22%	4.95%	5.86%	5.77%	5.13%	6.50%	5.00%	5.00%	6.71%
Debt Coverage Ratio											
Minimum	1.10	1.20	1.12	1.15	1.00	1.15	1.15	1.15	1.05	1.15	1.15
Maximum	1.96	2.40	2.30	2.15	3.00	2.05	2.25	2.40	2.25	2.75	2.10
Average	1.43	1.65	1.56	1.50	1.64	1.42	1.70	1.71	1.43	1.67	1.70
Loan-to-Value Ratio											
Minimum	50%	50%	50%	50%	50%	50%	50%	50%	50%	80%	50%
Maximum	90%	80%	90%	85%	80%	80%	80%	75%	80%	50%	80%
Average	73%	64%	70%	69%	65%	70%	68%	62%	70%	68%	62%
Amortization (Yrs.)											
Minimum	15	15	15	15	15	15	15	15	15	30	15
Maximum	40	30	40	30	30	30	30	30	30	15	30
Average	26	20	24	24	22	25	25	20	24	28	20
Term (Yrs.)											
Minimum	3	5	3	3	5	5	3	3	3	3	3
Maximum	40	30	25	30	30	30	30	15	10	10	20
Average	20.50	9.00	13.65	11.46	7.80	9.15	8.00	7.45	6.20	6.10	7.85

*1st Quarter 2012 Data

Copyright 2012 RealtyRates.com™

Real Estate Investor Surveys (method 3)

One technique used to determine the proper capitalization rate involves analyzing surveys of real estate investors. These surveys include data on investors operating regionally, nationally, such as representative of insurance companies, commercial banks, pension funds, investment banking firms, syndication firms and investment advisory firms. Such companies invest in all types of real estate properties, including office buildings, retail shopping centers, restaurants, hotels, apartment complexes, and industrial and healthcare facilities. Anticipated yields varied according to perceived risks associated with different types of investment real estate. In addition, OARs are dependent on these types of investors, their cost of capital, expectations about future inflation, and anticipated holding period.

According to Realty Rates Investor Survey, 2nd Quarter 2012, surveyed OAR's for Full Service Hotel properties range from 5.55% to 14.52%, with an average of 11.19

RealtyRates.com INVESTOR SURVEY - 2nd Quarter 2012*						
LOGGING FACILITIES - FULL SERVICE						
Item	Input					OAR
Minimum						
Spread Over 10-Year Treasury	1.15%	DCR Technique	1.00	0.051372	0.80	4.11
Debt Coverage Ratio	1.00	Band of Investment Technique				
Interest Rate	3.12%	Mortgage	80%	0.051372	0.041098	
Amortization	30	Equity	20%	0.086369	0.017274	
Mortgage Constant	0.051372	OAR				5.84
Loan-to-Value Ratio	80%	Surveyed Rates				5.55
Equity Dividend Rate	8.64%					
Maximum						
Spread Over 10-Year Treasury	7.11%	DCR Technique	2.75	0.122284	0.60	20.01
Debt Coverage Ratio	2.75	Band of Investment Technique				
Interest Rate	9.08%	Mortgage	60%	0.122284	0.072759	
Amortization	15	Equity	41%	0.197785	0.080103	
Mortgage Constant	0.122284	OAR				15.29
Loan-to-Value Ratio	60%	Surveyed Rates				14.52
Equity Dividend Rate	19.78%					
Average						
Spread Over 10-Year Treasury	4.13%	DCR Technique	1.39	0.081808	0.70	7.96
Debt Coverage Ratio	1.39	Band of Investment Technique				
Interest Rate	6.10%	Mortgage	70%	0.081808	0.057061	
Amortization	23	Equity	30%	0.136506	0.041293	
Mortgage Constant	0.081808	OAR				9.84
Loan-to-Value Ratio	70%	Surveyed Rates				11.19
Equity Dividend Rate	13.65%					

*1st Quarter 2012 Data

Copyright 2012 RealtyRates.com™ %.

Capitalization Rate & Value Conclusion via Direct Capitalization

Due primarily to the age, quality of construction, location, investor expectations, and associated risks, the appraiser concludes that an overall rate below the Realty Rates survey average. The subject OAR should be higher than the InterContinental (6.57%) The subject's cap rate should be lower than that of the Courtyard and Hilton deals (7.5% and 9.0%) because the subject class will be superior. The subject's OAR should be most similar to that of the 1365 Peachtree Street transaction because that is a smaller hotel and comparable class. Based on the local and survey data, we believe 7.0% overall capitalization rate is appropriate for this property.

For the reversion in our discounted cash flow models, a higher residual capitalization rate is considered reasonable. For other property types, the residual cap rate is about 50 basis points higher than the OAR. For hotels, however, outgoing cap rates are currently in the 8.5% to 9% range. We have chosen an 8.5% residual capitalization rate for our analysis.

Prospective Value Upon Completion and Stabilization-Overall Capitalization Method

Assumptions

ROOMS	340
PAID OCCUPANCY %	75.9%
AVERAGE DAILY RATE	\$142.50
PAID OCCUPIED ROOMS	94,223
AVAILABLE ROOMS	124,100

Proposed 340 Room Luxury Hotel - Atlanta Airport North

	<u>2018</u>	<u>2018</u>	<u>2018</u>
<u>REVENUE</u>		(% of Total Rev)	(\$/Room)
ROOMS	13,426,763	58.9%	39,490
FOOD AND BEVERAGE	9,023,674	39.6%	26,540
TELEPHONE	47,111	0.2%	139
OTHER	317,531	1.4%	934
TOTAL REVENUE	22,815,080	100.0%	67,103
<u>DEPARTMENTAL PROFIT</u>			
ROOMS	10,496,230	78.2%	30,871
FOOD AND BEVERAGE	1,978,878	21.9%	5,820
TELEPHONE	2,019	4.3%	6
OTHER	133,712	42.1%	393
TOTAL DEPT. PROFIT	12,610,839	55.3%	37,091
<u>UNDISTRIBUTED EXPENSES</u>			
ADMINISTRATIVE & GENERAL	1,444,709	6.3%	4,249
MARKETING	1,043,823	4.6%	3,070
ENERGY COSTS	741,332	3.2%	2,180
PROPERTY OPERATIONS	934,075	4.1%	2,747
TOTAL UNDISTRIBUTED EXP.	4,163,939	18.3%	12,247
<u>INCOME BEFORE MANAGEMENT FEE</u>	8,446,900	37.0%	24,844
BASE MANAGEMENT FEES	684,452	3.0%	2,013
<u>GROSS OPERATING PROFIT</u>	7,762,448	34.0%	22,831
<u>FIXED CHARGES</u>			
PROPERTY TAXES	470,619	2.1%	1,384
INSURANCE	153,446	0.7%	451
FRANCHISE ROYALTIES	660,863	2.9%	1,944
TOTAL FIXED CHARGES	1,284,928	5.6%	3,779
<u>NET INCOME AFTER FIXED CHARGES</u>	6,477,520	28.4%	19,052
CAPITAL RESERVE FOR FF&E	684,452	3.0%	2,013
<u>NOI AFTER RESERVES</u>	5,793,068	25.4%	17,038
OAR	7.00%		
Indicated Value	82,758,108		

Prospective Value Upon Stabilization Via Discounted Cash Flow Analysis

Market participants will value this Class A asset based on a discounted cash flow model as well. In the following tables, we look at the subject properties prospective income in 2018 through 2022 and the prospective revision based on Year 2023 income. For the 2018 income and expense figures, we have relied on the Crow projections. We estimated the future year's income at a growth rate of 3% and the expenses at a growth rate of 3%. Capital reserves are also figured at 3% of effective gross income.

<u>Assumptions</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
PAID OCCUPANCY %	70.1%	72.8%	72.5%	73.3%	75.9%
AVERAGE DAILY RATE	\$ 128.50	\$ 132.00	\$ 135.50	\$ 138.00	\$ 142.50
PAID OCCUPIED ROOMS	87,039	90,389	89,955	90,957	94,223
AVAILABLE ROOMS	124,100	124,100	124,100	124,100	124,100
OUTGOING CAP RATE	8.5%				
DISCOUNT RATE	13.6%				
COST OF SALE	3.0%				
REVENUE APPRECIATION	3%				
COST INFLATION RATE	3%				
CAPITAL RESERVES	3%				

Discount Rate

Once stabilized the subject property is well positioned within the market. It is a high rise building in an area where high rise construction is no longer permitted. The proposed affiliation with Hyatt Regency will place the subject asset in a separate class category from most of the nearby competition. Furthermore, there is at least one major corporation scheduled to relocate to this area (Porsche) and possibly a second (Volkswagen) within the next five years. The newly opened international terminal at Hartsfield-Jackson Atlanta International Airport should also bolster demand for high end room nights in this market. Finally, the property will be newly renovated and recently stabilized with an established operator. For all of these reasons, we believe that an average discount rate is appropriate. The table below is a summary of the SmartNumbers.com survey for discount rates. In our opinion, the subject full service lodging should command about a 13.6% discount rate which is slightly above average based on the survey data.

RealtyRates.com INVESTOR SURVEY - 2nd Quarter 2012*									
DISCOUNT RATES									
Property Type	New Development			Acquisitions			Recapitalizations		
	Min.	Max.	Avg.	Min.	Max.	Avg.	Min.	Max.	Avg.
Apartments	5.64%	15.98%	11.01%	4.90%	13.90%	9.58%	5.58%	15.82%	10.90%
Garden/Suburban TH	5.64%	14.61%	10.17%	4.90%	12.71%	8.85%	5.58%	14.46%	10.07%
Hi-Rise/Urban TH	6.64%	15.98%	11.10%	5.78%	13.90%	9.65%	6.57%	15.82%	10.99%
Student Housing	6.38%	15.58%	11.40%	5.55%	13.56%	9.92%	6.32%	15.43%	11.29%
Golf	7.37%	20.14%	15.13%	6.42%	17.52%	13.16%	7.30%	19.94%	14.98%
Public Daily Fee Courses	8.86%	20.14%	14.07%	7.71%	17.52%	12.24%	8.77%	19.93%	13.93%
Semi-Private Clubs	7.86%	20.14%	15.25%	6.84%	17.52%	13.27%	7.78%	19.94%	15.10%
Private Clubs	7.37%	18.50%	14.37%	6.42%	16.10%	12.50%	7.30%	18.32%	14.23%
Health Care/Senior Housing	5.82%	20.15%	10.86%	5.07%	17.53%	9.45%	5.76%	19.94%	10.75%
Acute Care Facilities	7.01%	21.27%	12.50%	6.10%	18.50%	10.87%	6.94%	21.05%	12.37%
Out-Patient Care Facilities	5.82%	14.91%	9.62%	5.07%	12.97%	8.37%	5.76%	14.76%	9.53%
Congregate Care Facilities	6.83%	16.62%	10.70%	5.94%	14.46%	9.31%	6.76%	16.45%	10.59%
Assisted Living Facilities	6.07%	15.36%	9.84%	5.28%	13.36%	8.56%	6.01%	15.21%	9.75%
Industrial	6.68%	15.77%	11.76%	5.61%	13.24%	9.88%	6.75%	15.93%	11.88%
Warehouse/Distribution	6.68%	13.52%	10.50%	5.61%	11.36%	8.82%	6.75%	13.66%	10.61%
R&D/Flex	8.30%	15.77%	12.23%	6.97%	13.24%	10.27%	8.38%	15.93%	12.35%
Climate Controlled/Manufacturing	7.43%	15.12%	11.16%	6.24%	12.70%	9.37%	7.50%	15.28%	11.27%
Lodging	7.35%	18.82%	13.39%	6.17%	15.81%	11.25%	7.13%	18.26%	12.99%
Full Service Facilities	7.35%	15.92%	13.44%	6.17%	13.37%	11.29%	7.13%	15.44%	13.04%
Limited Service Facilities	8.96%	18.82%	13.87%	7.53%	15.81%	11.65%	8.69%	18.26%	13.46%
Golf/Gaming/Resort	7.41%	17.77%	12.48%	6.22%	14.93%	10.48%	7.18%	17.24%	12.10%

Proposed 340 Room Luxury Hotel - Atlanta Airport North
Prospective Value Upon Stabilization

	2013	2014	2015	2016	2017	1	2	3	4	5	2023
						2018	2019	2020	2021	2022	
REVENUE											
ROOMS	11,184,514	11,931,399	12,188,901	12,552,023	13,426,763	13,829,566	14,244,453	14,671,787	15,111,941	15,565,299	
FOOD AND BEVERAGE	7,928,351	8,339,920	8,457,389	8,631,219	9,023,674	9,294,384	9,573,215	9,860,412	10,156,224	10,460,911	
TELEPHONE	43,520	45,195	44,977	45,478	47,111	48,525	49,981	51,480	53,024	54,615	
OTHER	293,322	304,612	303,148	306,524	317,531	327,057	336,869	346,975	357,384	368,106	
TOTAL REVENUE	19,449,707	20,621,125	20,994,415	21,535,244	22,815,080	23,499,532	24,204,518	24,930,654	25,678,573	26,448,931	
DEPARTMENTAL PROFIT											
ROOMS	8,434,991	9,161,469	9,400,469	9,806,540	10,496,230	10,811,117	11,135,450	11,469,514	11,813,599	12,168,007	
FOOD AND BEVERAGE	1,635,750	1,717,732	1,733,247	1,785,849	1,978,878	2,038,245	2,099,392	2,162,374	2,227,245	2,294,062	
TELEPHONE	1,584	2,047	1,653	1,583	2,019	2,080	2,142	2,207	2,273	2,341	
OTHER	117,830	122,365	126,036	129,817	133,712	137,723	141,855	146,110	150,494	155,009	
TOTAL DEPT. PROFIT	10,190,154	11,003,613	11,261,405	11,723,789	12,610,839	12,989,164	13,378,839	13,780,205	14,193,611	14,619,419	
UNDISTRIBUTED EXPENSES											
ADMINISTRATIVE & GENERAL	1,311,442	1,348,106	1,370,852	1,400,567	1,444,709	1,488,050	1,532,691	1,578,672	1,626,032	1,674,813	
MARKETING	1,040,952	978,471	995,506	1,016,525	1,043,823	1,075,138	1,107,392	1,140,614	1,174,832	1,210,077	
ENERGY COSTS	684,904	711,134	707,844	715,756	741,332	763,572	786,479	810,074	834,376	859,407	
PROPERTY OPERATIONS	721,276	764,776	823,175	870,434	934,075	962,097	990,960	1,020,689	1,051,309	1,082,849	
TOTAL UNDISTRIBUTED EXP.	3,758,575	3,802,487	3,897,377	4,003,283	4,163,939	4,288,857	4,417,523	4,550,048	4,686,550	4,827,146	
INCOME BEFORE MANAGEMENT FEE	6,431,580	7,201,127	7,364,028	7,720,506	8,446,900	8,700,307	8,961,317	9,230,156	9,507,061	9,792,273	
BASE MANAGEMENT FEES	583,491	618,634	629,832	646,057	684,452	704,986	726,136	747,920	770,357	793,468	
GROSS OPERATING PROFIT	5,848,088	6,582,493	6,734,195	7,074,449	7,762,448	7,995,322	8,235,181	8,482,237	8,736,704	8,998,805	
FIXED CHARGES											
PROPERTY TAXES	418,139	430,683	443,603	456,912	470,619	484,737	499,280	514,258	529,686	545,576	
INSURANCE	144,000	146,328	148,693	151,061	153,446	158,050	162,791	167,675	172,705	177,886	
FRANCHISE ROYALTIES (4.9%)	550,746	587,355	600,043	622,695	660,863	677,649	697,978	718,918	740,485	762,700	
TOTAL FIXED CHARGES	1,112,885	1,164,366	1,192,340	1,230,667	1,284,928	1,320,436	1,360,049	1,400,851	1,442,876	1,486,162	
NET INCOME AFTER FIXED CHARGES	4,735,204	5,418,127	5,541,855	5,843,781	6,477,520	6,674,885	6,875,132	7,081,386	7,293,828	7,512,642	
CAPITAL RESERVE FOR FF&E	583,491	618,634	629,832	861,410	684,452	704,986	726,136	747,920	770,357	793,468	
NOI AFTER RESERVES	0 4,151,713	4,799,493	4,912,023	4,982,372	5,793,068	5,969,900	6,148,997	6,333,466	6,523,470	6,719,175	
Reversion (Gross)										79,049,112	
Less Cost of Sale										(2,371,473)	
Reversion										76,677,638	
Discount Rate						0.8802817	0.8802817	0.8802817	0.8802817	0.8802817	
Discounted Value of Income						5,099,531	5,255,193	5,412,849	5,575,235	5,738,413	
Sum of Present Values						94,583,221					
Per Room						\$278,186					

Rent Loss

In order to determine the present value, we must deduct the rent loss from the value upon completion and stabilization. The construction costs will also be deducted from the prospective value upon completion. To calculate the rent loss we need the value as if the property were stabilized. We then perform a second discounted cash flow analysis based on the expected performance during the absorption period. During the Absorption period, we will have one year of construction and no income. For years 2014 through 2017 we have below market performance while the property is being absorbed into the market. The sixth year in this analysis is 2018, the first year we project stabilized occupancy. The table below models the expected performance for this asset during the next five years plus the reversion value based on the first year of stabilized occupancy. As in our other income projections we have relied on the Crow projections for expenses. We have analyzed and agree with Mr. Crow's projections for ADR and occupancy.

Proposed 340 Room Luxury Hotel - Atlanta Airport North

Performance During Absorption

	1	2	3	4	5	
	2013	2014	2015	2016	2017	2018
REVENUE						
ROOMS	11,184,514	11,931,399	12,188,901	12,552,023	12,552,023	13,426,763
FOOD AND BEVERAGE	7,928,351	8,339,920	8,457,389	8,457,389	8,631,219	9,023,674
TELEPHONE	43,520	45,195	44,977	44,977	45,478	47,111
OTHER	293,322	304,612	303,148	303,148	306,524	317,531
TOTAL REVENUE	19,449,707	20,621,125	20,994,415	20,994,415	21,535,244	22,815,080
DEPARTMENTAL PROFIT						
ROOMS	8,434,991	9,161,469	9,400,469	9,400,469	9,806,540	10,496,230
FOOD AND BEVERAGE	1,635,750	1,717,732	1,733,247	1,733,247	1,785,849	1,978,878
TELEPHONE	1,584	2,047	1,653	1,653	1,583	2,019
OTHER	117,830	122,365	126,036	126,036	129,817	133,712
TOTAL DEPT. PROFIT	10,190,154	11,003,613	11,261,405	11,261,405	11,723,789	12,610,839
UNDISTRIBUTED EXPENSES						
ADMINISTRATIVE & GENERAL	1,311,442	1,348,106	1,370,852	1,370,852	1,400,567	1,444,709
MARKETING	1,040,952	978,471	995,506	995,506	1,016,525	1,043,823
ENERGY COSTS	684,904	711,134	707,844	707,844	715,756	741,332
PROPERTY OPERATIONS	721,276	764,776	823,175	823,175	870,434	934,075
TOTAL UNDISTRIBUTED EXP.	3,758,575	3,802,487	3,897,377	3,897,377	4,003,283	4,163,939
INCOME BEFORE MANAGEMENT FEE						
BASE MANAGEMENT FEES	6,431,580	7,201,127	7,364,028	7,364,028	7,720,506	8,446,900
	583,491	618,634	629,832	629,832	646,057	684,452
GROSS OPERATING PROFIT	5,848,088	6,582,493	6,734,195	6,734,195	7,074,449	7,762,448
FIXED CHARGES						
PROPERTY TAXES	418,139	430,683	443,603	443,603	456,912	470,619
INSURANCE	144,000	146,328	148,693	148,693	151,061	153,446
FRANCHISE ROYALTIES	550,746	587,355	600,043	600,043	622,695	660,863
TOTAL FIXED CHARGES	1,112,885	1,164,366	1,192,340	1,192,340	1,230,667	1,284,928
NET INCOME AFTER FIXED CHARGES						
CAPITAL RESERVE FOR FF&E	4,735,204	5,418,127	5,541,855	5,541,855	5,843,781	6,477,520
	583,491	618,634	629,832	629,832	646,057	684,452
NOI AFTER RESERVES	0	4,151,713	4,799,493	4,912,023	5,197,724	5,793,068
Reversion (Gross)						
Less Cost of Sale					68,153,736	
					(2,044,612)	
Reversion					66,109,124	
Discount Rate	0.8802817	0.7748959	0.6821266	0.6004636	0.5285771	
Discounted Value of Income	-	3,217,145	3,273,862	2,949,491	37,691,167	
Sum of Present Values	47,131,665					
Per Room	\$138,623					

Next we need to project what the subject property's performance would be like during the next five years if the property were already stabilized. In the following discounted cash flow analysis, we have estimated the ratios used for expenses in the Crow projections and applied them to our projected income as if already stabilized. For the as if stabilized income projections we start with a 70.1% occupancy since this is what the competing properties are achieving presently. We project modest increases in market rate occupancy in years two, three and four and a leveling off of occupancy in year five at 75.9%. For the starting ADR we deduct 5% from the 2014 projection to get the 2013 rate of \$122.38. The "as if stabilized" operating statement is presented on the following page.

Proposed 340 Room Luxury Hotel - Atlanta Airport North

As if Stabilized Upon Completion

	1	2	3	4	5	
	2013	2014	2015	2016	2017	2018
REVENUE						
ROOMS	10,651,836	11,609,307	12,007,420	12,763,002	12,998,482	13,426,763
FOOD AND BEVERAGE	7,456,285	8,126,515	8,405,194	8,934,102	9,098,938	9,398,734
TELEPHONE	404,770	441,154	456,282	484,994	493,942	510,217
OTHER	266,296	290,233	300,185	319,075	324,962	335,669
TOTAL REVENUE	18,779,186	20,467,208	21,169,081	22,501,173	22,916,324	23,671,384
DEPARTMENTAL PROFIT						
ROOMS	8,095,395	8,823,073	9,125,639	9,699,882	9,878,846	10,204,340
FOOD AND BEVERAGE	1,491,257	1,625,303	1,681,039	1,786,820	1,819,788	1,879,747
TELEPHONE	14,167	15,440	15,970	16,975	17,288	17,858
OTHER	106,518	116,093	120,074	127,630	129,985	134,268
TOTAL DEPT. PROFIT	9,707,337	10,579,910	10,942,722	11,631,307	11,845,907	12,236,212
UNDISTRIBUTED EXPENSES						
ADMINISTRATIVE & GENERAL (10.7%)	1,139,746	1,242,196	1,284,794	1,365,641	1,390,838	1,436,664
MARKETING (7.5%)	798,888	870,698	900,556	957,225	974,886	1,007,007
ENERGY COSTS (7.5%)	798,888	870,698	900,556	957,225	974,886	1,007,007
PROPERTY OPERATIONS (6.95%)	740,303	806,847	834,516	887,029	903,395	933,160
TOTAL UNDISTRIBUTED EXP.	3,477,824	3,790,439	3,920,422	4,167,120	4,244,004	4,383,838
INCOME BEFORE MANAGEMENT FEE	6,229,513	6,789,471	7,022,299	7,464,187	7,601,902	7,852,374
BASE MANAGEMENT FEES	563,376	614,016	635,072	675,035	687,490	710,142
GROSS OPERATING PROFIT	5,666,137	6,175,455	6,387,227	6,789,152	6,914,413	7,142,233
FIXED CHARGES						
PROPERTY TAXES	405,960	418,139	430,683	443,603	456,912	470,619
INSURANCE	139,806	144,000	146,328	148,693	151,061	153,446
FRANCHISE ROYALTIES (4.9%)	521,940	568,856	588,364	625,387	636,926	657,911
TOTAL FIXED CHARGES	1,067,706	1,130,995	1,165,374	1,217,684	1,244,898	1,281,977
NET INCOME AFTER FIXED CHARGES	4,598,432	5,044,460	5,221,852	5,571,468	5,669,515	5,860,256
CAPITAL RESERVE FOR FF&E	563,376	614,016	635,072	675,035	687,490	710,142
NOI AFTER RESERVES	4,035,056	4,430,444	4,586,780	4,896,432	4,982,025	5,150,114

Reversion (Gross)					60,589,580
Less Cost of Sale					(1,817,687)
Reversion					58,771,893
Discount Rate	0.8802817	0.8802817	0.8802817	0.8802817	0.8802817
Discounted Value of Income	3,551,986	3,900,038	4,037,658	4,310,240	56,121,407
Sum of Present Values	71,921,329				
Per Room	\$211,533				

RECONCILIATION OF VALUE UPON COMPLETION AND AS IF STABILIZED

The Cost, Sales Comparison and Income Approaches have been employed to value the subject, as if complete and stabilized on the date of value. The Sales Comparison Approach is the method of valuation preferred by owner-manager investors. The sales comparison approach is the most intuitive and least complicated method of valuation.

The Income Approach has been developed for this appraisal since the subject could be purchased for its income producing qualities. The rental rate for the subject was projected based on the asking rental rates for similar and competing properties. Next we projected reasonable expenses for the subject property based on operating statements contained in our files and the subject's actual tax expenses. For the income approach, we deduct market rate management and capital reserves expenses from the income stream as well. The net operating income was then capitalized into an indication of value based on a reasonable rate of return/risk assessment for the most likely purchaser, an owner user. The income approach is regularly relied upon in this market by investors and is given equal weight to the sales comparison approach.

The Cost Approach has been considered but not used due to the age of the improvements and the fact that the current use is not the highest and best use.

We have produced a number of indications of value. The as if stabilized upon completion value is a hypothetical value needed in order to estimate the rent loss. We used the sales comparison approach and the income approach to project this value:

Value As if Stabilized, Upon Completion (Hypothetical Value)	
Sales Comparison Approach:	\$ 68,000,000
Income Approach:	\$ 71,921,329
Reconciled to:	\$ 71,921,329

The Sales Comparison Approach is considered a good test of reasonableness for this valuation. However, the market participants for this asset class rely most heavily on the income approach. Therefore, we have used the income approach figure to estimate the rent loss for the subject during the absorption period.

For the projected value of the subject upon completion, un-stabilized we used a discounted cash flow analysis. This method models the first year with no income and four years of below market operations with the reversion based on the fifth year's income when stabilization is achieved. The value upon completion but un-stabilized and the indicated rent loss during absorption is calculated below:

Income Approach:	
As if Stabilized Upon Completion	\$ 71,921,329
Projected Value Upon Completion, Unstabilized	\$ 47,131,665
Projected Rent Loss	\$ 24,789,664

We also used the income approach to project the value of the subject excess land and improvements upon stabilization on or about December 2, 2018. The current value of the excess land was projected out to that date and that figure is added to the projected value of the improvements upon stabilization.

We deducted the rent up adjustment from the improvement value and performed a separate projection for the excess land value to calculate the “Upon Completion, Before Stabilization” value as of December 2, 2013.

Finally, the construction costs were deducted from the as complete value of the improvements to estimate the as is value of the improvements. We add the current value of the excess land to this figure for the total, as is value as of May 2, 2012. The calculations are summarized below:

Income Approach:	
Projected Value Upon Stabilization	\$ 94,583,221
Projected Land Value	<u>\$4,363,000</u>
Total Projected Value Upon Stabilization	\$ 98,946,221
Rounded to:	\$ 98,945,000
Date of Value:	12/2/2018
Projected Value Upon Stabilization	\$ 94,583,221
Less Rent up Adjustment	\$ 24,789,664
	<u>\$ 69,793,556</u>
Plus Projected Land Value	<u>\$ 3,763,620</u>
Projected Value Upon Completion	\$ 73,557,176
Rounded to:	\$ 73,560,000
Date of Value:	12/2/2013
Projected Value Upon Completion (Imp Por)	\$ 69,793,556
Less Construction Cost	-\$45,000,000
Plus Excess Land Value	<u>\$3,600,000</u>
As is, Current Value	\$ 28,393,556
Rounded to:	\$ 28,395,000
Date of Value:	5/2/2012

Allocation of Value between FF&E and Real Estate:

The FF&E cost and contribution value is \$21,060 per key. This figure should be deducted from both Projected Values for a value of the real estate.

Allocation of Value Between FF&E and Real Estate	
Projected Value Upon Completion	\$ 73,557,176
Less FF&E	<u>\$ 7,160,400</u>
Value of Real Estate Upon Completion	\$ 66,396,776
Projected Value Upon Stabilization	\$ 98,945,000
Less FF&E	<u>\$ 7,160,400</u>
Value of Real Estate Upon Stabilization	\$ 91,784,600

Addenda

Exhibit “A”: Letter of Engagement

CORPORATE OFFICE
122 W Solomon Street
Griffin, Georgia 30224

MAILING ADDRESS:
P.O. Box 884
Griffin, Georgia 30224



PHONE
Local: (770) 227-4008
Toll Free: (888) 408-8811

FAX
Local: (770) 227-7320

REAL ESTATE APPRAISAL SERVICE • Since 1911

May 1, 2012

RE: Appraisal assignment for Commercial Building

You requested that we submit a proposal to you concerning the appraisal assignment for the above referenced real estate. We propose to complete this appraisal assignment in compliance with the Uniform Standards of Professional Appraisal Practice (USPAP) as well as the code of Professional Ethics & Standards of the Appraisal Institute subject to the following terms and conditions:

1. Date of engagement: The date this letter is signed and returned.
2. Scope of work to be applied in this assignment including any special requirements of the client including exact problem solved: Develop a Commercial Narrative Appraisal Report consisting of a USPAP conforming self-contained appraisal for the commercial property located at

1001 International BLVD. Hapeville, GA

Report option for the appraisal assignment is agreed by the client and appraisers to be a Self-Contained Narrative Appraisal Report consisting of the Sales Comparison Approach, Cost Approach, and the Income approach to value as applicable.

3. Property rights/interests considered in this assignment: 100% undivided interest in the fee simple estate property right.
4. Intended use of this completed assignment: Investment/Finance
Stocom Investments LLC
5. Intended user(s) of this completed assignment: 1001 International, LLC
6. Definition of value to be considered in this assignment: Market Value.
7. Property ownership: Delta Airlines
8. Effective date of value and report conclusions: TBD – Date the subject is inspected.
9. Assignment due date: 3~~4~~ weeks from receipt of engagement letter.

POD

10. Amount of agreed upon fee is \$8500. A deposit of ½ of the fee will be collected at the time of inspection and the balance rendered at completion.

11. Appraisers name: Fletcher & Company, 122 W. Solomon St, Griffin, Ga 30223

12. The assignment report is to be delivered by the following method of delivery: PDF via email. If hard copies are needed, it's a \$50 charge per copy.

13. Client Name & Address (How the appraisal will be addressed):

Slocum Investments LLC
1001 International, LLC, 11200 Atlantis PL, Alpharetta, GA 30022

14. Client Email Address & Phone Number: firstcitydevelop@MAC.com

508-451-5200

15. Contact for Entry: Paul Quinn

INFORMATION REQUESTED FROM THE PROPERTY OWNER FOR THIS APPRAISAL ASSIGNMENT

1. Survey of site of the subject property if available.
2. Most current real estate tax statements (copy), if available.
3. Existing option, listing price or pending sale agreement for the subject, if applicable.
4. Building plans, if available for review.
5. On-site atypical easements, restrictions, encumbrances, reservations, covenants, or declarations affecting the subject property.
6. Copy of current lease agreements, rent roll, and expenses if applicable.
7. Environmental Survey, if available for review.
8. Any past appraisal reports performed on the property, if available for review.

If you agree to the basic terms and conditions of this assignment, please return a signed copy of this proposal as our authorization to proceed on this assignment and forward as much as possible of the requested information as soon as possible so that it can be considered during the completion of this appraisal assignment.

Authorization to proceed:

Signature:  Date: 5-1-12

Printed Name: Paul D. Quinn

Exhibit “B”: Tax Data



Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	---------------------------------------	-----------------------------

Owner and Parcel Information			
Owner Name	DELTA AIR LINES INC	Today's Date	May 21, 2012
Mailing Address	USA	Parcel Number	14 012700030402
	ATLANTA, GA 30320-0852	Tax District	30
Location Address	3425 ELKINS ST		
Zoning	R2	Acres	0.186
Property Class	R3-Residential Lots	Parcel Map	Show Parcel Map
Neighborhood	1420	Homestead	N

Assessment Information						
Year	LUC	CLASS	Land Value	Building Value	Total Value	Assessed Value
2012	100	R3	\$ 24,000	\$ 0	\$ 24,000	\$ 9,600

Land Information					
Land Type	Land Code	Description	Square Feet	Acreage	Price
S	6		8,100	0.186	\$ 23,980

Improvement Information	
No improvement information available for this parcel	

Accessory Information				
Description	Year Built	Area	Grade	Value
No accessory information associated with this parcel.				

Sale Information								
Sale Date	Sale Price	Instrument	Deed Book	Deed Page	Sale Qualification	Validity	Grantee	Grantor
No Sales Information available for this parcel								

Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search Page	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	--	-----------------------------

Fulton County makes every effort to produce the most accurate information possible. No warranties, expressed or implied, are provided for the data herein, its use or interpretation. Assessment information for all tax parcels included in this data is for the 2012 tax year and does not reflect any changes due to documents recorded after January 1, 2012. These changes may include but is not limited to ownership or property characteristics. Website Updated: May 15, 2012

© 2011 by the County of Fulton, GA | Website design by [gpublic.net](#)



Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	---------------------------------------	-----------------------------

Owner and Parcel Information			
Owner Name	DELTA AIR LINES INC	Today's Date	May 21, 2012
Mailing Address	P.O. BOX 45852	Parcel Number	14 012700030410
	ATLANTA, GA 30320-0852	Tax District	30
Location Address	3429 ELKINS ST		
Zoning	CR	Acres	0.186
Property Class	R3-Residential Lots	Parcel Map	Show Parcel Map
Neighborhood	1420	Homestead	N

Assessment Information						
Year	LUC	CLASS	Land Value	Building Value	Total Value	Assessed Value
2012	100	R3	\$ 19,200	\$ 0	\$ 19,200	\$ 7,680

Land Information					
Land Type	Land Code	Description	Square Feet	Acreage	Price
S	1		8,100	0.186	\$ 19,180

Improvement Information	
No improvement information available for this parcel	

Accessory Information				
Description	Year Built	Area	Grade	Value
No accessory information associated with this parcel.				

Sale Information								
Sale Date	Sale Price	Instrument	Deed Book	Deed Page	Sale Qualification	Validity	Grantee	Grantor
No Sales Information available for this parcel								

Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search Page	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	--	-----------------------------

Fulton County makes every effort to produce the most accurate information possible. No warranties, expressed or implied, are provided for the data herein, its use or interpretation. Assessment information for all tax parcels included in this data is for the 2012 tax year and does not reflect any changes due to documents recorded after January 1, 2012. These changes may include but is not limited to ownership or property characteristics. Website Updated: May 15, 2012



Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	---------------------------------------	-----------------------------

Owner and Parcel Information			
Owner Name	DELTA AIRLINES	Today's Date	May 21, 2012
Mailing Address	USA	Parcel Number	14 0127 LL1008
	ATLANTA, GA 30320	Tax District	30
Location Address	CUSTER ST		
Zoning	CR	Acres	2.44
Property Class	C4-Commercial Small Tracts	Parcel Map	Show Parcel Map
Neighborhood	C910	Homestead	N

Assessment Information						
Year	LUC	CLASS	Land Value	Building Value	Total Value	Assessed Value
2012	320	C4	\$ 669,564	\$ 133,700	\$ 803,264	\$ 321,310

Land Information					
Land Type	Land Code	Description	Square Feet	Acreage	Price
A	23		106,286	2.44	\$ 1,454,000

Improvement Information
No improvement information available for this parcel

Accessory Information				
Description	Year Built	Area	Grade	Value
PA1-PAVING-ASPHALT PARK	1968	106286		\$ 132,285
FP1-	1968	250 X 7 1750		\$ 1,380

Sale Information								
Sale Date	Sale Price	Instrument	Deed Book	Deed Page	Sale Qualification	Validity	Grantee	Grantor
No Sales Information available for this parcel								

Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search Page	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	--	-----------------------------

Fulton County makes every effort to produce the most accurate information possible. No warranties, expressed or implied, are provided for the data herein, its use or interpretation. Assessment information for all tax parcels included in this data is for the 2012 tax year and does not reflect any changes due to documents recorded after January 1, 2012. These changes may include but is not limited to ownership or property characteristics. Website Updated: May 15, 2012



Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	---------------------------------------	-----------------------------

Owner and Parcel Information			
Owner Name	DELTA AIRLINES INC	Today's Date	May 21, 2012
Mailing Address	P.O. BOX 45852	Parcel Number	14 0127 LL1057
	ATLANTA, GA 30320	Tax District	30
Location Address	WILLINGHAM DR		
Zoning	CR	Acres	4.45
Property Class	C4-Commercial Small Tracts	Parcel Map	Show Parcel Map
Neighborhood	C910	Homestead	N

Assessment Information						
Year	LUC	CLASS	Land Value	Building Value	Total Value	Assessed Value
2012	320	C4	\$ 1,073,800	\$ 142,700	\$ 1,216,500	\$ 486,600

Land Information					
Land Type	Land Code	Description	Square Feet	Acreage	Price
A	23		193,842	4.45	\$ 1,073,750

Improvement Information	
No improvement information available for this parcel	

Accessory Information				
Description	Year Built	Area	Grade	Value
PA1-PAVING-ASPHALT PARK	1968	166617		\$ 82,950
CP6-CANOPY, ROOF/SLAB	2000	50 X 100 5000		\$ 52,877
FP1-	1968	8750		\$ 6,889

Sale Information								
Sale Date	Sale Price	Instrument	Deed Book	Deed Page	Sale Qualification	Validity	Grantee	Grantor
1988-11-23	\$ 1,675,000		12070	52	Unqualified	*-		

Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search Page	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	--	-----------------------------

Fulton County makes every effort to produce the most accurate information possible. No warranties, expressed or implied, are provided for the data herein, its use or interpretation. Assessment information for all tax parcels included in this data is for the 2012 tax year and does not reflect any changes due to documents recorded after January 1, 2012. These changes may include but is not limited to ownership or property characteristics. Website Updated: May 15, 2012

© 2011 by the County of Fulton, GA | Website design by [qpublic.net](#)



Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	---------------------------------------	-----------------------------

Owner and Parcel Information			
Owner Name	DELTA AIR LINES INC	Today's Date	May 21, 2012
Mailing Address	P.O. BOX 45852	Parcel Number	14 0127 LL1115
	ATLANTA, GA 30320	Tax District	30
Location Address	INTERNATIONAL BLVD		
Zoning	CR	Acres	2.95
Property Class	C4-Commercial Small Tracts	Parcel Map	Show Parcel Map
Neighborhood	C910	Homestead	N

Assessment Information						
Year	LUC	CLASS	Land Value	Building Value	Total Value	Assessed Value
2012	320	C4	\$ 1,757,900	\$ 0	\$ 1,757,900	\$ 703,160

Land Information					
Land Type	Land Code	Description	Square Feet	Acreage	Price
A	23		128,502	2.95	\$ 1,757,910

Improvement Information	
No improvement information available for this parcel	

Accessory Information				
Description	Year Built	Area	Grade	Value
No accessory information associated with this parcel.				

Sale Information								
Sale Date	Sale Price	Instrument	Deed Book	Deed Page	Sale Qualification	Validity	Grantee	Grantor
No Sales Information available for this parcel								

Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search Page	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	--	-----------------------------

Fulton County makes every effort to produce the most accurate information possible. No warranties, expressed or implied, are provided for the data herein, its use or interpretation. Assessment information for all tax parcels included in this data is for the 2012 tax year and does not reflect any changes due to documents recorded after January 1, 2012. These changes may include but is not limited to ownership or property characteristics. Website Updated: May 15, 2012



Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	---------------------------------------	-----------------------------

Owner and Parcel Information			
Owner Name	DELTA AIRLINES INC	Today's Date	May 21, 2012
Mailing Address	P.O. BOX 45852	Parcel Number	14 0127 LL1131
	ATLANTA, GA 30320	Tax District	30
Location Address	CUSTER ST		
Zoning	CR	Acres	0.57
Property Class	C3-Commercial Lots	Parcel Map	Show Parcel Map
Neighborhood	C910	Homestead	N

Assessment Information						
Year	LUC	CLASS	Land Value	Building Value	Total Value	Assessed Value
2012	320	C3	\$ 339,700	\$ 34,200	\$ 373,900	\$ 149,560

Land Information					
Land Type	Land Code	Description	Square Feet	Acreage	Price
S	23		24,829	0.57	\$ 339,660

Improvement Information	
No improvement information available for this parcel	

Accessory Information				
Description	Year Built	Area	Grade	Value
PA1-PAVING-ASPHALT PARK	2000	24800		\$ 30,866
FP1-	2000	310 X 7 2170		\$ 3,347

Sale Information								
Sale Date	Sale Price	Instrument	Deed Book	Deed Page	Sale Qualification	Validity	Grantee	Grantor
No Sales Information available for this parcel								

Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search Page	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	--	-----------------------------

Fulton County makes every effort to produce the most accurate information possible. No warranties, expressed or implied, are provided for the data herein, its use or interpretation. Assessment information for all tax parcels included in this data is for the 2012 tax year and does not reflect any changes due to documents recorded after January 1, 2012. These changes may include but is not limited to ownership or property characteristics. Website Updated: May 15, 2012

© 2011 by the County of Fulton, GA | Website design by [qpublic.net](#)



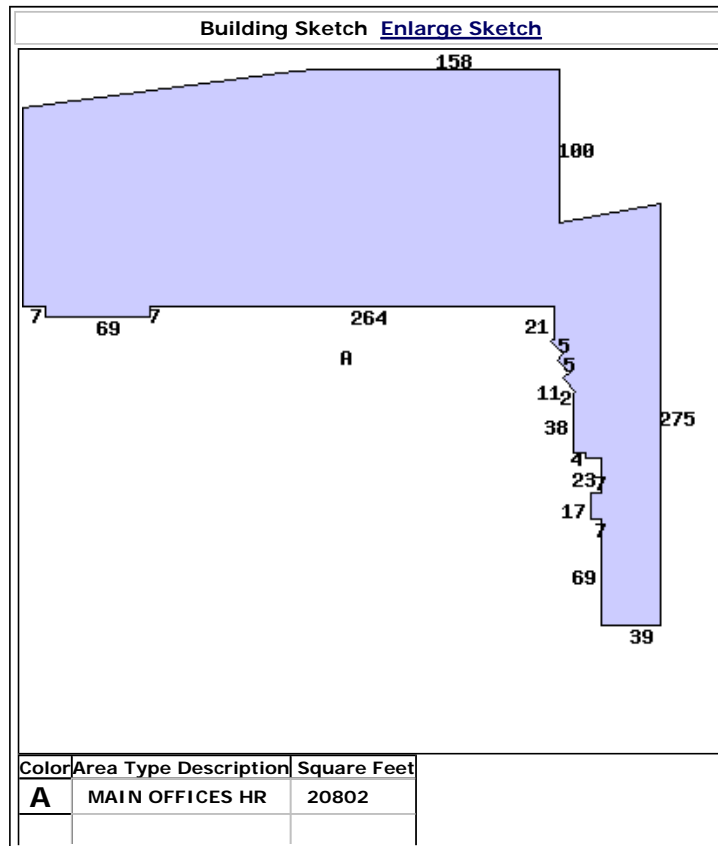
Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	---------------------------------------	-----------------------------

Owner and Parcel Information			
Owner Name	DELTA AIRLINES INC	Today's Date	May 21, 2012
Mailing Address	P O BOX 45852	Parcel Number	14 0127 LL0745
	ATLANTA, GA 30320	Tax District	30
Location Address	1001 INTERNATIONAL BLVD		
Zoning	CR	Acres	4.33
Property Class	C4-Commercial Small Tracts	Parcel Map	Show Parcel Map
Neighborhood	C910	Homestead	N

Assessment Information						
Year	LUC	CLASS	Land Value	Building Value	Total Value	Assessed Value
2012	354	C4	\$ 3,225,300	\$ 13,074,700	\$ 16,300,000	\$ 6,520,000

Land Information					
Land Type	Land Code	Description	Square Feet	Acreage	Price
A	21		188,615	4.33	\$ 3,225,310

Commercial Improvement Information					
Card	Building Type	Structure Code/Desc	Units	Year Built	Total Square Footage
1	01	354-354 OFFICE BLDG H-R 5ST		1968	294,898



B	OFFICES HR	23161
Commercial areas are aggregated		

Accessory Information				
Description	Year Built	Area	Grade	Value
PA1-PAVING-ASPHALT PARK	1968	97000		\$ 120,727

Sale Information								
Sale Date	Sale Price	Instrument	Deed Book	Deed Page	Sale Qualification	Validity	Grantee	Grantor
No Sales Information available for this parcel								

Recent Sales in Neighborhood	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search Page	Fulton Home
Recent Sales in Area					

Fulton County makes every effort to produce the most accurate information possible. No warranties, expressed or implied, are provided for the data herein, its use or interpretation. Assessment information for all tax parcels included in this data is for the 2012 tax year and does not reflect any changes due to documents recorded after January 1, 2012. These changes may include but is not limited to ownership or property characteristics. Website Updated: May 15, 2012

© 2011 by the County of Fulton, GA | Website design by [qpublic.net](#)



Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	---------------------------------------	-----------------------------

Owner and Parcel Information			
Owner Name	DELTA AIRLINE INC	Today's Date	May 21, 2012
Mailing Address	P.O. BOX 45852	Parcel Number	14 0127 LL1123
	ATLANTA, GA 30320	Tax District	30
Location Address	CUSTER ST		
Zoning	CR	Acres	2.1
Property Class	C4-Commercial Small Tracts	Parcel Map	Show Parcel Map
Neighborhood	C910	Homestead	N

Assessment Information						
Year	LUC	CLASS	Land Value	Building Value	Total Value	Assessed Value
2012	320	C4	\$ 1,251,400	\$ 124,600	\$ 1,376,000	\$ 550,400

Land Information					
Land Type	Land Code	Description	Square Feet	Acreage	Price
A	23		91,476	2.1	\$ 1,251,390

Improvement Information	
No improvement information available for this parcel	

Accessory Information				
Description	Year Built	Area	Grade	Value
PA1-PAVING-ASPHALT PARK	2000	91000		\$ 113,264
FP1-	2000	7350		\$ 11,351

Sale Information								
Sale Date	Sale Price	Instrument	Deed Book	Deed Page	Sale Qualification	Validity	Grantee	Grantor
No Sales Information available for this parcel								

Recent Sales in Neighborhood Recent Sales in Area	Previous Parcel	Next Parcel	Field Definitions	Return to Main Search Page	Fulton Home
--	---------------------------------	-----------------------------	-----------------------------------	--	-----------------------------

Fulton County makes every effort to produce the most accurate information possible. No warranties, expressed or implied, are provided for the data herein, its use or interpretation. Assessment information for all tax parcels included in this data is for the 2012 tax year and does not reflect any changes due to documents recorded after January 1, 2012. These changes may include but is not limited to ownership or property characteristics. Website Updated: May 15, 2012

© 2011 by the County of Fulton, GA | Website design by [qpublic.net](#)

DETAILED TAX SUMMARY



Incorporated Fulton County

TAX YEAR: 2011

Owner Name
DELTA AIRLINE INC

Parcel Identification
14 -0127- LL-112-3

[Account Number](#)
3003675

Property Location
0 CUSTER ST

[Tax District](#)
30

[Fair Market Value](#)
1,376,000

[Assessed Value](#)
550,400

Temporary Assessment
Not Found

City [Exemption](#):

County Exemption:

<u>Levies</u>	<u>Assessment</u>	<u>Exemptions</u>	<u>Net Assessment</u>	X	<u>Net Rate</u>	<u>State Credit</u>	TAX
FULTON BONDS	550,400	0	0	X	.000270	\$	\$148.61
FULTON OPER	550,400	0	0	X	.010281	\$	\$5,658.66
FULTON SCHOOL GEN	550,400	0	0	X	.018502	\$	\$10,183.50
STATE	550,400	0	0	X	.000250	\$	\$137.60
Last Payment: 10/20/2011			Total Amount Billed				\$16,128.37
			Less Amount Paid				\$16,128.37
			Total Due				\$0.00
Last Payment: Not Found			Total Amount Billed				\$0.00
			Less Amount Paid				\$0.00
			Total Due				\$0.00

Property owners with current legal matters, such as bankruptcy or foreclosure, must contact the Tax Commissioner's office at (404) 730-6100 for the official balance due on their parcel(s).

[Return to Tax Bill](#) | [Return to Search Results](#)

DETAILED TAX SUMMARY



Incorporated Fulton County

TAX YEAR: 2011

Owner Name
DELTA AIRLINES INC

Parcel Identification
14 -0127- LL-074-5

Account Number
1294258

Property Location
1001 INTERNATIONAL BLVD

Tax District
30

Fair Market Value
16,300,000

Assessed Value
6,520,000

Temporary Assessment
Not Found

City Exemption:

County Exemption:

<u>Levies</u>	<u>Assessment</u>	<u>Exemptions</u>	<u>Net Assessment</u>	X	<u>Net Rate</u>	<u>State Credit</u>	<u>TAX</u>
FULTON BONDS	6,520,000	0	0	X	.000270	\$	\$1,760.40
FULTON OPER	6,520,000	0	0	X	.010281	\$	\$67,032.12
FULTON SCHOOL GEN	6,520,000	0	0	X	.018502	\$	\$120,633.04
STATE	6,520,000	0	0	X	.000250	\$	\$1,630.00
Last Payment: 10/20/2011			Total Amount Billed				\$191,055.56
			Less Amount Paid				\$191,055.56
			Total Due				\$0.00
Last Payment: Not Found			Total Amount Billed				\$0.00
			Less Amount Paid				\$0.00
			Total Due				\$0.00

Property owners with current legal matters, such as bankruptcy or foreclosure, must contact the Tax Commissioner's office at (404) 730-6100 for the official balance due on their parcel(s).

[Return to Tax Bill](#) | [Return to Search Results](#)

DETAILED TAX SUMMARY



Incorporated Fulton County

TAX YEAR: 2011

Owner Name
DELTA AIRLINE INC

Parcel Identification
14 -0127- LL-112-3

Account Number
3003675

Property Location
0 CUSTER ST

Tax District
30

Fair Market Value
1,376,000

Assessed Value
550,400

Temporary Assessment
Not Found

City Exemption:

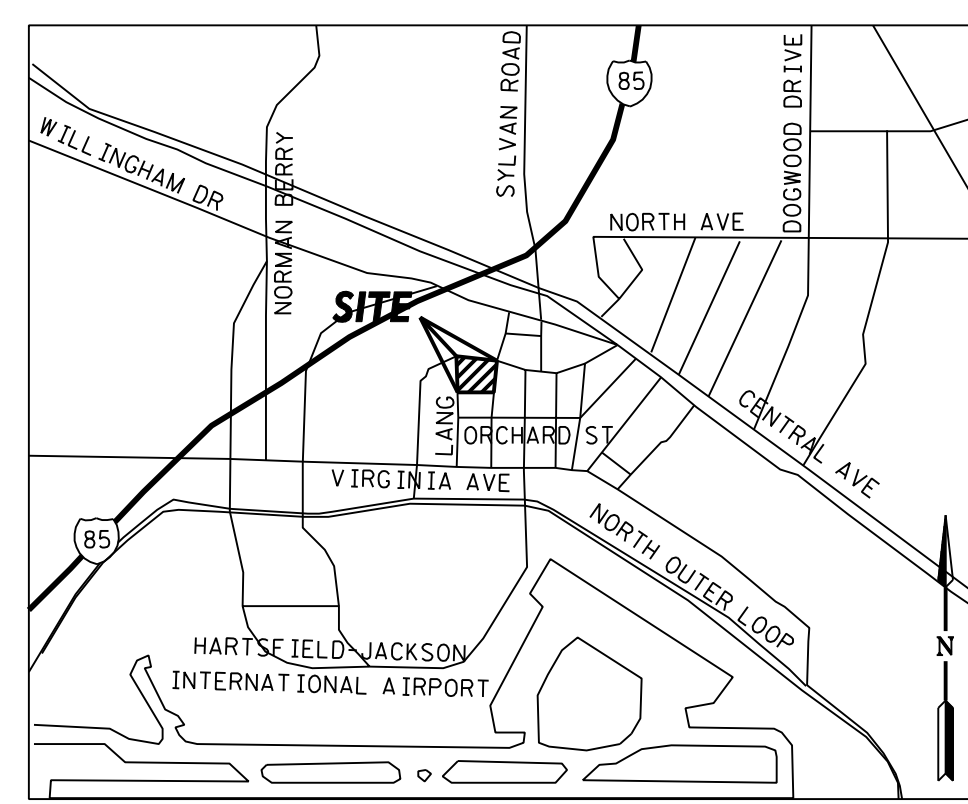
County Exemption:

<u>Levies</u>	<u>Assessment</u>	<u>Exemptions</u>	<u>Net Assessment</u>	X	<u>Net Rate</u>	<u>State Credit</u>	<u>TAX</u>
FULTON BONDS	550,400	0	0	X	.000270	\$	\$148.61
FULTON OPER	550,400	0	0	X	.010281	\$	\$5,658.66
FULTON SCHOOL GEN	550,400	0	0	X	.018502	\$	\$10,183.50
STATE	550,400	0	0	X	.000250	\$	\$137.60
Last Payment: 10/20/2011			Total Amount Billed				\$16,128.37
			Less Amount Paid				\$16,128.37
			Total Due				\$0.00
Last Payment: Not Found			Total Amount Billed				\$0.00
			Less Amount Paid				\$0.00
			Total Due				\$0.00

Property owners with current legal matters, such as bankruptcy or foreclosure, must contact the Tax Commissioner's office at (404) 730-6100 for the official balance due on their parcel(s).

[Return to Tax Bill](#) | [Return to Search Results](#)

Exhibit “C”: Subject Surveys



VICINITY MAP
N.T.S.



COMMONWEALTH LAND TITLE INSURANCE COMPANY
COMMITMENT NUMBER: 24564.00
EFFECTIVE DATE: JUNE 15, 2011 AT 5:00 PM

- 11. Sewer Easement from W. H. Irwin to City of Hapeville, dated July 8, 1938, filed August 1, 1938, recorded at Deed Book 1688, Page 310, Fulton County, Georgia Records.
- 12. Easement from W. H. Irwin to City of Hapeville, dated June 28, 1938, filed August 29, 1938, recorded at Deed Book 1688, Page 433, Fulton County, Georgia Records.
- 13. Easement from W. H. Irwin to Georgia Power Company, dated April 15, 1938, filed May 4, 1938, recorded at Deed Book 1691, Page 340, Fulton County, Georgia Records.
- 14. Easement from W. H. Irwin to Georgia Power Company, dated June 24, 1941, filed July 3, 1941, recorded at Deed Book 1800, Page 41, Fulton County, Georgia Records.
- 15. Easement from Moreland H. Hogan to Georgia Power Company, dated March 1960, filed March 21, 1960, recorded at Deed Book 3554, Page 387, Fulton County, Georgia Records.
- 16. Exchange Plant Permit from Moreland H. Hogan to Southern Bell Telephone and Telegraph Company, dated July 19, 1961, filed August 7, 1961, recorded at Deed Book 3752, Page 205, Fulton County, Georgia Records.
- 17. Easement from International Office Park Inc. to Georgia Power Company, dated December 27, 1962, filed February 1, 1963, recorded at Deed Book 4007, Page 61, Fulton County, Georgia Records.
- 18. Easement from International Office Park Inc. to Georgia Power Company, dated September 20, 1965, filed October 21, 1965, recorded at Deed Book 4500, Page 407, Fulton County, Georgia Records.
- 19. Easement from International Park Corporation to city of Hapeville, dated August 27, 1968, filed September 4, 1968, recorded at Deed Book 4952, Page 45, Fulton County, Georgia Records.
- 20. Easement from International Park Corp. to Georgia Power Company, dated August 15, 1968, filed September 16, 1968, recorded at Deed Book 4956, Page 525, Fulton County, Georgia Records.
- 21. Permit for Anchors, Guy Poles and Wires from International Park Corp. to Georgia Power Company, dated August 12, 1968, filed September 16, 1968, recorded at Deed Book 4956, Page 570, Fulton County, Georgia Records.
- 22. Easement from Airport Associates, Ltd. to Georgia Power Company, dated December 9, 1969, filed January 30, 1970, recorded at Deed Book 5181, Page 417, Fulton County, Georgia Records.
- 23. Right-of-Way Easement from Mrs. Odessa H. Anglin to Georgia Power Company, dated January 14, 1970, filed January 30, 1970, recorded at Deed Book 5181, Page 447, Fulton County, Georgia Records.
- 24. Water Line Easement from The Citizens and Southern National Bank, a national banking association to City of Hapeville, dated January 20, 1977, filed January 26, 1977, recorded at Deed Book 6636, Page 23, Fulton County, Georgia Records.
- 25. Easement(s) as contained in that Right-of-Way Deed from The Citizens and Southern National Bank to City of Hapeville, dated May 27, 1977, filed May 31, 1977, recorded at Deed Book 6713, Page 292, Fulton County, Georgia Records.
- 26. Easement from C & J Associates to Georgia Power Company, dated February 21, 1990, filed March 9, 1990, recorded at Deed Book 13255, Page 221, Fulton County, Georgia Records.
- 27. Easement (Willingham Drive-Hapeville Transmission Line) from Delta Air Lines, Inc. to Georgia Power Company, dated October 12, 1992, filed November 12, 1992, recorded at Deed Book 15976, Page 192, Fulton County, Georgia Records.
- 28. Easement Agreement by and between Delta Air Lines, Inc. and City of Hapeville, dated June 9, 1993, filed June 24, 1993, recorded at Deed Book 16840, Page 130, Fulton County, Georgia Records.
- 29. Right-of-Way Easement from Delta Air Lines, Inc. BellSouth Telecommunications, Inc. d/b/a Southern Bell Telephone and Telegraph Company, dated June 10, 1993, filed October 18, 1994, recorded at Deed Book 18883, Page 265, Fulton County, Georgia Record

LEGAL DESCRIPTION PARCEL 9 TRACT 1

All that tract of land lying and being in the City of Hapeville, Land Lot 127 of the 14th District of Fulton County, Georgia, being more particularly described as follows:

Beginning at a 1/2" rebar set at the intersection of the eastern right-of-way line of Lang Avenue (40 foot right-of-way) with the southern right-of-way line of Custer Street (50 foot right-of-way);
 THENCE running along said right-of-way line of Custer Street South 85 degrees 34 minutes 30 seconds East a distance of 154.39 feet to a 1/2" rebar set;
 THENCE South 89 degrees 24 minutes 23 seconds East a distance of 13.31 feet to a 1/2" rebar found;
 THENCE leaving said right-of-way line of Custer Street South 01 degrees 40 minutes 19 seconds West a distance of 150.83 feet to a mag nail found;
 THENCE South 87 degrees 44 minutes 57 seconds East a distance of 166.50 feet to a 1/2" rebar found on the western right-of-way line of Elkins Street (40 foot right-of-way);
 THENCE following said right-of-way line of Elkins Street the following courses and distances:
 THENCE along an arc to the left having a radius of 1020.72 feet and an arc length of 50.01 feet, being subtended by a chord bearing of South 04 degrees 36 minutes 18 seconds West for a distance of 50.00 feet to a 1/2" rebar set;
 South 03 degrees 25 minutes 28 seconds West a distance of 49.97 feet to a 1/2" rebar set;
 South 02 degrees 19 minutes 38 seconds West a distance of 49.97 feet to a 1/2" rebar set;
 South 02 degrees 32 minutes 14 seconds West a distance of 49.92 feet to a 1/2" rebar found;
 THENCE leaving said western right-of-way line of Elkins Street North 87 degrees 41 minutes 26 seconds West a distance of 162.50 feet to a 1/2" rebar found;
 THENCE North 87 degrees 38 minutes 42 seconds West a distance of 166.36 feet to a 1/2" rebar set on the eastern right-of-way line of Lang Avenue (40 foot right-of-way);
 THENCE following said right-of-way line North 01 degrees 56 minutes 08 seconds East a distance of 198.80 feet to a 1/2" rebar found;
 THENCE North 01 degrees 25 minutes 38 seconds East a distance of 157.61 feet to the POINT OF BEGINNING.

Said tract or parcel of land contains 2.104 acres or 91,649 square feet, more or less.

LEGAL DESCRIPTION PARCEL 9 TRACT 2

All that tract of land lying and being in the City of Hapeville, Land Lot 127 of the 14th District of Fulton County, Georgia, being more particularly described as follows:

Commencing at a 1/2" rebar set at the intersection of the eastern right-of-way line of Lang Avenue (40 foot right-of-way) with the southern right-of-way line of Custer Street (50 foot right-of-way);
 THENCE running along said right-of-way line of Custer Street South 85 degrees 34 minutes 30 seconds East a distance of 154.39 feet to a 1/2" rebar set;
 THENCE South 89 degrees 24 minutes 23 seconds East a distance of 13.31 feet to a 1/2" rebar found, said point being the POINT OF BEGINNING;
 THENCE continuing along said right-of-way line South 86 degrees 07 minutes 40 seconds East a distance of 96.96 feet to a 1/2" rebar set;
 THENCE along an arc to the right having a radius of 558.68 feet and an arc length of 93.99 feet, being subtended by a chord bearing of South 77 degrees 19 minutes 16 seconds East for a distance of 93.88 feet to the intersection of the southern right-of-way line of Custer Street and the western right-of-way line of Elkins Street;
 THENCE leaving said right-of-way line of Custer Street and following the western right-of-way line of Elkins Street (40 foot right-of-way) along an arc to the left having a radius of 892.57 feet and an arc length of 132.91 feet, being subtended by a chord bearing of South 11 degrees 26 minutes 46 seconds West for a distance of 132.79 feet to a 1/2" rebar found;
 THENCE leaving said right-of-way line of Elkins Street North 87 degrees 44 minutes 57 seconds West a distance of 166.50 feet to a mag nail found;
 THENCE North 01 degrees 40 minutes 19 seconds East a distance of 150.83 feet to the POINT OF BEGINNING

Said tract or parcel of land contains 0.592 acres or 25,769 square feet, more or less.

SURVEYOR'S NOTES

THE FIELD DATA ON WHICH THIS MAP OR PLAT IS BASED HAS A CLOSURE PRECISION OF ONE FOOT IN 20,000 FEET OR BETTER AND AN ANGULAR ERROR OF 01 SECOND PER ANGLE POINT, AND WAS ADJUSTED USING THE LEAST SQUARES METHOD. THIS MAP OR PLAT HAS BEEN CALCULATED FOR CLOSURE AND IS FOUND TO BE ACCURATE WITHIN ONE FOOT IN 20,000 FEET OR BETTER.

TYPE OF EQUIPMENT: TRIMBLE S6

ZONING REQUIREMENTS

ZONED V
 MINIMUM FRONT SETBACK (R/W) 15'
 MINIMUM YARD SIDE: 15'
 REAR: 25'
 MAXIMUM HEIGHT: 40'
 MINIMUM PARKING:
 (1) PARKING SPACE FOR EVERY 200 SQ. FT. OF ENCLOSED COMMERCIAL FLOOR AREA.
 (1) OFF-STREET LOADING SPACE FOR EVERY 10,000 SQ.FT. OF BUILDING.
 MINIMUM FLOOR AREA PER DWELLING UNIT: 1000 FEET.
 MAXIMUM LOT COVERAGE: 70 PERCENT.
 LOT FRONTAGE: 50 FEET

FLOOD STATEMENT

Property shown hereon lies with Zone X (areas determined to be outside of 500-year floodplain) as shown on FEMA Flood Insurance Rate Map Panel Number 13121C0366 E, dated June 22, 1998.

PARKING SPACES

REGULAR 254

SURVEYOR'S CERTIFICATE

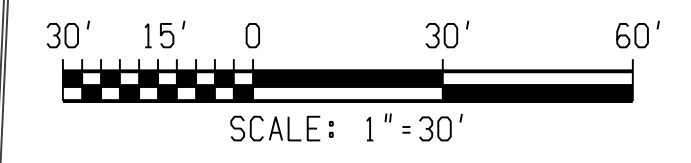
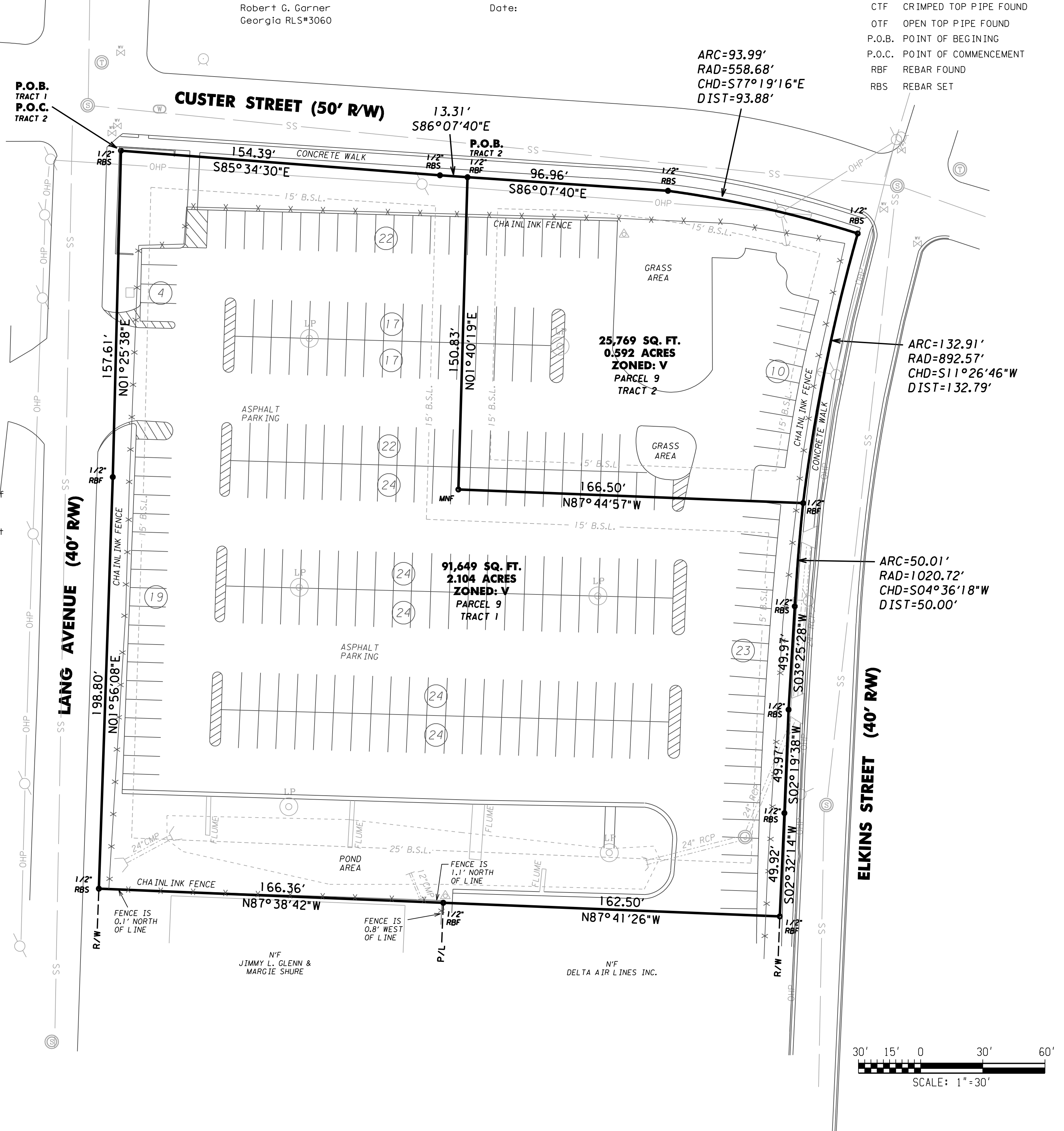
To Commonwealth Land Title Insurance Company and 1001 International, LLC; a Georgia Limited Liability Company;

This is to certify that this map or plat and the survey on which it is based was made in accordance with 2011 Minimum Standard Detail Requirements for ALTA/ACSM Land Title Surveys, jointly established and adopted by ALTA and NSPS, and includes items 1, 2, 3, 4, 6(a), 7(a), 7(b)(1), 7(c), 8, 9, 11(a), 13, 14, 16, 17 and 18, of Table A thereof. The fieldwork was completed on 11-25-2011.

Robert G. Garner Date:
 Georgia RLS#3060

LEGEND

- X-X FENCE LINE
- △ IRRIGATION CONTROL VALVE
- OHP- OVERHEAD POWER L LINE
- POWER POLE
- LIGHT POLE
- SS- SANITARY SEWER LINE
- ⊙ SANITARY SEWER MANHOLE
- ⊙ UNDERGROUND JUNCTION BOX
- ⊙ WATER METER
- CTF CRIMPED TOP PIPE FOUND
- OTF OPEN TOP PIPE FOUND
- P.O.B. POINT OF BEGINNING
- P.O.C. POINT OF COMMENCEMENT
- RBF REBAR FOUND
- RBS REBAR SET



ATKINS
 COMMONWEALTH LAND TITLE INSURANCE COMPANY
 1001 INTERNATIONAL, LLC a Georgia Limited Liability Company
 ALL RIGHTS RESERVED

ATKINS
 1600 RiverEdge Pkwy, NW Suite 600 Atlanta, GA 30328
 Tel: (770) 933-0280 Fax: (770) 933-8558

CLIENT
COMMONWEALTH LAND TITLE INSURANCE COMPANY
 1001 INTERNATIONAL, LLC a Georgia Limited Liability Company

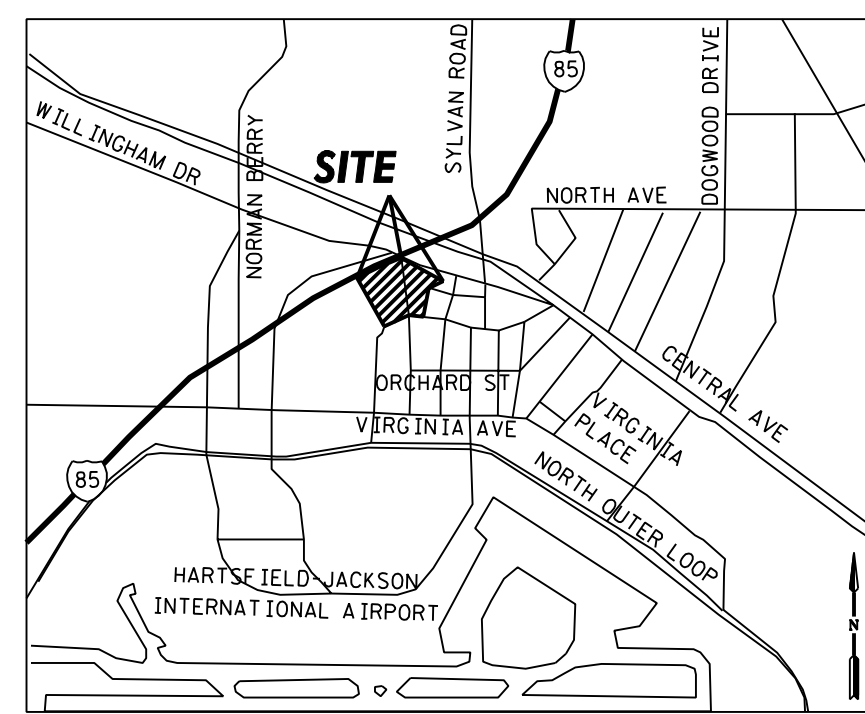
PROJECT
ALTA/ACSM
LAND TITLE SURVEY

LOCATED IN
LAND LOT 127 OF THE 14TH DISTRICT
CITY OF HAPEVILLE
FULTON COUNTY, GEORGIA

ORIGINAL	12-13-2011	6
REVISIONS:		7
1		8
2		9
3		10
4		11
5		12

REGISTERED
 No. 3060
 LAND SURVEYOR
 ROBERT G. GARNER

JOB NO. 100025481
 DRAWING PARCEL 9.dgn
 DRAWN BY EMH
 CHECKED RCG
 QC RWL
 SHEET /



VICINITY MAP

LEGEND

- BOLLARD
- CATCH BASIN
- CLEAN OUT
- DROP INLET
- FIRE HYDRANT
- GUY WIRE
- HANDICAP PARKING
- HEADWALL
- IRRIGATION CONTROL VALVE
- LIGHT POLE
- MAIL BOX
- POWER POLE
- SIGN
- STORM DRAIN MANHOLE
- TELEPHONE MANHOLE
- TELEPHONE BOX
- WATER METER
- WATER VALVE
- CMP CORRUGATED METAL PIPE
- CTF CRIMPED TOP PIPE FOUND
- OTF OPEN TOP PIPE FOUND
- D.H. OVERHANG
- P.O.B. POINT OF BEGINNING
- P.O.C. POINT OF COMMENCEMENT
- RFB REBAR FOUND
- RBS REBAR SET
- RCP REINFORCED CONCRETE PIPE
- FENCE LINE
- OHP OVERHEAD POWER LINE
- SS SANITARY SEWER LINE
- T OVERHEAD TELEPHONE LINE
- UWL UNDERGROUND WATER LINE
- UGL UNDERGROUND GAS LINE
- UPL UNDERGROUND POWER LINE

LEGAL DESCRIPTION TRACT 2

Tax Parcel 14-027-LL-074-5 and 14-027-LL-100-8
 All that tract or parcel of land lying and being in Land Lot 127, 14th District, City of Hopeville, Fulton County, Georgia, and being more particularly described as follows:

Commence at a nail & cap found at the intersection of the westerly right-of-way line of Long Avenue, having a 40' wide right-of-way, and the southerly right-of-way line of International Boulevard, having a 50' wide right-of-way;
 THENCE North 01 degree 58 minutes 20 seconds East for a distance of 25.04 feet to a point in the middle of International Boulevard;

THENCE North 01 degree 14 minutes 20 seconds East for a distance of 25.06 feet to a mag nail set on the northerly right-of-way line of International Boulevard, said mag nail being the POINT OF BEGINNING;

THENCE run along said northerly right-of-way line along a curve to the left having a radius of 434.26 feet and an arc length of 380.43 feet, being subtended by a chord of South 69 degrees 57 minutes 10 seconds West for a distance of 368.38 feet to a 1/2" rebar found;

THENCE North 01 degree 33 minutes 58 seconds East for a distance of 53.48 feet to a 1" capped pipe found on the southerly right-of-way line of Interstate Highway 85, having a variable width right-of-way;

THENCE run along said southerly right-of-way line the following courses and distances:
 THENCE South 11 degrees 56 minutes 46 seconds West for a distance of 150.02 feet to a 1/2" rebar set;
 THENCE South 18 degrees 06 minutes 00 seconds West for a distance of 40.01 feet to a 1/2" rebar set;

THENCE leaving said southerly right-of-way line, run North 01 degree 16 minutes 20 seconds West for a distance of 152.40 feet to a mag nail set;
 THENCE North 72 degrees 16 minutes 10 seconds East for a distance of 28.78 feet to a mag nail set;

THENCE leaving said southerly right-of-way line run South 01 degree 16 minutes 06 seconds West for a distance of 225.15 feet to a mag nail set;
 THENCE South 87 degrees 30 minutes 15 seconds East for a distance of 126.24 feet to a mag nail set;

THENCE along a curve to the left having a radius of 277.51 feet and an arc length of 301.8 feet, being subtended by a chord of South 84 degrees 59 minutes 45 seconds East for a distance of 301.6 feet to a mag nail set;

THENCE South 01 degree 14 minutes 20 seconds East for a distance of 25.06 feet to a mag nail set on the northerly right-of-way line of Custer Street, having a 50' wide right-of-way;

THENCE run along said northerly right-of-way line North 85 degrees 34 minutes 27 seconds West for a distance of 156.53 feet to a mag nail set;
 THENCE North 88 degrees 12 minutes 27 seconds West for a distance of 40.06 feet to the POINT OF BEGINNING.

Sold tract or parcel of land contains 6.095 acres.

**COMMONWEALTH LAND TITLE INSURANCE COMPANY
 COMMITMENT NUMBER: 24564.00
 EFFECTIVE DATE: JUNE 15, 2011 AT 5:00 PM**

- | | | | |
|-----------------|--|------------------|--|
| DOES NOT AFFECT | 11. Sewer Easement from W. H. Irwin to City of Hopeville, dated July 8, 1938, filed August 11, 1938, recorded at Deed Book 1688, Page 310, Fulton County, Georgia Records. | DOES NOT AFFECT | 22. Easement from Airport Associates, Ltd. to Georgia Power Company, dated December 9, 1965, filed January 30, 1970, recorded at Deed Book 5181, Page 417, Fulton County, Georgia Records. |
| NOT FLOODABLE | 12. Easement from W. H. Irwin to City of Hopeville, dated June 28, 1938, filed August 29, 1938, recorded at Deed Book 1688, Page 433, Fulton County, Georgia Records. | DOES NOT AFFECT | 23. Right-of-Way Easement from Mrs. Odessa H. Anglin to Georgia Power Company, dated January 14, 1970, filed January 30, 1970, recorded at Deed Book 5181, Page 447, Fulton County, Georgia Records. |
| BLANKET | 13. Easement from W. H. Irwin to Georgia Power Company, dated April 15, 1938, filed May 4, 1938, recorded at Deed Book 1691, Page 340, Fulton County, Georgia Records. | DOES NOT AFFECT | 24. Water Line Easement from The Citizens and Southern National Bank, a national banking association to City of Hopeville, dated January 20, 1977, filed January 26, 1977, recorded at Deed Book 6636, Page 28, Fulton County, Georgia Records. |
| BLANKET | 14. Easement from W. H. Irwin to Georgia Power Company, dated June 24, 1941, filed July 3, 1941, recorded at Deed Book 1800, Page 41, Fulton County, Georgia Records. | DOES NOT AFFECT | 25. Easement(s) as contained in that Right-of-Way Deed from The Citizens and Southern National Bank to City of Hopeville, dated May 27, 1977, filed May 31, 1977, recorded at Deed Book 6713, Page 292, Fulton County, Georgia Records. |
| BLANKET | 15. Easement from Morland H. Hogan to Georgia Power Company, dated March 21, 1960, filed March 21, 1960, recorded at Deed Book 3554, Page 387, Fulton County, Georgia Records. | BLANKET | 26. Easement from C & J Associates to Georgia Power Company, dated February 21, 1990, filed March 9, 1990, recorded at Deed Book 13255, Page 221, Fulton County, Georgia Records. |
| DOES NOT AFFECT | 16. Exchange Plant Permit from Morland H. Hogan to Southern Bell Telephone and Telegraph Company, dated July 19, 1961, filed August 7, 1961, recorded at Deed Book 3752, Page 205, Fulton County, Georgia Records. | AFFECTS AS SHOWN | 27. Easement (Willingham Drive-Hopeville Transmission Line) from Delta Air Lines, Inc. to Georgia Power Company, dated October 12, 1992, filed November 12, 1992, recorded at Deed Book 15916, Page 192, Fulton County, Georgia Records. |
| BLANKET | 17. Easement from International Office Park, Inc. to Georgia Power Company, dated December 27, 1962, filed February 1, 1963, recorded at Deed Book 4007, Page 61, Fulton County, Georgia Records. | DOES NOT AFFECT | 28. Easement Agreement by and between Delta Air Lines, Inc. and City of Hopeville, dated June 9, 1993, filed June 24, 1993, recorded at Deed Book 16840, Page 130, Fulton County, Georgia Records. |
| BLANKET | 18. Easement from International Office Park, Inc. to Georgia Power Company, dated September 20, 1965, filed October 21, 1965, recorded at Deed Book 4500, Page 407, Fulton County, Georgia Records. | DOES NOT AFFECT | 29. Right-of-Way Easement from Delta Air Lines, Inc. BellSouth Telecommunications, Inc. d/b/a Southern Bell Telephone and Telegraph Company, dated June 10, 1993, filed October 18, 1994, recorded at Deed Book 18883, Page 265, Fulton County, Georgia Record |
| DOES NOT AFFECT | 19. Easement from International Park Corporation to City of Hopeville, dated August 27, 1968, filed September 4, 1968, recorded at Deed Book 4952, Page 45, Fulton County, Georgia Records. | | |
| BLANKET | 20. Easement from International Park Corp. to Georgia Power Company, dated August 15, 1968, filed September 16, 1968, recorded at Deed Book 4956, Page 525, Fulton County, Georgia Records. | | |
| BLANKET | 21. Permit for Anchors, Guy Poles and Wires from International Park Corp. to Georgia Power Company, dated August 12, 1968, filed September 16, 1968, recorded at Deed Book 4956, Page 570, Fulton County, Georgia Records. | | |

LEGAL DESCRIPTION TRACT 1

Tax parcel 14-0127-LL-111-5

All that tract or parcel of land lying and being in Land Lot 127, 14th District, City of Hopeville, Fulton County, Georgia, and being more particularly described as follows:

Begin at a pk nail found at the intersection of the northerly right-of-way line of International Boulevard, having a 50' wide right-of-way, and the common line between that parcel now or formerly owned by Hospitality Properties, Inc. and that parcel described herein, said pk nail being the POINT OF BEGINNING;

THENCE run along said common property line, North 33 degrees 09 minutes 12 seconds West for a distance of 561.64 feet to a point at the intersection of said common line and the southerly right-of-way line of Interstate Highway 85, having a variable width right-of-way;

THENCE along said southerly right-of-way line the following courses and distances:
 THENCE along a curve to the right having a radius of 11309.16 feet and an arc length of 3734.1 feet, being subtended by a chord of North 65 degrees 53 minutes 57 seconds East for a distance of 3734.0 feet to a concrete monument found;

THENCE North 66 degrees 54 minutes 38 seconds East for a distance of 37.05 feet to a 1" capped pipe found;
 THENCE leaving said southerly right-of-way line, run South 01 degree 33 minutes 58 seconds West for a distance of 573.48 feet to a 1/2" rebar found on the northerly right-of-way line of International Boulevard;

THENCE run along said northerly right-of-way line South 39 degrees 10 minutes 13 seconds West for a distance of 82.49 feet to the POINT OF BEGINNING.

Sold tract or parcel of land contains 2.955 acres.

LEGAL DESCRIPTION TRACT 3

The northern portion of tax parcel 14-0127-LL-105-7

All that tract or parcel of land lying and being in Land Lot 127, 14th District, City of Hopeville, Fulton County, Georgia, and being more particularly described as follows:

Begin at a 1/2" rebar set at the intersection of the southerly right-of-way line of Willingham Drive, having a variable width right-of-way, and the westerly right-of-way line of Elkins Street, having a 40' wide right-of-way, said 1/2" rebar being the POINT OF BEGINNING;

THENCE run along said westerly right-of-way line the following courses and distances:
 THENCE South 11 degrees 56 minutes 46 seconds West for a distance of 150.02 feet to a 1/2" rebar set;

THENCE South 18 degrees 06 minutes 00 seconds West for a distance of 40.01 feet to a 1/2" rebar set;
 THENCE leaving said westerly right-of-way line, run North 01 degree 16 minutes 20 seconds West for a distance of 152.40 feet to a mag nail set;

THENCE North 72 degrees 16 minutes 10 seconds East for a distance of 28.78 feet to a mag nail set;
 THENCE leaving said southerly right-of-way line run South 01 degree 16 minutes 06 seconds West for a distance of 225.15 feet to a mag nail set;

THENCE South 87 degrees 30 minutes 15 seconds East for a distance of 126.24 feet to a mag nail set;

THENCE along a curve to the left having a radius of 277.51 feet and an arc length of 301.8 feet, being subtended by a chord of South 84 degrees 59 minutes 45 seconds East for a distance of 301.6 feet to a mag nail set;

THENCE South 01 degree 14 minutes 20 seconds East for a distance of 25.06 feet to a mag nail set on the northerly right-of-way line of Custer Street, having a 50' wide right-of-way;

THENCE run along said northerly right-of-way line North 85 degrees 34 minutes 27 seconds West for a distance of 156.53 feet to a mag nail set;
 THENCE North 88 degrees 12 minutes 27 seconds West for a distance of 40.06 feet to the POINT OF BEGINNING.

Sold tract or parcel of land contains 2.201 acres.

LEGAL DESCRIPTION TRACT 4

The Southern portion of tax parcel 14-0127-LL-105-7

All that tract or parcel of land lying and being in Land Lot 127, 14th District, City of Hopeville, Fulton County, Georgia, and being more particularly described as follows:

Begin at a 1/2" rebar found at the intersection of the westerly right-of-way line of Elkins Street, having a 40' wide right-of-way, and the northerly right-of-way line of Custer Street, having a 50' wide right-of-way, said 1/2" rebar being the POINT OF BEGINNING;

THENCE along said northerly right-of-way line the following courses and distances:
 THENCE North 85 degrees 07 minutes 40 seconds West for a distance of 111.97 feet to a 1/2" rebar set;

THENCE North 86 degrees 07 minutes 40 seconds West for a distance of 98.28 feet to a mag nail set;
 THENCE along a curve to the right having a radius of 277.51 feet and an arc length of 59.63 feet, being subtended by a chord of South 75 degrees 46 minutes 16 seconds East for a distance of 59.52 feet to a mag nail set;

THENCE along a curve to the left having a radius of 277.51 feet and an arc length of 301.8 feet, being subtended by a chord of North 84 degrees 59 minutes 45 seconds West for a distance of 301.6 feet to a mag nail set;

THENCE North 87 degrees 30 minutes 15 seconds West for a distance of 126.24 feet to a mag nail set;

THENCE North 01 degree 16 minutes 20 seconds East for a distance of 152.40 feet to a mag nail set on the southerly right-of-way line of Willingham Drive;

THENCE along said southerly right-of-way line the following courses and distances:
 THENCE South 11 degrees 56 minutes 46 seconds West for a distance of 150.02 feet to a 1/2" rebar set;

THENCE South 18 degrees 06 minutes 00 seconds East for a distance of 40.01 feet to a 1/2" rebar set;
 THENCE leaving said southerly right-of-way line, run North 01 degree 16 minutes 20 seconds West for a distance of 152.40 feet to a mag nail set;

THENCE North 72 degrees 16 minutes 10 seconds East for a distance of 28.78 feet to a mag nail set;
 THENCE leaving said southerly right-of-way line, run South 01 degree 16 minutes 06 seconds West for a distance of 225.15 feet to a mag nail set;

ZONING REQUIREMENTS

ZONED C-2
 MINIMUM FRONT SETBACK (R/W) 15'
 MINIMUM YARD
 SIDE 0'
 REAR 0'
 MAXIMUM HEIGHT: 40'
 MINIMUM PARKING:
 (1) PARKING SPACE FOR EVERY 200 SQ. FT. OF ENCLOSED COMMERCIAL FLOOR AREA.
 (2) OFF-STREET LOADING SPACE FOR EVERY 10,000 SQ.FT. OF BUILDING.
 MINIMUM FLOOR AREA PER DWELLING UNIT: N/A.
 MAXIMUM LOT COVERAGE: 80 PERCENT.
 LOT FRONTAGE: N/A

ZONED V
 MINIMUM FRONT SETBACK (R/W) 15'
 MINIMUM YARD
 SIDE 15'
 REAR 25'
 MAXIMUM HEIGHT: 40'
 MINIMUM PARKING:
 (1) PARKING SPACE FOR EVERY 200 SQ. FT. OF ENCLOSED COMMERCIAL FLOOR AREA.
 (2) OFF-STREET LOADING SPACE FOR EVERY 10,000 SQ.FT. OF BUILDING.
 MINIMUM FLOOR AREA PER DWELLING UNIT: 1000 FEET.
 MAXIMUM LOT COVERAGE: 70 PERCENT.
 LOT FRONTAGE: 50 FEET

ZONED V (ACCESSORY STRUCTURE) - TRACT 3 ONLY
 MINIMUM FRONT SETBACK (R/W) 0'
 MINIMUM YARD
 SIDE 5'
 REAR 5'
 MAXIMUM HEIGHT: 2 STORIES
 MAXIMUM UNITS PER BUILDING LOT: 4

PARKING COUNT

REGULAR	866
HANDICAP	24
MOTORCYCLE	8
TOTAL	898

ENCROACHMENTS

- FENCE ENCLOSES AT NORTHERN PROPERTY LINE OF TRACT 1.
- FENCE ENCLOSES NEAR NORTHEAST PROPERTY CORNER OF TRACT 3.
- FENCE ENCLOSES NEAR THE SOUTHEAST PROPERTY CORNER OF TRACT 4.

SURVEYOR'S NOTES

- THE FIELD DATA ON WHICH THIS MAP OR PLAT IS BASED HAS A CLOSURE PRECISION OF ONE FOOT IN 20,000 FEET OR BETTER AND AN ANGULAR ERROR OF 01 SECOND PER ANGLE POINT, AND WAS ADJUSTED USING THE LEAST SQUARES METHOD. THIS MAP OR PLAT HAS BEEN CALCULATED FOR CLOSURE AND IS FOUND TO BE ACCURATE WITHIN ONE FOOT IN 20,000 FEET OR BETTER.
- TYPE OF EQUIPMENT: TRIMBLE 56
- IMPRESS AND EGRESS TO THE SUBJECT PROPERTY IS PROVIDED BY INTERNATIONAL BOULEVARD, CUSTER STREET, AND WILLINGHAM DRIVE (NO CURB CUT TO HIGHWAY 85).
- THE BEARINGS SHOWN HEREON ARE BASED ON THE EAST PROPERTY LINE OF TRACT 2 AS DESCRIBED IN DEED BOOK 13068 PAGE 17, FULTON COUNTY, GEORGIA PUBLIC RECORDS.

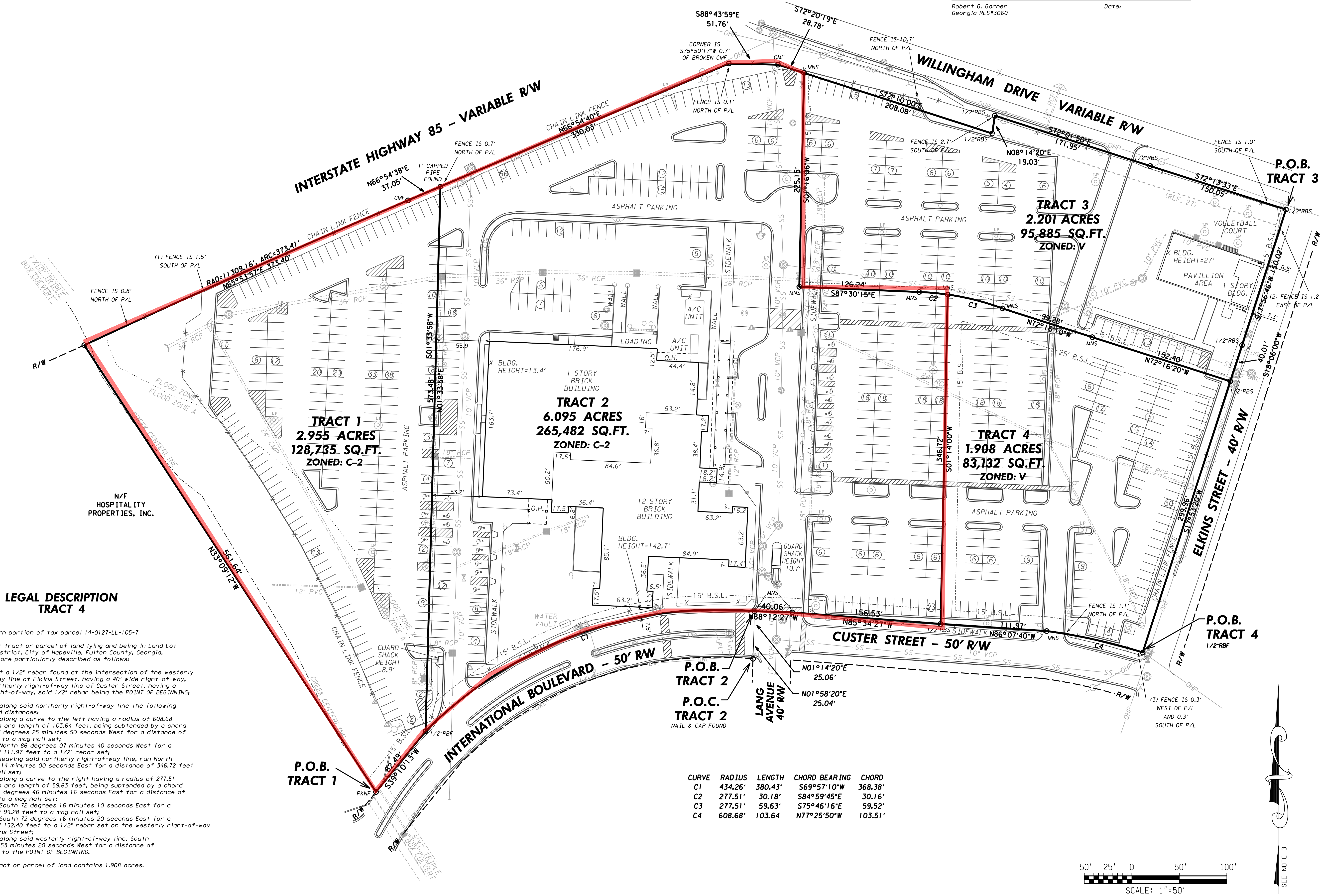
FLOOD STATEMENT

ACCORDING TO F.E.M.A. FIRM INFORMATION, COMMUNITY PANEL NUMBER 131020306 E, DATED 06-23-1990, THE PROPERTY LIES WITHIN FLOOD ZONE "A" WHICH IS DETERMINED TO BE INSIDE THE 100 YEAR FLOOD PLAIN, AND ZONE "X", WHICH IS DETERMINED TO BE OUTSIDE THE 500 YEAR FLOOD PLAIN.

SURVEYOR'S CERTIFICATE

To Commonwealth Land Title Insurance Company and 1001 International, LLC a Georgia Limited Liability Company:
 This is to certify that this map or plat and the survey on which it is based was made in accordance with 2011 Minimum Standards Detail Requirements for ALTA/ACSM Land Title Surveys, jointly established and adopted by ALTA and NSPS, and includes Items 1, 2, 3, 4, 6(a), 7(a), 7(b)(1), 7(c), 8, 9, 11(a), 13, 14, 16, 17 and 18, of Table A thereof. The fieldwork was completed on 11-25-2011.

Robert G. Garner Date: _____
 Georgia RLS#3060

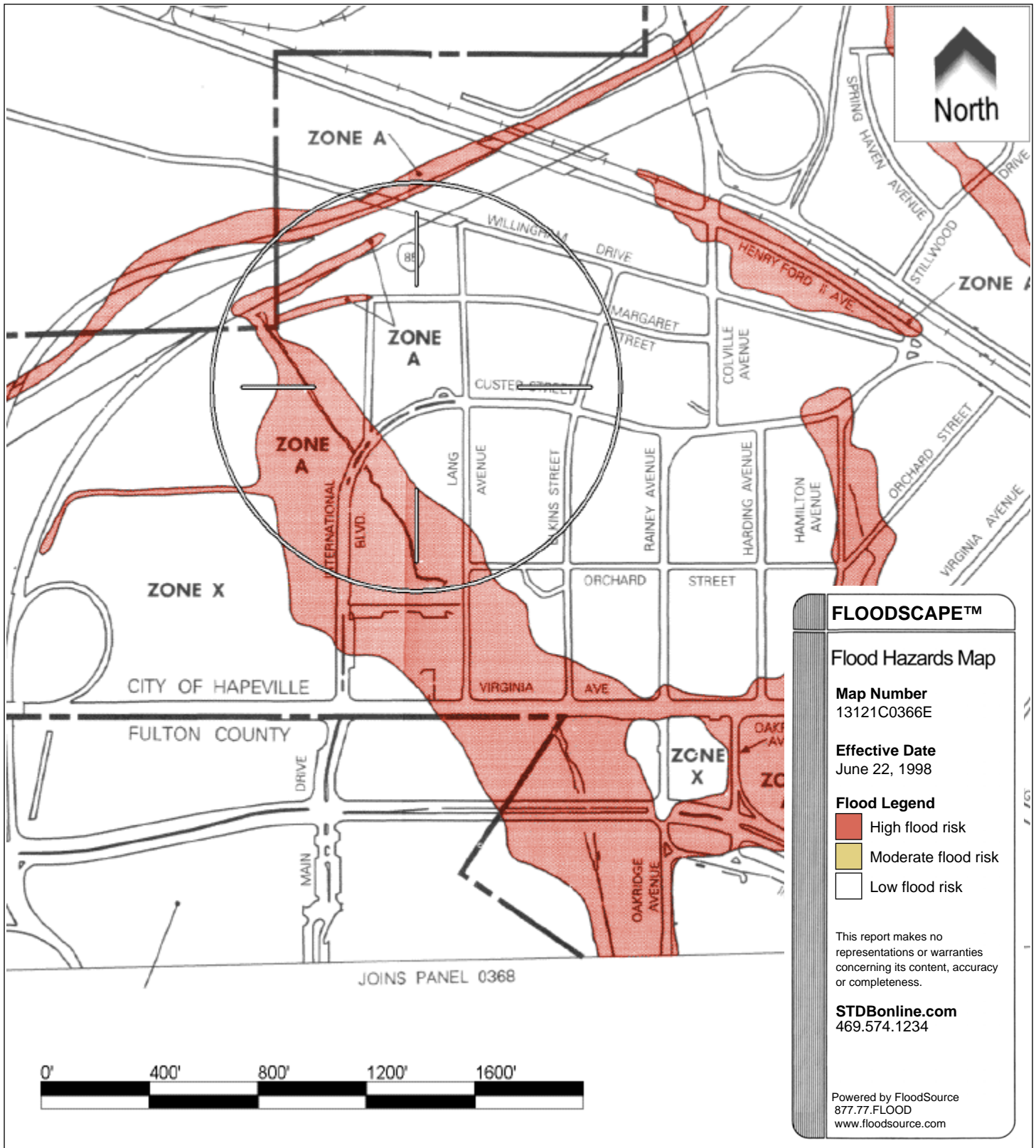


CURVE	RADIUS	LENGTH	CHORD	BEARING	CHORD
C1	434.26'	380.43'	569°57'10"W	368.38'	
C2	277.51'	30.18'	S84°59'45"E	30.16'	
C3	277.51'	59.63'	S75°46'16"E	59.52'	
C4	608.68'	103.64'	N77°25'50"W	103.51'	



 ATKINS 1600 RiverEdge Pkwy, NW Suite 600 Atlanta, GA 30328 Tel: (770) 933-0280 Fax: (770) 933-8558	CLIENT	PROJECT	LOCATED IN	ORIGINAL 12-13-2011	6	 JOB NO. 1100025481 DRAWING Delta-A-3.dgn DRAWN BY: EMH CHECKED: RGL QC: RGL SHEET 1 / 1
	COMMONWEALTH LAND TITLE INSURANCE COMPANY 1001 INTERNATIONAL, LLC a Georgia Limited Liability Company	ALTA/ACSM LAND TITLE SURVEY	LAND LOT 127 OF THE 14TH DISTRICT CITY OF HOPEVILLE FULTON COUNTY, GEORGIA	REVISIONS: 1 2 3 4 5 6		

Exhibit “D” Flood Map

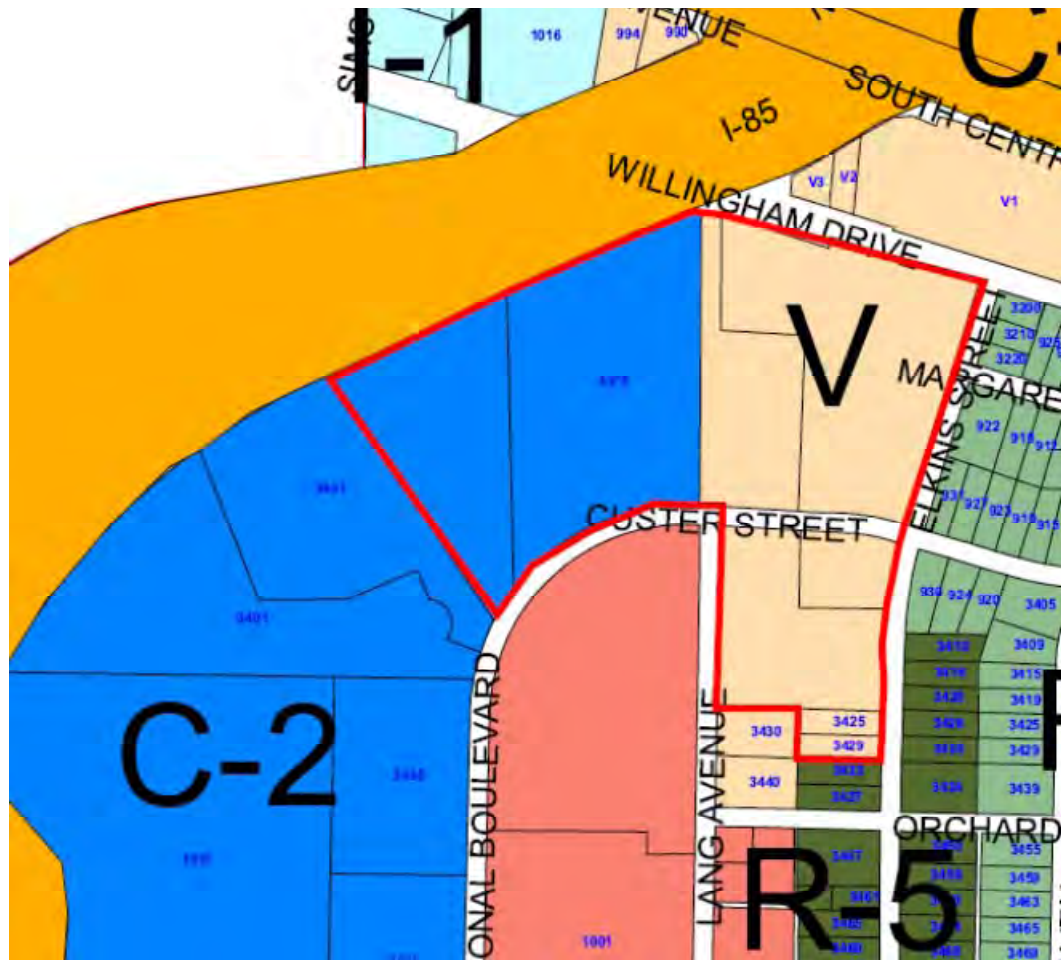


FLOODSCAPE™
Flood Hazards Map
Map Number
 13121C0366E
Effective Date
 June 22, 1998
Flood Legend
 High flood risk
 Moderate flood risk
 Low flood risk

 This report makes no representations or warranties concerning its content, accuracy or completeness.
STDBonline.com
 469.574.1234

 Powered by FloodSource
 877.77.FLOOD
 www.floodsource.com

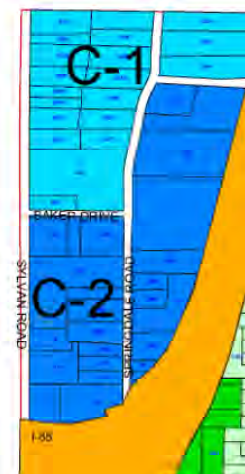
Exhibit “E”: Zoning Data



City of Hapeville Official Zoning Map

January 6, 2009: as amended from July 10, 2007

- RMU RESIDENTIAL MIXED USE
- R-AD RESIDENTIAL ARCHITECTURAL DESIGN
- R-SF RESIDENTIAL-SINGLE FAMILY
- R-1 ONE FAMILY DETACHED
- R-2 TWO-FAMILY RESIDENTIAL
- R-3 SINGLE FAMILY ATTACHED
- R-4 MULTIFAMILY RESIDENTIAL
- R-5 SINGLE FAMILY ATTACHED AND DETACHED
- R-O ONE-FAMILY DETACHED
- N-C NEIGHBORHOOD COMMERCIAL
- V VILLAGE
- UV URBAN VILLAGE
- P-D PLANNED UNIT DEVELOPMENT
- RESIDENTIAL MIXED USE
- C-1 RETAIL COMMERCIAL
- C-2 GENERAL COMMERCIAL
- C-R COMMERCIAL RESIDENTIAL
- C-T COMMERCIAL TRANSPORTATION
- I-1 LIGHT INDUSTRIAL
- c - ZONING WITH CONDITION



ARTICLE 3. - NONCONFORMING USES

[Sec. 93-3-1. - Purpose and applicability.](#)

[Sec. 93-3-1.2. - Zoning map.](#)

[Sec. 93-3-2. - Nonconforming uses permitted.](#)

[Sec. 93-3-3. - Unsafe structures.](#)

[Sec. 93-3-4. - Construction approved prior to chapter.](#)

[Sec. 93-3-5. - Restoration.](#)

[Sec. 93-3-6. - Abandonment.](#)

[Sec. 93-3-7. - Change to another nonconforming use not allowed.](#)

[Sec. 93-3-8. - Changes.](#)

[Sec. 93-3-9. - Enlargement.](#)

[Sec. 93-3-10. - Zone changes.](#)

[Sec. 93-3-11. - Discontinuance of a nonconforming use.](#)

Sec. 93-3-1. - Purpose and applicability.

In order to avoid individual hardship whenever reasonable and not in conflict with the general welfare of the city and for purposes herein outlined, the following provisions apply to all zones.

(Code 1981, § 8-5-41)

Sec. 93-3-1.2. - Zoning map.

The above zones are bounded and defined as shown on a map entitled "City of Hapeville Official Zoning Map" adopted June 5, 2007, as amended from prior maps, this map and all explanatory matters thereon is hereby made a part of this chapter, and will hereafter be referred to as "zoning map." This map shall be a public record. This map shall be retained in the office of city clerk and shall be made accessible to all affected through that office.

(Ord. No. 2007-09, § 1, 7-3-2007)

Sec. 93-3-2. - Nonconforming uses permitted.

Except as herein specified in section 93-3-11, the lawful use of any building or land existing at the time of the enactment of this chapter may be continued, although such use does not conform to the provisions of this chapter.

(Code 1981, § 8-5-42)

Sec. 93-3-3. - Unsafe structures.

Any nonconforming structure or portion thereof declared unsafe by a proper authority may be restored to a safe condition unless otherwise prevented by law.

(Code 1981, § 8-5-43)

Sec. 93-3-4. - Construction approved prior to chapter.

Nothing contained in this chapter shall require any change in plans, construction or designated use of a building for which a building permit has been heretofore issued and the construction of which has begun.

(Code 1981, § 8-5-44)

Sec. 93-3-5. - Restoration.

Any nonconforming building or use which is damaged or destroyed, by fire or other such causes, may be restored or replaced to the extent of its existence immediately prior to such damage or destruction, provided that required permits for such restoration or replacement are secured and work on restoration or replacement is initiated within a period of one year from the date of the damage or destruction, and provided further that such restoration or replacement complies, to the extent physically feasible, with current building, architectural, nuisance abatement, and zoning code structural and dimensional requirements.

(Code 1981, § 8-5-45; Ord. No. 75-3, 4-1-1975; Ord. No. 86-5, 7-1-1986; Ord. No. 87-20, 7-7-1987)

Sec. 93-3-6. - Abandonment.

Whenever a nonconforming use has been discontinued for a period of one year, that use shall not thereafter be reestablished, and any future use shall be in conformity with the provisions of this chapter.

(Code 1981, § 8-5-46)

Sec. 93-3-7. - Change to another nonconforming use not allowed.

No nonconforming use may be changed to another nonconforming use.

(Code 1981, § 8-5-47)

Sec. 93-3-8. - Changes.

Once changed to a conforming use, no building or land shall be permitted to revert to a nonconforming use.

(Code 1981, § 8-5-48)

Sec. 93-3-9. - Enlargement.

No nonconforming use shall be enlarged or extended in any way.

(Code 1981, § 8-5-49)

Sec. 93-3-10. - Zone changes.

Whenever the boundaries of a zone shall be changed so as to transfer an area from one zone to another zone of a different classification, the provisions of this article shall also apply to nonconforming uses created thereby.

(Code 1981, § 8-5-50)

Sec. 93-3-11. - Discontinuance of a nonconforming use.

The following uses of land and buildings shall be discontinued and all nonconforming buildings or structures torn down, altered or otherwise made to conform within the time period set forth below:

- (1) All nonconforming uses of land where no buildings are employed in connection with that use or where the only buildings employed are incidental to that use, 18 months from date of adoption of this chapter.
- (2) All nonconforming signs, billboards and fences, two years from the date of adoption of this chapter.
- (3) Roominghouses and boardinghouses when located in the R-0 district, one year from the date of adoption of the ordinance from which this chapter is derived.

(Code 1981, § 8-5-51)

ARTICLE 11.2. - U-V ZONE (URBAN VILLAGE)

[Sec. 93-11.2-1. - Intent.](#)

[Sec. 93-11.2-2. - Definitions.](#)

[Sec. 93-11.2-3. - Permitted uses.](#)

[Sec. 93-11.2-4. - Nonpermitted uses.](#)

[Sec. 93-11.2-5. - Conditional uses.](#)

[Sec. 93-11.2-6. - Area, placement, and buffering requirements.](#)

[Sec. 93-11.2-7. - Supplemental area requirements.](#)

[Sec. 93-11.2-8. - Sidewalk requirements.](#)

[Sec. 93-11.2-9. - Parking and curb cut requirements.](#)

[Sec. 93-11.2-10. - Reserved.](#)

[Sec. 93-11.2-11. - Commercial design ground floor requirements.](#)

[Sec. 93-11.2-12. - Reserved.](#)

[Sec. 93-11.2-13. - Regionally significant developments.](#)

Sec. 93-11.2-1. - Intent.

The U-V district is established in order to:

- (1) Accommodate a mixed-use, urban fabric that preserves neighborhood scale;
- (2) Accommodate residents in the district with pedestrian access to services and employment typical of a live/work community;
- (3) Promote neighborhoods established near shopping and employment centers;
- (4) Encourage pedestrian and neighborhood uses in the commercial area;
- (5) Discourage land uses that are automobile or transportation related;
- (6) Exclude industrial uses such as manufacturing, processing and warehousing;
- (7) Promote retail and related commercial uses such as business offices, florists, card shops, antique shops, new apparel shops and banks; and
- (8) Encourage intensified mixed-use with commercial uses on the ground floor and dwellings above.

(Ord. No. 2005-11, § 3(8-5-120H), 11-15-2005)

Sec. 93-11.2-2. - Definitions.

As used in this article, unless specifically stated otherwise, the following terms shall be defined as indicated, and where any definition herein conflicts with another definition in the zoning ordinance, the definition contained herein shall prevail:

Build-to line. The line generally parallel to the front lot line to which buildings shall enfront to the extent identified in this article. It is a requirement, not a permissive minimum, as is a setback, however, where a minimum and maximum build-to line exists, the building may enfront anywhere between the two lines. The line shall be measured from the back of the sidewalk clear zone along all street frontages and not from the front lot line. For the purposes of this article, the build-to line shall exist even when not enfronted by a building.

Dwelling, live-work. A one-family attached dwelling unit of at least two stories that contains a commercial component of not more than the lesser of 600 square feet in floor area or 40 percent of the dwelling's total floor area. Said commercial component shall be limited to the ground floor of the dwelling unit; shall be covered by separate lease; shall be adjacent to the supplemental area; shall be limited to the permitted business and professional offices/agencies, retail and restaurant uses contained in section 93-11.2-3; and shall be the place of employment for no more than two persons, one of whom shall be a resident thereof. For the purposes of this article, a live-work dwelling shall not be a single structure containing a multifamily dwelling unit and a commercial use arranged vertically unless both dwelling and commercial use share a common kitchen, utilities, and common deed or lease.

Enfront. To place an element such as a building along a build-to line.

Occupiable space. Covered floor area utilized for any principal permitted use except parking, storage, digital industry switchboards, power generators, and other relay equipment.

Master planned development. Any alteration of the natural environment which requires approval of a site plan, construction drawings, or issuance of a development permit in accordance with section 93-2-16.

Regionally significant development. A master plan development that:

- (1) Exceeds 60 acres in size within the city,
- (2) Lies partially within at least two other jurisdictions,
- (3) Abuts an interstate highway within or outside of the jurisdictional limits of the city,
- (4) Consists of contiguous parcels, which may be separated from each other by up to 200 feet of public streets or rail corridors, but not other parcels, and
- (5) Includes a development buildout that exceeds the minimum thresholds established by the Georgia Department of Community Affairs for developments of regional impacts in metropolitan areas.

Supplemental area. The privately held area between the back of the required sidewalk

clear zone and the build-to line.

(Ord. No. 2005-11, § 3(8-5-120I), 11-15-2005; Ord. No. 2009-08, § 1, 6-16-2009)

Sec. 93-11.2-3. - Permitted uses.

The following are permitted within the U-V zone:

- (1) Business and professional offices/agencies, including:
 - a. Architectural.
 - b. Dental.
 - c. Engineering.
 - d. Graphic arts.
 - e. Insurance.
 - f. Legal.
 - g. Manufacturers' representatives.
 - h. Medical.
 - i. Real estate.
 - j. Banks and other financial institutions (not including pawnshops and check cashing businesses).
- (2) Institutional uses, including:
 - a. Art studios.
 - b. Business schools.
 - c. Colleges and universities.
 - d. Dance studios.
 - e. Libraries and other public buildings.
 - f. Professional schools (including music/dance studios).
 - g. Technical schools.
 - h. Playgrounds, parks, and buildings open on a noncommercial basis for recreation only. Uses of this nature are exempt from being within a completely enclosed building.
- (3) Retail; sales, with a maximum floor area of 6,000 square feet, including:
 - a. Antique shops.
 - b. Apparel shops (offering new merchandise).

- c. Appliance, radio and television sales outlets and services, including incidental repairing where all repair is conducted out of customers' view and is limited to 25 percent of the business's floor area (offering new merchandise).
 - d. Baking shops.
 - e. Book, card and stationary stores.
 - f. Computer sales and repairs (offering new merchandise). These uses are subject to a finding by the city planning commission that the proposed method of establishment and operation would not adversely impact the use and enjoyment of surrounding properties nor negatively affect the character of the zone.
 - g. Florist shops.
 - h. Furniture stores (offering new merchandise).
 - i. Hobby shops (offering new merchandise).
 - i. Jewelry stores (offering new or used merchandise)
 - j. Opticians and optical stores.
 - k. Photography stores.
 - l. Printing shops.
- (4) Retail; drugstores, pharmacies and soda shops with a maximum floor area of 15,000 square feet.
- (5) Retail; sales, with a maximum floor area of 20,000 square feet, including:
- a. Department stores (offering new merchandise).
 - b. General merchandise stores (selling new merchandise).
 - c. Hardware stores.
 - d. Office supply stores.
- (6) Retail; grocery stores with a minimum floor area of 30,000 square feet.
- (7) Personal services, with a maximum floor area of 6,000 square feet, including:
- a. Barbershops and beauty shops.
 - b. Data processing facilities.
 - c. Laundry and dry cleaning shops.
 - d. Tailor shops.
 - e. Travel agencies.
- (8) Bed and breakfast inns without kitchens or cooking facilities in rooms used for guest occupancy.

(9) Restaurants, grills, cafes, taverns and similar eating and drinking establishments with a maximum size of 6,000 square feet, but excluding drive-in restaurants, fast food restaurants, or restaurants in which patrons are not served exclusively seated or standing at a counter.

(10) Theaters (with a maximum size of 8,000 square feet) which do not provide entertainment as defined in section 11-2-1 of this Code, including adult films, adult stage productions, adult videos or other adult entertainment performances.

(11) Customary accessory buildings and uses.

(12) Public, private and parochial schools operated for the purpose of instructing in elementary and high school general education subjects. In addition, other schools are allowed subject to a finding by the city planning commission that the proposed method of establishment and operation would not adversely impact the use and enjoyment of surrounding properties.

(13) Churches and other places of worship.

(14) Single-family detached dwellings, subject to the density restrictions in subsection (19) of this section.

(15) Single family attached dwellings with at least two units attached, but no more than 12 and subject to the density restrictions in subsection (19) of this section.

(16) Reserved.

(17) Reserved.

(18) Combination of residential and business applications within a single structure, provided that each use must have a separate entrance directly accessible from the required sidewalk or within a jointly used lobby.

(19) Residential density limitations shall be as follows:

a. The maximum permitted residential density of a master planned development shall be 40 units per acre as calculated based on the sum of all residential uses and the total acreage of the project, including multiple parcels or city blocks, but not rail lines, public streets, or other areas not owned by the applicant;

b. The built residential density of individual parcels or blocks within a master planned development may be greater or less than 40 units per acre, provided the project's combined average maximum permitted residential density is not exceeded; and

c. Any changes to an approved site plan shall require approval of the city planning commission and shall be reviewed based on the geographic extent of the original approved site plan, shall not exceed maximum density requirements of the original application, and shall indicate all built or planned improvements.

(Ord. No. 2005-11, § 3(8-5-120J), 11-15-2005; Ord. No. 2007-11, ;; 1, 7-3-2007)

Sec. 93-11.2-4. - Nonpermitted uses.

The following uses, while permitted in other areas within the city, are not permitted in the U-V zone.

- (1) Pawnshops and check cashing businesses, excluding banks and credit unions;
- (2) Adult entertainment establishments, as defined by section 11-2-1 of this Code, including, but not limited to, adult bookstores, video or DVD adult rental or purchase, adult movie or adult live theaters, adult gifts and novelties, and other venues for viewing other adult entertainment through any other electronic or other technological medium;
- (3) Automotive repair shops, dealerships and service stations, boat sales, auto parts stores;
- (4) Tattoo parlors;
- (5) Palm reading and fortunetelling, including psychic and crystal ball readings;
- (6) Billiard parlors and pool halls;
- (7) Carnivals;
- (8) Stables;
- (9) Shooting galleries, firearm, and archery ranges;
- (10) Firearms dealers;
- (11) Modeling agencies;
- (12) Massage parlors;
- (13) Bathhouses;
- (14) Hypnotists;
- (15) Handwriting analysis;
- (16) Escort services;
- (17) Bazaars;
- (18) Specialty shops;
- (19) Flea markets;
- (20) Junk stores;
- (21) Variety shops;
- (22) Labor pools;
- (23) Health clinics

(24) Extended stay motels/hotels;

(Ord. No. 2005-11, § 3(8-5-120K), 11-15-2005)

Sec. 93-11.2-5. - Conditional uses.

Specific uses may be permitted as conditional uses, provided conformance to the purpose and intent of the applicable code. Such uses are:

- (1) SIC Code 5261, lawn and garden supplies with a maximum floor area of 20,000 square feet, provided:
 - a. No outdoor storage of merchandise in the supplemental area.
 - b. Outdoor storage in the rear yard, only, is permitted, provided storage areas are completely screened.
- (2) SIC Code 5411, grocery stores and food stores with a floor area less than 30,000 square feet;
- (3) SIC Code 7011, hotels and motels;
- (4) SIC Code 7641, reupholstery and furniture repair with a maximum floor area of 6,000 square feet;
- (5) Laundry and dry cleaning shops with a maximum floor area of 6,000 square feet;
- (6) Parking lots (except for municipal parking lots benefiting the U-V zone); and
- (7) Kindergarten schools as defined under section 93-1-2, and the following facilities as defined herein:
 - a. "Day care center" or "center" means any place operated by a person, society, agency, corporation, institution or group wherein are received for pay for a group care, for fewer than 24 hours per day without transfer of legal custody, 19 or more children under 18 years of age.
 - b. "Group day care home" means any place operated by any person, partnership, association or corporation wherein are received for pay for group care not less than seven or more than 18 children under 18 years of age for less than 24 hours without transfer of legal custody.
 - c. "School-age group day care home" means a group daycare home, or part thereof with separate facilities and a separate license, which provides daytime care exclusively to school-age children before and/or after the normal school day. Such programs may operate a full-day program solely during the regular school year during those periods when school is not in session.
- (8) Spas. For the purpose of this section, a spa shall be defined as a business location where massages by certified masseurs, makeovers, body wrapping, hair removal, saunas, manicures, pedicures and non-surgical cosmetic procedures are performed. Any combination of at least three or more of the above listed uses shall occur in the location.

(9) All multifamily uses shall be conditional uses in U-V zone. In addition to meeting the conditional use provisions, all multifamily uses in U-V shall comply with [subsection] 93-11.2-3(19).

(Ord. No. 2005-11, § 3(8-5-120L), 11-15-2005; Ord. No. 2007-11, § 2, 7-3-2007)

Sec. 93-11.2-6. - Area, placement, and buffering requirements.

All buildings or structures erected, converted or structurally altered shall hereafter comply with the following lot area, yard, and building coverage requirements:

(1) *Lot area and width.* The minimum area shall be established by the restriction governing lot coverage, setbacks, height, and parking requirement as found in article 22.1. Generally, no lot shall have a minimum frontage of less than 20 feet; however, single-family residential lots shall have a minimum frontage of 30 feet.

(2) *Front yard.* See subsection (3) below.

(3) *Build-to line.* The minimum build-to line shall be zero feet and the maximum shall be 15 feet, provided that the maximum build-to line may be increased as determined to be necessary and advisable by the city planning commission in the course of its site plan review process. In determining such increase, the city planning commission shall consider the size and configuration of the proposed buildings, their relationship to the existing and proposed thoroughfares, the relationship to existing and proposed parks and plazas, the location of existing mature trees, and supplemental area of adjacent structures. Where the built-to line is modified to provide parks and plazas, said facilities shall be directly accessible to the public during normal city park hours.

(4) *Side yards.* There shall be no minimum side yard requirement except as required by subsection (8) of this section for residential zone buffers.

(5) *Rear yards.* There shall be no minimum rear yard requirements except as required by subsection (8) of this section for residential zone buffers.

(6) *Distance between buildings.* Section 93-2-6 notwithstanding, the minimum distance between two buildings on a single lot or on contiguous property under the same ownership shall be ten feet, plus four additional feet for every story or fraction thereof that the building exceeds three stories, or such distance determined necessary by the city planning commission to enhance the aesthetics of development. All exterior walls shall be designed per the International Residential Building Code 2003, as amended, or the International Building Code 2003, as amended. Adjoining buildings, whether commercial, residential, or mixed-use, shall have sprinkler systems and there shall be a fire resistance rating of one hour between buildings and occupancies that are side-by-side and top and bottom. However, if a building is a single-family dwelling and the adjacent building is closer than 15 feet there can be no vertical openings (windows) between the two structures of buildings that exist within 15 feet of the horizontal fire separation.

(7) *Height regulations.* No building or structure shall be less than 24 feet in height or exceed four stories or a 64 feet in height, provided the city planning commission may allow a development with greater height via site plan approval, if it finds that:

- a. The proposed height will not adversely impact adjacent properties or nearby residential neighborhoods.
- b. The added height is necessary to support redevelopment of an area, which currently contains uses that have an adverse impact upon adjacent neighborhoods.
- c. The proposed development is designed to facilitate the objectives and strategies of an officially adopted master plan, an LCI Study or the current comprehensive plan.
- d. The proposed development meets approval from the fire department and FAA.
- e. The proposed development meets the sprinkling standards set forth by the fire department. It shall meet the requirements as set forth in NFPA (13)(D), standard for the installation of sprinkler systems in one-family or two-family dwellings and NFPA (13)(R) for residential occupancies up to and including four stories in height. All others shall be required to meet NFPA (13) standard for the installation of sprinklers.

(8) *Residential buffer.* Where this district adjoins a residential zone, new development shall provide an attractive physical barrier between different zones as necessary to minimize disruptive light, noise, odor, dust, unsightly appearances and intrusive activity relative to the residential zone. A smooth transition to adjacent residential zones shall be ensured by the provision of:

- a. A minimum 15-foot landscaped buffer located within the U-V zone along the district line. Said buffer shall be planted with a minimum of one tree per 40 linear feet. Shrubs, flowers or grasses shall also be provided and maintained to visually screen non-residential areas and provide an attractive boundary that encourages continued investment in the adjacent residential zones.
- b. A permanent opaque wall between six and eight feet in height and faced in wood, stacked stone, brick or hard-coat true stucco. Said wall may be located anywhere within the required landscaped buffer.
- c. Where an alley separates this zone from a residential zone, the required landscape buffer and permanent opaque wall shall be provided on the portion of the U-V-zoned property adjacent to the alley.

(Ord. No. 2005-11, § 3(8-5-120M), 11-15-2005)

Sec. 93-11.2-7. - Supplemental area requirements.

Supplemental areas shall meet the following requirements:

- (1) The following may not be located in the supplemental area:
 - a. Recreational areas and facilities such as swimming pools, tennis courts;
 - b. Fences and walls;

- c. Service elements such as dumpsters, loading docks and similar elements;
 - d. Mechanical features; and
 - e. Parking.
- (2) Adjacent to ground floor retail or restaurant uses the supplemental area:
- a. Shall be at the same grade, slope, and cross slope as the adjacent required sidewalk;
 - b. Shall be hardscaped for a minimum of 80 percent of its horizontal area with decorative pavers, bricks, slate, or stamped or colored concrete, but not asphalt;
 - c. Shall be accessible to the general public and may be used for pedestrian amenity elements such as benches, trees, outdoor dining, merchandise display and potted plants.
- (3) Adjacent to ground floor dwelling units, excluding live-work dwellings, the supplemental area:
- a. Shall be landscaped, except for area uses for stoops, porches, wheelchair ramps, or walkways;
 - b. Shall be planted with one canopy tree, as established in section 93-2-14(k)(11), an average of 40 feet on-center as measured parallel to the front lot line.
 - b. Shall be differentiated from the adjacent sidewalk by a continuous wall, fence, hedge, or retaining wall between six and 30 inches in height.
- (4) Adjacent to ground floor live-work dwellings, all other uses, or when not adjacent to a building the supplemental area shall be treated as identified in subsections (2) or (3) of this section.

(Ord. No. 2005-11, § 3(8-5-120N), 11-15-2005)

Sec. 93-11.2-8. - Sidewalk requirements.

Public sidewalks shall be located along all public and private streets. Sidewalks shall be of the widths indicated below and shall consist of two areas: a landscape area and a clear area. The following regulations shall apply to all required sidewalks:

- (1) *Sidewalk landscape area requirements.*
- a. The landscape area shall have a minimum width of five feet and shall be located adjacent to the curb.
 - b. The landscape area may be primarily paved adjacent to on-street parking and shall be landscaped in all other areas.

c. Street trees shall be planted a maximum of 40 feet on center, spaced equal distance between streetlights, and in line with stripes of parallel parking spaces. All newly planted trees shall be a minimum caliper of 3½ inches measured 12 inches above ground, shall be limbed up to a minimum height of seven feet and shall have a minimum mature height of 40 feet. Trees shall have a minimum planting area of 40 square feet. The city planning commission may approve an alternate for street tree requirement subject to constraints such as overhead or underground utilities or underground utility easements.

d. The landscape area is also intended for the placement of street furniture, including utility poles, waste receptacles, fire hydrants, traffic signs, newspaper vending boxes, bus shelters, bicycle racks, public kiosks and similar elements in a manner that does not obstruct pedestrian access or motorist visibility as approved by the city.

e. The landscape area shall be maintained by the adjacent property owner.

(2) *Sidewalk clear area requirements.*

a. The clear area shall be the portion of the sidewalk reserved for pedestrian passage and unobstructed by permanent objects to a height of eight feet, including but not limited to steps and stoops, traffic control boxes, and utility structures. The sidewalk clear area shall have a consistent cross slope not exceeding two percent.

b. No awning or canopy shall extend more than five feet over the clear area.

c. Along the following streets, if zoned U-V: South Central Avenue, North Central Avenue, Perry Hudson Boulevard, Dogwood Drive, Sylvan Road, Virginia Avenue, International Boulevard, and Atlanta Avenue, the sidewalk clear area shall have a minimum width of ten feet.

d. Along all other streets zoned U-V, the sidewalk clear zone shall have a minimum width of six feet.

e. Where property within the district abuts a residential zone without an intervening street, the sidewalk area within 20 feet of such district shall taper when necessary to provide a smooth transition to the existing residential zone sidewalk. In the event that the abutting residential zone has no existing sidewalk, the sidewalk shall taper to a width of six feet, measured from the street curb, or as approved by the city planning commission.

(3) *Paving materials to remain continuous.* Any paving materials, including concrete, special pavers, or decorative paving within the landscape area or clear area shall continue across any intervening driveway.

(Ord. No. 2005-11, § 3(8-5-1200), 11-15-2005)

Sec. 93-11.2-9. - Parking and curb cut requirements.

In addition to the requirements of article 23, off-street parking and loading, the following requirements shall apply within the U-V district:

- (1) See article 22.1 of this chapter for minimum parking space requirements.
- (2) See section 93-23-7 for mixed-use developments, which may be reduced as authorized by the board of appeals subject to a shared parking arrangement under the following criteria:
 - a. The minimum number of parking spaces for a project where shared parking is proposed shall be determined by a study prepared by the applicant following the procedures of the Urban Land Institute (ULI) Shared Parking Report or Institute of Transportation Engineers (ITE) Shared Parking Guidelines. The actual number of parking spaces required shall be based on well-recognized sources of parking data such as the ULI or ITE reports. If standard rates are not available or limited, the applicant may collect data at similar sites to establish local parking demand rates. If the shared parking plan assumes use of an existing parking facility, then field surveys shall be conducted to determine actual parking accumulation.
 - b. An applicant shall submit the following information as part of an application to reduce parking requirements and avoid conflicting parking demands:
 1. A to-scale map indicating location of proposed parking spaces;
 2. Hours of business operation of nonresidential parking users;
 3. Copies of the legal instrument that authorizes the use of shared parking facilities;
 4. Copies of the relevant legal instrument authorizing the shared use, shall be filed with the department of economic development.
 5. Where authorized shared parking exists and a change affecting the shared use occurs, the applicant shall have up to 30 calendar days to provide the city director of economic development with a valid legal instrument reflecting the modified parking arrangements.
 - c. Change to any of the conditions identified in this subsection, except as identified in subsection (2)b.5 above, shall terminate authorization for shared parking. A shared parking arrangement shall be deemed a condition of the zoning and any modification will require a new site plan, parking plan, and zoning approval.
- (3) Developments are permitted a maximum of two driveway curb cuts per block face or one. For the purposes of this section, two curb cuts serving two one-way driveways shall only be counted as one curb cut.
- (4) No curb cuts, driveways or circular drives shall be permitted on South Central Avenue, Virginia Avenue or Atlanta Avenue when access can be provided from a side

or rear street. Circular drives are prohibited, with the exception of hotel and hospital uses.

(5) Rear alleys or rear drives shall be provided to access attached single-family garages, detached single-family dwelling garages, and commercial loading and service areas.

(6) Carports shall be prohibited.

(7) Garages shall not face adjacent streets except where alley or rear drive access is not feasible, in which case such garages shall be set back a minimum of 25 feet from the build-to line. All garage materials shall match those of the principal structure.

(8) Parking structures shall conceal automobiles from view, shall have the appearance of a horizontal storied building on all levels, shall be faced in brick, stacked stone, cast stone, poured-in-place rubbed concrete, or pre-cast concrete faced in or having the appearance of brick or stacked stone. Parking structures adjacent to the supplemental area shall also meet the requirements of section 93-11.2-10(1).

(9) Bicycle or moped parking spaces are required as follows: All non-residential uses shall provide one such space for every 20 automobile spaces and condominium and apartment uses shall provide one such space for every five units provided that no such uses shall have fewer than two such spaces or be required to exceed 30 spaces. Such spaces shall be located within the sidewalk landscape a maximum distance of 100 feet from the primary pedestrian entrance, or within the supplemental area, or at least as close as the closest automobile space, except for handicapped parking spaces. Bicycle parking spaces shall include a bike rack with a metal anchor sufficient to secure the bicycle frame when used in conjunction with a user-supplied lock.

(10) Dumpsters shall be entirely screened from view of any street with vertically enclosed opaque walls matching the materials of the principal structure.

(Ord. No. 2005-11, § 3(8-5-120P), 11-15-2005)

Sec. 93-11.2-10. - Reserved.

Editor's note— Ord. No. 2009-02, § 1, adopted Feb. 17, 2009, deleted § 93-11.2-10, which pertained to general facade requirements and derived from Ord. No. 2005-11, § 3(8-5-120Q), adopted Nov. 15, 2005.

Sec. 93-11.2-11. - Commercial design ground floor requirements.

In addition to the requirements of section 93-11.2-10, the following shall apply to buildings with enfronting ground floor commercial uses; and all enfronting buildings along South Central Avenue, North Central Avenue, Virginia Avenue, International Boulevard, or Atlanta Avenue:

- (1) Enfronting ground floor facades shall provide a display window area consisting of:
 - a. A non-glass base or knee wall beginning at grade and extending not more than 24 inches above the required sidewalk.
 - b. A glass display window beginning at the top of the bulkhead or knee wall, to

a height not less than ten feet and not more than 12 feet above the adjacent required sidewalk. Such glass shall provide views into display windows that have a minimum depth of 2½ feet into and are accessible from the building interior.

c. Primary pedestrian entrances to all commercial uses adjacent to the front yard shall be recessed a maximum of five feet from the exterior facade, remain unlocked during normal business hours, and have a surface area that is a minimum of 70 percent glass.

d. A glass transom located above the glass display window and entry door shall have a minimum height of 24 inches and a maximum height of 36 inches.

e. A minimum of 75 percent of the length of the enfronted portion of the build-to line shall be provided in glass, including glass doors and display windows.

f. No linear distance of more than ten feet without intervening glass display windows or glass doors.

g. A non-glass sign band located above the glass transom having a minimum height of 36 inches.

(2) Ground floor drop ceilings shall be recessed a minimum of 18 inches from the display window opening.

(3) The ground floor finished floor to ceiling slab shall be a minimum of 18 feet. Finished ceiling height shall be a minimum of 14 feet.

(Ord. No. 2005-11, § 3(8-5-120R), 11-15-2005)

Sec. 93-11.2-12. - Reserved.

Sec. 93-11.2-13. - Regionally significant developments.

The following additional requirements shall apply to regionally significant developments:

(1) The regulations set forth herein shall only apply to portions of regionally significant developments located greater than 30) feet from any parcel zoned R-1, R-2, R-3, R-4, R-5, R-O, R-SF, or V.

(2) In addition to those uses set forth in section 93-11.2-3, the following shall also be permitted uses within regionally significant developments:

a. Conference/convention centers;

b. Hotels and motels having at least 200 guest rooms and at least one on-premises restaurant defined as a retail establishment that serves prepared food to customers, generally for eating on premises;

c. Telecommunications and/or data centers;

d. Subsection 93-11.2-5(6) notwithstanding, commercial parking lots and decks shall be a permitted use when located in an area with a day-night sound level (DNL) in excess of 75 decibels at the time of the adoption of this section, as shown in exhibit 1 of the FAA's Hartsfield-Jackson Atlanta International Airport

Fletcher & Company

Real Estate Valuation Services, Inc.

FAR 150 Study, dated January 2006. For all other areas, commercial parking lots and decks shall be permitted uses when serving retail, restaurant, conference/convention centers, hotels, or office uses within an adjoining jurisdiction, and as set forth in subsection (3) below.

e. Warehouse and Distribution facilities, subject to the following:

1. Such facilities shall be located inside the 70+ DNL area identified in the Hartsfield-Jackson Atlanta International Airport FAR 150 Study, dated January 2006, and shall have their primary points of ingress/egress on North Airport Loop Road.
2. Manufacturing and assembly line operations shall not be permitted.
3. Truck loading and unloading areas shall be shielded from the main road(s) serving the facility.
4. All equipment, electrical substations and mechanical devices shall be shielded from view from the main road(s) servicing the facility.
5. The storage of goods or materials in an open area is not allowed.
6. Accessory buildings, when such are required for the function of the principal building/use(s), are permitted provided that all such accessory building comply with all setback and yard area requirements, screening/landscaping and any other provisions of this zoning district as are required of principal buildings.
7. The grade level of all proposed structured shall be oriented for safe pedestrian access.
8. All electric, telephone, telecommunications, and other service lines shall be installed subsurface.
9. A greenbelt planting screen is required between the main service road and the facility.
10. Landscaped islands are required in parking lots.
11. No land or structure in this district shall be used or occupied in any manner which creates dangerous, injurious, noxious or otherwise objectionable conditions which may affect any other property.

(3) Parking for a retail, restaurant, office, conference/convention centers, or hotel uses within an adjoining jurisdiction shall only be permitted in Hapeville when:

- a. Such use occupies a building that is located in multiple jurisdictions, and
- b. Such use meets or exceeds the minimum parking requirements of the city, including for the portion within the adjoining jurisdiction; and
- c. At least 75 percent of the required parking for the proportion of the use within another jurisdiction is located within the adjoining jurisdiction.

(4) The minimum parking space requirements for uses not specified in Section 93-22.1-1 shall be:

- a. *Conference/conventions centers.* One space per 1,500 square feet of floor area.
- b. *Hotels and motels.* One space per lodging unit.
- c. *Telecommunications and/or data centers.* One space per employee.

(5) In no case shall the number of parking spaces within a commercial parking lot(s) exceed more than 30 percent of the minimum number of parking spaces required for the regionally significant development at build-out in accordance with article 22.1 and section 3 [section 93-22.1-3] herein, which shall be calculated by applying such minimum requirements to all portions of the regionally significant development, including those portions within other jurisdictions

(6) Sections 93.11.2-3 and 93.11.2-5 notwithstanding, there shall be no maximum floor area limits for any use.

(7) Subsections 93-11.2-6(1), (2), and (3) and section 93-22.1-1 notwithstanding, there shall be no minimum lot frontage, lot area, lot coverage, setbacks, or width requirements for nonresidential uses within regionally significant developments. Furthermore, the minimum build-to line along a public street within a regionally significant development shall be zero (0) feet and the maximum build-to-line shall be 15 feet.

(8) Subsection 93-11.2-6(6) notwithstanding, the minimum distance between two buildings on a single lot or on contiguous property shall only be limited by applicable public safety and fire codes.

(9) Subsection 93-11.2-6(7) notwithstanding, no building or structure height shall exceed the applicable flight-safety restrictions for Hartsfield-Jackson Atlanta International Airport established by the FAA, not to exceed 1,176 feet above mean sea level, except where the applicable property has been encumbered, prior to adoption of this section, by a pre-existing aviation easement, the terms of which shall control over the above FAA standards.

(10) The prohibition against them in subsection 93-11.2-7(1) notwithstanding, fences and walls not exceeding four feet in height shall be permitted in the supplemental area when used to surround outdoor dining.

(Ord. No. 2009-08, § 2, 6-16-2009)

ARTICLE 14. - C-2 (GENERAL COMMERCIAL)

[Sec. 93-14-1. - Intent.](#)

[Sec. 93-14-2. - General use criteria.](#)

[Sec. 93-14-3. - Permitted uses.](#)

Sec. 93-14-1. - Intent.

By virtue of its location within the comprehensive land development plan for the city, and in recognition of the present extent and concentration of business and commercial developments serving the whole city, and because of the continuous process of intensification of uses in certain areas, the C-2 zone is established in order to:

- (1) Protect present business and commercial uses.
- (2) Guide the further development of this zone in accordance with the design principles of modern shopping centers oriented to the extensive use of the automobile as well as public transit.
- (3) Exclude industrial uses (such as manufacturing, processing and warehousing) and residential uses.
- (4) Encourage the eventual elimination of uses inappropriate to the function of the central business area.
- (5) Encourage intensive development of this zone as the shopping and business center of the city and surrounding trade areas.
- (6) Exclude uses which would be dangerous or offensive, or detrimental to the present or intended character of this zone or vicinity or persons or property therein by reason of the emission of dust, gas, smoke, noise, fumes, glare, odors, vibrations or surface water and drainage.

(Code 1981, § 8-5-141)

Sec. 93-14-2. - General use criteria.

The uses permitted within the C-2 zone shall include the business, professional, retail and service uses permitted in the C-1 zones plus certain other uses appropriate to a general business area. These additional uses include wholesale and other retail activities not requiring extensive storage or warehousing, hotel and motel type uses, uses pertaining to the sale of new and used automobiles, commercial parking facilities, small fabrication and assembly plants selling at retail on the premises, entertainment facilities and other uses specifically enumerated below. All these uses shall be conducted wholly within a completely enclosed building, except when a use included in the following list is followed by the phrase "outside use."

(Code 1981, § 8-5-142)

Sec. 93-14-3. - Permitted uses.

The following uses are permitted within any C-2 zone:

- (1) Antique shops.
- (2) Apparel shops, including cloth and sewing stores.

- (3) Appliance, radio and television sales outlets and services, including incidental repairing.
- (4) Art and photography stores and studios.
- (5) Automobile parts sales stores.
- (6) Bakery shops.
- (7) Banks and other financial institutions, including loan and finance shops.
- (8) Barbershops and beauty shops.
- (9) Business and professional offices, including incidental warehousing of products sold.
- (10) Churches and other places of worship.
- (11) Clubs and lodges.
- (12) Commercial parking lots and parking garages.
- (13) Customary accessory buildings and uses.
- (14) Dance studios.
- (15) Department, gift and bookstores.
- (16) Drugstores, pharmacies and soda fountains.
- (17) Electrical sales outlets and services.
- (18) Florist shops.
- (19) Food stores.
- (20) Furniture stores.
- (21) Hardware stores.
- (22) Hobby shops.
- (23) Hospitals, medical and health clinics, including chiropractic.
- (24) Hotels and motels; provided, however, that any unit for occupancy which includes cooking facilities shall have a total floor area of not less than 480 square feet for an efficiency or one bedroom unit; a total floor area of not less than 730 square feet for a two bedroom unit, and not less than an additional 150 square feet of floor area for each additional bedroom; and provided further that all proposed hotel and motel developments shall be subject to the site plan review requirements of section 93-2-16
- (25) Jewelers and jewelry stores.
- (26) Laundries, self-service and laundry pickup stations.
- (27) Laundry and dry cleaning establishments.

(28) Libraries and other public buildings.

(29) Locksmith shops.

(30) Minor storage, repackaging and servicing of goods and small nonmotorized equipment, provided the use does not violate the intent provisions of this article. In addition, incidental activities associated with the use such as sales, loading, bookkeeping and administration shall also be permitted.

(31) Opticians and optical stores.

(32) Paint stores.

(33) Plumbing sales outlets and services.

(34) Printing shops.

(35) Public, private and parochial schools operated for the purpose of instructing in elementary and high school general education subjects. In addition, other schools are allowed subject to a finding by the planning commission that the proposed method of establishment and operation would not adversely impact the use and enjoyment of surrounding properties.

(36) Restaurants, bars, grills, taverns, cafes and similar eating and/or drinking establishments.

(37) Shoe stores and repair shops.

(38) Tailor shops.

(39) Theaters and bowling alleys.

(40) Undertaking establishments and funeral homes.

(Code 1981, § 8-5-143; Ord. No. 75-3, 4-1-1975; Ord. No. 84-8, 11-6-1984; Ord. No. 89-3, § 3, 3-7-1989; Ord. No. 2000-10, § 1, 4-4-2000)

Sec. 93-14-4. - Conditional uses.

Upon application to and favorable decision thereon by the mayor and council, as provided in article 25 of this chapter, the conditional uses specified herein are permitted in this district provided that their establishment promotes the health, safety, morals, and general welfare of the city. Specific conditional uses which may be permitted as so specified are as follows:

(1) Labor pools, provided also that:

a. The building or structure located on the property has a sufficient amount of space or area, either inside or outside, which is configured in such a way as to prevent potential laborers who have congregated in the building or on the property from being observed from any right-of-way or any adjoining property;

b. The proposed site for a labor pool is not located within 1,000 feet of an existing labor pool;

c. No further labor pools may be established when the total number of such operating establishments would number more than one for each 5,000 persons residing in the city. It is the intent of this provision to require a population of 5,000 for each such operating establishment.

Examples:

1. Population = 5,000, then one license may be issued;
2. Population = 9,999, then one license may be issued;
3. Population = 10,000, then two licenses may be issued.

If an existing operating establishment shall go out of business and the number of such existing operating establishments shall continue to exceed the limit prescribed herein, such establishments may not be reinstated. The population shall be determined by the most recent United States decennial Census.

d. The labor pool has a properly configured, safe area on the property where the day laborers can be picked up and dropped off. Any such area shall not include any right-of-way immediately adjacent to the property or on any adjoining property which is not owned or leased by the labor pool.

e. The labor pool is located only in one of the following areas:

1. On properties along the north right-of-way of Willingham Drive, west of Colville Avenue to the city limits of East Point.
2. On South Central Avenue from its intersection with Colville Avenue to the city limits of East Point.
3. On Sylvan Road from its intersection with Central of Georgia Railroad to its intersection with Grimes Street.
- 4.. On North Central Avenue from its intersection with Sylvan Road to the city limits of East Point.

ii. Any labor pool in existence as of the effective date of this section which is not located in the above described areas will be considered a nonconforming use and subject to the provisions of this chapter.

(2) Automobile sales lots (new and used and showrooms (outside use), including incidental service and repairing when conducted entirely within a completely enclosed building.

a. All vehicles offered for sale shall: be clean in appearance, not require body repairs or painting, be in an operable condition and suitable for licensing and operation under laws applicable in the state.

b. All vehicle repairs shall be conducted within an enclosed building and shall be limited to those vehicles actually available for sale on the premises. Such repairs shall consist of minor auto repair operations, only; bodywork is prohibited.

Fletcher & Company

Real Estate Valuation Services, Inc.

c. A 30-foot landscaped buffer shall be maintained along the boundary of any residential property. Such buffer shall consist of species and plant sizes sufficient to yield a substantial visual screen throughout the year. Section 93-23-18 regarding landscape requirements for vehicular use areas shall be applicable to these conditional uses.

d. No driveway shall be located within 25 feet of any residential property.

e. All site lighting shall be directed inward and toward the ground to prevent glare on public rights-of-way and adjoining properties.

(3) Boat sales and service (outside uses).

a. All boats offered for sale shall be clean in appearance; not require hull or other repairs or painting; be in an operable condition; and be suitable for licensing and operation under laws applicable in the state.

b. Boat motor repairs shall be conducted within an enclosed building; hull repairs or other repairs utilizing fiberglass or other materials that produce fumes shall not be conducted on the premises. Provided, however, that upon presentation of evidence of on-site filtering techniques that effectively eliminate such odors or fumes, rendering them imperceptible at the property line, such repairs may be permitted.

c. A 30-foot landscaped buffer shall be maintained along the boundary of any residential property. Such buffer shall consist of species and plant sizes sufficient to yield a substantial visual screen throughout the year. The standards found in section 93-23-18 regarding landscape requirements for open lot sales shall be applicable to these conditional uses.

d. No driveway shall be located within 25 feet of any residential property.

e. All site lighting shall be directed inward and toward the ground to prevent glare on public right-of-ways and adjoining properties.

(4) Gasoline service stations (outside use), not including outside repair of automobiles or outside storage of any tires batteries, new or used automobile parts or other merchandise not necessary for the sale of gasoline and motor oil.

a. Access drives shall be clearly defined utilizing curbing.

b. Vehicle services shall be limited to oil changes, lubrication, tire repair, tune-ups and other minor services. All such operations shall be performed within an enclosed building.

c. Storage of vehicles which are on the premises for the above repairs shall be limited to two per service bay.

d. Pumps shall be setback a minimum distance of 25 feet from the street right-of-way.

e. Stations providing car washing as an accessory use shall ensure that all wash water is contained on the premises.

f. A 30-foot landscaped buffer shall be maintained along the boundary of any residential property. Such buffer shall consist of species and plant sizes sufficient to yield a substantial visual screen throughout the year. The standards found in section 93-23-18 regarding landscape requirements for vehicular use areas shall be applicable to these conditional uses.

g. No driveway shall be located within 25 feet of any residential property.

h. All site lighting shall be directed inward and toward the ground to prevent glare on public right-of-ways and adjoining properties.

(5) Processing, cleaning, or other servicing devices or equipment, providing that the following uses may be approved by mayor and council, based upon a finding by the mayor and council that such uses conform to adopted performance standards, and that said uses further the purpose of the zone in which they are located or in which the use would be placed. No approved use shall be expanded that is inconsistent with the criteria set fourth below. Discontinuation of an approved use for a period of 30 or more days shall result in termination of the conditional uses after notice sent registered mail to the permit holder's last known address without further process. Discontinuation of a use for a period of 30 or more days shall create a presumption and be evidence of an intent to abandon the use.

a. Processing, cleaning, or otherwise servicing devices or equipment. The following shall be allowed by conditional uses:

1. Processing, cleaning, or otherwise servicing devices or equipment.
2. Business offices, including incidental warehousing of products sold and minor storage, repackaging and servicing of goods.
3. Limited processing and fabrication of goods, or light assembly utilizing components parts manufactured elsewhere.

b. Applicable conditions. The following conditions must be met for conditional uses issuance:

1. No truck terminals shall be allowed;
2. Shipping shall be accomplished using local haul trucks as the term is commonly used in the trucking industry, and shall not use trucks with 18 or more wheels, also known as long haul trucks, on the permitted property;
3. No outdoor storage of materials, equipment or other materials shall be permitted;
4. All such operations shall be conducted in an enclosed building; and
5. The maximum lot area of such a use shall be one acre.

c. Performance standards. The following performance standards which shall be complied with are:

1. Pollution control and nuisance abatement. Each nonresidential use is

required to continuously employ the best pollution control and nuisance abatement technology when reasonable and practicably available for each particular use; provided that where federal and state laws or regulations establish the appropriate level of technology to be employed, the applicable standards shall apply.

2. Heat, light and glare.

i. All operations and facilities producing heat, light or glare shall be so constructed, screened or used so as to not unreasonably infringe upon the use and enjoyment of property beyond the lot line for the use concerned.

ii. Outdoor lighting structures shall be located, angled, shielded and/or limited in intensity so as to cast no direct light upon adjacent property and to avoid the creation of a visual safety hazard to passing motorists.

3. Ground vibrations. No ground vibration other than that caused by highway vehicles, trains or construction activity shall be permitted which is discernible, without instruments, at or beyond the property line for the use concerned.

4. Odor, dust, dirt and smoke. No odor, dust, dirt, or smoke shall be emitted that is detectable, at or beyond the property line, for the use concerned, in such a concentration or of such duration as to cause a public nuisance, or threaten health or safety, or to unreasonably infringe upon the use and enjoyment of property beyond the property line of the use concerned.

5. Noise. The maximum constant sound level of 120 decibels as measured on the "A" scale of a sound meter (hereinafter dbA) and a maximum peak sound level of 150 dbA shall not be exceeded at or beyond the property line of the use emitting such sound.

6. Toxic gases and fumes. There shall be no emission of toxic gases or fumes in such a concentration or of such duration as to cause a public nuisance, to exceed state or federal mandated limitations, or to be injurious to the public health or general welfare.

7. Nuisance uses. No use or manner of operation shall be permitted which would constitute a nuisance or which is obnoxious or offensive by reason of odor, smoke, noise, glare, gas, fumes, vibration, unusual danger of fire or explosion, emission of particulate matter, or interference with radio or television communication or is otherwise incompatible with the character of the district and in relation to any adjoining district.

(Code 1981, § 8-5-144; Ord. No. 95-10, § 2, 11-7-1995; Ord. No. 98-08, § 1, 4-7-1998; Ord. No. 2000-01, § 1, 1-4-2000; Ord. No. 2000-11, § 1, 4-4-2000)

PART II - CODE OF ORDINANCES
 Chapter 93 - ZONING
 ARTICLE 22.1 - DIMENSIONAL REQUIREMENTS

ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

[Sec. 93-22.1-1. - Chart of dimensional requirements.](#)

Sec. 93-22.1-1. - Chart of dimensional requirements.

City of Hapeville

Article 22.1 Dimensional Requirements

								Minimum Front Yard	Min	Max					
Zoning District	Development Type	Lot Frontage (Feet)	Min. Lot Area Sq. Ft.	Lot Area/ DU Square Feet	Bed & Bath Req.	Floor Area/ DU Sq. Ft.	Max Lot Coverage	Min Col.	Maj. Arterial	Side	Rear	Stories	Feet	Min. Parking Spaces	Max. Unit Per Bldg. Lot
R-O	Single-Family Detached	60	10,000	10,000	3br/2bth	1,600	40	30	30	6	25	2½	35	2 DU	1
	Accessory Structure(s)									5	5	2	25		
R-1	Single-Family Detached	50	6,750	6,750	3br/2bth	1,600	40	15	15	5	25	2½	25	2 DU	1

PART II - CODE OF ORDINANCES
Chapter 93 - ZONING
ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

	d														
	Accesso ry Structur e(s)									5	5	2	25	2 DU	1
R-2	Single-F amily Detache d	60	8,500	8,500	3br/2 bth	1,400	40	15	15	6	25	2½	35	2 DU	1
	Accesso ry Structur e(s)									5	5	5	25	2 DU	1
	Two-Fa mily Attached —Duple x		8,500	4,250	3br/2 bth	1,400	60	15	15	10	20	2½	35	2 DU	1
	Accesso ry Structur e(s)									5	5	2	25		2
R-3	Single-F amily Detache d	60	8,500	8,500	3br/2 bth	1,600	40	15	15	5	25	2½	35	2 DU	1
	Accesso ry Structur e(s)									5	5	2	25		1
	Single-F amily Attached —Duple x	60	8,500	4,250	3br/2 bth	1,400	60	15	15	10	20	2½	35	2 DU	1
	Accesso ry									5	5	2	25		2

PART II - CODE OF ORDINANCES
Chapter 93 - ZONING
ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

	Structure(s)															
	Single-Family Attached Patio/Townhomes	60	10,000	2,500	3br/2bth	1,400	60	15	15	5	0	2½	35	2 DU	a.	
	Accessory Structure(s)									5	5	2	25		4	
R-4	Single-Family Detached	60	8,500	8,500	3br/2bth	1,400	60	15	15	8	25	2½	35	2 DU	1	
	Accessory Structure(s)									5	6	2	25		1	
	Two-Family Attached Duplex	60	8,500	4,250	3br/2bth	1,400	60	15	15	5	25	2½	35	2 DU	1	
	Accessory Structure(s)									5	5	2	25		2	
	Single-Family Attached Public/Townhomes	60	10,000	2,500	3br/2bth	1,400	50	15	15	5	20	2½	35	2 DU	a.	
	Accessory Structure									5	5	2	25		4	

PART II - CODE OF ORDINANCES
Chapter 93 - ZONING
ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

	e(s)														
	Multifamily—2 Stories or Less	100	10,000	3,000		730	50	20	20	10	25	2	30	2 DU	20
	Accessory Structure(s)									5	5	2	25		1
	Multifamily—2 Stories or More	200	5 acres	2,000		730	50	20	20	10	25	4	40 b.	2 DU	20
	Accessory Structure(s)									5	5	2	25		1
R-5	Single-Family Detached	40	4,000	4,000	3br/2bth	1,600	70	15	15	5	20	2½	35	2 DU	1
	Accessory Structure(s)									5	5	2	25		1
	Single-Family Attached 4 to 8 Units	40	10,000	2,500	3br/2bth	1,400	70	15	15	5	10	2½	35	2 DU	a.
	Accessory Structure(s)								15	5	5	25			4
R-SF	Single-Family Detached	40	4,000	4,000	3br/2bth	1,000	70	15	15	5	20	2½	35	2 DU	1

PART II - CODE OF ORDINANCES
 Chapter 93 - ZONING
 ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

	d														
	Accesso ry Structur e(s)									5	5	2	25		1
R-1	Single-F amily Detache d	40	4,000	4,000	3br/2 bth	1,400	40	15	15	5	25	2½	35	2 DU	1
	Accesso ry Structur e(s)									5	5	2	25		1
	Single-F amily Attached — Duplex	40	4,000	2,000	3br/2 bth	1,400	50	15	15	5	20	2½	35	2 DU	1
	Accesso ry Structur e(s)									5	5	2	25		2
	Single-F amily Attached Patio/To wnhome s	40	10,00 0	2,500	3br/2 bth	1,200	60	15	15	5	10	2½	35	2 DU	a.
	Accesso ry Structur e(s)									5	5	2	25		4
V	Single-F amily Detache d	50	4,000	4,000	3br/2 bth	1,600	70	15	15	5	20	2½	35	2 DU	1
	Accesso									5	5	2	26		1

PART II - CODE OF ORDINANCES
Chapter 93 - ZONING
ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

	ry Structur e(s)															
	Single-F amily Attached —4 to 8 Units	50	10,00 0	2,500	3br/2 bth	1,500	70	15	15	5	20	2½	35	2 DU	a.	
	Accesso ry Structur e(s)									5	5	2	25		4	
	Condomi niums	200	43,50 0	2,500	3br/2 bth	1,400	70	15	15	10	25		40 b..	2 DU	12	
	Accesso ry Structur e(s) Conditio nal									5	5	2	25		Cond itiona l	
	Nonresid ential	50	10,00 0	10,00 0		1,000	70	15	15	15	25		40 b..	c., d., e.	N/A	
C-R	Single-F amily Detache d	60	8,500	8,500	3br/2 bth	1,600	40	15	15	8	25	2½	35	2 DU	1	
	Accesso ry Structur e(s)									5	5	2½	25		1	
	Two-Fa mily Attached — Duplex	60	8,500	4,250	3br/2 bth	1,400	40	15	15	6	20	2½	35	2 DU	1	
	Single-F amily	50	10,00 0	2,500	3br/2 bth	1,400	60	15	15	5	0	2½	35	2 DU	a.	

Hapeville, Georgia, Code of Ordinances

PART II - CODE OF ORDINANCES
 Chapter 93 - ZONING
 ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

	Attached Patio/ Townhomes														
	Multifamily—2 Stories or Less	100	30,000	3,000		480	50	15	15	10	25	2	35	2 DU	1
	Nonresidential with floor areas not exceeding 6,000 sf	100	8,500			1,000	60	15	15	15	25	2½	40 b.	c., d., e.	
	Nonresidential with floor areas in exceeding 6,000 sf	200	5 acres	1,000		500	50	15	15	15	25		40 b.	c., d., e.	
C-1	Nonresidential						80	15	15	0	0		40 b.	c., e.	
C-2	Non-Residential						80	15	15	0	0		40 b.	c., d., e.	
D-D	Nonresidential						80	15	15	0	0		40 b.	c., e.	
I-1	Light Industrial						80	20	20	10	20		40 b.	c., d., e., f.	
I-2	Heavy Industrial						80	20	20	10	20		40 b.	c., d., e., f.	
N-C	Single-Family	60	8,500	8,500		1,600	40	15	15	8	25	2½	35	2 DU	1

PART II - CODE OF ORDINANCES
Chapter 93 - ZONING
ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

	Detached														
	Accessory Structure(s)									5	5	2	25		1
	Single-Family Attached Duplex	80	8,500	4,250	3br/2 bth	1,400	60	15	15	5	20	2½	35	2 DU	2
	Single-Family Attached Patio/Townhomes	60	10,000	2,500	3br/2 bth	1,400	60	15	15	5	20	2½	35	2 DU	a.
	Accessory Structure(s)									5	5	2	25		1
	Multifamily—2 Stories or Less	100	10,000	3,000	2br/2 bth	480	50	20	20	10	26	2	35	2 DU	20
	Multifamily - 3 Stories or Greater	125	10,000	3,000	2br/2 bth	730	50	20	20	10	25	4	40 b.	2 DU	30
	Nonresidential	100	8,500			1,000	60	15	15	15	25	4	40 b.	c., d., e., f.	
UV	Single-Family Detached	30	2,400			1,600	90	0/15	0/15	0	0	2½	35	15 DU	1
	Accessory									0	0	2	25		1

PART II - CODE OF ORDINANCES
 Chapter 93 - ZONING
 ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

	Structure(s)														
	Single-Family Attached - Duplex	30	2,400		2br/2bth	1,400	90	0/15	0/15	0	0	2½	35	1 DU	2
	Single-Family Attached Patio/Townhomes and Live-Work Unit	20	1,200		2br/2bth	1,400	90	0/15	0/15	0	0	3	45	1 DU	a.
	Accessory Structure(s)									0	0	2	25		
	Multifamily	20	2,000		1br/1bth	600	90	0/15	0/15	0	0	4 g.	64 g.	1 DU	
	Nonresidential	20	2,000				90	0/15	0/15	0	0	4 g.	64 g.	d, e, i. j. k.	
RMU	Single-Family Detached	30	2,400	m		1,600	100	0/16	0/15	0	0	2½	35	1.5 DU	1
	Accessory Structure(s)									0	0	2	25		1
	Single-Family Attached - Duplex	30	2,400	m	2br/2bth	1,400	100	0/15	0/15	0	0	2½	35	1 DU	2
	Single-Family Attached	20	1,200	m	2br/2bth	1,400	100	0/15	0/15	0	0	3	45	1 DU, h	a.

PART II - CODE OF ORDINANCES
 Chapter 93 - ZONING
 ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

	Patio/Townhomes and Live-Work Unit														
	Accessory Structure(s)									0	0	2	25		
	Multifamily—Condominium	20	2,000	m	1br/1bth	600	100	0/15	0/15	0	0	6 b.	m	1 DU	
	Non-Residential	20	2,000				100	0/15	0/15	0	0	6 b.	m	d., e., i., j., k.	

- a. Single-family attached patio/townhomes cannot have more than eight units per building and no less than four units attached.
- b. Buildings over 40 feet in height must be approved by the building official and fire chief to ensure that fire safety design standards are met.
- c. One parking space for every 200 square feet of enclosed commercial floor area.
- d. One parking space for every unit in a hospital, hotel, motel, boardinghouse, or similar establishment. One off-street loading space for every 10,000 square feet of building.
- e. One parking space for every three seats in an auditorium, church, theater, or similar establishment.
- f. One parking space for every two employees on the largest shift of any industrial uses or similar establishment.
- g. Buildings over four stories or 64 feet in height must be approved by the planning commission and the fire chief to insurance that fire safety standards are met. One off-street loading space for every 10,000
- h. All live-work units shall provide a total of three parking spaces per dwelling unit, one of which may be provided in adjacent on-street parking.

PART II - CODE OF ORDINANCES
Chapter 93 - ZONING
ARTICLE 22.1. - DIMENSIONAL REQUIREMENTS

- i. Three parking spaces for every 1,000 square feet of enclosed commercial/office floor area.
- j. One parking space for every three seats in an auditorium, church, theater, or similar establishment.
- k. Three parking spaces for every 1,000 square feet of enclosed restaurant floor area; and three parking spaces for every 1,000 square feet of unenclosed restaurant floor area when such floor area exceeds
- l. Reserved.
- m. Reference subsection 93-11.5-3(18) Residential density limitations.

(Code 1981, § 8-5-171; Ord. No. 75-3, 4-1-1975; Ord. No. 81-4, § 5, 8-4-1981; Ord. No. 87-16, 5-5-1987; Ord. No. 88-5, 8-2-1988; Ord. No. 99-12, § 4, 9-7-1999; Ord. No. 2000-01, § 2, 1-4-2000; Ord. No. 2000-05, § 3, 3-7-2000; Ord. No. 2000-11, § 3, 4-4-2000; Ord. No. 2004-18, § 1, 10-5-2004; Ord. No. 2006-10, § 1, 7-11-2006; Ord. No. 2008-23, § 1, 1-6-2009) <?xpp restore?>

Exhibit "F": Construction Budget

**Hyatt Regency Conference Hotel
Atlanta, Georgia
Prepared for: 1001 International, llc
Project Master Budget Summary
Mar 25, 2012**

Description	Unit Pricing Breakdown					Total 340 298,035 877	Public & Back of House 63,471 187	Guestrooms 340 234,564 690
A. Construction Costs	\$22,670,172	\$66,677	\$76.07		40.65%			
General Conditions	13	months	\$50,000.00	\$650,000	1.17%	\$162,500	\$487,500	
Trade requirements	13	months	\$25,000.00	\$325,000	0.58%	\$81,250	\$243,750	
Sitework & Hardscape	1.00	sum	\$200,000.00	\$200,000	0.36%	\$50,000	\$150,000	
Porte Cochere & Lobby Modifications	1.00	sum	\$400,000.00	\$400,000	0.72%	\$100,000	\$300,000	
Guestroom	234,564	sf	\$65.00	\$15,246,660	27.34%		\$15,246,660	
Public areas and Conference	35,471	sf	\$85.00	\$3,015,035	5.41%	\$3,015,035		
Back of House	28,000	sf	\$50.00	\$1,400,000	2.51%	\$1,400,000		
General Contractor Insurance, Bonds and Fees		6.75%		\$1,433,477	2.57%	\$324,593	\$1,108,884	
B. Soft Costs - FF&E, OS&E & IT	\$10,948,260	\$32,201	\$36.73		19.63%			
Guestrooms - FF&E, OS&E & IT	340	keys	\$21,000.00	\$7,140,000	12.80%		\$7,140,000	
Public & BOH - FF&E, OS&E & IT	63,471	sf	\$60.00	\$3,808,260	6.83%	\$3,808,260		
C. Soft Costs - Professional Fees & Testing	\$1,850,210	\$5,442	\$6.21		3.32%			
Professional fees & Testing	1	sum	\$1,360,210.31	\$1,360,210	2.44%	\$408,063	\$952,147	
Impact fees / miscellaneous permits	340	keys	\$1,000.00	\$340,000	0.61%	\$102,000	\$238,000	
Legal Fees & Accounting	1	sum	\$150,000.00	\$150,000	0.27%	\$45,000	\$105,000	
D. Soft Costs - Development & Program Management	\$2,400,000	\$7,059	\$8.05		4.30%			
Development Fees	1	sum	\$1,600,000.00	\$1,600,000	2.87%	\$480,000	\$1,120,000	
Program Management Fees	1	sum	\$800,000.00	\$800,000	1.43%	\$240,000	\$560,000	
E. Soft Costs - Pre-Opening and Cash Flow	\$1,500,000	\$4,412	\$5.03		2.69%			
Pre-opening expenses	1	sum	\$1,000,000.00	\$1,000,000	1.79%	\$300,000	\$700,000	
Cash flow	1	sum	\$500,000.00	\$500,000	0.90%	\$150,000	\$350,000	
F. Soft Costs - Insurance	\$50,000	\$147	\$0.17		0.09%			
Builders Risk and Liability Insurance	1	sum	\$50,000.00	\$50,000	0.09%	\$15,000	\$35,000	
G. Soft Costs - Project Finance	\$2,528,000	\$7,435	\$8.48		4.53%			
Construction Interest \$34M @ 7%	1	sum	\$1,428,000.00	\$1,428,000	2.56%	\$428,400	\$999,600	
Origination Points	1	sum	\$600,000.00	\$600,000	1.08%	\$180,000	\$420,000	
Construction loan placement	1	sum	\$350,000.00	\$350,000	0.63%	\$105,000	\$245,000	
Closing costs	1	sum	\$150,000.00	\$150,000	0.27%	\$45,000	\$105,000	
H. Soft Costs - Contingency	\$1,500,000	\$4,412	\$5.03		2.69%			
Project Wide Contingency	1	sum	\$1,500,000.00	\$1,500,000	2.69%	\$450,000	\$1,050,000	
PROJECT TOTAL DEVELOPMENT COSTS				\$43,446,642		\$11,890,101	\$31,556,541	
I. Property Acquisition	\$12,325,000	\$36,250	\$41.35		22.10%			
Closing price	1.00	sum	\$12,000,000.00	\$12,000,000	21.52%	\$3,000,000	\$9,000,000	
Legal and closing costs	1.00		\$150,000.00	\$150,000	0.27%	\$37,500	\$112,500	
Pre-Aquisition & design Fees	1.00		\$175,000.00	\$175,000	0.31%	\$43,750	\$131,250	
PROJECT GRAND TOTAL				\$55,771,642		\$14,971,351	\$40,800,291	

Public and BOH		Guestroom Tower	
Basement	4,000	Level 2	21,324 34
Level 1	50,118	Level 3	21,324 34
Level 13	9,353	Level 4	21,324 34
		Level 5	21,324 31
		Level 6	21,324 31
		Level 7	21,324 31
		Level 8	21,324 31
		Level 9	21,324 31
		Level 10	21,324 31
		Level 11	21,324 31
		Level 12	21,324 21
Total	63,471	Total	234,564 340

Exhibit “G”: Environmental Report Summary

**PHASE I ENVIRONMENTAL SITE ASSESSMENT
DELTA A-3 BUILDING
1001 INTERNATIONAL BOULEVARD
HAPEVILLE, FULTON COUNTY, GEORGIA**
S&ME Project No. 1804-11-490

Prepared for:

1001 International, LLC
11200 Atlantis Place, Suite A
Alpharetta, Georgia 30022

Prepared by:



11420 Johns Creek Parkway
Duluth, Georgia 30097

November 28, 2011



November 28, 2011

1001 International, LLC
11200 Atlantis Place, Suite A
Alpharetta, Georgia 30022

Attention: Mr. Paul D. Quinn, Manager

Reference: Phase I Environmental Site Assessment
Delta A-3 Building
1001 International Boulevard
Hapeville, Fulton County, Georgia
S&ME Project No. 1804-11-490

Dear Mr. Quinn:

S&ME, Inc. has completed a Phase I Environmental Site Assessment for the referenced property. The purpose of the Phase I Environmental Site Assessment was to identify, to the extent feasible, *recognized environmental conditions* in connection with the property. The attached report presents the findings of S&ME's Phase I Environmental Site Assessment, which was performed in general accordance with ASTM E 1527-05 and S&ME's Proposal No. AG4-11-392, dated November 15, 2011.

ASTM E 1527-05 states that an Environmental Site Assessment "meeting or exceeding" this practice and completed less than 180 days prior to the date of acquisition or intended transaction is presumed to be valid if the report is being relied on by the User for whom the assessment was originally prepared and the following components were completed: interviews, the regulatory review, site visit, and the declaration by the environmental professional responsible for the assessment. Based on this requirement, this report is presumed to be valid for 180 days after November 16, 2011.

S&ME appreciates the opportunity to provide the Phase I Environmental Site Assessment for this project. Please contact us at your convenience if there are questions regarding the information contained in this report.

Sincerely,
S&ME, Inc.

Peter J. Fleury, Jr.
Senior Project Manager

Curt Gorman, P.G.
Senior Reviewer

TABLE OF CONTENTS

Executive Summary	1
1. Introduction	2
1.1 Purpose.....	2
1.2 Detailed Scope of Services	2
1.2.1 ASTM E 1527-05.....	2
1.2.2 Exclusions from and Additions to Scope of Services.....	3
1.3 Significant Assumptions	4
1.4 Limitations and Exceptions of Assessment	4
1.5 Special Terms and Conditions	4
1.6 User Reliance	4
2. Site Description	4
2.1 Site Location and Legal Description.....	4
2.2 Site and Vicinity Characteristics.....	5
3. User Provided Information	5
3.1 Title Records.....	5
3.2 Environmental Liens or Activity and Use Limitations	5
3.3 Specialized Knowledge.....	5
3.4 Commonly Known or Reasonably Ascertainable Information.....	5
3.5 Valuation Reduction for Environmental Issues	5
3.6 Owner, Property Manager and Occupant Information	5
3.7 Reason for Performing the Phase I ESA.....	6
4. Records Review	6
4.1 Standard, Non-Standard & Supplemental Environmental Record Sources.....	6
4.2 Physical Setting Sources	7
4.3 Historical Use Information on Property and Surrounding Properties.....	8
4.3.1 Historical Aerial Photographs.....	8
4.3.2 Historical Topographic Maps	9
4.3.3 City Directories.....	10
4.3.4 Sanborn Fire Insurance Maps	10
4.4 Previous Environmental Reports	10
5. Site Reconnaissance	10
5.1 Methodology and Limiting Conditions.....	10
5.2 General Site Setting	10
5.2.1 Current Use(s) of the Property	10
5.2.2 Current Use(s) of the Adjoining and Surrounding Properties	10
5.2.3 Geologic, Hydrogeologic, Hydrologic and Topographic Conditions	11
5.2.4 General Description of Roads and Structures.....	11
5.2.5 Potable Water and Sewage Disposal System.....	11
5.3 On-Site Exterior Observations.....	11
5.4 On-Site Interior Observations	12
6. Interviews	12
6.1 Interview with Past and Present Owners	12
6.2 Interview with Site Manager.....	13
6.3 Interview with Occupants	13
6.4 Interview with Local Government Officials	13

7.	Findings.....	13
7.1	On-Site Findings	13
7.2	Off-Site Findings	14
8.	Opinion.....	14
8.1	On-Site Opinions	14
8.2	Off-Site Opinions.....	15
8.3	Data Gaps.....	15
9.	Conclusions and recommendations	15
10.	Deviations.....	15
11.	References.....	15
12.	Signature(s) of Environmental Professional(s)	16
13.	Qualification(s) of Environmental Professional(s).....	16

Figures

1	Site Vicinity Map
2	Site Plan

Appendices

I	Site Photographs
II	Electronic Database Report and Referenced Documents
III	Historical Research Documentation
IV	Interview Documentation
V	User or Information Provided by Others
VI	Qualifications of the EP

Executive Summary

S&ME has performed a Phase I Environmental Site Assessment (ESA) of the Delta A-3 Building located at 1001 International Boulevard in Hapeville, Fulton County, Georgia (Property or site). This summary is provided as a convenience to the reader and should not be relied upon without reading the full content of this report including information provided in the appendices.

The Property consists of eight parcels totaling 16.2 acres and is developed with a 13-story office building, an employee picnic pavilion, two guard shacks, a storm water detention pond, and asphalt parking areas. A tributary of the Flint River flows southeastward across the western property boundary.

The office building is currently vacant and was constructed in 1968 by Delta Airlines, Inc. for office space, a training center, and a dormitory. The structure was most recently used by Delta Technology for a travel solution center. According to Delta personnel the building has been vacant for approximately three years.

An emergency generator with a self-contained 500-gallon diesel aboveground storage tank (AST) was observed west of the building. Adjacent to the emergency generator was an additional 400-gallon diesel fuel AST. No indication of leakage and/or spillage was observed in the vicinity of the ASTs. According to the property manager, the ASTs have passed their most recent Georgia Environmental Protection Division (EPD) inspection. Based upon the lack of observed leakage and/or spillage and the regulatory status, S&ME does not consider the ASTs to be *recognized environmental conditions*.

The historical resources reviewed indicate the majority of the Property had been residential from before 1928 until the office building was constructed in 1968. Several residences remained on the eastern portion of the Property until the 1990s.

The Property's address is listed on the Resource Conservation and Recovery Act (RCRA) database as a non-generator (NonGen) of hazardous waste. The Georgia EPD performed a compliance evaluation inspection in July 1994; no violations were found. Based upon the regulatory status and lack of current on-site activities that could generate hazardous waste, S&ME does not consider the RCRA listing to be a *recognized environmental condition*. Additionally, the Property's address is listed on the Georgia SPILLS database. According to the Georgia Department of Natural Resources (DNR) report, a sewage spill occurred on January 30, 2011. The fire department responded to the spill and the City of Hapeville, the responsible party, notified the EPD of the release. S&ME does not consider a spill of this nature to be a *recognized environmental condition*.

Adjoining and nearby properties consist of hotels, an interstate highway, retail stores/shopping centers, a credit union, automobile repair facilities, a church, residences, and vacant land.

The database report identified one or more Compensation, and Liability Information System (CERCLIS), CERCLIS No Further Remedial Action Planned (NFRAP), RCRA Corrective Action Report (CORRACTS), RCRA, State Hazardous Waste Sites (SHWS), Georgia Non-Hazardous Site Inventory (GA Non-HSI), Leaking Underground Storage Tank (LUST), Underground Storage Tank (UST), US Institutional Control, and Brownfields facilities. These facilities are not considered *recognized environmental conditions* due to relative topographic gradient, distance from the Property, current regulatory status, intervening topography, or some combination of these attributes.

This assessment has not revealed evidence of *recognized environmental conditions* in connection with the Property.

1. INTRODUCTION

S&ME conducted a Phase I ESA of the Delta A-3 Building located at 1001 International Boulevard in Hapeville, Fulton County, Georgia. The Phase I ESA was conducted in accordance with the American Society for Testing and Materials (ASTM) E 1527-05, *Standard Practice for Environmental Site Assessments: Phase I Environmental Site Assessment Process* and S&ME's Proposal AG4-11-392, dated November 15, 2011.

1.1 Purpose

The purpose of this Phase I ESA was to identify, to the extent feasible pursuant to the processes described herein, *recognized environmental conditions* in connection with the Property.

ASTM defines the term *recognized environmental condition* as the presence or likely presence of hazardous substances or petroleum products on the property under conditions that indicate an existing release, a past release, or a material threat of a release of hazardous substances or petroleum products into the structures on the property or into the ground, groundwater, or surface water of the property. The term does not include *de minimis* conditions that generally do not present a material risk of harm to public health or the environment and that generally would not be the subject of enforcement action if brought to the attention of appropriate governmental agencies.

ASTM defines an *historical recognized environmental condition* as an environmental condition which in the past would have been considered a *recognized environmental condition*, but which may or may not be considered a *recognized environmental condition* currently.

1.2 Detailed Scope of Services

1.2.1 ASTM E 1527-05

S&ME's approach to performing this Phase I ESA consisted of four major tasks in accordance with the ASTM Standard Practice E 1527-05.

Task 1-A review of reasonably ascertainable public records for the site and the immediate vicinity was conducted. This review was performed to characterize

environmental features of the site and to identify past and present land use activities, on or in the vicinity of the site, which may indicate a potential for *recognized environmental conditions*. The review of the public records included:

1. Examination of federal, state, tribal and local public records for the site and immediate vicinity.
2. Examination of one or more of the following resources: aerial photographs, fire insurance maps, tax files, building department records, zoning/land use records, street directories and topographic maps of the site and vicinity for evidence suggesting past uses that might have involved hazardous substances or petroleum products.
3. Examination of land title records back to 1940, or first development use, whichever earlier as well as a copy of the current deed, if the documents are provided to S&ME by the Phase I ESA user.

Task 2-A site reconnaissance was performed to identify visual signs of past or existing contamination on or adjacent to the site. This reconnaissance was also performed to evaluate any evidence found in our public record review that might indicate activities resulting in hazardous substances or petroleum products being used or deposited on the site. The site reconnaissance included the following activities:

1. A reconnaissance of portions of the site and adjoining properties was performed to observe evidence of current and past property uses, signs of spills, stressed vegetation, buried waste, underground or above ground storage tanks, subsidence, transformers, or unusual soil discoloration which may indicate the possible presence of contaminants on the properties. The adjoining properties reconnaissance was performed on foot within areas that were reasonably accessible and at S&ME's discretion by automobile along publicly accessible roads.
2. Sections of the periphery of the Property were viewed and a walk-through of accessible areas of the site interior was conducted including the interior of on-site structures, if present.
3. Areas of the site were photographed to document the current use(s) of the Property as well as conditions such as unusually discolored soil, stressed vegetation, or other significant features associated with the Property.

Task 3- Interviews of past and present property owners, operators and occupants as well as with appropriate local officials were conducted to consider any local knowledge of hazardous substances or petroleum products on the Property or on adjoining properties.

Task 4-The collected data were evaluated and this report was prepared.

1.2.2 Exclusions from and Additions to Scope of Services

Unless specifically authorized as an addition to the Phase I ESA work scope, the assessment did not include any assessment of environmental conditions not specifically included in the ASTM E 1527-05 standard such as the assessment of business risk issues

such as asbestos-containing materials; lead-based paint; lead in drinking water; mold, fungi or bacteria in on-site buildings; regulatory compliance; cultural/historic risks; industrial hygiene; health/safety; ecological resources; endangered species; indoor air quality (including vapor intrusion); radon or high voltage power lines. S&ME, Inc. could provide any of these additional services, if specifically requested.

1.3 Significant Assumptions

Information obtained from the Client, the Client's representatives, individuals interviewed, and prior environmental reports was considered to be accurate unless S&ME's reasonable inquiries clearly revealed otherwise.

The groundwater within the Piedmont Geologic Province is typically contained in an unconfined (water table) aquifer. The slope of the water table under static conditions (no pumping interference) often approximates the land surface topography. Thus, the interpreted groundwater flow direction is assumed to be approximately the same as the down slope direction of the ground topography. Perennial surface waters (creeks, streams, rivers, etc.) are assumed to act as a discharge point for groundwater flow.

1.4 Limitations and Exceptions of Assessment

The Phase I ESA was conducted in accordance with ASTM E 1527-05 and S&ME's Proposal No. AG4-11-392, dated November 15, 2011. The findings of this report are applicable and representative of conditions encountered at the Property on the date of this evaluation, and may not represent conditions at a later date. The review of public records was limited to that information which was available to S&ME at the time this report was prepared. Interviews with local and state government authorities were limited to those people whom S&ME was able to contact during the preparation of this report. Information was derived from "reasonably ascertainable" and "practically reviewable" sources in compliance with our understanding of the standards set forth by ASTM E 1527-05.

1.5 Special Terms and Conditions

This Phase I ESA was conducted in accordance with ASTM E-1527-05 and S&ME's Proposal No. AG4-11-392, dated November 15, 2011.

1.6 User Reliance

The resulting report is provided for the sole use of 1001 International, LLC (Client). Use of this report by any third parties will be at such party's sole risk except when granted under written permission by S&ME. Any such authorized use or reliance by third parties will be subject to the same Agreement for Services (S&ME Form AS-071, Revised 04-28-2011) under which the work was conducted for the Client.

2. SITE DESCRIPTION

2.1 Site Location and Legal Description

The Property comprises of eight tax parcels located north of International Boulevard, north and south of Custer Street and west of Elkins Street in Hapeville, Fulton County, Georgia. The office building has a street address of 1001 International Boulevard, and the two parcels located along Elkins Street have street addresses of 3425 and 3429 Elkins

Street. The location of the Property is depicted on the figures attached to this report; the boundaries shown are approximate and were derived from information from the Fulton County Tax Assessor's website and from Client provided surveys. Copies of tax assessor's information and surveys are included in Appendix V.

According to the Fulton County Tax Assessor's website the Property has parcel identification numbers of 14-0127-LL-111-5, 14-0127-LL-074-5, 14-0127-LL-100-8, 14-0127-LL-105-7, 14-0127-LL-113-1, 14-0127-LL-112-3, 14-0127-0003-040-2, and 14-0127-0003-041-0. Legal descriptions of the parcels are included on the Client provided surveys.

2.2 Site and Vicinity Characteristics

The consists of 16.2 acres and is developed with a 13-story office building, an employee picnic pavilion, two guard shacks, a storm water detention pond, and asphalt parking areas. A tributary of the Flint River flows southeastward across the western property boundary.

Adjoining and nearby properties consist of hotels, an interstate highway, retail stores/shopping centers, a credit union, automobile repair facilities, a church, residences, and vacant land.

3. USER PROVIDED INFORMATION

3.1 Title Records

Title records were not provided to S&ME for review.

3.2 Environmental Liens or Activity and Use Limitations

Mr. Paul D. Quinn, Manager of 1001 International, LLC, indicated that he was unaware of environmental liens or activity and use limitations associated with the Property. The Client did not request that S&ME procure a title company to perform a search for environmental liens or AULs for the property.

3.3 Specialized Knowledge

Mr. Quinn did not indicate that he had specialized knowledge that is material to *recognized environmental conditions* identified in connection with the Property.

3.4 Commonly Known or Reasonably Ascertainable Information

Mr. Quinn did not indicate that he had commonly known or reasonably ascertainable information related to environmental conditions at the Property.

3.5 Valuation Reduction for Environmental Issues

Mr. Quinn indicated that he was not aware of valuation reduction for the Property due to environmental issues.

3.6 Owner, Property Manager and Occupant Information

According to the Fulton County Tax Assessor's website the Property is owned by Delta Airlines Inc. According to Mr. Kevin Lynch of Delta Airlines Inc. the Property is managed by Linc Facility Services.

3.7 Reason for Performing the Phase I ESA

The purpose of the Phase I ESA is to identify, to the extent feasible, pursuant to ASTM E 1527-05, *recognized environmental conditions* in connection with the Property. S&ME understands that this Phase I ESA is being performed as part of a financial transaction related to the Property.

4. RECORDS REVIEW

4.1 Standard, Non-Standard & Supplemental Environmental Record Sources

S&ME retained EDR to prepare a report compiling Federal and State environmental database information from the environmental records of the United States Environmental Protection Agency (USEPA) and the Georgia EPD. The purpose of the EDR report was to identify environmental sites and activities of potential concern within an approximate minimum search distance from the Property, as established by ASTM E 1527-05. Due to the large size of the EDR environmental records report, only pertinent portions of the report is included in Appendix II. The EDR report contains detailed information regarding the release date and search distance for each database researched.

The Property's address was identified on the RCRA list as a NonGen of hazardous waste. The EPD performed a compliance evaluation inspection in July 1994; no violations were found. Based upon the regulatory status and lack of current on-site activities that could generate hazardous waste, S&ME does not consider the RCRA listing to be a *recognized environmental condition*. Additionally, the Property's address is listed on the Georgia SPILLS database. According to the DNR report, a sewage spill occurred on January 30, 2011 when a sewer line became clogged. Raw sewage was flowing out of a manhole and flowing across a parking lot of the Property. The fire department responded to the spill by washing the sewage into a storm drain and the City of Hapeville, the responsible party, notified the EPD of the release. A copy of the DNR report is included in Appendix III.

Otter Shop #004 (3440 Lang Avenue) was identified on the UST database. This address is located approximately 80 feet south of and according to our review of the topographic maps, down-gradient of the Property. The EDR report indicates that three USTs are currently in use at the facility. During S&ME's area reconnaissance, no USTs were observed at 3440 Lang Avenue, and the property is currently occupied by Airport Antiques. Active USTs were observed on the CITGO Gas/Benefield's Automotive property located at 3460 Lang Avenue. Since the CITGO station is listed in the EDR report, it is possible that the USTs attributed to 344 Lang Avenue are actually located at 3460 Lang Avenue. Additionally, Otter Shop #004 is not listed as a historic occupant of 3440 Lang Avenue in the city directories reviewed (see Section 4.3.3).

Safety-Kleen Corporation 3-013-01 (3440 Lang Avenue) was identified on the RCRA list as a treatment, disposal, and disposal (TSD) facility and on the CERCLIS, and CORRACTS databases. According to the EDR report this facility has been undergoing inspections by the EPA and Georgia EPD since 1980 and the facility was not placed on the National Priorities List (NPL), nor is Safety-Kleen currently a tenant of the facility.

Hapeville Fire Station #2 (870 North Central Avenue) was identified on the UST database. This facility is located approximately 600 feet east of and according to our review of the topographic maps, cross-gradient of the Property.

Fina Mart (816 South Central Avenue) was identified on the UST database. This facility is located approximately 900 feet east of and according to our review of the topographic maps, cross-gradient of the Property.

The remaining facilities identified in the EDR report were located over 1,000 feet from the Property.

EDR provides two databases that identify historical cleaners and auto stations that are known to EDR typically based on city directory reviews and/or Sanborn Maps. Facilities included on this database typically operated before current regulations requiring notification/registration. Several historical cleaners and auto stations were identified in the EDR report as being in close proximity of the subject property. Based upon S&ME's area reconnaissance and online mapping websites such as Google Maps and MapQuest, S&ME determined that these facilities were not located on the Property or adjoining properties.

The EDR report also includes a list of "orphan sites" which are not plottable by EDR due to inadequate, incorrect or incomplete geographic information. S&ME reviewed the list of "orphan sites" and no orphan sites were identified within the applicable ASTM minimum search distance .

The EDR Radius Map Report did not reveal listings of tribal environmental records. In addition, S&ME reviewed the Georgia Council on American Indian Concerns website (www1.gadnr.org/caic), as well as a website which identifies geographic locations of Native American tribes of Georgia (www.native-languages.org/georgia.htm). According to information obtained from these websites, no federally recognized tribes are located in Georgia. These sources did not contain information regarding environmental issues.

4.2 Physical Setting Sources

The topography of the Property and the surrounding area were reviewed from portions of the U.S. Geologic Survey (USGS), 7.5 minute series, Topographic Maps, Southwest Atlanta, Georgia Quadrangle, and the *Atlanta Vicinity* Topographic Map, C.W. Maps LTD., dated 1928. The Property has an average elevation of approximately 1,075 feet above mean sea level and the Property slopes downward toward the southwest and a tributary of the Flint River.

The Property is located in the Piedmont Geologic Province of Georgia. The Piedmont is composed of metamorphic rocks with localized igneous intrusions. The Geologic Map of Georgia indicates the Property is underlain by granite gneiss and amphibolite.

Residual soils encountered in the Piedmont are the product of in-situ chemical and physical weathering of the parent rock. Weathering is most advanced near the surface and decreases with depth. The near-surface soils are often clayey, grading to sandy silts or silty sands with increasing depth. In deeper residual soil strata, the banded structural appearance of the parent rock is evident. Partially weathered rock is encountered usually as a transition zone to underlying, relatively sound, continuous rock. This profile may be altered by man, by excavating or filling, and may be altered by erosion or deposition of alluvial soils. The EDR report indicates the dominant soil type at the Property to be Urban land which consists of soils that have been altered or covered during development, so that it is not feasible to classify soil types.

The groundwater within the Piedmont is typically contained in an unconfined aquifer. The upper surface of the unconfined aquifer (water table) usually forms a subdued version of the overlying natural surface topography. Groundwater often appears within the soil mass overlying rock, and in the fractures, joints, and other secondary openings in the competent crystalline rock. Based on the topographic maps, shallow groundwater in the immediate vicinity of the subject property appears to flow generally towards the tributary of the Flint River.

According to the Most Significant Ground Water Recharge Areas of Georgia, Hydrologic Atlas 18, the Property is located in a significant groundwater recharge area. Review of the Ground Water Pollution Susceptibility Map of Georgia, Hydrologic Atlas 20 further indicates that the Property is located in a lower pollution susceptibility area with a DRASTIC rating less than 141. This map was developed from the U.S. EPA system for evaluating groundwater pollution potential using hydrogeologic settings.

4.3 Historical Use Information on Property and Surrounding Properties

The previous use of the Property and surrounding area has been investigated by S&ME in order to establish if there are any *recognized environmental conditions* as related to past use. The identification of historical uses of the properties in the surrounding area was required only to the extent that this information was revealed in the course of researching the Property itself.

4.3.1 Historical Aerial Photographs

Copies of aerial photographs dated 1940, 1955, 1960, 1968, 1972, 1978, 1986, 1989, 1993, 2005, and 2007 were obtained from EDR and are included in Appendix III.

4.3.1.1 Aerial Photography (Property)

A summary of the historical use of the Property as observed from the aerial photographs reviewed is presented below.

- The 1940 through 1960 photographs depict the eastern portion of the Property to be developed with single family residences and the western portion to be undeveloped.
- The 1968 and 1972 photographs depict the office building having been constructed on the central portion of the Property; and the eastern portion, along Elkins Street, to remain residential.

- The 1978 through 1993 photographs depict the central portion of the Property to remain the same; and the eastern portion, along Elkins Street, becoming less residential and used more as office building parking.
- The 2005 and 2007 photographs generally reflect land use as observed during the site reconnaissance.

4.3.1.2 Aerial Photography (Adjoining Properties and Surrounding Area)

A summary of the historical use of the adjoining properties and surrounding area as observed from the aerial photographs reviewed is presented below.

- The 1940 and 1955 photographs depict the majority of the adjoining/nearby properties to be residential; undeveloped land is depicted to the southwest.
- The 1960 through 1989 photographs depict the adjoining/nearby properties to the northwest, southwest, and south becoming increasingly developed with commercial structures; the eastern adjoining and nearby properties remain residential. Interstate 85 is first depicted, to the northwest, in the 1968 photograph.
- The 1993 through 2007 photographs generally reflect adjoining/nearby property use as observed during the area reconnaissance.

4.3.2 *Historical Topographic Maps*

Historical topographic maps were reviewed for the years 1928, 1954, 1968, 1973, 1983, 1993, and 1997. Copies of the 1928, 1954, 1968, 1973, 1983, and 1993 topographic maps are included in Appendix III. The 1997 map is included as the Site Vicinity Map. A summary of findings is included in the table below.

Year	Observations
1928	The eastern portion of the Property is residential and the western portion undeveloped. The tributary of the Flint River is depicted within the western property boundary. Adjoining/nearby properties are depicted as residential or undeveloped land. A rail line is depicted where present day Willingham Drive is located.
1954	The eastern portion of the Property is residential or lies in an urban area where only landmark structures are depicted and the western portion undeveloped. Adjoining/nearby properties are depicted as residential or undeveloped land (east and west) with commercial structures depicted to the south along Virginia Avenue and to the northwest along Central Avenue.
1968, 1973, and 1983	The office building has been constructed on the central portion of the Property and the eastern portion lies in an urban area where only landmark structures are depicted. Adjoining/nearby properties to the northwest, southwest, and south becoming increasingly developed with commercial structures; the eastern adjoining/nearby properties remain residential.
1993 and 1997	The maps generally reflect the Property and adjoining/nearby property use as observed during the site/area reconnaissance

4.3.3 *City Directories*

A City Directory Abstract for the years 1905 through 2005 was obtained from EDR. The Property's address was not listed in the 1905 through 1971 directories searched. The Property's address is listed as an office and apartment building in 1975; as Peterson Properties in 1994 and as Delta Airlines in 1999 and 2005. Adjoining/nearby properties along Custer Street, Elkins Street, Margaret Street, and Willingham Drive were identified as residences. Commercial businesses, consisting of attorney offices finance companies, courier services, and aircraft supply companies, were identified along International Boulevard and Lang Avenue. A copy of the abstract is in Appendix III.

4.3.4 *Sanborn Fire Insurance Maps*

Sanborn Fire Insurance Maps dated 1925, 1962, and 1978 were reviewed. Only the northern portion of the Property was depicted on the available maps. The portion of the Property depicted is residential or undeveloped land. Northern and eastern adjoining/nearby properties were identified as residences, a church and a cotton mill.

4.4 **Previous Environmental Reports**

S&ME was provided a Phase I ESA performed on the portion of the Property located north of International Boulevard/Custer Street in November 2004. The Property was developed with the existing 13-story office building at the time of the report. No on-site or off-site concerns were identified in the report.

5. **SITE RECONNAISSANCE**

Mr. Peter Fleury, Environmental Professional with S&ME, conducted the site reconnaissance on November 17, 2011, to visually observe the current uses of the Property, adjoining properties and the surrounding area, as well as the geologic, hydrogeologic, hydraulic, and topographic conditions of the Property and surrounding area. Mr. Fleury was accompanied by Mr. Keith Lynch of Delta Airlines, Inc. and Mr. Keith Maddox and Ms. Sue Dorsey of Linc Facility Services during the reconnaissance. Photographs were taken of various portions of the Property to document existing conditions; copies of which are included in Appendix I of this report.

5.1 **Methodology and Limiting Conditions**

The reconnaissance included walking the boundaries and portions of accessible interior areas of the Property including representative floors of the office building. The purpose of the site reconnaissance was to characterize features and environmental conditions at the Property relevant to past or present activities related to the potential for deposition of hazardous substances or petroleum products. Conditions encountered at the Property on the date of this site reconnaissance may not represent conditions at a later date.

5.2 **General Site Setting**

5.2.1 *Current Use(s) of the Property*

The on-site building is currently not in use by the owner, Delta Airlines, Inc.

5.2.2 *Current Use(s) of the Adjoining and Surrounding Properties*

The current uses of the adjoining properties were identified to the extent that they were visually observed from the Property during field reconnaissance, observed from public

roadways, or were identified in interviews or in the records review. Descriptions of the adjoining properties are outlined below:

- **Northwest** – Interstate 85, beyond which is the Willingham Drive Baptist Church, a parking lot, United Auto Collision Center, and a former restaurant
- **Northeast** – Willingham Drive, beyond which is vacant land followed by Central Avenue
- **East** – Elkins Street, beyond which are residences
- **South** – Vacant land, Crew Outfitters, Airport Antiques, Benefield’s Automotive, and International Boulevard, beyond which is the Virginia Crossing shopping center parking lot
- **Southwest** – Courtyard by Marriott and Residence Inn by Marriott hotels

5.2.3 Geologic, Hydrogeologic, Hydrologic and Topographic Conditions

The Property generally slopes downward toward the southwest and the tributary of the Flint River, which flows to the southeast along the western property boundary. No sheen and/or odors were observed on the surface waters at the time of our reconnaissance.

5.2.4 General Description of Roads and Structures

The Property is developed with a 13-story office building, an employee picnic pavilion, two guard shacks, a storm water detention pond, and asphalt parking areas. The office building is currently vacant and was constructed in 1968 by Delta Airlines, Inc. for office space, a training center, and a dormitory. The structure was most recently used by Delta Technology for a travel solution center. According to Delta personnel the building has been vacant for approximately three years.

5.2.5 Potable Water and Sewage Disposal System

No potable wells or sewage disposal system were observed on the Property. According to Delta personnel, the City of Hapeville provides potable water sanitary sewer service to the Property.

5.3 On-Site Exterior Observations

An emergency generator with a self-contained 500-gallon diesel AST was observed west of the building. Adjacent to the emergency generator was an additional 400-gallon diesel fuel AST. No indication of leakage and/or spillage was observed in the vicinity of the ASTs.

A pad-mounted electrical transformer was observed adjacent to the emergency generator. Additional pole-mounted transformers were observed along the Elkins Street and Lang Avenue right-of-ways. The transformers were in good physical condition and displayed no visible evidence of leakage or staining. No labeling regarding PCB content was observed. The owning utility (Georgia Power) is typically responsible for leaks or spills associated with their equipment.

An open topped dumpster was observed on the loading dock along the north side of the building. No evidence of improper disposal or leakage observed emanating from the dumpster.

Two empty plastic totes of coolant water treatment chemicals were observed adjacent to the cooling towers along the north side of the building.

Five empty opened-topped, 55-gallon drums were observed in the vicinity of the picnic pavilion. According to Delta personnel, these drums are used for trash containers when the pavilion is in use.

Typical parking lot staining, usually associated with automobile crankcase leakage, was observed.

No evidence of hazardous material use or deposition was observed on the Property. Evidence of USTs (fill or vent pipes) was not observed on the Property. No unusual soil staining, stressed vegetation, or unusual/noxious odors were observed.

5.4 On-Site Interior Observations

Cable-operated elevators are utilized in the office building. The elevator equipment room is located on the top floor of the building. Small areas of hydraulic fluid were observed on the floor beneath the elevator equipment. Absorbent mats were being used to remove the hydraulic fluid.

Floor drains and mop sinks were observed in the bathrooms and janitor closets of the office building.

An air compressor was observed in the mechanical room in the basement of the office building.

Two small containers (5-gallon or less) of coolant water treatment chemicals were observed in the mechanical room. Additionally, three small containers of cleaning chemicals were observed within a janitor's closet in the basement of the office building.

Two sewer sump pumps and a water softener AST were also observed within the mechanical room.

6. INTERVIEWS

S&ME contacted individuals and local authorities that may have information concerning existing conditions, activities, and history of the Property and off site facilities. Brief summaries of the information from those contacted are presented in the following sections.

6.1 Interview with Past and Present Owners

S&ME interviewed Mr. Kevin Lynch of Delta Airlines Inc. Mr. Lynch indicated that Linc Facility Services manages the building for Delta; the City of Hapeville provides potable water and sewer service, and Georgia Power supplies electricity. Delta built the

structure in 1968 for offices, a training center and as a dormitory for trainees. They vacated the building in approximately 2008. He was not aware of environmental liens, AULs, or environmental concerns associated with the Property.

6.2 Interview with Site Manager

Ms. Sue Dorsey, Environmental Health and Safety Manager for Linc Facility Services was interviewed. She indicated that the ASTs had passed their most recent Georgia EPD inspection, and was not aware of environmental liens, AULs, or environmental concerns associated with the Property.

Mr. Keith Maddox, Building Manager for Linc Facility Services was also interviewed. He has been the building manager for four months and was not aware of environmental concerns associated with the Property.

6.3 Interview with Occupants

Not applicable.

6.4 Interview with Local Government Officials

S&ME submitted a request to the City of Hapeville Fire Department to search their databases of reported incidents of environmental concern. At the time of this report, the Barrow County Fire Department had not responded to S&ME's request. Based upon S&ME's review of other regulatory information, findings indicating a *recognized environmental condition* are not anticipated from this agency. Pertinent information will be forwarded to the Client under separate cover, if provided.

7. FINDINGS

We have performed this Phase I ESA in general conformance with the scope and limitations of ASTM Standard Practice E 1527-05 on the Property.

The following findings summarize known or suspected environmental conditions associated with the Property including *recognized environmental conditions*, *historical recognized environmental conditions* and *de minimis* conditions.

7.1 On-Site Findings

An emergency generator with a self-contained 500-gallon diesel AST was observed west of the building. Adjacent to the emergency generator was an additional 400-gallon diesel fuel AST. No indication of leakage and/or spillage was observed in the vicinity of the ASTs. According to the property manager, the ASTs have passed their most recent Georgia EPD inspection.

The Property is listed as a RCRA NonGen facility. The Georgia EPD performed a compliance evaluation inspection in July 1994; no violations were found. Additionally, the Property is listed on the Georgia SPILLS database. According to the DNR report, a sewage spill occurred on January 30, 2011 when a sewer line became clogged. Raw sewage was flowing out of a manhole and flowing across a parking lot of the Property. The fire department responded to the spill by washing the sewage into a storm drain and the City of Hapeville, the responsible party, notified the EPD of the release.

Two empty plastic totes of coolant water treatment chemicals, two small containers (5-gallon or less) of coolant water treatment chemicals and three small containers of cleaning chemicals were observed on the Property.

Cable-operated elevators are utilized in the office building. The elevator equipment room is located on the top floor of the building. Small areas of hydraulic fluid were observed on the floor beneath the elevator equipment.

Five empty opened-topped, 55-gallon drums were observed in the vicinity of the picnic pavilion. According to Delta personnel, these drums are used for trash containers when the pavilion is in use.

Typical parking lot staining, usually associated with automobile crankcase leakage, was observed.

7.2 Off-Site Findings

The database report identified one or more CERCLIS, CERCLIS NFRAP, RCRA CORRACTS, RCRA, SHWS, GA Non-HSI, LUST, UST, US Institutional Control, and Brownfields facilities were identified in the database report.

8. OPINION

Our opinions of the impact from known or suspect environmental conditions listed in the Findings, Section 8.0 of this report are as follows:

8.1 On-Site Opinions

Based upon the lack of observed leakage and/or spillage and the regulatory status, S&ME does not consider the on-site diesel ASTs to be *recognized environmental conditions*.

Based upon the regulatory status and lack of current on-site activities that could generate hazardous waste, S&ME does not consider the RCRA listing to be a *recognized environmental condition*.

Based upon the information in the DNR report, S&ME does not consider the SPILLS listing to be a *recognized environmental condition*.

S&ME does not consider the nature and size of the chemical containers observed on site to be a *recognized environmental condition*.

S&ME does not consider drums of the nature observed in the vicinity of the picnic pavilion to be a *recognized environmental condition*.

S&ME does not consider parking lot staining of the of the nature observed on the Property and the limited staining in the vicinity of the elevator equipment to be a *recognized environmental condition*.

8.2 Off-Site Opinions

The off-site regulated facilities are not considered *recognized environmental conditions* due to relative topographic gradient, distance from the Property, current regulatory status, intervening topography, or some combination of these attributes.

8.3 Data Gaps

The following data gaps were encountered:

- Title records, environmental lien search, and activity and use limitation information was not provided to S&ME for review.
- S&ME was unable to identify the first undeveloped use of the Property.
- A response from the local government official was not received.

These data gaps are not considered to be significant and did affect our ability to render an opinion about *recognized environmental conditions*.

9. CONCLUSIONS AND RECOMMENDATIONS

We have performed this Phase I ESA in general conformance with the scope and limitations of ASTM Standard Practice E 1527-05 of the Property, 1340 Satellite Boulevard in unincorporated Suwanee, Gwinnett County, Georgia. Any exceptions to or deletions from this practice are described in Section 2.4 of this report.

This assessment has revealed no evidence of *recognized environmental conditions* in connection with the Property.

10. DEVIATIONS

S&ME, Inc. has endeavored to perform this Phase I ESA in conformance with the scope and limitations of ASTM Standard Practice E1527-05. The Phase I ESA was completed with no significant deviations from the ASTM Standard, except the following:

- Title records, environmental lien search, and activity and use limitation information was not provided to S&ME for review.

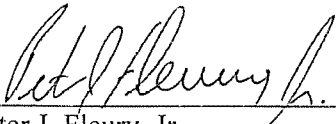
11. REFERENCES

- Environmental Database, Historical Aerial Photography, Historical Topographic Maps, City Directory Abstract, and Sanborn Fire Insurance Maps, Environmental Data Resources, Inc.
- *Atlanta Vicinity* Topographic Map, C.W. Maps LTD., dated 1928
- Information from the Fulton County Tax Assessor website
- 2010 aerial photograph from Google Earth
- Ground-Water Pollution Susceptibility Map of Georgia, Hydrologic Atlas 20, Department of Natural Resources, Environmental Protection Division, Georgia Geologic Survey, 1992
- Most Significant Ground Water Recharge Areas of Georgia, Hydrologic Atlas 18, Department of Natural Resources, Environmental Protection Division, Georgia Geologic Survey, 1989

- VERTEX Engineering Service, Inc. Phase I ESA of the A-3 Building, dated November 22, 2004

12. SIGNATURE(S) OF ENVIRONMENTAL PROFESSIONAL(S)

I, Peter J. Fleury, Jr., declare that, to the best of my knowledge, I meet the definition of Environmental Professional as defined in paragraph 312.10 of 40 CFR 312, and I have the specific qualifications based on education, training, and experience to assess a property of the nature, history, and setting of the Property. I have developed and performed the all appropriate inquiries in conformance with the standards and practices set forth in 40 CFR Part 312.



Peter J. Fleury, Jr.
Environmental Professional

13. QUALIFICATION(S) OF ENVIRONMENTAL PROFESSIONAL(S)

S&ME provides a broad range of environmental services, including site assessments for real estate transactions. S&ME has over 1,000 employees located in twenty six offices throughout the southeast. ENR ranked S&ME as one of the 200 largest environmental firms in the country.

Mr. Fleury has over fifteen years of experience conducting Phase I ESAs, Phase II site assessments, and hazardous waste assessment and remediation. Mr. Fleury has completed Phase I ESA seminars conducted by the American Society for Testing and Materials and have been designated by S&ME as an environmental professional (EP).

Resumes of the Environmental Professional are located in Appendix VII.

Exhibit “H”: STR Report



United Kingdom
Blue Fin Building
110 Southwark Street
London SE1 0TA
Phone: +44 (0)20 7922 1930
Fax: +44 (0)20 7922 1931
www.strglobal.com

United States
735 East Main Street
Hendersonville
TN 37075
Phone: +1 (615) 824 8664
Fax: +1 (615) 824 3848
www.str.com

ATLANTA AIRPORT UPSCALE SET

January 2006 to March 2012

Currency: USD - US Dollar

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

	Tab
Table of Contents	1
Data by Measure	2
Percent Change by Measure	3
Percent Change by Year	4
Twelve Month Moving Average	5
Twelve Month Moving Average with Percent Change	6
Day of Week Analysis	7
Raw Data	8
Classic	9
Response Report	10
Help	11
Terms and Conditions	12

Tab 2 - Data by Measure

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

Occupancy (%)														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2006	75.8	82.5	84.9	79.1	76.9	84.3	78.4	78.4	76.7	81.8	66.7	58.6	77.0	81.0
2007	70.4	73.2	78.0	80.4	72.8	79.8	76.8	77.5	71.3	78.2	62.8	61.6	73.6	73.9
2008	76.9	79.1	82.0	82.9	72.5	75.4	81.5	76.2	70.6	75.0	63.5	62.1	74.8	79.4
2009	68.8	73.7	78.4	83.3	69.8	76.7	78.4	74.0	71.7	75.2	63.3	63.3	73.0	73.6
2010	75.1	81.2	83.0	80.1	73.7	76.1	80.1	65.3	71.3	74.5	66.3	64.7	73.9	79.7
2011	73.5	80.8	81.6	78.9	71.9	76.0	73.0	66.3	66.1	68.4	59.0	52.5	70.6	78.6
2012	70.4	72.4	79.8											74.2
Avg	72.9	77.5	81.1	80.8	72.9	78.0	77.9	72.7	71.2	75.4	63.5	60.4	73.8	77.2

ADR (\$)														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2006	108.30	110.70	117.55	109.42	105.39	117.16	99.91	104.76	104.18	115.51	110.22	98.67	108.81	112.40
2007	114.71	116.86	123.76	117.53	110.46	107.95	104.86	106.03	115.83	119.80	115.00	105.16	113.22	118.66
2008	115.25	114.21	111.76	114.79	106.37	106.01	107.18	101.76	111.26	112.73	105.96	94.21	108.73	113.69
2009	102.09	104.19	101.67	102.01	95.00	94.13	89.12	92.42	97.36	93.23	93.33	87.10	96.04	102.59
2010	92.42	95.40	98.99	96.23	91.87	93.69	91.62	92.68	99.61	99.88	95.11	87.60	94.71	95.72
2011	99.94	99.47	99.19	100.76	99.73	97.22	93.05	98.71	102.49	100.08	100.12	90.45	98.56	99.52
2012	102.67	99.68	98.96											100.39
Avg	104.95	105.52	107.13	106.70	101.50	102.86	97.60	99.52	104.97	106.92	103.08	93.64	103.27	105.92

RevPAR (\$)														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2006	82.14	91.34	99.79	86.56	81.05	98.77	78.31	82.13	79.92	94.44	73.54	57.82	83.75	91.08
2007	80.77	85.60	96.54	94.46	80.44	86.09	80.53	82.18	82.60	93.72	72.25	64.82	83.31	87.70
2008	88.68	90.36	91.64	95.15	77.07	79.97	87.33	77.56	78.56	84.50	67.25	58.49	81.32	90.22
2009	70.20	76.79	79.67	84.96	66.29	72.22	69.89	68.39	69.83	70.10	59.03	55.17	70.14	75.52
2010	69.39	77.48	82.15	77.13	67.68	71.34	73.37	60.48	71.05	74.44	63.02	56.69	70.03	76.30
2011	73.45	80.35	80.97	79.52	71.70	73.92	67.90	65.42	67.70	68.48	59.06	47.49	69.57	78.18
2012	72.23	72.17	78.96											74.53
Avg	76.56	81.82	86.86	86.16	73.99	80.26	76.05	72.31	74.72	80.57	65.51	56.56	76.16	81.74

Supply														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2006	100,874	91,112	100,874	97,620	100,874	97,620	100,874	100,874	97,620	100,874	97,620	100,874	1,187,710	292,860
2007	100,874	91,112	100,874	97,620	100,874	97,620	100,874	100,874	97,620	100,874	97,620	100,874	1,187,710	292,860
2008	100,874	91,112	100,874	97,620	100,874	97,620	100,874	100,874	97,620	100,874	97,620	100,874	1,187,710	292,860
2009	100,874	91,112	100,874	97,620	100,874	97,620	100,874	100,874	97,620	100,874	97,620	100,874	1,187,710	292,860
2010	100,874	91,112	100,874	97,620	100,874	97,620	100,874	113,367	109,710	113,367	109,710	113,367	1,249,369	292,860
2011	113,367	102,396	113,367	109,710	113,367	109,710	113,367	113,367	109,710	113,367	109,710	113,367	1,334,805	329,130
2012	113,367	102,396	113,367											329,130
Avg	104,443	94,336	104,443	99,635	102,956	99,635	102,956	105,038	101,650	105,038	101,650	105,038	1,222,502	303,223

Demand														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2006	76,506	75,176	85,634	77,229	77,572	82,298	79,059	79,088	74,888	82,475	65,129	59,111	914,165	237,316
2007	8,147,142	7,798,856	9,738,319	9,220,907	8,114,266	8,404,253	8,123,572	8,289,430	8,063,366	9,454,072	7,052,971	6,538,799	873,918	216,450
2008	77,617	72,084	82,719	80,917	73,090	73,638	82,192	76,889	68,929	75,613	61,955	62,632	888,275	232,420
2009	69,370	67,155	79,053	81,303	70,392	74,902	79,103	74,638	70,016	75,851	61,749	63,893	867,425	215,578
2010	75,740	73,994	83,711	78,242	74,308	74,328	80,780	73,987	78,259	84,488	72,694	73,358	923,889	233,445
2011	83,316	82,709	92,536	86,584	81,501	83,421	82,727	75,132	72,470	77,576	64,720	59,518	942,210	258,561
2012	79,757	74,142	90,449											244,348
Avg	76,190	73,142	84,684	80,456	75,054	77,740	80,222	76,319	72,363	79,153	64,596	63,449	901,647	234,017

Revenue (\$)														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2006	8,285,582	8,322,244	10,066,509	8,450,396	8,175,657	9,642,238	7,898,947	8,285,111	7,801,561	9,526,742	7,178,637	5,832,614	99,466,238	26,674,335
2007	8,147,142	7,798,856	9,738,319	9,220,907	8,114,266	8,404,253	8,123,572	8,289,430	8,063,366	9,454,072	7,052,971	6,538,799	98,945,953	25,684,317
2008	8,945,530	8,232,629	9,244,533	9,288,099	7,774,846	7,806,421	8,808,963	7,823,844	7,669,189	8,523,880	6,564,516	5,900,254	96,582,704	26,422,692
2009	7,081,651	6,996,669	8,037,040	8,293,313	6,687,363	7,050,513	7,049,731	6,898,394	6,816,817	7,071,485	5,762,853	5,565,125	83,310,954	22,115,360
2010	6,999,527	7,058,963	8,286,937	7,529,186	6,826,755	6,964,130	7,400,692	6,856,750	7,795,344	8,438,929	6,913,798	6,426,497	87,497,508	22,345,427
2011	8,326,986	8,227,101	9,178,898	8,724,483	8,128,289	8,110,281	7,697,549	7,416,496	7,427,154	7,763,517	6,479,887	5,383,405	92,864,046	25,732,985
2012	8,189,027	7,390,286	8,951,184											24,530,497
Avg	7,996,492	7,718,107	9,071,917	8,584,397	7,617,863	7,996,306	7,829,909	7,595,004	7,595,572	8,463,104	6,658,777	5,941,116	93,111,234	24,786,516

Smith Travel Research's Trend Report is a publication of Smith Travel Research and is intended solely for use by paid subscribers. Reproduction or distribution of the Trend Report, in whole or part, without written permission of Smith Travel Research is prohibited and subject to legal action. Site licenses are available. Ownership, distribution and use of the Trend Report and its contents are subject to the terms set forth in the contract you have entered into with Smith Travel Research. Source 2012 Smith Travel Research, Inc.

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

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

Occupancy														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2007	-7.2	-11.2	-8.1	1.6	-5.3	-5.4	-2.0	-1.1	-7.0	-4.3	-5.8	5.2	-4.4	-8.8
2008	9.3	8.0	5.1	3.1	-0.5	-5.4	6.1	-1.7	-1.0	-4.2	1.0	0.7	1.6	7.4
2009	-10.6	-6.8	-4.4	0.5	-3.7	1.7	-3.8	-2.9	1.6	0.3	-0.3	2.0	-2.3	-7.2
2010	9.2	10.2	5.9	-3.8	5.6	-0.8	2.1	-3.8	-0.5	-0.9	4.8	2.2	1.3	8.3
2011	-2.1	-0.5	-1.6	-1.5	-2.4	-0.1	-8.9	1.5	-7.4	-8.2	-11.0	-18.9	-4.5	-1.4
2012	-4.3	-10.4	-2.3											-5.5
Avg	-1.0	-1.8	-0.9	-0.0	-1.3	-2.0	-1.3	-3.2	-2.9	-3.5	-2.3	-1.8	-1.7	-1.2

ADR														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2007	5.9	5.6	5.3	7.4	4.8	-7.9	5.0	1.2	11.2	3.7	4.3	6.6	4.1	5.6
2008	0.5	-2.3	-9.7	-2.3	-3.7	-1.8	2.2	-4.0	-3.9	-5.9	-7.9	-10.4	-4.0	-4.2
2009	-11.4	-8.8	-9.0	-11.1	-10.7	-11.2	-16.8	-9.2	-12.5	-17.3	-11.9	-7.5	-11.7	-9.8
2010	-9.5	-8.4	-2.6	-5.7	-3.3	-0.5	2.8	0.3	2.3	7.1	1.9	0.6	-1.4	-6.7
2011	8.1	4.3	0.2	4.7	8.6	3.8	1.6	6.5	2.9	0.2	5.3	3.2	4.1	4.0
2012	2.7	0.2	-0.2											0.9
Avg	-0.6	-1.6	-2.7	-1.4	-0.9	-3.5	-1.1	-1.0	-0.0	-2.4	-1.7	-1.5	-1.8	-1.7

RevPAR														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2007	-1.7	-6.3	-3.3	9.1	-0.8	-12.8	2.8	0.1	3.4	-0.8	-1.8	12.1	-0.5	-3.7
2008	9.8	5.6	-5.1	0.7	-4.2	-7.1	8.4	-5.6	-4.9	-9.8	-6.9	-9.8	-2.4	2.9
2009	-20.8	-15.0	-13.1	-10.7	-14.0	-9.7	-20.0	-11.8	-11.1	-17.0	-12.2	-5.7	-13.7	-16.3
2010	-1.2	0.9	3.1	-9.2	2.1	-1.2	5.0	-11.6	1.8	6.2	6.8	2.8	-0.2	1.0
2011	5.9	3.7	-1.4	3.1	5.9	3.6	-7.5	8.2	-4.7	-8.0	-6.3	-16.2	-0.7	2.5
2012	-1.7	-10.2	-2.5											-4.7
Avg	-1.6	-3.6	-3.7	-1.4	-2.2	-5.4	-2.2	-4.2	-3.1	-5.9	-4.1	-3.4	-3.5	-3.1

Supply														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2007	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2008	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2009	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2010	0.0	0.0	0.0	0.0	0.0	0.0	0.0	12.4	12.4	12.4	12.4	12.4	5.2	0.0
2011	12.4	12.4	12.4	12.4	12.4	12.4	12.4	0.0	0.0	0.0	0.0	0.0	6.8	12.4
2012	0.0	0.0	0.0											0.0
Avg	2.1	2.1	2.1	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.4	2.1

Demand														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2007	-7.2	-11.2	-8.1	1.6	-5.3	-5.4	-2.0	-1.1	-7.0	-4.3	-5.8	5.2	-4.4	-8.8
2008	9.3	8.0	5.1	3.1	-0.5	-5.4	6.1	-1.7	-1.0	-4.2	1.0	0.7	1.6	7.4
2009	-10.6	-6.8	-4.4	0.5	-3.7	1.7	-3.8	-2.9	1.6	0.3	-0.3	2.0	-2.3	-7.2
2010	9.2	10.2	5.9	-3.8	5.6	-0.8	2.1	-0.9	11.8	11.4	17.7	14.8	6.5	8.3
2011	10.0	11.8	10.5	10.7	9.7	12.2	2.4	1.5	-7.4	-8.2	-11.0	-18.9	2.0	10.8
2012	-4.3	-10.4	-2.3											-5.5
Avg	1.1	0.3	1.1	2.4	1.1	0.5	1.0	-1.0	-0.4	-1.0	0.3	0.8	0.7	0.8

Revenue														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Mar YTD
2007	-1.7	-6.3	-3.3	9.1	-0.8	-12.8	2.8	0.1	3.4	-0.8	-1.8	12.1	-0.5	-3.7
2008	9.8	5.6	-5.1	0.7	-4.2	-7.1	8.4	-5.6	-4.9	-9.8	-6.9	-9.8	-2.4	2.9
2009	-20.8	-15.0	-13.1	-10.7	-14.0	-9.7	-20.0	-11.8	-11.1	-17.0	-12.2	-5.7	-13.7	-16.3
2010	-1.2	0.9	3.1	-9.2	2.1	-1.2	5.0	-0.6	14.4	19.3	20.0	15.5	5.0	1.0
2011	19.0	16.5	10.8	15.9	19.1	16.5	4.0	8.2	-4.7	-8.0	-6.3	-16.2	6.1	15.2
2012	-1.7	-10.2	-2.5											-4.7
Avg	0.6	-1.4	-1.7	1.2	0.4	-2.9	0.1	-2.0	-0.6	-3.3	-1.4	-0.8	-1.1	-0.9

Smith Travel Research's Trend Report is a publication of Smith Travel Research and is intended solely for use by paid subscribers. Reproduction or distribution of the Trend Report, in whole or part, without written permission of Smith Travel Research is prohibited and subject to legal action. Site licenses are available. Ownership, distribution and use of the Trend Report and its contents are subject to the terms set forth in the contract you have entered into with Smith Travel Research. Source 2012 Smith Travel Research, Inc.

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

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

	Jan 07	Feb 07	Mar 07	Apr 07	May 07	Jun 07	Jul 07	Aug 07	Sep 07	Oct 07	Nov 07	Dec 07	Total Year	Mar YTD
Occ	-7.2	-11.2	-8.1	1.6	-5.3	-5.4	-2.0	-1.1	-7.0	-4.3	-5.8	5.2	-4.4	-8.8
ADR	5.9	5.6	5.3	7.4	4.8	-7.9	5.0	1.2	11.2	3.7	4.3	6.6	4.1	5.6
RevPAR	-1.7	-6.3	-3.3	9.1	-0.8	-12.8	2.8	0.1	3.4	-0.8	-1.8	12.1	-0.5	-3.7
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	-7.2	-11.2	-8.1	1.6	-5.3	-5.4	-2.0	-1.1	-7.0	-4.3	-5.8	5.2	-4.4	-8.8
Revenue	-1.7	-6.3	-3.3	9.1	-0.8	-12.8	2.8	0.1	3.4	-0.8	-1.8	12.1	-0.5	-3.7

	Jan 08	Feb 08	Mar 08	Apr 08	May 08	Jun 08	Jul 08	Aug 08	Sep 08	Oct 08	Nov 08	Dec 08	Total Year	Mar YTD
Occ	9.3	8.0	5.1	3.1	-0.5	-5.4	6.1	-1.7	-1.0	-4.2	1.0	0.7	1.6	7.4
ADR	0.5	-2.3	-9.7	-2.3	-3.7	-1.8	2.2	-4.0	-3.9	-5.9	-7.9	-10.4	-4.0	-4.2
RevPAR	9.8	5.6	-5.1	0.7	-4.2	-7.1	8.4	-5.6	-4.9	-9.8	-6.9	-9.8	-2.4	2.9
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	9.3	8.0	5.1	3.1	-0.5	-5.4	6.1	-1.7	-1.0	-4.2	1.0	0.7	1.6	7.4
Revenue	9.8	5.6	-5.1	0.7	-4.2	-7.1	8.4	-5.6	-4.9	-9.8	-6.9	-9.8	-2.4	2.9

	Jan 09	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Total Year	Mar YTD
Occ	-10.6	-6.8	-4.4	0.5	-3.7	1.7	-3.8	-2.9	1.6	0.3	-0.3	2.0	-2.3	-7.2
ADR	-11.4	-8.8	-9.0	-11.1	-10.7	-11.2	-16.8	-9.2	-12.5	-17.3	-11.9	-7.5	-11.7	-9.8
RevPAR	-20.8	-15.0	-13.1	-10.7	-14.0	-9.7	-20.0	-11.8	-11.1	-17.0	-12.2	-5.7	-13.7	-16.3
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	-10.6	-6.8	-4.4	0.5	-3.7	1.7	-3.8	-2.9	1.6	0.3	-0.3	2.0	-2.3	-7.2
Revenue	-20.8	-15.0	-13.1	-10.7	-14.0	-9.7	-20.0	-11.8	-11.1	-17.0	-12.2	-5.7	-13.7	-16.3

	Jan 10	Feb 10	Mar 10	Apr 10	May 10	Jun 10	Jul 10	Aug 10	Sep 10	Oct 10	Nov 10	Dec 10	Total Year	Mar YTD
Occ	9.2	10.2	5.9	-3.8	5.6	-0.8	2.1	-11.8	-0.5	-0.9	4.8	2.2	1.3	8.3
ADR	-9.5	-8.4	-2.6	-5.7	-3.3	-0.5	2.8	0.3	2.3	7.1	1.9	0.6	-1.4	-6.7
RevPAR	-1.2	0.9	3.1	-9.2	2.1	-1.2	5.0	-11.6	1.8	6.2	6.8	2.8	-0.2	1.0
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	12.4	12.4	12.4	12.4	12.4	5.2	0.0
Demand	9.2	10.2	5.9	-3.8	5.6	-0.8	2.1	-0.9	11.8	11.4	17.7	14.8	6.5	8.3
Revenue	-1.2	0.9	3.1	-9.2	2.1	-1.2	5.0	-0.6	14.4	19.3	20.0	15.5	5.0	1.0

	Jan 11	Feb 11	Mar 11	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Total Year	Mar YTD
Occ	-2.1	-0.5	-1.6	-1.5	-2.4	-0.1	-8.9	1.5	-7.4	-8.2	-11.0	-18.9	-4.5	-1.4
ADR	8.1	4.3	0.2	4.7	8.6	3.8	1.6	6.5	2.9	0.2	5.3	3.2	4.1	4.0
RevPAR	5.9	3.7	-1.4	3.1	5.9	3.6	-7.5	8.2	-4.7	-8.0	-6.3	-16.2	-0.7	2.5
Supply	12.4	12.4	12.4	12.4	12.4	12.4	12.4	0.0	0.0	0.0	0.0	0.0	6.8	12.4
Demand	10.0	11.8	10.5	10.7	9.7	12.2	2.4	1.5	-7.4	-8.2	-11.0	-18.9	2.0	10.8
Revenue	19.0	16.5	10.8	15.9	19.1	16.5	4.0	8.2	-4.7	-8.0	-6.3	-16.2	6.1	15.2

	Jan 12	Feb 12	Mar 12	Apr 12	May 12	Jun 12	Jul 12	Aug 12	Sep 12	Oct 12	Nov 12	Dec 12	Total Year	Mar YTD
Occ	-4.3	-10.4	-2.3											-5.5
ADR	2.7	0.2	-0.2											0.9
RevPAR	-1.7	-10.2	-2.5											-4.7
Supply	0.0	0.0	0.0											0.0
Demand	-4.3	-10.4	-2.3											-5.5
Revenue	-1.7	-10.2	-2.5											-4.7

Smith Travel Research's Trend Report is a publication of Smith Travel Research and is intended solely for use by paid subscribers. Reproduction or distribution of the Trend Report, in whole or part, without written permission of Smith Travel Research is prohibited and subject to legal action. Site licenses are available. Ownership, distribution and use of the Trend Report and its contents are subject to the terms set forth in the contract you have entered into with Smith Travel Research. Source 2012 Smith Travel Research, Inc.

Tab 5 - Twelve Month Moving Average

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

Occupancy (%)													
	January	February	March	April	May	June	July	August	September	October	November	December	
2007	76.5	75.8	75.2	75.3	75.0	74.6	74.5	74.4	73.9	73.6	73.3	73.6	
2008	74.1	74.6	74.9	75.1	75.1	74.7	75.1	75.0	75.0	74.7	74.8	74.8	
2009	74.1	73.7	73.4	73.4	73.2	73.3	73.0	72.8	72.9	72.9	72.9	73.0	
2010	73.6	74.1	74.5	74.3	74.6	74.6	74.7	73.9	73.8	73.8	73.9	73.9	
2011	73.8	73.8	73.8	73.8	73.6	73.6	73.1	73.2	72.7	72.2	71.6	70.6	
2012	70.3	69.7	69.5										

ADR (\$)													
	January	February	March	April	May	June	July	August	September	October	November	December	
2007	109.31	109.75	110.24	110.95	111.39	110.55	111.01	111.12	112.09	112.46	112.81	113.22	
2008	113.28	113.09	112.02	111.79	111.45	111.31	111.49	111.13	110.77	110.13	109.50	108.73	
2009	107.63	106.83	105.89	104.70	103.78	102.76	101.09	100.29	99.18	97.47	96.57	96.04	
2010	95.25	94.58	94.37	93.83	93.57	93.53	93.75	93.77	94.00	94.62	94.74	94.71	
2011	95.36	95.72	95.77	96.18	96.81	97.09	97.20	97.66	97.86	97.86	98.22	98.56	
2012	98.79	98.80	98.77										

RevPAR (\$)													
	January	February	March	April	May	June	July	August	September	October	November	December	
2007	83.63	83.19	82.91	83.56	83.51	82.47	82.66	82.66	82.88	82.82	82.71	83.31	
2008	83.98	84.35	83.93	83.99	83.70	83.20	83.77	83.38	83.05	82.27	81.86	81.32	
2009	79.75	78.71	77.69	76.85	75.94	75.30	73.82	73.04	72.32	71.10	70.43	70.14	
2010	70.08	70.13	70.34	69.69	69.81	69.74	70.03	69.27	69.39	69.80	70.04	70.03	
2011	70.39	70.69	70.69	70.96	71.27	71.49	71.04	71.46	71.18	70.68	70.35	69.57	
2012	69.47	68.84	68.67										

Supply													
	January	February	March	April	May	June	July	August	September	October	November	December	
2007	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	
2008	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	
2009	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	
2010	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,187,710	1,200,203	1,212,293	1,224,786	1,236,876	1,249,369	
2011	1,261,862	1,273,146	1,285,639	1,297,729	1,310,222	1,322,312	1,334,805	1,334,805	1,334,805	1,334,805	1,334,805	1,334,805	
2012	1,334,805	1,334,805	1,334,805										

Demand													
	January	February	March	April	May	June	July	August	September	October	November	December	
2007	908,683	900,244	893,299	894,529	890,416	885,972	884,384	883,478	878,205	874,645	870,847	873,918	
2008	880,511	885,858	889,888	892,346	891,977	887,761	892,482	891,189	890,503	887,201	887,825	888,275	
2009	880,028	875,099	871,433	871,819	869,121	870,385	867,296	865,045	866,132	866,370	866,164	867,425	
2010	873,795	880,634	885,292	882,231	886,147	885,573	887,250	886,599	894,842	903,479	914,424	923,889	
2011	931,465	940,180	949,005	957,347	964,540	973,633	975,580	976,725	970,936	964,024	956,050	942,210	
2012	938,651	930,084	927,997										

Revenue (\$)													
	January	February	March	April	May	June	July	August	September	October	November	December	
2007	99,327,798	98,804,410	98,476,220	99,246,731	99,185,340	97,947,355	98,171,980	98,176,299	98,438,104	98,365,434	98,239,768	98,945,953	
2008	99,744,341	100,178,114	99,684,328	99,751,520	99,412,100	98,814,268	99,499,659	99,034,073	98,639,896	97,709,704	97,221,249	96,582,704	
2009	94,718,825	93,482,865	92,275,372	91,280,586	90,193,103	89,437,195	87,677,963	86,752,513	85,900,141	84,447,746	83,646,083	83,310,954	
2010	83,228,830	83,291,124	83,541,021	82,776,894	82,916,286	82,829,903	83,180,864	83,139,220	84,117,747	85,485,191	86,636,136	87,497,508	
2011	88,824,967	89,993,105	90,885,066	92,080,363	93,381,897	94,528,048	94,824,905	95,384,651	95,016,461	94,341,049	93,907,138	92,864,046	
2012	92,726,087	91,889,272	91,661,558										

High value is boxed.

Low value is boxed and italicized.

Smith Travel Research's Trend Report is a publication of Smith Travel Research and is intended solely for use by paid subscribers. Reproduction or distribution of the Trend Report, in whole or part, without written permission of Smith Travel Research is prohibited and subject to legal action. Site licenses are available. Ownership, distribution and use of the Trend Report and its contents are subject to the terms set forth in the contract you have entered into with Smith Travel Research. Source 2012 Smith Travel Research, Inc.

Tab 6 - Twelve Month Moving Average with Percent Change

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue	
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg
Jan 07	76.5		109.31		83.63		1,187,710		908,683		99,327,798	
Feb 07	75.8		109.75		83.19		1,187,710		900,244		98,804,410	
Mar 07	75.2		110.24		82.91		1,187,710		893,299		98,476,220	
Apr 07	75.3		110.95		83.56		1,187,710		894,529		99,246,731	
May 07	75.0		111.39		83.51		1,187,710		890,416		99,185,340	
Jun 07	74.6		110.55		82.47		1,187,710		885,972		97,947,355	
Jul 07	74.5		111.01		82.66		1,187,710		884,384		98,171,980	
Aug 07	74.4		111.12		82.66		1,187,710		883,478		98,176,299	
Sep 07	73.9		112.09		82.88		1,187,710		878,205		98,438,104	
Oct 07	73.6		112.46		82.82		1,187,710		874,645		98,365,434	
Nov 07	73.3		112.81		82.71		1,187,710		870,847		98,239,768	
Dec 07	73.6	-4.4	113.22	4.1	83.31	-0.5	1,187,710	0.0	873,918	-4.4	98,945,953	-0.5
Jan 08	74.1	-3.1	113.28	3.6	83.98	0.4	1,187,710	0.0	880,511	-3.1	99,744,341	0.4
Feb 08	74.6	-1.6	113.09	3.0	84.35	1.4	1,187,710	0.0	885,858	-1.6	100,178,114	1.4
Mar 08	74.9	-0.4	112.02	1.6	83.93	1.2	1,187,710	0.0	889,888	-0.4	99,684,328	1.2
Apr 08	75.1	-0.2	111.79	0.8	83.99	0.5	1,187,710	0.0	892,346	-0.2	99,751,520	0.5
May 08	75.1	0.2	111.45	0.1	83.70	0.2	1,187,710	0.0	891,977	0.2	99,412,100	0.2
Jun 08	74.7	0.2	111.31	0.7	83.20	0.9	1,187,710	0.0	887,761	0.2	98,814,268	0.9
Jul 08	75.1	0.9	111.49	0.4	83.77	1.4	1,187,710	0.0	892,482	0.9	99,499,659	1.4
Aug 08	75.0	0.9	111.13	0.0	83.38	0.9	1,187,710	0.0	891,189	0.9	99,034,073	0.9
Sep 08	75.0	1.4	110.77	-1.2	83.05	0.2	1,187,710	0.0	890,503	1.4	98,639,896	0.2
Oct 08	74.7	1.4	110.13	-2.1	82.27	-0.7	1,187,710	0.0	887,201	1.4	97,709,704	-0.7
Nov 08	74.8	1.9	109.50	-2.9	81.86	-1.0	1,187,710	0.0	887,825	1.9	97,221,249	-1.0
Dec 08	74.8	1.6	108.73	-4.0	81.32	-2.4	1,187,710	0.0	888,275	1.6	96,582,704	-2.4
Jan 09	74.1	-0.1	107.63	-5.0	79.75	-5.0	1,187,710	0.0	880,028	-0.1	94,718,825	-5.0
Feb 09	73.7	-1.2	106.83	-5.5	78.71	-6.7	1,187,710	0.0	875,099	-1.2	93,482,865	-6.7
Mar 09	73.4	-2.1	105.89	-5.5	77.69	-7.4	1,187,710	0.0	871,433	-2.1	92,275,372	-7.4
Apr 09	73.4	-2.3	104.70	-6.3	76.85	-8.5	1,187,710	0.0	871,819	-2.3	91,280,586	-8.5
May 09	73.2	-2.6	103.78	-6.9	75.94	-9.3	1,187,710	0.0	869,121	-2.6	90,193,103	-9.3
Jun 09	73.3	-2.0	102.76	-7.7	75.30	-9.5	1,187,710	0.0	870,385	-2.0	89,437,195	-9.5
Jul 09	73.0	-2.8	101.09	-9.3	73.82	-11.9	1,187,710	0.0	867,296	-2.8	87,677,963	-11.9
Aug 09	72.8	-2.9	100.29	-9.8	73.04	-12.4	1,187,710	0.0	865,045	-2.9	86,752,513	-12.4
Sep 09	72.9	-2.7	99.18	-10.5	72.32	-12.9	1,187,710	0.0	866,132	-2.7	85,900,141	-12.9
Oct 09	72.9	-2.3	97.47	-11.5	71.10	-13.6	1,187,710	0.0	866,370	-2.3	84,447,746	-13.6
Nov 09	72.9	-2.4	96.57	-11.8	70.43	-14.0	1,187,710	0.0	866,164	-2.4	83,646,083	-14.0
Dec 09	73.0	-2.3	96.04	-11.7	70.14	-13.7	1,187,710	0.0	867,425	-2.3	83,310,954	-13.7
Jan 10	73.6	-0.7	95.25	-11.5	70.08	-12.1	1,187,710	0.0	873,795	-0.7	83,228,830	-12.1
Feb 10	74.1	0.6	94.58	-11.5	70.13	-10.9	1,187,710	0.0	880,634	0.6	83,291,124	-10.9
Mar 10	74.5	1.6	94.37	-10.9	70.34	-9.5	1,187,710	0.0	885,292	1.6	83,541,021	-9.5
Apr 10	74.3	1.2	93.83	-10.4	69.69	-9.3	1,187,710	0.0	882,231	1.2	82,776,894	-9.3
May 10	74.6	2.0	93.57	-9.8	69.81	-8.1	1,187,710	0.0	886,147	2.0	82,916,286	-8.1
Jun 10	74.6	1.7	93.53	-9.0	69.74	-7.4	1,187,710	0.0	885,573	1.7	82,829,903	-7.4
Jul 10	74.7	2.3	93.75	-7.3	70.03	-5.1	1,187,710	0.0	887,250	2.3	83,180,864	-5.1
Aug 10	73.9	1.4	93.77	-6.5	69.27	-5.2	1,200,203	1.1	886,599	2.5	83,139,220	-4.2
Sep 10	73.8	1.2	94.00	-5.2	69.39	-4.1	1,212,293	2.1	894,842	3.3	84,117,747	-2.1

Tab 6 - Twelve Month Moving Average with Percent Change

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue	
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg
Oct 10	73.8	1.1	94.62	-2.9	69.80	-1.8	1,224,786	3.1	903,479	4.3	85,485,191	1.2
Nov 10	73.9	1.4	94.74	-1.9	70.04	-0.5	1,236,876	4.1	914,424	5.6	86,636,136	3.6
Dec 10	73.9	1.3	94.71	-1.4	70.03	-0.2	1,249,369	5.2	923,889	6.5	87,497,508	5.0
Jan 11	73.8	0.3	95.36	0.1	70.39	0.5	1,261,862	6.2	931,465	6.6	88,824,967	6.7
Feb 11	73.8	-0.4	95.72	1.2	70.69	0.8	1,273,146	7.2	940,180	6.8	89,993,105	8.0
Mar 11	73.8	-1.0	95.77	1.5	70.69	0.5	1,285,639	8.2	949,005	7.2	90,885,066	8.8
Apr 11	73.8	-0.7	96.18	2.5	70.96	1.8	1,297,729	9.3	957,347	8.5	92,080,363	11.2
May 11	73.6	-1.3	96.81	3.5	71.27	2.1	1,310,222	10.3	964,540	8.8	93,381,897	12.6
Jun 11	73.6	-1.2	97.09	3.8	71.49	2.5	1,322,312	11.3	973,633	9.9	94,528,048	14.1
Jul 11	73.1	-2.2	97.20	3.7	71.04	1.4	1,334,805	12.4	975,580	10.0	94,824,905	14.0
Aug 11	73.2	-0.9	97.66	4.1	71.46	3.2	1,334,805	11.2	976,725	10.2	95,384,651	14.7
Sep 11	72.7	-1.5	97.86	4.1	71.18	2.6	1,334,805	10.1	970,936	8.5	95,016,461	13.0
Oct 11	72.2	-2.1	97.86	3.4	70.68	1.3	1,334,805	9.0	964,024	6.7	94,341,049	10.4
Nov 11	71.6	-3.1	98.22	3.7	70.35	0.4	1,334,805	7.9	956,050	4.6	93,907,138	8.4
Dec 11	70.6	-4.5	98.56	4.1	69.57	-0.7	1,334,805	6.8	942,210	2.0	92,864,046	6.1
Jan 12	70.3	-4.7	98.79	3.6	69.47	-1.3	1,334,805	5.8	938,651	0.8	92,726,087	4.4
Feb 12	69.7	-5.6	98.80	3.2	68.84	-2.6	1,334,805	4.8	930,084	-1.1	91,889,272	2.1
Mar 12	69.5	-5.8	98.77	3.1	68.67	-2.9	1,334,805	3.8	927,997	-2.2	91,661,558	0.9

Smith Travel Research's Trend Report is a publication of Smith Travel Research and is intended solely for use by paid subscribers. Reproduction or distribution of the Trend Report, in whole or part, without written permission of Smith Travel Research is prohibited and subject to legal action. Site licenses are available. Ownership, distribution and use of the Trend Report and its contents are subject to the terms set forth in the contract you have entered into with Smith Travel Research. Source 2012 Smith Travel Research, Inc.

Tab 7 - Day of Week Analysis

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

Occupancy (%)								Total Month
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Apr - 11	59.9	81.9	89.8	87.9	79.3	80.7	73.8	78.9
May - 11	53.5	73.0	83.1	87.1	77.6	68.8	61.8	71.9
Jun - 11	53.5	75.9	86.1	85.3	80.9	78.4	68.7	76.0
Jul - 11	53.3	71.7	77.9	78.3	75.4	80.4	76.1	73.0
Aug - 11	54.3	69.1	74.3	70.3	68.0	60.7	63.4	66.3
Sep - 11	53.0	69.8	77.4	73.3	64.5	61.1	65.0	66.1
Oct - 11	51.0	68.9	79.0	80.9	75.2	69.1	61.0	68.4
Nov - 11	41.0	58.9	70.6	70.6	65.9	51.7	48.6	59.0
Dec - 11	38.2	52.3	57.5	54.0	54.4	51.7	57.9	52.5
Jan - 12	47.2	69.8	81.0	82.4	80.5	71.9	62.8	70.4
Feb - 12	50.8	73.6	80.5	82.3	75.5	74.1	67.6	72.4
Mar - 12	54.3	80.4	90.8	83.8	87.5	85.0	74.8	79.8
Total Year	50.9	70.4	78.8	77.9	73.6	69.7	65.5	69.5

Three Year Occupancy (%)								Total Year
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Apr 09 - Mar 10	57.4	76.3	83.2	81.7	78.0	75.6	69.5	74.5
Apr 10 - Mar 11	57.2	75.3	82.9	83.3	76.2	72.6	69.1	73.8
Apr 11 - Mar 12	50.9	70.4	78.8	77.9	73.6	69.7	65.5	69.5
Total 3 Yr	55.1	73.9	81.6	80.9	75.9	72.5	67.9	72.5

ADR								Total Month
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Apr - 11	96.02	108.54	110.87	108.96	104.81	90.82	86.69	100.76
May - 11	91.29	106.01	111.50	112.03	104.36	80.20	78.47	99.73
Jun - 11	90.42	103.41	106.65	106.20	100.41	83.64	80.69	97.22
Jul - 11	86.82	103.95	106.81	102.80	97.76	81.06	78.82	93.05
Aug - 11	93.72	103.50	108.33	109.31	99.90	83.34	81.12	98.71
Sep - 11	97.96	109.22	113.93	107.97	104.48	88.97	92.56	102.49
Oct - 11	93.92	106.63	112.04	111.35	103.58	86.41	82.39	100.08
Nov - 11	92.62	104.38	109.23	109.50	102.49	83.36	82.37	100.12
Dec - 11	89.57	98.49	101.53	97.11	91.07	80.00	79.81	90.45
Jan - 12	93.58	105.45	113.61	114.98	107.43	88.67	83.56	102.67
Feb - 12	91.04	106.19	111.70	110.81	102.98	82.38	83.08	99.68
Mar - 12	92.58	108.90	112.16	110.46	103.04	85.43	81.62	98.96
Total Year	92.46	105.60	110.14	108.81	102.01	84.75	82.55	98.77

Three Year ADR								Total Year
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Apr 09 - Mar 10	87.60	98.83	102.67	103.81	98.01	82.98	82.07	94.37
Apr 10 - Mar 11	88.18	100.33	105.85	106.59	99.20	83.07	81.37	95.77
Apr 11 - Mar 12	92.46	105.60	110.14	108.81	102.01	84.75	82.55	98.77
Total 3 Yr	89.38	101.60	106.29	106.45	99.77	83.61	81.99	96.33

RevPAR								Total Month
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Apr - 11	57.49	88.89	99.53	95.79	83.16	73.27	63.98	79.52
May - 11	48.80	77.37	92.61	97.53	80.93	55.21	48.51	71.70
Jun - 11	48.34	78.52	91.87	90.63	81.19	65.54	55.40	73.92
Jul - 11	46.27	74.56	83.23	80.44	73.75	65.14	59.98	67.90
Aug - 11	50.89	71.56	80.48	76.89	67.96	50.57	51.43	65.42
Sep - 11	51.93	76.22	88.13	79.11	67.40	54.36	60.15	67.70
Oct - 11	47.92	73.47	88.47	90.04	77.94	59.73	50.24	68.48
Nov - 11	37.94	61.47	77.09	77.25	67.49	43.11	40.04	59.06
Dec - 11	34.23	51.47	58.38	52.48	49.50	41.39	46.24	47.49
Jan - 12	44.21	73.59	92.01	94.72	86.53	63.79	52.52	72.23
Feb - 12	46.27	78.14	89.97	91.17	77.76	61.01	56.15	72.17
Mar - 12	50.23	87.55	101.85	92.56	90.12	72.63	61.04	78.96
Total Year	47.02	74.35	86.84	84.78	75.04	59.04	54.05	68.67

Three Year RevPAR								Total Year
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Apr 09 - Mar 10	50.28	75.37	85.46	84.77	76.49	62.71	57.00	70.34
Apr 10 - Mar 11	50.48	75.59	87.76	88.81	75.60	60.27	56.20	70.69
Apr 11 - Mar 12	47.02	74.35	86.84	84.78	75.04	59.04	54.05	68.67
Total 3 Yr	49.21	75.09	86.72	86.13	75.68	60.59	55.69	69.87

Smith Travel Research's Trend Report is a publication of Smith Travel Research and is intended solely for use by paid subscribers. Reproduction or distribution of the Trend Report, in whole or part, without written permission of Smith Travel Research is prohibited and subject to legal action. Site licenses are available. Ownership, distribution and use of the Trend Report and its contents are subject to the terms set forth in the contract you have entered into with Smith Travel Research. Source 2012 Smith Travel Research, Inc.

Tab 8 - Raw Data

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK

Created: May 03, 2012

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Jan 06	75.8		108.30		82.14		100,874		76,506		8,285,582		8	3,254	100.0
Feb 06	82.5		110.70		91.34		91,112		75,176		8,322,244		8	3,254	100.0
Mar 06	84.9		117.55		99.79		100,874		85,634		10,066,509		8	3,254	100.0
Apr 06	79.1		109.42		86.56		97,620		77,229		8,450,396		8	3,254	100.0
May 06	76.9		105.39		81.05		100,874		77,572		8,175,657		8	3,254	100.0
Jun 06	84.3		117.16		98.77		97,620		82,298		9,642,238		8	3,254	100.0
Jul 06	78.4		99.91		78.31		100,874		79,059		7,898,947		8	3,254	100.0
Aug 06	78.4		104.76		82.13		100,874		79,088		8,285,111		8	3,254	100.0
Sep 06	76.7		104.18		79.92		97,620		74,888		7,801,561		8	3,254	100.0
Oct 06	81.8		115.51		94.44		100,874		82,475		9,526,742		8	3,254	100.0
Nov 06	66.7		110.22		73.54		97,620		65,129		7,178,637		8	3,254	100.0
Dec 06	58.6		98.67		57.82		100,874		59,111		5,832,614		8	3,254	100.0
Jan 07	70.4	-7.2	114.71	5.9	80.77	-1.7	100,874	0.0	71,024	-7.2	8,147,142	-1.7	8	3,254	100.0
Feb 07	73.2	-11.2	116.86	5.6	85.60	-6.3	91,112	0.0	66,737	-11.2	7,798,856	-6.3	8	3,254	100.0
Mar 07	78.0	-8.1	123.76	5.3	96.54	-3.3	100,874	0.0	78,689	-8.1	9,738,319	-3.3	8	3,254	100.0
Apr 07	80.4	1.6	117.53	7.4	94.46	9.1	97,620	0.0	78,459	1.6	9,220,907	9.1	8	3,254	100.0
May 07	72.8	-5.3	110.46	4.8	80.44	-0.8	100,874	0.0	73,459	-5.3	8,114,266	-0.8	8	3,254	100.0
Jun 07	79.8	-5.4	107.95	-7.9	86.09	-12.8	97,620	0.0	77,854	-5.4	8,404,253	-12.8	8	3,254	100.0
Jul 07	76.8	-2.0	104.86	5.0	80.53	2.8	100,874	0.0	77,471	-2.0	8,123,572	2.8	8	3,254	100.0
Aug 07	77.5	-1.1	106.03	1.2	82.18	0.1	100,874	0.0	78,182	-1.1	8,289,430	0.1	8	3,254	100.0
Sep 07	71.3	-7.0	115.83	11.2	82.60	3.4	97,620	0.0	69,615	-7.0	8,063,366	3.4	8	3,254	100.0
Oct 07	78.2	-4.3	119.80	3.7	93.72	-0.8	100,874	0.0	78,915	-4.3	9,454,072	-0.8	8	3,254	100.0
Nov 07	62.8	-5.8	115.00	4.3	72.25	-1.8	97,620	0.0	61,331	-5.8	7,052,971	-1.8	8	3,254	100.0
Dec 07	61.6	5.2	105.16	6.6	64.82	12.1	100,874	0.0	62,182	5.2	6,538,799	12.1	8	3,254	100.0
Jan 08	76.9	9.3	115.25	0.5	88.68	9.8	100,874	0.0	77,617	9.3	8,945,530	9.8	8	3,254	100.0
Feb 08	79.1	8.0	114.21	-2.3	90.36	5.6	91,112	0.0	72,084	8.0	8,232,629	5.6	8	3,254	100.0
Mar 08	82.0	5.1	111.76	-9.7	91.64	-5.1	100,874	0.0	82,719	5.1	9,244,533	-5.1	8	3,254	100.0
Apr 08	82.9	3.1	114.79	-2.3	95.15	0.7	97,620	0.0	80,917	3.1	9,288,099	0.7	8	3,254	100.0
May 08	72.5	-0.5	106.37	-3.7	77.07	-4.2	100,874	0.0	73,090	-0.5	7,774,846	-4.2	8	3,254	100.0
Jun 08	75.4	-5.4	106.01	-1.8	79.97	-7.1	97,620	0.0	73,638	-5.4	7,806,421	-7.1	8	3,254	100.0
Jul 08	81.5	6.1	107.18	2.2	87.33	8.4	100,874	0.0	82,192	6.1	8,808,963	8.4	8	3,254	100.0
Aug 08	76.2	-1.7	101.76	-4.0	77.56	-5.6	100,874	0.0	76,889	-1.7	7,823,844	-5.6	8	3,254	100.0
Sep 08	70.6	-1.0	111.26	-3.9	78.56	-4.9	97,620	0.0	68,929	-1.0	7,669,189	-4.9	8	3,254	100.0
Oct 08	75.0	-4.2	112.73	-5.9	84.50	-9.8	100,874	0.0	75,613	-4.2	8,523,880	-9.8	8	3,254	100.0
Nov 08	63.5	1.0	105.96	-7.9	67.25	-6.9	97,620	0.0	61,955	1.0	6,564,516	-6.9	8	3,254	100.0
Dec 08	62.1	0.7	94.21	-10.4	58.49	-9.8	100,874	0.0	62,632	0.7	5,900,254	-9.8	8	3,254	100.0
Jan 09	68.8	-10.6	102.09	-11.4	70.20	-20.8	100,874	0.0	69,370	-10.6	7,081,651	-20.8	8	3,254	100.0
Feb 09	73.7	-6.8	104.19	-8.8	76.79	-15.0	91,112	0.0	67,155	-6.8	6,996,669	-15.0	8	3,254	100.0
Mar 09	78.4	-4.4	101.67	-9.0	79.67	-13.1	100,874	0.0	79,053	-4.4	8,037,040	-13.1	8	3,254	100.0
Apr 09	83.3	0.5	102.01	-11.1	84.96	-10.7	97,620	0.0	81,303	0.5	8,293,313	-10.7	8	3,254	100.0
May 09	69.8	-3.7	95.00	-10.7	66.29	-14.0	100,874	0.0	70,392	-3.7	6,687,363	-14.0	8	3,254	100.0
Jun 09	76.7	1.7	94.13	-11.2	72.22	-9.7	97,620	0.0	74,902	1.7	7,050,513	-9.7	8	3,254	100.0
Jul 09	78.4	-3.8	89.12	-16.8	69.89	-20.0	100,874	0.0	79,103	-3.8	7,049,731	-20.0	8	3,254	100.0
Aug 09	74.0	-2.9	92.42	-9.2	68.39	-11.8	100,874	0.0	74,638	-2.9	6,898,394	-11.8	8	3,254	100.0
Sep 09	71.7	1.6	97.36	-12.5	69.83	-11.1	97,620	0.0	70,016	1.6	6,816,817	-11.1	8	3,254	100.0
Oct 09	75.2	0.3	93.23	-17.3	70.10	-17.0	100,874	0.0	75,851	0.3	7,071,485	-17.0	8	3,254	100.0
Nov 09	63.3	-0.3	93.33	-11.9	59.03	-12.2	97,620	0.0	61,749	-0.3	5,762,853	-12.2	8	3,254	100.0
Dec 09	63.3	2.0	87.10	-7.5	55.17	-5.7	100,874	0.0	63,893	2.0	5,565,125	-5.7	8	3,254	100.0
Jan 10	75.1	9.2	92.42	-9.5	69.39	-1.2	100,874	0.0	75,740	9.2	6,999,527	-1.2	8	3,254	100.0

Tab 8 - Raw Data

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Feb 10	81.2	10.2	95.40	-8.4	77.48	0.9	91,112	0.0	73,994	10.2	7,058,963	0.9	8	3,254	100.0
Mar 10	83.0	5.9	98.99	-2.6	82.15	3.1	100,874	0.0	83,711	5.9	8,286,937	3.1	8	3,254	100.0
Apr 10	80.1	-3.8	96.23	-5.7	77.13	-9.2	97,620	0.0	78,242	-3.8	7,529,186	-9.2	8	3,254	100.0
May 10	73.7	5.6	91.87	-3.3	67.68	2.1	100,874	0.0	74,308	5.6	6,826,755	2.1	8	3,254	100.0
Jun 10	76.1	-0.8	93.69	-0.5	71.34	-1.2	97,620	0.0	74,328	-0.8	6,964,130	-1.2	8	3,254	100.0
Jul 10	80.1	2.1	91.62	2.8	73.37	5.0	100,874	0.0	80,780	2.1	7,400,692	5.0	8	3,254	100.0
Aug 10	65.3	-11.8	92.68	0.3	60.48	-11.6	113,367	12.4	73,987	-0.9	6,856,750	-0.6	9	3,657	100.0
Sep 10	71.3	-0.5	99.61	2.3	71.05	1.8	109,710	12.4	78,259	11.8	7,795,344	14.4	9	3,657	100.0
Oct 10	74.5	-0.9	99.88	7.1	74.44	6.2	113,367	12.4	84,488	11.4	8,438,929	19.3	9	3,657	100.0
Nov 10	66.3	4.8	95.11	1.9	63.02	6.8	109,710	12.4	72,694	17.7	6,913,798	20.0	9	3,657	100.0
Dec 10	64.7	2.2	87.60	0.6	56.69	2.8	113,367	12.4	73,358	14.8	6,426,497	15.5	9	3,657	100.0
Jan 11	73.5	-2.1	99.94	8.1	73.45	5.9	113,367	12.4	83,316	10.0	8,326,986	19.0	9	3,657	100.0
Feb 11	80.8	-0.5	99.47	4.3	80.35	3.7	102,396	12.4	82,709	11.8	8,227,101	16.5	9	3,657	100.0
Mar 11	81.6	-1.6	99.19	0.2	80.97	-1.4	113,367	12.4	92,536	10.5	9,178,898	10.8	9	3,657	100.0
Apr 11	78.9	-1.5	100.76	4.7	79.52	3.1	109,710	12.4	86,584	10.7	8,724,483	15.9	9	3,657	100.0
May 11	71.9	-2.4	99.73	8.6	71.70	5.9	113,367	12.4	81,501	9.7	8,128,289	19.1	9	3,657	100.0
Jun 11	76.0	-0.1	97.22	3.8	73.92	3.6	109,710	12.4	83,421	12.2	8,110,281	16.5	9	3,657	100.0
Jul 11	73.0	-8.9	93.05	1.6	67.90	-7.5	113,367	12.4	82,727	2.4	7,697,549	4.0	9	3,657	100.0
Aug 11	66.3	1.5	98.71	6.5	65.42	8.2	113,367	0.0	75,132	1.5	7,416,496	8.2	9	3,657	100.0
Sep 11	66.1	-7.4	102.49	2.9	67.70	-4.7	109,710	0.0	72,470	-7.4	7,427,154	-4.7	9	3,657	100.0
Oct 11	68.4	-8.2	100.08	0.2	68.48	-8.0	113,367	0.0	77,576	-8.2	7,763,517	-8.0	9	3,657	100.0
Nov 11	59.0	-11.0	100.12	5.3	59.06	-6.3	109,710	0.0	64,720	-11.0	6,479,887	-6.3	9	3,657	100.0
Dec 11	52.5	-18.9	90.45	3.2	47.49	-16.2	113,367	0.0	59,518	-18.9	5,383,405	-16.2	9	3,657	100.0
Jan 12	70.4	-4.3	102.67	2.7	72.23	-1.7	113,367	0.0	79,757	-4.3	8,189,027	-1.7	9	3,657	100.0
Feb 12	72.4	-10.4	99.68	0.2	72.17	-10.2	102,396	0.0	74,142	-10.4	7,390,286	-10.2	9	3,657	100.0
Mar 12	79.8	-2.3	98.96	-0.2	78.96	-2.5	113,367	0.0	90,449	-2.3	8,951,184	-2.5	9	3,657	100.0

Smith Travel Research's Trend Report is a publication of Smith Travel Research and is intended solely for use by paid subscribers. Reproduction or distribution of the Trend Report, in whole or part, without written permission of Smith Travel Research is prohibited and subject to legal action. Site licenses are available. Ownership, distribution and use of the Trend Report and its contents are subject to the terms set forth in the contract you have entered into with Smith Travel Research. Source 2012 Smith Travel Research, Inc.

Tab 9 - Classic

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Jan 06	75.8		108.30		82.14		100,874		76,506		8,285,582		8	3,254	100.0
Feb 06	82.5		110.70		91.34		91,112		75,176		8,322,244		8	3,254	100.0
Mar 06	84.9		117.55		99.79		100,874		85,634		10,066,509		8	3,254	100.0
Apr 06	79.1		109.42		86.56		97,620		77,229		8,450,396		8	3,254	100.0
May 06	76.9		105.39		81.05		100,874		77,572		8,175,657		8	3,254	100.0
Jun 06	84.3		117.16		98.77		97,620		82,298		9,642,238		8	3,254	100.0
Jul 06	78.4		99.91		78.31		100,874		79,059		7,898,947		8	3,254	100.0
Aug 06	78.4		104.76		82.13		100,874		79,088		8,285,111		8	3,254	100.0
Sep 06	76.7		104.18		79.92		97,620		74,888		7,801,561		8	3,254	100.0
Oct 06	81.8		115.51		94.44		100,874		82,475		9,526,742		8	3,254	100.0
Nov 06	66.7		110.22		73.54		97,620		65,129		7,178,637		8	3,254	100.0
Dec 06	58.6		98.67		57.82		100,874		59,111		5,832,614		8	3,254	100.0
Mar YTD 2006	81.0		112.40		91.08		292,860		237,316		26,674,335				
Total 2006	77.0		108.81		83.75		1,187,710		914,165		99,466,238				
Jan 07	70.4	-7.2	114.71	5.9	80.77	-1.7	100,874	0.0	71,024	-7.2	8,147,142	-1.7	8	3,254	100.0
Feb 07	73.2	-11.2	116.86	5.6	85.60	-6.3	91,112	0.0	66,737	-11.2	7,798,856	-6.3	8	3,254	100.0
Mar 07	78.0	-8.1	123.76	5.3	96.54	-3.3	100,874	0.0	78,689	-8.1	9,738,319	-3.3	8	3,254	100.0
Apr 07	80.4	1.6	117.53	7.4	94.46	9.1	97,620	0.0	78,459	1.6	9,220,907	9.1	8	3,254	100.0
May 07	72.8	-5.3	110.46	4.8	80.44	-0.8	100,874	0.0	73,459	-5.3	8,114,266	-0.8	8	3,254	100.0
Jun 07	79.8	-5.4	107.95	-7.9	86.09	-12.8	97,620	0.0	77,854	-5.4	8,404,253	-12.8	8	3,254	100.0
Jul 07	76.8	-2.0	104.86	5.0	80.53	2.8	100,874	0.0	77,471	-2.0	8,123,572	2.8	8	3,254	100.0
Aug 07	77.5	-1.1	106.03	1.2	82.18	0.1	100,874	0.0	78,182	-1.1	8,289,430	0.1	8	3,254	100.0
Sep 07	71.3	-7.0	115.83	11.2	82.60	3.4	97,620	0.0	69,615	-7.0	8,063,366	3.4	8	3,254	100.0
Oct 07	78.2	-4.3	119.80	3.7	93.72	-0.8	100,874	0.0	78,915	-4.3	9,454,072	-0.8	8	3,254	100.0
Nov 07	62.8	-5.8	115.00	4.3	72.25	-1.8	97,620	0.0	61,331	-5.8	7,052,971	-1.8	8	3,254	100.0
Dec 07	61.6	5.2	105.16	6.6	64.82	12.1	100,874	0.0	62,182	5.2	6,538,799	12.1	8	3,254	100.0
Mar YTD 2007	73.9	-8.8	118.66	5.6	87.70	-3.7	292,860	0.0	216,450	-8.8	25,684,317	-3.7			
Total 2007	73.6	-4.4	113.22	4.1	83.31	-0.5	1,187,710	0.0	873,918	-4.4	98,945,953	-0.5			
Jan 08	76.9	9.3	115.25	0.5	88.68	9.8	100,874	0.0	77,617	9.3	8,945,530	9.8	8	3,254	100.0
Feb 08	79.1	8.0	114.21	-2.3	90.36	5.6	91,112	0.0	72,084	8.0	8,232,629	5.6	8	3,254	100.0
Mar 08	82.0	5.1	111.76	-9.7	91.64	-5.1	100,874	0.0	82,719	5.1	9,244,533	-5.1	8	3,254	100.0
Apr 08	82.9	3.1	114.79	-2.3	95.15	0.7	97,620	0.0	80,917	3.1	9,288,099	0.7	8	3,254	100.0
May 08	72.5	-0.5	106.37	-3.7	77.07	-4.2	100,874	0.0	73,090	-0.5	7,774,846	-4.2	8	3,254	100.0
Jun 08	75.4	-5.4	106.01	-1.8	79.97	-7.1	97,620	0.0	73,638	-5.4	7,806,421	-7.1	8	3,254	100.0
Jul 08	81.5	6.1	107.18	2.2	87.33	8.4	100,874	0.0	82,192	6.1	8,808,963	8.4	8	3,254	100.0
Aug 08	76.2	-1.7	101.76	-4.0	77.56	-5.6	100,874	0.0	76,889	-1.7	7,823,844	-5.6	8	3,254	100.0
Sep 08	70.6	-1.0	111.26	-3.9	78.56	-4.9	97,620	0.0	68,929	-1.0	7,669,189	-4.9	8	3,254	100.0
Oct 08	75.0	-4.2	112.73	-5.9	84.50	-9.8	100,874	0.0	75,613	-4.2	8,523,880	-9.8	8	3,254	100.0
Nov 08	63.5	1.0	105.96	-7.9	67.25	-6.9	97,620	0.0	61,955	1.0	6,564,516	-6.9	8	3,254	100.0
Dec 08	62.1	0.7	94.21	-10.4	58.49	-9.8	100,874	0.0	62,632	0.7	5,900,254	-9.8	8	3,254	100.0
Mar YTD 2008	79.4	7.4	113.69	-4.2	90.22	2.9	292,860	0.0	232,420	7.4	26,422,692	2.9			
Total 2008	74.8	1.6	108.73	-4.0	81.32	-2.4	1,187,710	0.0	888,275	1.6	96,582,704	-2.4			
Jan 09	68.8	-10.6	102.09	-11.4	70.20	-20.8	100,874	0.0	69,370	-10.6	7,081,651	-20.8	8	3,254	100.0
Feb 09	73.7	-6.8	104.19	-8.8	76.79	-15.0	91,112	0.0	67,155	-6.8	6,996,669	-15.0	8	3,254	100.0
Mar 09	78.4	-4.4	101.67	-9.0	79.67	-13.1	100,874	0.0	79,053	-4.4	8,037,040	-13.1	8	3,254	100.0
Apr 09	83.3	0.5	102.01	-11.1	84.96	-10.7	97,620	0.0	81,303	0.5	8,293,313	-10.7	8	3,254	100.0
May 09	69.8	-3.7	95.00	-10.7	66.29	-14.0	100,874	0.0	70,392	-3.7	6,687,363	-14.0	8	3,254	100.0
Jun 09	76.7	1.7	94.13	-11.2	72.22	-9.7	97,620	0.0	74,902	1.7	7,050,513	-9.7	8	3,254	100.0
Jul 09	78.4	-3.8	89.12	-16.8	69.89	-20.0	100,874	0.0	79,103	-3.8	7,049,731	-20.0	8	3,254	100.0
Aug 09	74.0	-2.9	92.42	-9.2	68.39	-11.8	100,874	0.0	74,638	-2.9	6,898,394	-11.8	8	3,254	100.0
Sep 09	71.7	1.6	97.36	-12.5	69.83	-11.1	97,620	0.0	70,016	1.6	6,816,817	-11.1	8	3,254	100.0
Oct 09	75.2	0.3	93.23	-17.3	70.10	-17.0	100,874	0.0	75,851	0.3	7,071,485	-17.0	8	3,254	100.0
Nov 09	63.3	-0.3	93.33	-11.9	59.03	-12.2	97,620	0.0	61,749	-0.3	5,762,853	-12.2	8	3,254	100.0

Tab 9 - Classic

ATLANTA AIRPORT UPSCALE SET

Job Number: 420224_SADIM Staff: KK Created: May 03, 2012

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Dec 09	63.3	2.0	87.10	-7.5	55.17	-5.7	100,874	0.0	63,893	2.0	5,565,125	-5.7	8	3,254	100.0
Mar YTD 2009	73.6	-7.2	102.59	-9.8	75.52	-16.3	292,860	0.0	215,578	-7.2	22,115,360	-16.3			
Total 2009	73.0	-2.3	96.04	-11.7	70.14	-13.7	1,187,710	0.0	867,425	-2.3	83,310,954	-13.7			
Jan 10	75.1	9.2	92.42	-9.5	69.39	-1.2	100,874	0.0	75,740	9.2	6,999,527	-1.2	8	3,254	100.0
Feb 10	81.2	10.2	95.40	-8.4	77.48	0.9	91,112	0.0	73,994	10.2	7,058,963	0.9	8	3,254	100.0
Mar 10	83.0	5.9	98.99	-2.6	82.15	3.1	100,874	0.0	83,711	5.9	8,286,937	3.1	8	3,254	100.0
Apr 10	80.1	-3.8	96.23	-5.7	77.13	-9.2	97,620	0.0	78,242	-3.8	7,529,186	-9.2	8	3,254	100.0
May 10	73.7	5.6	91.87	-3.3	67.68	2.1	100,874	0.0	74,308	5.6	6,826,755	2.1	8	3,254	100.0
Jun 10	76.1	-0.8	93.69	-0.5	71.34	-1.2	97,620	0.0	74,328	-0.8	6,964,130	-1.2	8	3,254	100.0
Jul 10	80.1	2.1	91.62	2.8	73.37	5.0	100,874	0.0	80,780	2.1	7,400,692	5.0	8	3,254	100.0
Aug 10	65.3	-11.8	92.68	0.3	60.48	-11.6	113,367	12.4	73,987	-0.9	6,856,750	-0.6	9	3,657	100.0
Sep 10	71.3	-0.5	99.61	2.3	71.05	1.8	109,710	12.4	78,259	11.8	7,795,344	14.4	9	3,657	100.0
Oct 10	74.5	-0.9	99.88	7.1	74.44	6.2	113,367	12.4	84,488	11.4	8,438,929	19.3	9	3,657	100.0
Nov 10	66.3	4.8	95.11	1.9	63.02	6.8	109,710	12.4	72,694	17.7	6,913,798	20.0	9	3,657	100.0
Dec 10	64.7	2.2	87.60	0.6	56.69	2.8	113,367	12.4	73,358	14.8	6,426,497	15.5	9	3,657	100.0
Mar YTD 2010	79.7	8.3	95.72	-6.7	76.30	1.0	292,860	0.0	233,445	8.3	22,345,427	1.0			
Total 2010	73.9	1.3	94.71	-1.4	70.03	-0.2	1,249,369	5.2	923,889	6.5	87,497,508	5.0			
Jan 11	73.5	-2.1	99.94	8.1	73.45	5.9	113,367	12.4	83,316	10.0	8,326,986	19.0	9	3,657	100.0
Feb 11	80.8	-0.5	99.47	4.3	80.35	3.7	102,396	12.4	82,709	11.8	8,227,101	16.5	9	3,657	100.0
Mar 11	81.6	-1.6	99.19	0.2	80.97	-1.4	113,367	12.4	92,536	10.5	9,178,898	10.8	9	3,657	100.0
Apr 11	78.9	-1.5	100.76	4.7	79.52	3.1	109,710	12.4	86,584	10.7	8,724,483	15.9	9	3,657	100.0
May 11	71.9	-2.4	99.73	8.6	71.70	5.9	113,367	12.4	81,501	9.7	8,128,289	19.1	9	3,657	100.0
Jun 11	76.0	-0.1	97.22	3.8	73.92	3.6	109,710	12.4	83,421	12.2	8,110,281	16.5	9	3,657	100.0
Jul 11	73.0	-8.9	93.05	1.6	67.90	-7.5	113,367	12.4	82,727	2.4	7,697,549	4.0	9	3,657	100.0
Aug 11	66.3	1.5	98.71	6.5	65.42	8.2	113,367	0.0	75,132	1.5	7,416,496	8.2	9	3,657	100.0
Sep 11	66.1	-7.4	102.49	2.9	67.70	-4.7	109,710	0.0	72,470	-7.4	7,427,154	-4.7	9	3,657	100.0
Oct 11	68.4	-8.2	100.08	0.2	68.48	-8.0	113,367	0.0	77,576	-8.2	7,763,517	-8.0	9	3,657	100.0
Nov 11	59.0	-11.0	100.12	5.3	59.06	-6.3	109,710	0.0	64,720	-11.0	6,479,887	-6.3	9	3,657	100.0
Dec 11	52.5	-18.9	90.45	3.2	47.49	-16.2	113,367	0.0	59,518	-18.9	5,383,405	-16.2	9	3,657	100.0
Mar YTD 2011	78.6	-1.4	99.52	4.0	78.18	2.5	329,130	12.4	258,561	10.8	25,732,985	15.2			
Total 2011	70.6	-4.5	98.56	4.1	69.57	-0.7	1,334,805	6.8	942,210	2.0	92,864,046	6.1			
Jan 12	70.4	-4.3	102.67	2.7	72.23	-1.7	113,367	0.0	79,757	-4.3	8,189,027	-1.7	9	3,657	100.0
Feb 12	72.4	-10.4	99.68	0.2	72.17	-10.2	102,396	0.0	74,142	-10.4	7,390,286	-10.2	9	3,657	100.0
Mar 12	79.8	-2.3	98.96	-0.2	78.96	-2.5	113,367	0.0	90,449	-2.3	8,951,184	-2.5	9	3,657	100.0
Mar YTD 2012	74.2	-5.5	100.39	0.9	74.53	-4.7	329,130	0.0	244,348	-5.5	24,530,497	-4.7			

Smith Travel Research's Trend Report is a publication of Smith Travel Research and is intended solely for use by paid subscribers. Reproduction or distribution of the Trend Report, in whole or part, without written permission of Smith Travel Research is prohibited and subject to legal action. Site licenses are available. Ownership, distribution and use of the Trend Report and its contents are subject to the terms set forth in the contract you have entered into with Smith Travel Research. Source 2012 Smith Travel Research, Inc.

Methodology

While virtually every chain in the United States provides STR with data on almost all of their properties, there are still some hotels that don't submit data. But we've got you covered.

Every year we examine guidebook listings and hotel directories for information on hotels that don't provide us with data. We don't stop there. We call each hotel in our database every year to obtain "published" rates for multiple categories. Based on this information we group all hotels - those that report data and those that don't - into groupings based off of price level and geographic proximity. We then estimate the non-respondents based off of nearby hotels with similar price levels.

Similarly, we sometimes obtain monthly data from a property, but not daily data. We use a similar process. We take the monthly data that the property has provided, and distribute it to the individual days based on the revenue and demand distribution patterns of similar hotels in the same location.

We believe it imperative to perform this analysis in order to provide interested parties with our best estimate of total lodging demand and room revenue on their areas of interest. Armed with this information a more informed decision can be made.

Glossary

ADR (Average Daily Rate)

Room revenue divided by rooms sold, displayed as the average rental rate for a single room.

Affiliation Date

Date the property affiliated with current chain/flag

Census (Properties and Rooms)

The number of properties and rooms that exist within the selected property set or segment.

Change in Rooms

Indicator of whether or not an individual hotel has added or removed rooms from their inventory.

Exchange Rate

The factor used to convert revenue from U.S. Dollars to the local currency.

The exchange rate data is obtained from Oanda.com. Any aggregated number in the report (YTD, Running 3 month, Running 12 month) uses the exchange rate of each relative month when calculating the data.

Extended Historical Trend

Data on selected properties or segments starting in 2000.

Demand (Rooms Sold)

The number of rooms sold (excludes complimentary rooms).

Full Historical Trend

Data on selected properties or segments starting in 1987.

Occupancy

Rooms sold divided by rooms available. Occupancy is always displayed as a percentage of rooms occupied.

Open Date

Date the property opened as a lodging establishment.

Percent Change

Amount of growth, up, flat, or down from the same period last year (month, ytd, three months, twelve months). Calculated as $((TY-LY)/LY) * "100"$.

Revenue (Room Revenue)

Total room revenue generated from the sale or rental of rooms.

RevPAR (Revenue Per Available Room)

Room revenue divided by rooms available

Sample % (Rooms)

The % of rooms from which STR receives data. Calculated as $(\text{Sample Rooms}/\text{Census Rooms}) * "100"$.

Standard Historical Trend

Data on selected properties or segments starting in 2005.

STR Code

Smith Travel Research's proprietary numbering system. Each hotel in the lodging census has a unique STR code.

Supply (Rooms Available)

The number of rooms times the number of days in the period.

Twelve Month Moving Average

The value of any given month is computed by taking the value of that month and the values of the eleven preceding months, adding them together and dividing by twelve.

Year to Date

Tab 12 - Terms and Conditions

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

In consideration of the mutual promises contained herein and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Smith Travel Research, Inc. ("STR") and purchaser of this product ("Licensee") agree as follows:

1. LICENSE

1.1 Definitions.

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

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

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

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

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

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

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

reserved to STR.

2. DISCLAIMERS AND LIMITATIONS OF LIABILITY

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

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

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

3. MISCELLANEOUS

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

copies of the Licensed Materials and all other information relating thereto in Licensee's possession or control as of the such date. This provision shall survive indefinitely the expiration or termination of this Agreement for any reason.

or actions regarding or arising out of this Agreement shall be brought exclusively in a court of competent jurisdiction located in Nashville, Tennessee, and the parties expressly consent to personal jurisdiction thereof. The parties also expressly waive any objections to venue.

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

venture relationship.

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

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

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

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

the provisions of this Agreement, the successful or prevailing party or parties shall be entitled to recover reasonable attorneys' fees and other costs incurred in that action or proceeding, in addition to any other relief to which it or they may be entitled.

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

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

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

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

Appraiser Qualifications, License & Resume

CORPORATE OFFICE
122 W. Solomon Street
Griffin, Georgia 30224

MAILING ADDRESS:
P.O. Box 884
Griffin, Georgia 30224



PHONE
Local: (770) 227-4008
Toll Free: (866) 408-2812

FAX
Local: (770) 227-7329

REAL ESTATE APPRAISAL SERVICE · *Since 1971*

Ken A. Fletcher – Co-Owner/Chief Appraiser

Partial Client List

LENDING INSTITUTIONS:

United Bank	The Bank of Georgia
First National Bank of Griffin	Bank of Atlanta
State Bank of Georgia	Fidelity Bank
First Bank of Pike	United Community Bank
BB & T	Bank of Ozarks
Regions Bank	Charter Bank
Bank of Coweta	United Central Bank
Georgia Banking Company	Heritage Bank
Hamilton State Bank	Synovus Financial Corporation

ATTORNEYS:

Drew Whalen – Griffin, Ga	Allan Connell – Thomaston, Ga
Sam Sullivan – Griffin Ga	David Dunaway – Thomaston, Ga
Smith, Welch & Brittain – McDonough, Ga	Johnston, Owen, Bullard – Griffin, Ga
Dillard & Galloway – Atlanta, Ga	Hawkins & Parnell – Atlanta, Ga
The Bloom Law Firm – Atlanta, Ga	Alan Dodson – Griffin, Ga

ACCOUNTANTS:

Robinson, Whaley, Hammonds, & Allison – McDonough, Ga
Alton Knight – Griffin, Ga

Qualified as Valuation Expert Witness: Superior Court of Spalding, Lamar, Pike, Upson, Fayette, Henry, Cobb, Gwinnett, Troup & Fulton Counties. U.S. Bankruptcy Court – Atlanta, Newnan, & Savannah Ga . U.S. Tax Court, Atlanta, Ga

EDUCATION & WORK EXPERIENCE:

Graduate of The University of Georgia – 1970
Degree: BBA
Major: Real Estate & Urban Development
Licensed Real Estate Broker
State of Georgia Certified General Real Property Appraiser – No. 596

Experience in the following property types throughout GA, SC, NC, AL,:

<ul style="list-style-type: none">• Apartment Buildings & Complexes• Office & Retail Condominiums• Industrial Condominiums• Hotels and Motels• Industrial Buildings• Mixed-Use• Self-Storage Facilities• Shopping Centers (Regional/Community/Neighborhood)• Office Buildings• Retail Buildings• Subdivisions (Commercial, Residential, Industrial)• Mobile Home Parks• Vacant Land• Farms	<ul style="list-style-type: none">• Restaurants• Nursing Homes• Gasoline/Convenience Stores• Resort Property• Religious Facilities• School Facilities• Single-Family Residential• 2-4 Unit Multi-Family Residential <p>Special Purpose or Complex Property Types to include but not limited to:</p> <ul style="list-style-type: none">• Rock Quarries• Golf Courses• Hangars• Marinas• Car Washes
---	---

STATE OF GEORGIA REAL ESTATE APPRAISERS BOARD

KENNETH A FLETCHER

596

IS AUTHORIZED TO TRANSACT BUSINESS IN GEORGIA AS A
CERTIFIED GENERAL REAL PROPERTY APPRAISER

THE PRIVILEGE AND RESPONSIBILITIES OF THIS APPRAISER CLASSIFICATION SHALL CONTINUE IN EFFECT AS LONG AS THE APPRAISER PAYS REQUIRED APPRAISER FEES AND COMPLIES WITH ALL OTHER REQUIREMENTS OF THE OFFICIAL CODE OF GEORGIA ANNOTATED, CHAPTER 43-39-A. THE APPRAISER IS SOLELY RESPONSIBLE FOR THE PAYMENT OF ALL FEES ON A TIMELY BASIS.

CHARLES B. BRAMLETT
Chairperson

WILLIAM R. COLEMAN, JR.
D. SCOTT MURPHY
MARILYN R. WATTS

SANDRA MCALISTER WINTER
Vice Chairperson

40317117

KENNETH A FLETCHER

596
Status **ACTIVE**

**CERTIFIED GENERAL REAL PROPERTY
APPRAISER**

THIS LICENSE EXPIRES IF YOU FAIL TO PAY RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY REQUIRED EDUCATION IN A TIMELY MANNER.

State of Georgia
Real Estate Commission
Suite 1000 - International Tower
229 Peachtree Street, N.E.
Atlanta, GA 30303-1605

ORIGINALLY LICENSED

06/15/1991

**END OF RENEWAL
08/31/2012**



WILLIAM L. ROGERS, JR.
Real Estate Commissioner

40317117

KENNETH A FLETCHER

596
Status **ACTIVE**

**CERTIFIED GENERAL REAL PROPERTY
APPRAISER**

THIS LICENSE EXPIRES IF YOU FAIL TO PAY RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY REQUIRED EDUCATION IN A TIMELY MANNER.

State of Georgia
Real Estate Commission
Suite 1000 - International Tower
229 Peachtree Street, N.E.
Atlanta, GA 30303-1605



WILLIAM L. ROGERS, JR.
Real Estate Commissioner

40317117

CORPORATE OFFICE

122 W. Solomon Street
Griffin, Georgia 30224

MAILING ADDRESS:

P.O. Box 884
Griffin, Georgia 30224

**PHONE**

Local: (770) 227-4008
Toll Free: (866) 408-2812

FAX

Local: (770) 227-7328

REAL ESTATE APPRAISAL SERVICE *Since 1971*

QUALIFICATIONS OF TALANI M CASARIEGO CG# 215510 (GA)

Education:

B. A., (Cum Laude) Kennesaw State University, Kennesaw, Georgia.

Courses & Seminars:

Completed the following courses offered by the Appraisal Institute:

- Uniform Standards of Professional Appraisal Practice and Applications A & B (23 hours total),
- Basic Income Capitalization (39 hours),
- Advanced Income Capitalization (39 hours) and
- Market Analysis and Highest and Best Use (39 hours)
- Advanced Sales Comparison and Cost Approaches (39 hours)
- Report Writing (39 hours)
- Apartment Appraisal: Concepts and Applications (14 hours)
- Real Estate Finance, Statistics and Valuation Modeling 5/2005
- Evaluating Commercial Construction 10/2006
- 7-Hour National USPAP Equivalent 12/2007
- Appraising Distressed Commercial Real Estate 11/2008
- The Art of Appraising in a Recession 4/2009
- Advanced Applications 9/2009

Completed and received credit for the following courses offered at Barney Fletcher Enterprises:

- Appraisal Methods (30 hours),
- Appraisal Law and Theory (30 hours),
- Fannie Mae Guidelines (15 hours) and
- Uniform Standards of Professional Appraisal Practice and Applications (15 hours)

Professional Organizations & Certifications:

- City of Pine Lake Architectural Review Board, Co-Chair 2008-2010
- Active in the Atlanta Area Chapter of the Appraisal Institute since May 2000.
- Chairperson of the 2004 & 2005 Associate Membership Committee
- Downtown Development Authority, Alternate 2009-2010 City of Pine Lake, GA
- Associate Member of the Appraisal Institute

Experience:

Assisting in the preparation of appraisal reports for banks, corporations and State, Federal and local government agencies in Georgia. Assignments include research on industrial, commercial and residential properties including office buildings, apartments, fast food restaurants, car dealership, golf course and all types of vacant acreage. Engaged as a full time real property appraiser since 2000.

STATE OF GEORGIA REAL ESTATE APPRAISERS BOARD

TALANI MARIA CASARIEGO

215510

IS AUTHORIZED TO TRANSACT BUSINESS IN GEORGIA AS A
CERTIFIED GENERAL REAL PROPERTY APPRAISER

THE PRIVILEGE AND RESPONSIBILITIES OF THIS APPRAISER CLASSIFICATION SHALL CONTINUE IN EFFECT AS LONG AS THE APPRAISER PAYS REQUIRED APPRAISER FEES AND COMPLIES WITH ALL OTHER REQUIREMENTS OF THE OFFICIAL CODE OF GEORGIA ANNOTATED, CHAPTER 43-39-A. THE APPRAISER IS SOLELY RESPONSIBLE FOR THE PAYMENT OF ALL FEES ON A TIMELY BASIS.

CHARLES B. BRAMLETT
Chairperson

WILLIAM R. COLEMAN, JR.
D. SCOTT MURPHY
MARILYN R. WATTS

SANDRA MCALISTER WINTER
Vice Chairperson

10174755

TALANI MARIA CASARIEGO

215510
Status ACTIVE

CERTIFIED GENERAL REAL PROPERTY APPRAISER

THIS LICENSE EXPIRES IF YOU FAIL TO PAY RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY REQUIRED EDUCATION IN A TIMELY MANNER.

State of Georgia
Real Estate Commission
Suite 1000 - International Tower
229 Peachtree Street, N.E.
Atlanta, GA 30303-1605

ORIGINALLY LICENSED

01/13/2000

END OF RENEWAL
01/31/2013



WILLIAM L. ROGERS, JR.
Real Estate Commissioner

10174755

TALANI MARIA CASARIEGO

215510
Status ACTIVE

CERTIFIED GENERAL REAL PROPERTY APPRAISER

THIS LICENSE EXPIRES IF YOU FAIL TO PAY RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY REQUIRED EDUCATION IN A TIMELY MANNER.

State of Georgia
Real Estate Commission
Suite 1000 - International Tower
229 Peachtree Street, N.E.
Atlanta, GA 30303-1605



WILLIAM L. ROGERS, JR.
Real Estate Commissioner

10174755