



ONONDAGA COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

335 MONTGOMERY STREET, FLOOR 2M, SYRACUSE, NY 13202
315.435.3770 • ECONOMICDEVELOPMENT@ONGOV.NET • ONGOVED.COM

Regular Meeting Agenda
July 17, 2025

Call to Order the Regular Meeting of the Agency

- A. Approval of Regular Meeting Minutes: June 12, 2025
- B. Approval of Special Meeting Minutes: June 25, 2025
- C. Treasurer's Report
- D. Payment of Bills
- E. Conflict of Interest

Action Items:

1. Liverpool Lodging Ventures LLC (Project #3101-25-01A) Second Meeting

Liverpool Lodging Ventures LLC is proposing to construct a 103,673 sq. ft. dual-branded Marriott hotel, consisting of a Fairfield Inn & Suites and a Residence Inn, located in the town of Clay. The hotel will feature approximately 162 rooms and serve a diverse range of guests and extended-stay visitors.

Agency Action Requested:

- a. A resolution of the Board to authorize adoption of SEQRA determination.
- b. A resolution of the Board authorizing the financial assistance the Agency will provide.
Agency benefits requested include exemptions from certain real property taxes, real estate transfer taxes, sales and use taxes and mortgage recording taxes.

Representative: Hemant Patel

2. Fayette Manlius, LLC (Project #3101-22-01A) Modification Meeting

Fayette Manlius, LLC is requesting an extension of the termination date of their sales and use tax exemption.

Agency Action Requested:

- a. A resolution of the Board authorizing an extension of the sales and use tax exemption.

Representative: Anthony Gizzie

3. Tracey Road Equipment, Inc. (3101-20-03B) Modification Meeting

Tracey Road Equipment, Inc. has requested the execution and delivery of a mortgage and related documents with respect to a refinancing.

Agency Action Requested:

- a. A resolution of the Board ratifying the execution and delivery of documents.

Representative: Robert Petrovich, Executive Director

4. Active Project Review

Annual assessments of projects as required by General Municipal Law Section 874(12).

- Empire Polymer Solutions LLC (3101-20-12A) annual assessment

Agency Action Requested:

- a. A resolution of the Board determining no recapture and authorizing the execution and delivery of an amendment to Project Agreement in connection with a certain project for Empire Polymer Solutions LLC.

Representative: Alexis Rodriguez, Secretary

Adjourn



**Regular Meeting Minutes
June 12, 2025**

A regular meeting of the Onondaga County Industrial Development Agency was held on Thursday, June 12, 2025, at 335 Montgomery Street, Floor 2M, Syracuse, New York.

Patrick Hogan called the meeting to order at 8:34 AM with the following in attendance:

PRESENT:

Patrick Hogan
Janice Herzog
Elizabeth Dreyfuss
Cydney Johnson

ABSENT:

Fanny Villarreal
Garard Grannell
Susan Stanczyk

ALSO PRESENT:

Robert Petrovich, Executive Director
Nate Stevens, Treasurer
Alexis Rodriguez, Secretary
Robert Schoeneck, Assistant Treasurer
Evan Carter, Assistant Secretary
Jeffrey Davis, Esq., Agency Counsel
Amanda Fitzgerald, Esq., Agency Counsel
Christopher Andreucci, Agency Conflict Counsel (via Zoom)
Grazi Zazzara, Paradise Companies 10, LLC

Approval of Meeting Minutes: May 8, 2025

Upon motion by Janice Herzog, seconded by Cydney Johnson, the Board approved the regular meeting minutes of May 8, 2025. Motion was carried.

Treasurer's Report:

Nate Stevens gave a brief overview of the Treasurer's Report for the month of May 2025.

Upon motion by Janice Herzog, seconded by Elizabeth Dreyfuss, the Board approved the Treasurer's Report for the month of May 2025. Motion was carried.

Payment of Bills:

Nate Stevens gave a brief overview of the Payment of Bills.

Upon motion by Janice Herzog, seconded by Elizabeth Dreyfuss, the Board approved the Payment of Bills. Motion was carried.

Action Items:

1. Paradise Companies 10, LLC (Project #3101-24-05A) Second Meeting

Paradise Companies 10, LLC is proposing to demolish the existing dilapidated building located at 111 and 117 East Seneca Street in the Town of Manlius and construct an approximately 14,520 square foot mixed-use building in its place. The new building will contain approximately 13 residential units and a small commercial space. The applicant is requesting exemptions from certain sales and use taxes, real property taxes, real estate transfer taxes and mortgage recording taxes.

Grazi Zazzara stated that the project had been held up due to Village approvals and SEQR. He advised that all approvals for the project have now been met.

Patrick Hogan noted that this is a great project considering the housing situation that's happening in Central New York.

In response to a statement by the Board, Zazzara pointed out that the building had been vacant for 15 months prior to this project.

Alexis Rodriguez noted that when their original application came before the Board in September 2024, the project costs were different. The total project costs have increased by \$390,500, which increased the mortgage recording tax exemption by roughly \$1,800 and the sales and use tax exemption by roughly \$20,000.

Amanda Fitzgerald noted that the increase came after the public hearing, but since the increase is less than \$100,000, there was no need to conduct another public hearing.

Fitzgerald noted that for SEQR the Village Planning Board classified the project as a Type I Action, so today the Board is ratifying and affirming that Type I Action with a negative declaration.

Patrick Hogan read the Agency Action Requested of "A resolution of the Board to authorize adoption of SEQR determination." Motion was made by Janice Herzog, seconded by Elizabeth Dreyfuss. Motion was carried.

Patrick Hogan read the Agency Action Requested of “A resolution of the Board authorizing the financial assistance the Agency will provide. Agency benefits requested include exemptions from certain real property taxes, real estate transfer taxes, sales and use taxes and mortgage recording taxes.” Motion was made by Janice Herzog, seconded by Cydney Johnson. Motion was carried.

2. Liverpool Lodging Ventures LLC (Project #3101-25-01A)

Liverpool Lodging Ventures LLC is proposing to construct an approximately 103,673 sq. ft. dual-branded Marriott hotel, consisting of a Fairfield Inn & Suites and a Residence Inn, located in the town of Clay. The hotel will feature approximately 162 rooms and serve a diverse range of guests and extended-stay visitors.

Jeffrey Davis explained that the request before the Board is to declare the Agency’s intent to be lead Agency under SEQR. SEQR had been done at the local level by the Town, but the project was not listed as a Type I Action, and it was not done as a coordinated review. Due to this, the Agency needs to conduct their own SEQR. The Agency has received the information from the Applicant. The Agency now needs to go through the process of declaring this a Type I Action and sending out the notice letters of lead Agency letters, which will primarily go to the DEC and the County Planning Department. Once this process has been done, the Board will be in a position at a later meeting to act on SEQR.

Patrick Hogan read the Agency Action Requested of “A resolution of the Board declaring the project a Type I action under SEQRA and the Agency’s intent to be Lead Agency for a coordinated environmental review.” Motion was made by Elizabeth Dreyfuss and seconded by Janice Herzog. Motion was carried.

3. Upstate Pathology Lab Ownership, LLC (Project #3101-24-07A) – Project Update

Alexis Rodriguez noted to the Board that the project benefits were approved at the April 2025 meeting, but since then, there has been a change in project costs. The project costs have increased by \$3 million, due to an increase in the Applicant’s mortgage, which has made the mortgage recording tax exemption increase by \$21,750. The Agency consulted with counsel regarding this, and they advised that this is an immaterial change, as it doesn’t affect the Cost Benefit Analysis that the Board originally approved. Moreso, the project is still showing net public benefits, therefore the Board’s original approval is sufficient.

4. Old Thompson Road, LLC (Project #3101-17-04B)

Old Thompson Road, LLC has requested the execution and delivery of a mortgage and related documents with respect to a refinancing.

Amanda Fitzgerald noted that the project has a current PILOT with OCIDA. Fitzgerald stated that the project is refinancing, and being that OCIDA is in title because of the straight lease transaction documents, the request of the Board is to authorize Robert Petrovich to enter into



the lender documents. The documents will have the appropriate hold harmless and indemnification provisions that are always required.

Patrick Hogan read the Agency Action Requested of “A resolution of the Board authorizing execution and delivery of documents.” A motion was made by Cydney Johnson and seconded by Elizabeth Dreyfuss. Motion was carried.

Motion to adjourn was made by Elizabeth Dreyfuss and seconded by Janice Herzog at 8:42 AM.

Alexis Rodriguez, Secretary



Special Meeting Minutes
June 25, 2025

A special meeting of the Onondaga County Industrial Development Agency was held on Wednesday, June 25, 2025, at 335 Montgomery Street, Floor 2M, Syracuse, New York.

Patrick Hogan called the meeting to order at 8:31 AM with the following in attendance:

PRESENT:

Patrick Hogan
Susan Stanczyk
Elizabeth Dreyfuss
Fanny Villarreal
Cydney Johnson

ABSENT:

Janice Herzog
Garard Grannell

ALSO PRESENT:

Robert M. Petrovich, Executive Director
Nathaniel Stevens, Treasurer
Alexis Rodriguez, Secretary
Robert Schoeneck, Assistant Treasurer
Evan Carter, Assistant Secretary
Jeffrey Davis, Esq., Agency Counsel
Amanda Fitzgerald, Esq., Agency Counsel
Yvonne Hennessey, Esq., Agency Counsel

Action Items:

1. Micron New York Semiconductor Manufacturing LLC (Project #3101-23-07A)

Jeffrey Davis noted that Micron New York Semiconductor Manufacturing LLC submitted an application in 2023. Included in that application was a full EAF that described the proposed Micron project. The Agency adopted a resolution on July 20, 2023, declaring the project a Type I Action, establishing itself as Lead Agency. This commenced an Environmental Impact Statement (EIS) process to assess the impacts and possible mitigation to explore alternatives to avoid or reduce those impacts. The Agency adopted a final scoping document that was made available to the public and all interested and involved agencies. The Agency



held a public scoping session and public hearing, which ultimately culminated in a final scoping document.

This Agency, with the assistance of Micron and its consultants, and the CHIPS Program Office (CPO), has jointly prepared a Draft Environmental Impact Statement (Draft EIS) to evaluate the potential environmental effects of the proposed Micron project as required under the National Environmental Policy Act (NEPA) and the State Environmental Quality Review Act (SEQRA).

During the development of the Draft EIS, the Agency regularly consulted with other SEQRA involved and interested agencies, including but not limited to, the New York State Department of Environmental Conservation and the New York State Department of Transportation, to ensure that all environmental impacts were identified and fully evaluated in the Draft EIS. At the same time, CPO regularly consulted with NEPA participating and coordinating agencies, including but not limited to, the Environmental Protection Agency and the U.S. Army Corps of Engineers.

The Agency created a working group to understand and evaluate the proposed Micron project and all potentially significant environmental impacts, including available avoidance, mitigation, and minimization measures, as well as to consider a preliminary draft of the Draft EIS. During the months of May and June of 2025, Agency staff held numerous working group sessions during which the Agency's counsel and consultants discussed each environmental resource area evaluated in the Draft EIS and addressed all questions. Whereas the Agency has completed its preliminary review of the Draft EIS and has analyzed the Draft EIS for compliance with applicable SEQRA regulations.

J. Davis advised that the resolution that is put before the Board for consideration involves the Agency confirming its status as SEQRA Lead Agency concerning the coordinated environmental review of the proposed Micron project. The Agency is determining and finds that the Draft EIS, dated June 2025, is complete for commencement of the public review, pursuant to SEQRA. Based upon the degree of interest in the proposed Micron project, and identification of significant adverse environmental impacts, the Agency determines and finds that it's appropriate to conduct a public hearing concerning the proposed Micron project. The Agency hereby adopts a notice of completion of the Draft EIS and notice of public hearing, defined as notice of completion, concerning the proposed Micron project.

The public comment period concerning the Draft EIS shall commence upon the filing and circulation of a notice of completion pursuant to the requirements of SEQRA. The public comment period will remain open until August 11, 2025. Public hearings shall be held on Thursday, July 24, 2025, from 10:00 AM to 1:00 PM, 2:00 PM to 5:00 PM, and 6:00 PM to 9:00 PM at the Liverpool High School auditorium, located at 4338 Wetzel Road, Liverpool, New York.



The Agency shall arrange for filing and distribution of a notice of completion and the Draft EIS pursuant to the requirements of SEQRA. Copies of the Draft EIS and notice of completion, as well as a copy of this resolution, will be placed in the Agency's office and available for public inspection during regular business hours. Copies of the Draft EIS will also be available in the Onondaga County Public Library, the Town of Clay Town Hall, and the Town of Cicero Municipal Offices.

Patrick Hogan read the Agency action requested, "A resolution of the Board determining, pursuant to the State Environmental Quality Review Act (SEQRA), that the Draft Environmental Impact Statement (Draft EIS) prepared for the Micron New York Semiconductor Manufacturing LLC Project is adequate for commencement of public review, setting a date and times for public hearings, and authorizing the filing and distribution of the Notice of Completion of the Draft EIS pursuant to the requirements of SEQRA." Motion was made by Susan Stanczyk and seconded by Elizabeth Dreyfuss. Motion was carried.

Motion to adjourn was made by Susan Stanczyk and seconded by Elizabeth Dreyfuss at 8:38 AM.

Alexis Rodriguez, Secretary

ONONDAGA COUNTY
 INDUSTRIAL DEVELOPMENT AGENCY

June 30, 2025

Revenue / Expense / Income	Current Period	Current YTD
Operating/Non-Op Revenue	146,913	2,440,448
Administrative Expense	52,627	308,499
Operating/Program Expense	499,184	846,772
Net Ordinary Income	(404,898)	1,285,176

Current Assets	Current YTD
Total Cash	9,645,562
Less Pass Through Received	571,810
Net Cash	9,073,752

Onondaga County Industrial Development Agency

Profit and Loss

June 2025

	TOTAL
Income	
500 Operating Revenue	
2116 Fees	
2116.1 Agency Fees	2,500.00
2116.3 WPCP Agency Fee	111,111.11
Total 2116 Fees	113,611.11
2410 Lease Income	1,224.30
Total 500 Operating Revenue	114,835.41
501 Non-Operating Revenue	
2401 Interest Income	32,077.79
Total 501 Non-Operating Revenue	32,077.79
534 Pilot & Pass Thru Revenue	
528.003 OHB Redev LLC Funds Pass Thru	11,128.75
529 PILOT Income	295,460.13
Total 534 Pilot & Pass Thru Revenue	306,588.88
550 WPCP Pass Thru Revenue	306,565.66
Total Income	\$760,067.74
GROSS PROFIT	\$760,067.74
Expenses	
6400 Operating Expense	
6401 Insurance	1,614.19
6404 Audit	15,000.00
6406 Other Professional Services	
6406.50 Consulting Services	3,000.00
Total 6406 Other Professional Services	3,000.00
6407 Administrative Expense	52,627.02
6409 Conference Attendance	712.24
6410 Office Expense	1,656.78
6414 Marketing	1,100.00
Total 6400 Operating Expense	75,710.23
6440 Legal Fees	
6450 Barclay Damon	
6460 IDA General Legal	5,472.12
Total 6450 Barclay Damon	5,472.12
Total 6440 Legal Fees	5,472.12
6500 Agency Program Expenses	
6510 White Pine Commerce Park	
6510.7 WPCP Marketing	2,916.93
Total 6510 White Pine Commerce Park	2,916.93

Onondaga County Industrial Development Agency

Profit and Loss

June 2025

	TOTAL
6530 800 Hiawatha Blvd. West	
6530.3 Engineering	6,479.50
Total 6530 800 Hiawatha Blvd. West	6,479.50
Total 6500 Agency Program Expenses	9,396.43
6514 White Pine Science & Technology Park	
6514.1 Legal	8,013.95
6514.2 Engineering	3,328.75
6514.3 Property Maintenance	600.00
6514.4 Land	449,289.92
Total 6514 White Pine Science & Technology Park	461,232.62
6600 Non-Operating Expenses	
6605 Pilot & Pass Thru Expenses	
6606 OHB Redev LLC Funds Pass Thru	11,128.75
Total 6605 Pilot & Pass Thru Expenses	11,128.75
Total 6600 Non-Operating Expenses	11,128.75
6610 WPCP Pass Thru Expenses	
6610.1 Barclay Damon	177,777.78
6610.2 JMT	128,787.88
Total 6610 WPCP Pass Thru Expenses	306,565.66
Total Expenses	\$869,505.81
NET OPERATING INCOME	\$ -109,438.07
NET INCOME	\$ -109,438.07

Onondaga County Industrial Development Agency

Balance Sheet As of June 30, 2025

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
200 Cash	0.00
200.5 NBT Checking	1,852,066.59
Total 200 Cash	1,852,066.59
200.6 NBT Savings	8,290,960.04
Total Bank Accounts	\$10,143,026.63
Accounts Receivable	
380 Accounts Rec.	
380.6 A/R Fees, Lease & PILOT	1,987,070.22
Total 380 Accounts Rec.	1,987,070.22
Total Accounts Receivable	\$1,987,070.22
Other Current Assets	
480 Prepaid Expenses	
480.4 Credit Balance on Card	-1,473.67
Total 480 Prepaid Expenses	-1,473.67
Total Other Current Assets	\$ -1,473.67
Total Current Assets	\$12,128,623.18
Fixed Assets	
100 Land	
101 White Pines Commerce Park	-0.27
101.3 Engineering Services	0.00
101.4 Environmental/Demo Services	110.00
Total 101.3 Engineering Services	110.00
Total 101 White Pines Commerce Park	109.73
107 800 Hiawatha	604,840.42
108 White Pine Science & Technology Park	2,140,557.00
Total 100 Land	2,745,507.15
104 Machinery & Equipment	
104.1 Office Furniture	1,429.00
104.2 Equipment	4,589.00
Total 104 Machinery & Equipment	6,018.00
211 A/D Office Furniture	-6,018.00
250 Investment in Real Property	30,756,703.00
Total Fixed Assets	\$33,502,210.15
Other Assets	
240 Blue Sky Redevelopment	1,641.76
Total Other Assets	\$1,641.76
TOTAL ASSETS	\$45,632,475.09

Onondaga County Industrial Development Agency

Balance Sheet

As of June 30, 2025

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
300 WPCP Pass Thru Payable	919,696.18
Total Accounts Payable	\$919,696.18
Other Current Liabilities	
600 Accounts Payable	0.00
600.1 Due to Related Party - OED	308,499.25
600.204 OHB Redev LLC Funds	497,464.48
600.209 Syracuse Rail Overpayment	500.00
600.3 Onondaga County Loan	28,079,656.77
600.31 Accrued Interest - OC Note Payable	3,095,059.00
Total 600.3 Onondaga County Loan	31,174,715.77
Total 600 Accounts Payable	31,981,179.50
601 PILOT and Pass Thru Payable	
603 PILOT Pass Thru	0.10
Total 601 PILOT and Pass Thru Payable	0.10
631 Due to Other Governments	
631.1 Towns	
631.155 Skaneateles	0.10
Total 631.1 Towns	0.10
631.4 Onondaga County	-0.01
Total 631 Due to Other Governments	0.09
Total Other Current Liabilities	\$31,981,179.69
Total Current Liabilities	\$32,900,875.87
Total Liabilities	\$32,900,875.87
Equity	
3900 Equity Unreserved	8,432,294.51
3901 Equity-Investment Fixed Assets	2,345,838.63
463 Reserve For Contracts	368,811.84
465 Equity - Unreserved	4,017.16
Net Income	1,580,637.08
Total Equity	\$12,731,599.22
TOTAL LIABILITIES AND EQUITY	\$45,632,475.09

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PAYMENT OF BILLS - SCHEDULE #507
July 17, 2025

GENERAL EXPENSES

1.	<u>LIVERPOOL SCHOOL DISTRICT*</u> Auditorium Rental	\$	2,400.00
2.	<u>BARCLAY DAMON</u> May 2025 Legal Costs	\$	177,777.78
3.	<u>JMT OF NEW YORK, LLP</u> May 2025 Engineering Costs	\$	128,787.88
4.	<u>JMT OF NEW YORK, LLP</u> Roth Steel - Invoice #2-106151	\$	3,051.50
5.	<u>JMT OF NEW YORK, LLP</u> Roth Steel - Invoice #41-106153	\$	235.50
6.	<u>LOVELL AND ASSOCIATES</u> June 2025 Consulting	\$	3,000.00
7.	<u>BARCLAY DAMON</u> Retained Corporate & Public Finance Matters, Inv#5342461	\$	600.00
8.	<u>BARCLAY DAMON</u> WPSTP Inv#5344941	\$	1,190.00
9.	<u>BARCLAY DAMON</u> OHB Redev, Inv#5342667	\$	22,416.75
10.	<u>BARCLAY DAMON</u> Sevigne v. OCIDA, Inv#5342462	\$	237.00
11.	<u>DUSTY'S OUTDOOR SERVICE</u> Brewerton Rd - Property Maint	\$	600.00

12.	<u>COMMISSIONER OF FINANCE</u>	\$	3,079.17
	Roth Steel 2024 Taxes		
13.	<u>NYS ECONOMIC DEVELOPMENT COUNCIL</u>	\$	1,725.00
	Conference Attendance		
14.	<u>BARCLAY DAMON</u>	\$	720.00
	Roth Steel - Invoice #5344939		
15.	<u>ONONDAGA CIVIC DEVELOPMENT CORPORATION</u>	\$	571.50
	Toshiba Reimbursement, Inv#1181		
Total:		\$	346,392.08

*Ratification of check dated 7/15/2025

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PAYMENT OF BILLS - SCHEDULE #507
July 17, 2025

PILOT Payments

1.	<u>ONONDAGA COUNTY</u>	\$	82,574.00
	Syracuse Apartments 2025 PILOT Payments		
2.	<u>CITY OF SYRACUSE</u>	\$	63,586.00
	Syracuse Apartments 2025 PILOT Payments		
3.	<u>SYRACUSE CITY SCHOOL DISTRICT</u>	\$	119,084.00
	Syracuse Apartments 2025 PILOT Payments		
4.	<u>ONONDAGA COUNTY</u>	\$	9,520.40
	COR Inner Harbor - 2nd Qtr PILOT Payment		
5.	<u>CITY OF SYRACUSE</u>	\$	5,715.76
	COR Inner Harbor - 2nd Qtr PILOT Payment		
6.	<u>SYRACUSE CITY SCHOOL DISTRICT</u>	\$	<u>14,979.97</u>
	COR Inner Harbor - 2nd Qtr PILOT Payment		
TOTAL:		\$	295,460.13

OCIDA
ONONDAGA COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

3/4/2025

Project:	Liverpool Lodging Ventures LLC	Project Number:	3101-25-01A
Location:	Town of Clay	School District:	Liverpool CSD
		Project Type:	New construction
Tax Parcel(s):	055.-01-01.1	Village:	0

Total Project Cost:	\$	24,100,000		8. Total Jobs	18.5
Land Acquisition	\$	1,000,000		8A. Job Retention	0
Site Work/Demo	\$	1,200,000		8B: Job Creation	18.5
Building Construction & Renovation	\$	13,605,000		(Next 5 Years)	
Furniture & Fixtures	\$	3,145,000			
Equipment	\$	2,250,000			
Project Soft Cost	\$	2,900,000			

Community Investment /Abatement

	Fiscal Impact (\$)	
Abatement Summary	\$2,275,667	
Sales Tax Abatement	\$905,360	
Mortgage Tax Abatement	\$126,525	
Property Tax Relief (PILOT)	\$1,243,782	
Community Investment	\$34,576,842	
PILOT Payments	\$1,374,552	
Project Salaries and Benefits Estimated (10 yrs)	\$7,796,390	
Construction Benefit Estimate	\$1,305,900	
Total Project Cost	\$24,100,000	

Investment:Abatement Ratio 15.19 :1

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Project Description

The applicant is proposing to construct a 103,673 sq. ft. dual-branded Marriott hotel, consisting of a Fairfield Inn & Suites and a Residence Inn, located in the Town of Clay. The hotel will feature 162 rooms and serve a diverse range of guests and extended-stay visitors.

Liverpool Lodging Ventures LLC

A) PILOTS Estimate Table Worksheet

for 10 years

OCIDA estimate of current market value					\$ 1,000,000
Projected investment					\$ 13,605,000
OCIDA estimate of increase in value					\$ 8,100,000
OCIDA estimated value after project is completed					\$ 9,100,000
Taxes that would have been collected if the project did not occur					\$ 287,729
Scheduled PILOT payments					\$ 1,374,552

PILOT YEAR	Exemption %	Onondaga County	Town of Clay	Liverpool CSD	Village	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	100%	\$ 3,389	\$ 1,904	\$ 20,985	\$ -	\$ 26,277	\$ 239,123	\$ 212,846
2	90%	\$ 6,256	\$ 3,515	\$ 38,742	\$ -	\$ 48,513	\$ 243,906	\$ 195,393
3	80%	\$ 9,237	\$ 5,189	\$ 57,202	\$ -	\$ 71,628	\$ 248,784	\$ 177,156
4	70%	\$ 12,335	\$ 6,929	\$ 76,384	\$ -	\$ 95,648	\$ 253,760	\$ 158,112
5	60%	\$ 15,553	\$ 8,737	\$ 96,310	\$ -	\$ 120,600	\$ 258,835	\$ 138,235
6	50%	\$ 18,894	\$ 10,614	\$ 117,003	\$ -	\$ 146,512	\$ 264,012	\$ 117,500
7	40%	\$ 22,363	\$ 12,563	\$ 138,486	\$ -	\$ 173,412	\$ 269,292	\$ 95,880
8	30%	\$ 25,964	\$ 14,585	\$ 160,780	\$ -	\$ 201,330	\$ 274,678	\$ 73,348
9	20%	\$ 29,699	\$ 16,684	\$ 183,912	\$ -	\$ 230,295	\$ 280,171	\$ 49,877
10	10%	\$ 33,574	\$ 18,860	\$ 207,904	\$ -	\$ 260,337	\$ 285,775	\$ 25,437
TOTAL		\$ 177,264	\$ 99,580	\$ 1,097,708	\$ -	\$ 1,374,552	\$ 2,618,334	\$ 1,243,782

	Year					
	0	1	2	3	4	5
Jobs						
Current/Actuals	0					
Creation Goals		13	2	1.5	1	1
Total Employment Goals	0	13	15	17	18	18.5

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

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

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

Return completed application to:
Onondaga County Industrial Development Agency
335 Montgomery Street, Floor 2M Syracuse, NY 13202
Phone: 315-435-3770 | Fax: 315-435-3669
natestevens@ongov.net

Section I: Applicant Information

Submittal Date: 2/28/25

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

1. Applicant/Project Operator: LIVERPOOL LODGING VENTURES LLC
Applicant/Project Operator Address: 508 WHITE SPRUCE BLVD ROCHESTER NY 14823
Phone: (607) 962-9868 Fax: (607) 962-9869
Website: VISIONSHOTELS.COM Email: MINESHPATEL@VISIONSHOTELS.CO
Federal ID#: 92-0880703 NAICS: 721110
State of Incorporation: NY
See link for your NYS incorporation information. <https://apps.dos.ny.gov/publicInquiry>
2. Owner (if different from Applicant/Project Operator): _____
Owner Address: _____
Federal ID#: _____
State of Incorporation: _____
List of stockholders, members, or partners of Owner: _____

B) **Applicant Business Organization (check appropriate category):**

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

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

Name	% of ownership
<u>VISIONS HOTELS OPPORTUNITY FUND</u>	<u>100%</u>
_____	_____
_____	_____
_____	_____

C) Applicant Business Description:

Estimated % of sales within Onondaga County: 100
Estimated % of sales outside Onondaga County but within New York State: 0
Estimated % of sales outside New York State but within the U.S.: 0
Estimated % of sales outside the U.S.: (*Percentage to equal 100%) 0

Applicant /Owner History:

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

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

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

E) Individual Completing Application:

Name: MINESH PATEL Title: CFO VISIONS HOTELS
Address: 508 WHITE SPRUCE BLVD. ROCHESTER NY 14623 Phone: 716-307-2253
Cell Phone: (716) 307-3353 E-mail: MINESHPATEL@VISIONSHOTELS.COM

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

Name: SAME Title: _____
Address: _____ Phone: _____
Cell Phone: _____ Email: _____

G) Company Counsel:

Name of Attorney: ROBERT L. HALPIN

Firm Name: THE HALPIN FIRM

Address: 4588 ROUTE 224 MONTAUR FALLS NY 14865

Phone: (607) 594-3786

Cell Phone: _____

Email: RHALPIN@THEHALPINFIRM.COM

Section II: Project and Site Information

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

Address: PEPPERIDGE WAY

Legal Address (if different): TBD

City: _____ Town: CLAY Village: _____

Zip Code: 13090 School District: LIVERPOOL

Tax Map Parcel ID(s): P/O 055.-01-01.1

Full Market Value: \$ Square Footage of Existing Building(s): NA

B) Project Activity (Check all that apply):

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

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

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

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

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

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

H) Local Approvals (Site Plan and Environmental Review)

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

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

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

☐ No, anticipated approval date. _____ ☒ Yes, date 9/11/24 SEQR Approval
10/09/24 Site Plan Approval

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

1. Environmental Review Information

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

Section III: FINANCIAL AND EMPLOYMENT INFORMATION

A) Project Costs and Finances

Description of Costs	Total Budget Amount
Land Acquisition	1,000,000
Site Work/Demo	1,200,000
Building Construction & Renovation	13,605,000
Furniture & Fixtures	3,145,000
Equipment	2,250,000
Project Soft Cost	2,900,000
Total Project Cost	24,100,000

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

Sources of Funds for Project Costs:

- | | |
|---|---------------|
| 1. Bank Financing | \$ 16,870,000 |
| 2. Equity | \$ 7,230,000 |
| 3. Tax Exempt Bond Issuance (if applicable) | \$ NA |
| 4. Taxable Bond Issuance (if applicable) | \$ NA |
| 5. Total Sources of Funds for Project Costs | \$ 24,100,000 |

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

-Identify each state and federal grant/credit:

	\$
	\$
	\$

B) Employment and Payroll Information

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

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

☒ No ☐ Yes, provide number of FTE jobs at the project site _____
If you are relocating, are all employees moving to new site? ☐ No, explain ☐ Yes

2. Complete the following:

Estimate the number of FTE jobs to be retained as a result of this Project:	N/A
Estimate the number of construction jobs to be created by this Project:	20 to 30 Full Time
Estimate the average length of construction jobs to be created (months):	18-months
Current annual payroll including the benefit cost:	N/A
Average salary amount that is an employee benefit (%):	N/A
Average annual growth salary/wage rate (%)	N/A
Provide an estimate of the number of residents in the Economic Development Region (Onondaga, Madison, Cayuga, Oneida, Oswego, and Cortland Counties) to fill new FTE jobs:	N/A

C) New Employment Benefits

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

Please use this chart to illustrate the current employment:

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

Please use this chart to illustrate the projected employment growth:

Job Title/Category	Projected Annual Pay	FTE Jobs Created Year 1	FTE Jobs Created Year 2	FTE Jobs Created Year 3	FTE Jobs Created Year 4	FTE Jobs Created Year 5
General Manager	90000	1	0	0	0	0
Operations Manager	65000	1	0	0	0	0
Executive House Keeper	45000	1	0	0	0	0
Engineering	45000	1	0.5	0	0	0
Guest Service	41600	3	0	0.5	1	0
Laundry	39520	1	0.5	0	0	0
House Keeping	39520	5	1	1	0	1

D) Financial Assistance sought:

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

☒ Mortgage Recording Tax Exemption (.75% of mortgage): 126,525

☒ Sales and Use Tax Exemption (4% Local, 4% State): 905,360

☐ Tax Exempt Bond Financing (Amount Requested): _____

☐ Taxable Bond Financing (Amount Requested): _____

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

Mortgage Amount (include sum total of construction/permanent/
bridge financing): \$ 16,870,000

Estimated Mortgage Recording Tax Exemption Benefit (product of
mortgage amount as indicated above, multiplied by .0075): \$ 126,525

F) Sales and Use Tax Benefit Calculator: Gross amount of costs for goods and services that are subject to State and local Sales and Use Tax: \$ 11,317,000

Estimated State and local Sales and Use Tax Benefit (product of 8% multiplied by the figure,
above): \$ 905,360

Section IV: Estimate of Real Property Tax Abatement Benefits

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

A) PILOTS Estimate Table Worksheet

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

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

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

SECTION: V For Retail Projects Only

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

☒ Yes ☐ No

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

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

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

☐ Yes ☒ No

If yes, please provide the data and explain.

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

☐ Yes ☒ No

If yes, please provide a third party market study.

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

☐ Yes ☒ No

If yes, please provide data and explain.

Please see narrative included.

SECTION VI: For Solar Projects Only

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

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

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

OCIDA SOLAR PILOTs GUIDANCE AND BEST PRACTICE

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

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

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

SECTION VII: For Housing Projects Only

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

Defined terms:

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

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

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

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

Please refer to the Housing Exhibit A ([Housing Exhibit A](#))

Section VIII: Local Access Policy Agreement

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

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

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

I agree to the conditions of this agreement and certify all information provided regarding the construction and employment activities for the project as of 2/28/25 (date).

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

Applicant(s) Company: LIVERPOOL LODGING VENTURES LLC

Representative for Contract: MINESH PATEL

Address: 508 WHITE SPRUCE BLVD City: ROCHESTER State: NY Zip: 14823

Phone: 607-962-9868 Email: MINESHPATEL@VISIONSHOTELS.COM

Project Address: Pepperidge Way City: Liverpool State: NY Zip: 13090

Signature: 

General Contractor: No General Contractor, Owner will sub contract all trades and act as its own GC

Contact Person: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Authorized Representative: _____ Title: _____

Signature: _____

Section IX: Agency Fee Schedule

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

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

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

Section X: Recapture of Tax Abatement/Exemptions

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

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

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

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

Name of Applicant(s) Company LIVERPOOL LODGING VENTURES LLC

Signature of Officer or Authorized Representative: 

Name & Title of Officer or Authorized Representative: MINESH PATEL VP

Date: 2/28/25

Section XI: Conflict of Interest

Agency Board Members

1. Patrick Hogan, Chairperson
2. Janice Herzog, Vice Chairperson
3. Sue Stanczyk, Director
4. Kevin Ryan, Director
5. Fanny Villarreal, Director
6. Cydney Johnson, Director
7. Elizabeth Dreyfuss, Director

Agency Officers/Staff

1. Robert M. Petrovich, Executive Director
2. Nathaniel Stevens, Treasurer
3. Alexis Rodriguez, Secretary
4. Karen Doster, Recording Secretary

Agency Legal Counsel & Auditor

1. Jeffrey Davis, Esq., Barclay Damon LLP
2. Amanda Fitzgerald, Esq., Barclay Damon LLP
3. Michael G. Lisson, CPA, Grossman St. Amour Certified Public Accountants PLLC

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

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

Name of Applicant(s) Company

LIVERPOOL LODGING VENTURES LLC

Signature of Officer or Authorized Representative:



Name & Title of Officer or Authorized Representative:

MINESH PATEL VP

Date: 2/28/25

Section XII: Representations, Certifications, and Indemnification

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

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

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

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

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

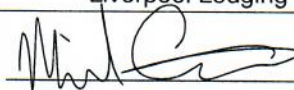
K. The Agency has the right to request and inspect supporting documentation regarding attestations made on this application.

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

Name of Applicant Company:

Liverpool Lodging Ventures LLC

Signature of Officer or Authorized Representative:



Name & Title of Officer or Authorized Representative:

Minesh Patel, VP

Date: 3/03/25

STATE OF NEW YORK

)

COUNTY OF ONONDAGA

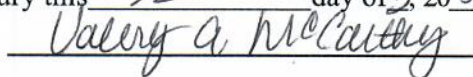
) ss.;

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

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

(Signature of Officer)

Subscribed and affirmed to me under penalties of
perjury this 3rd day of 3, 2025.



(Notary Public)

VALERY A. MCCARTHY
NOTARY PUBLIC, STATE OF NEW YORK
Registration No. 01MC6358197
Qualified in Erie County
My Commission Expires May 08, 2025

End of Application

Rev 2.15.23

Background and Project Narrative

Liverpool Lodging Ventures LLC ("LLV") is an affiliate of Visions Hotels LLC, a prominent hotel development and management company with over thirty years of experience. Visions Hotels currently operates approximately sixty-eight hotels across New York, Pennsylvania, Massachusetts, and Connecticut, including six hotels in Onondaga County. LLV is a single member limited liability company and will be owned by a Visions Hotels Opportunity Fund limited partnership. LLV will own fee simple interest in the 5.26-acre site that is and will be zoned as RC-1 Regional Commercial District.

LLV, on behalf of itself and/or its principals, has applied to the Agency to enter a lease-leaseback transaction. The Agency's involvement will assist in undertaking the following:

- Acquisition and fee simple ownership of land
- Construction of a dual-branded Marriott hotel, consisting of a Fairfield Inn & Suites and a Residence Inn. This hotel will serve a diverse range of guests, including transient, group, and extended-stay visitors. The hotel will feature 162 rooms, along with parking and infrastructure to support the project.
- Acquisition and installation of furniture, fixtures, and equipment for the hotel.

The dual-branded hotel is specifically designed to accommodate families, transient business travelers, and guests seeking a higher end lodging experience. The proposed development will transform the currently vacant site into a four-story, approximately 103,673 square foot hospitality facility. The project will include the following accommodations, services, and amenities:

- 80 extended-stay suites with kitchens at the Residence Inn
- 82 standard guest rooms at the Fairfield Inn & Suites
- 1,900 square-foot pool room
- 1,200 square-foot fitness center
- 2,600 square-foot outdoor patio with firepits, BBQ grills, heaters, and seating
- Guest laundry with five washers and dryers
- 400 square-foot flexible meeting room
- 400 square-foot recreational room featuring an indoor golf simulator
- Expansive multi-functional lobby/lounge
- A market suite shop offering snacks, beverages, sundries, frozen meals, and candies

This project has been thoughtfully planned with input from local leaders, neighbors, brand representatives, lenders, and investors to address the economic development needs of the area. The project aligns with community goals of expanding its hotel room inventory to meet both current and future demands. The need for additional hotel accommodations has been heightened by multiple hotel closures and the anticipated demand generated by Micron and other chip manufacturing developments. Additionally, the forecasted demand resulting from regional development will be stunted without adequate, quality hotel options. The current hotel inventory will be occupied by construction workers and consultants leaving very limited rooms for Town

resident. When the 162-room Fairfield Inn and Residence Inn opens in 18 months, it will continue to offer the community a much-needed hospitality option.

Visions Hotels has built its portfolio through acquisitions and new construction projects. However, after the pandemic, the company has suspended or cancelled all new hotel construction projects due to the overall cost of construction and financing. The requested benefits are essential for securing the necessary debt and equity financing for this project in this current climate. Rising labor and material costs, coupled with a challenging lending environment that has seen many lenders tighten hotel financing, have made hotel construction increasingly difficult. These challenges are further exacerbated by high interest rates, which have nearly doubled in the past five years. Given these factors, financing for the project will not be feasible unless property taxes are managed through a PILOT abatement, and other costs are mitigated through sales tax and mortgage tax exemptions.

Construction is scheduled to begin in Spring 2025, contingent upon the approval of benefits and securing lender financing. The project has already received approval from Marriott, and final design and construction drawings are currently being finalized, with approvals anticipated within the next 30 days. Once construction begins, the project is expected to take approximately 18 to 24 months to complete.

- Section 230-16 C.(5)(b)[4][a] - to increase the height of a building from 50 feet to 55 feet
- Section 230-16 C.(4)(a)[1][b] & [c] - a reduction of the perimeter landscape strip from 80 feet to 28.3 feet
- Section 230-21 E. - a reduction in the required parking spaces from the required 243 to 206



IT IS A VIOLATION OF LAW FOR ANY PERSON, UNLESS THEY ARE ACTING UNDER THE DIRECTION OF A LICENSED PROFESSIONAL ENGINEER, ARCHITECT, LANDSCAPE ARCHITECT OR LAND SURVEYOR TO ALTER AN ITEM IN ANY WAY. IF AN ITEM BEARING THE STAMP OF A LICENSED PROFESSIONAL IS ALTERED, THE ALTERING ENGINEER, ARCHITECT, LANDSCAPE ARCHITECT OR LAND SURVEYOR SHALL STAMP THE DOCUMENT AND INCLUDE THE NOTATION "ALTERED BY" FOLLOWED BY THEIR SIGNATURE, THE DATE OF SUCH ALTERATION, AND A SPECIFIC DESCRIPTION OF THE ALTERATION.

PROPOSED HOTEL
8505 PEPPERIDGE WAY
LIVERPOOL, NY 13090

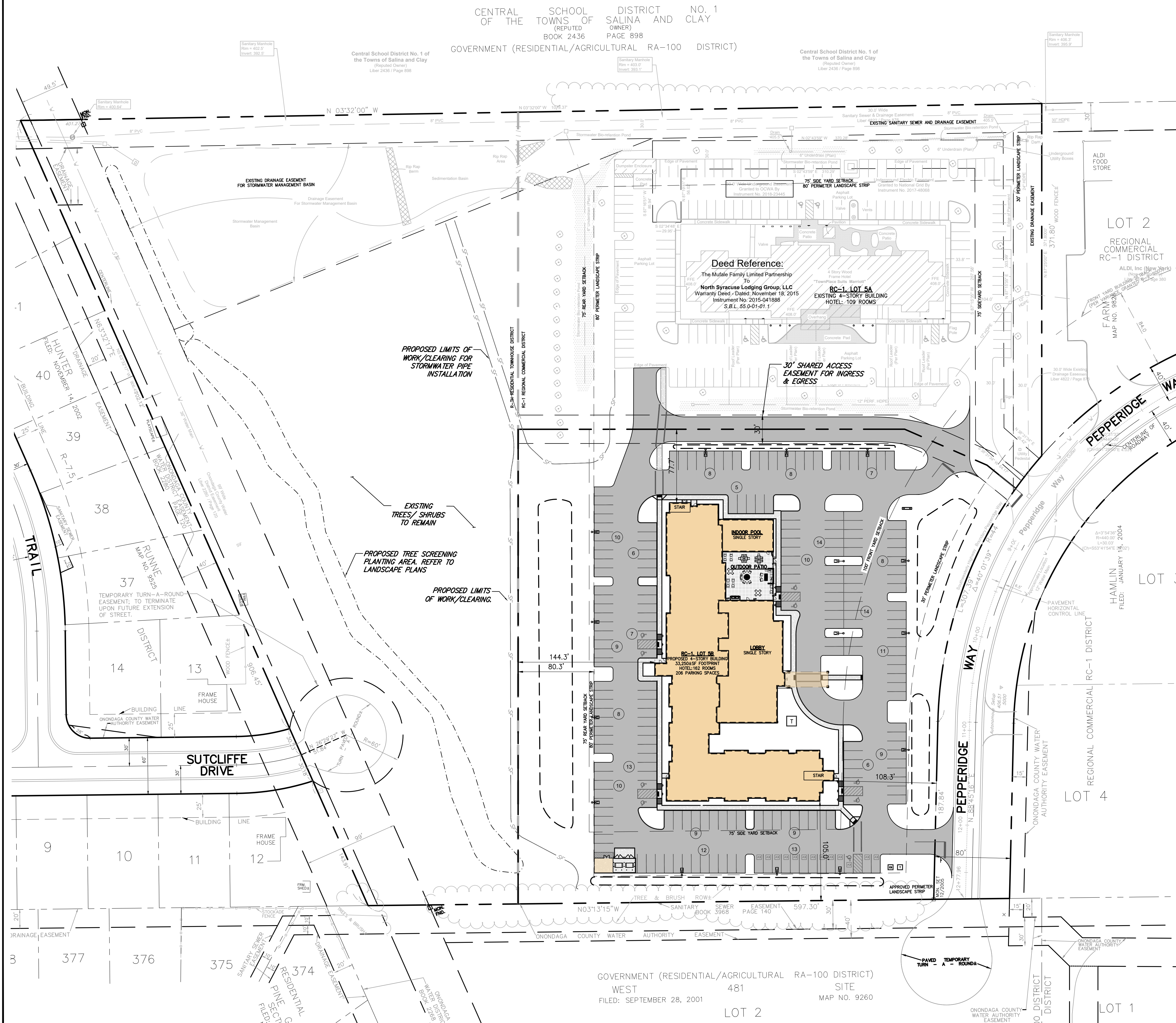
No.	Submittal / Revision	App'd.	By	Date
	FINAL SITE PLAN COMMENTS	JFT	AMV	08/20/22
	PLANNING BOARD COMMENTS	JFT	AMV	08/02/22
	SITE PLAN APPLICATION	JFT	AMV	06/17/22
	ZBA APPLICATION	JFT	AMV	04/17/22

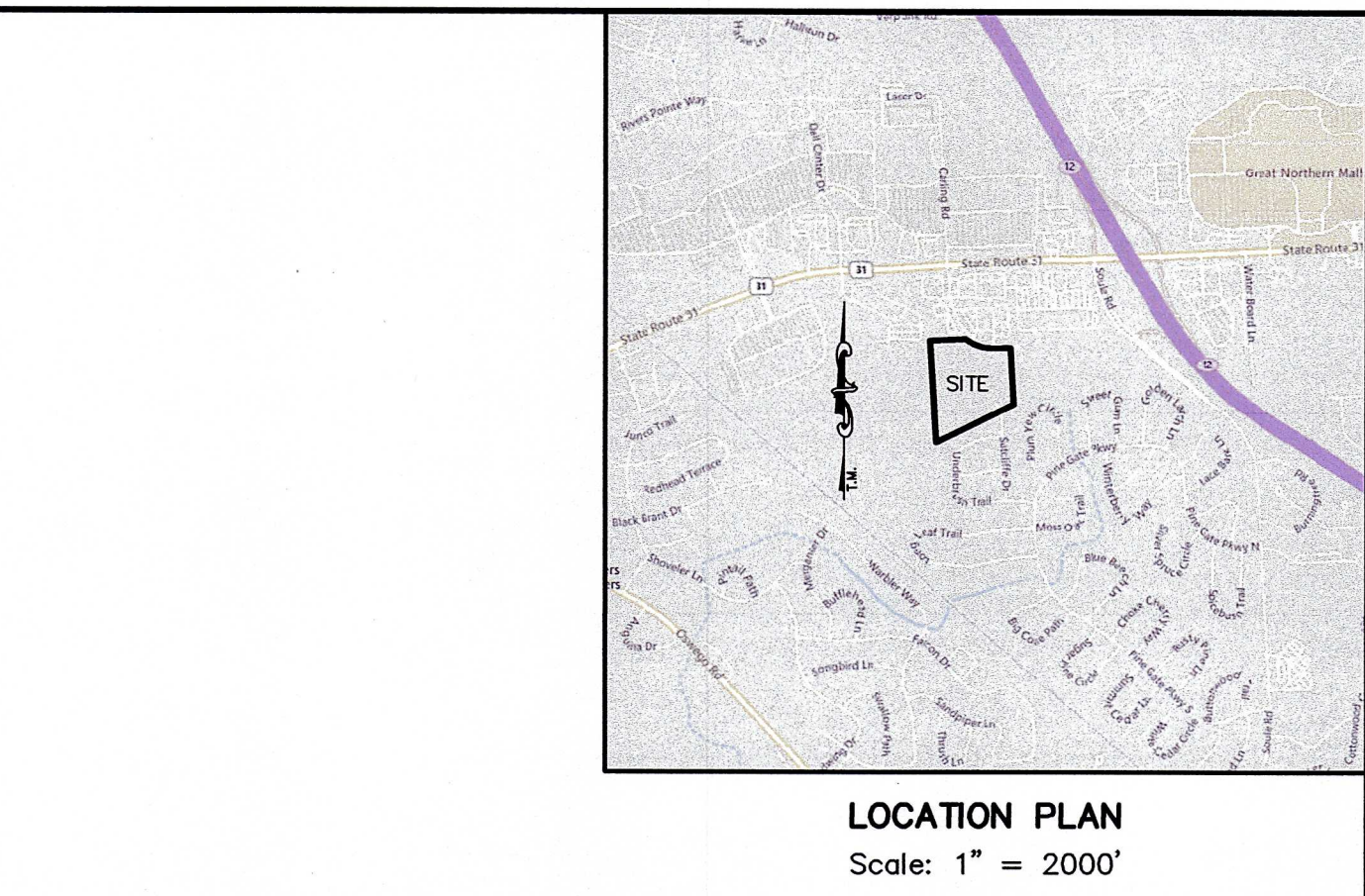
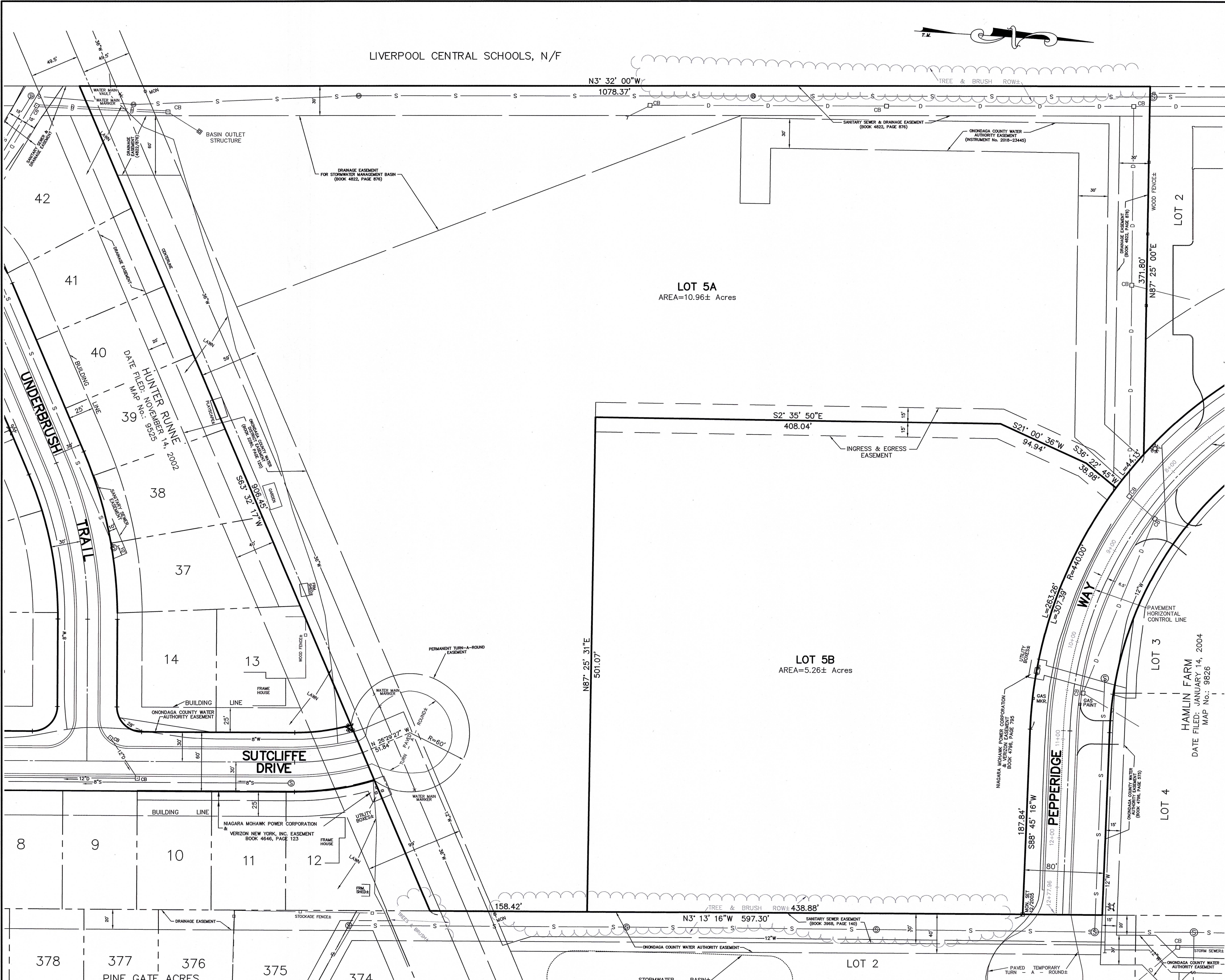
OVERALL SITE LAYOUT PLAN

Designed By: AMV/CKZ	Drawn By: AMV/CKZ	Checked By: BFB
Issue Date: 04/12/2024	Project No: 084440	Scale: AS SHOWN

Drawing No.:

C-101





NOTES:

Total area: 16.22± acres.
Total number of lots: One (1) existing, Two (2) proposed
Present Zone: RC-1 Regional Commercial & R-TH Town House Districts
Location of underground utilities taken by field measurement where practicable, otherwise taken from various other sources and are approximate only.
The premises shown hereon is within Zone "X" (Areas determined to be outside the 0.2% annual chance floodplain.) according to Federal Emergency Management Agency National Flood Insurance Program Flood Insurance Rate Map Community Panel No. 360573 86 F, Effective date: November 4, 2016.
Tax Map No. 55-01-1.1

NOTES:

This map amends Lot No. 5 Hamlin Farm according to a map of said tract filed January 14, 2004 as Map No. 9826 by creating Lot Nos. 5A and 5B.

- LEGEND:**
- ☆ LS indicates light stand
 - indicates utility pole, anchor & overhead lines
 - IPF indicates iron pipe and/or monument found
 - indicates bollard
 - indicates sign
 - indicates storm culvert
 - indicates gas main, gas valve & gas line marker
 - indicates water main, water valve & hydrant
 - indicates storm sewer, catch basin & manhole
 - indicates sanitary sewer, sewer vent & manhole
 - indicates underground telephone line, manhole & box
 - indicates underground electric line & manhole
 - indicates underground television cable & box
 - indicates monument to be set
 - 4755 indicates street address
 - indicates boundary line
 - indicates adjacent parcel line
 - indicates old/original parcel line
 - indicates easement line
 - indicates centerline road

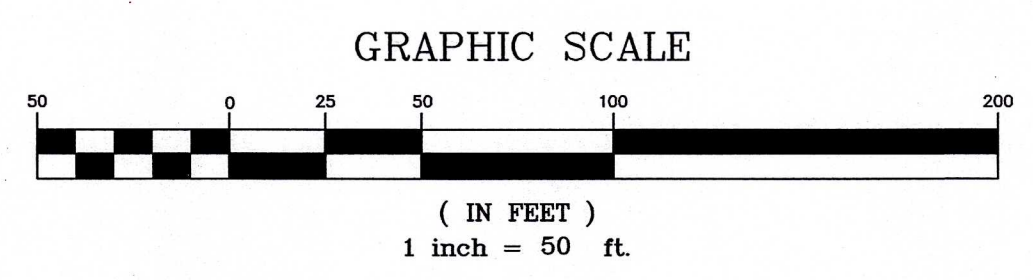
THE UNDERSIGNED HEREBY CERTIFIES THAT THIS IS A CORRECT MAP MADE FROM AN ACTUAL SURVEY.

[Signature]
N.Y.S. Licensed Land Surveyor

Doc ID: 056798370001 Type: MAP
Recorded: 09/30/2024 at 01:45:46 PM
Fee Amt: \$10.00 Page 1 of 1
Onondaga County, NY
Emily Essl Bersani County Clerk
File 13720

Subject to any statement of facts on accurate and up to date abstract of title will show.
Unauthorized alteration or addition to a survey map bearing a licensed land surveyor's seal is a violation of section 7209, sub-division 2, of the New York State Education Law.

APPROVED: TOWN OF CLAY PLANNING BOARD
DATE: 7/20/24 BY: *[Signature]*
APPROVED: NORTH SYRACUSE LODGING GROUP
11751 E. Corning Road, Corning, NY 14830
DATE: 9-18-24 BY: *[Signature]*
Owner & Developer



ALLIED AMERICAN ABSTRACT CORP.
HEREBY CERTIFIES THAT ALL REAL ESTATE TAXES AFFECTING THE PREMISES ON THE WITHIN MAP ARE PAID AS OF THE DATE OF THE FILING OF SAID MAP.

WEST 481 SITE
DATE FILED: SEPTEMBER 28, 2001
MAP No.: 9260

ONONDAGA COUNTY HEALTH DEPARTMENT
DIVISION OF ENVIRONMENTAL HEALTH
SEP 20 2024
This Plan has been reviewed by the Onondaga County Health Department. Subdivision approval by this Department is not required.
[Signature] P.E.
Bureau of Public Health Engineering

REVISIONS	
ACCESS EASEMENT	JULY 28, 2024
TURN-AROUND	AUGUST 20, 2024

FINAL PLAN

HAMLIN FARM

AMENDED

PART OF MILITARY LOT No. 35

TOWN OF CLAY

ONONDAGA COUNTY, NEW YORK

IANUZI & ROMANS

LAND SURVEYING, P.C.

5251 WITZ DRIVE
NORTH SYRACUSE, NY 13212
PHONE: (315) 457-7200
FAX: (315) 457-9251
EMAIL: mail@romanspc.com

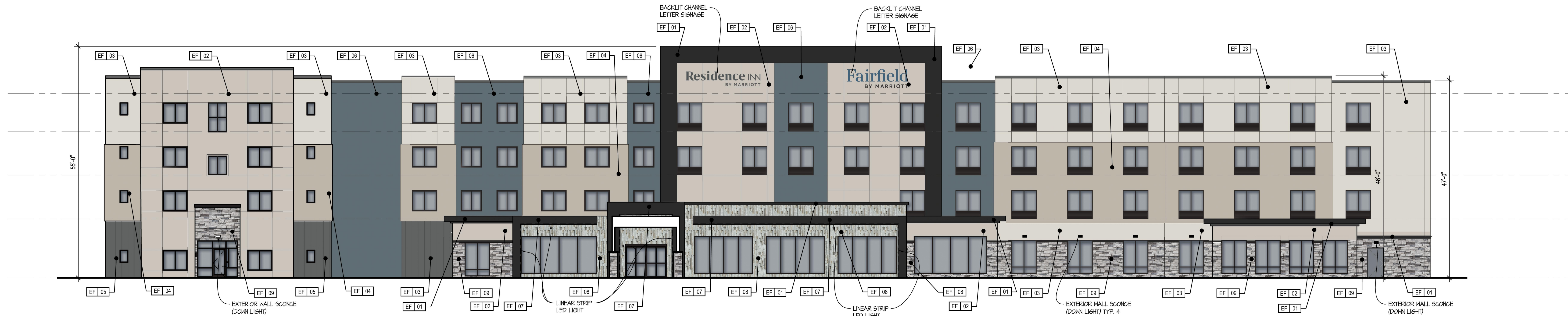
DATE: JUNE 6, 2024

SCALE: 1" = 50'

FILE No.: 2286.062

SHEET No.

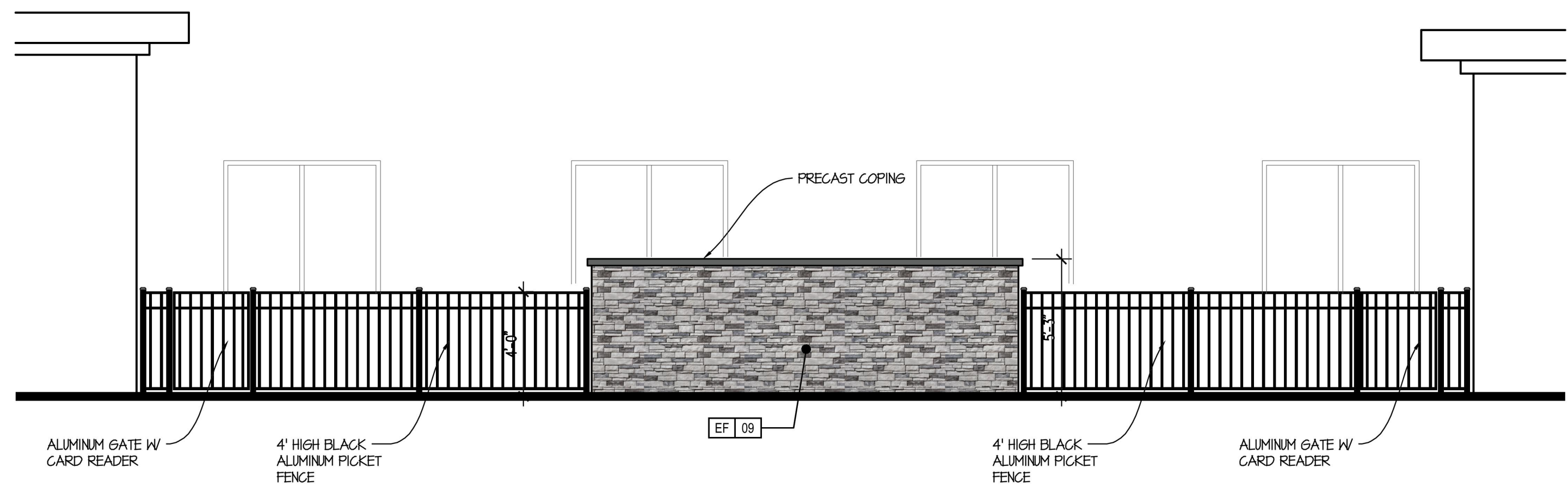
F.B. No. 1587



NORTH (FRONT) ELEVATION
SCALE: 3/32" = 1'-0"



EAST (SIDE) ELEVATION
SCALE: 3/32" = 1'-0"



PATIO FENCING NORTH ELEVATION
SCALE: 1/4" = 1'-0"

EXTERIOR FINISH		
EF 01	MATERIAL: EIFS	EIFS.5 SANDPEBBLE FINE
	TEXTURE: SANDPEBBLE FINE	IRON ORE (SN 1064)
	COLOR: SANDPEBBLE FINE	ALPACA (SN 1022)
EF 02	MATERIAL: EIFS.5	EIFS.5 SANDPEBBLE FINE
	TEXTURE: SANDPEBBLE FINE	ALPACA (SN 1022)
	COLOR: SANDPEBBLE FINE	DRIFT OF MIST (SN 9166)
EF 03	MATERIAL: EIFS.5	EIFS.5 SANDPEBBLE FINE
	TEXTURE: SANDPEBBLE FINE	ANEM GRAY (SN 1030)
	COLOR: SANDPEBBLE FINE	GRIZZLE GRAY (SN 1068)
EF 04	MATERIAL: EIFS.5	EIFS.5 SANDPEBBLE FINE
	TEXTURE: SANDPEBBLE FINE	SLATE TILE (SN 1024)
	COLOR: SANDPEBBLE FINE	SLATE TILE (SN 1024)
EF 05	MATERIAL: EIFS.5	EIFS.5 SANDPEBBLE FINE
	TEXTURE: SANDPEBBLE FINE	SLATE TILE (SN 1024)
	COLOR: SANDPEBBLE FINE	SLATE TILE (SN 1024)
EF 06	MATERIAL: EIFS.5	EIFS.5 SANDPEBBLE FINE
	TEXTURE: SANDPEBBLE FINE	SLATE TILE (SN 1024)
	COLOR: SANDPEBBLE FINE	SLATE TILE (SN 1024)
EF 07	MATERIAL: EIFS.5	EIFS.5 SANDPEBBLE FINE
	TEXTURE: SANDPEBBLE FINE	SLATE TILE (SN 1024)
	COLOR: SANDPEBBLE FINE	SLATE TILE (SN 1024)
EF 08	MATERIAL: VERTICAL NATURAL STONE TILE	CROSSVILLE
	MF: CROSSVILLE	WHITE BIRCH
	COLOR: CROSSVILLE	WHITE BIRCH
EF 09	MATERIAL: STONE VENEER	PROVIA STONE
	MF: PROVIA STONE	DRYSTACK - SOUTHPORT
	COLOR: PROVIA STONE	DRYSTACK - SOUTHPORT
EF 10	MATERIAL: EPOXY PAINTED STEEL	SHOOTH
	TEXTURE: EPOXY PAINTED STEEL	SHOOTH
	COLOR: EPOXY PAINTED STEEL	WHITE

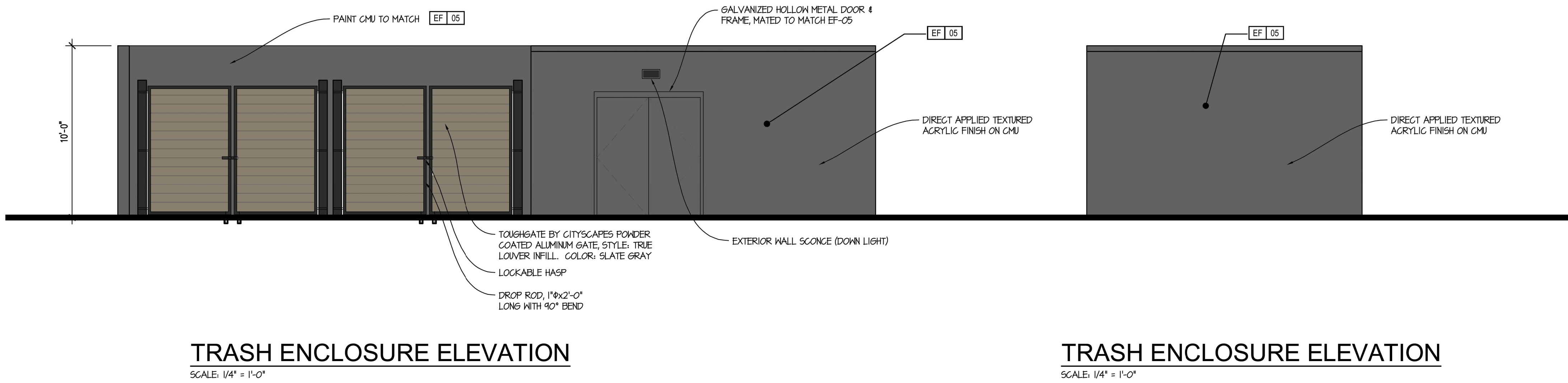
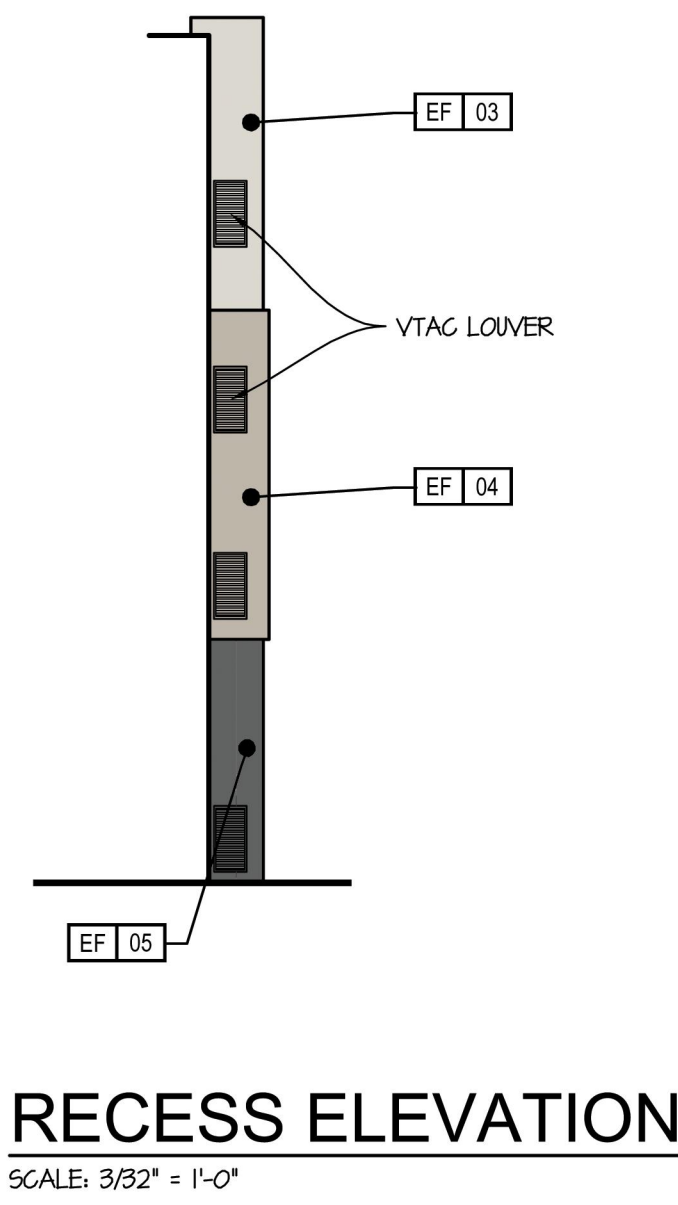
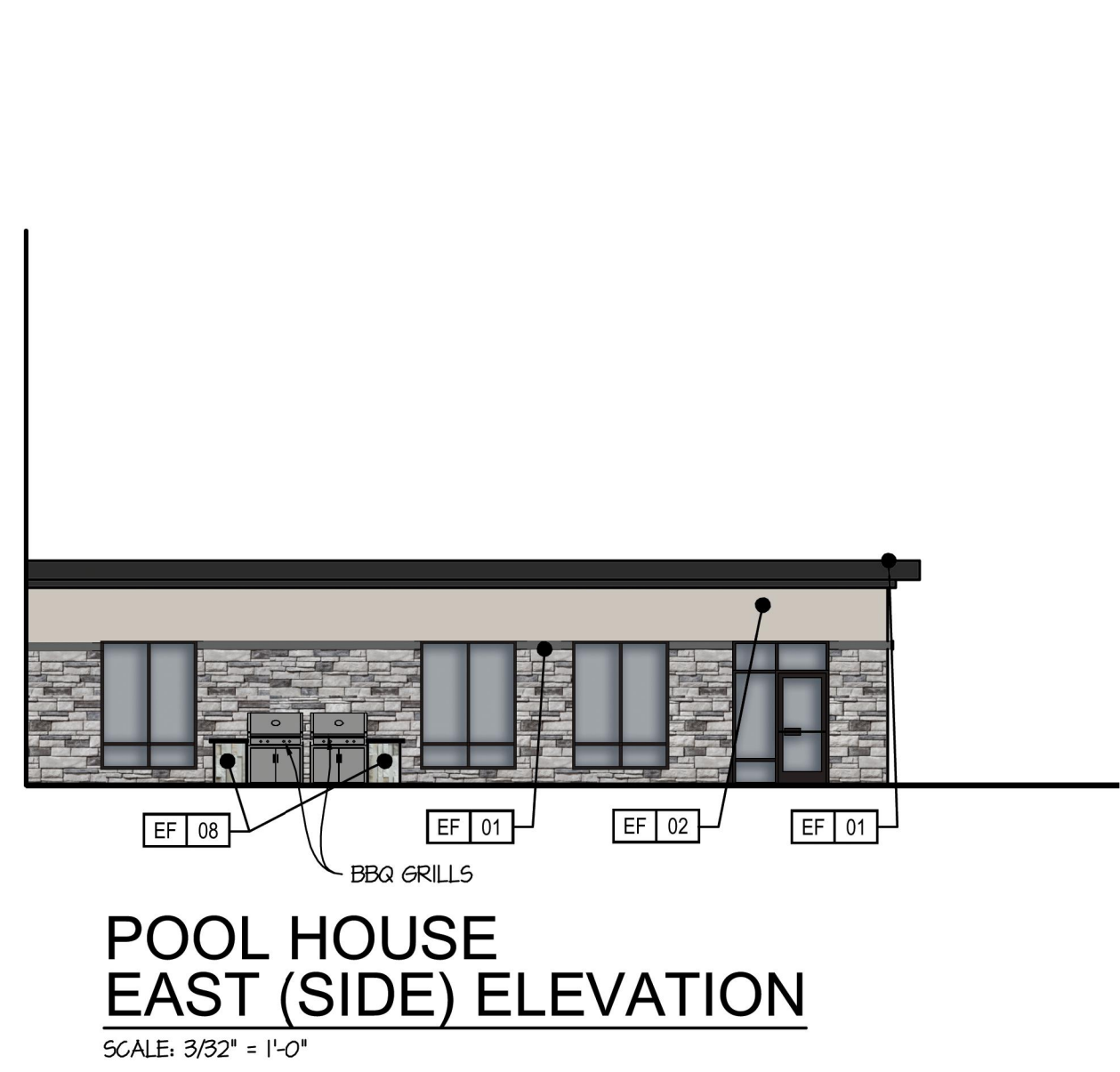
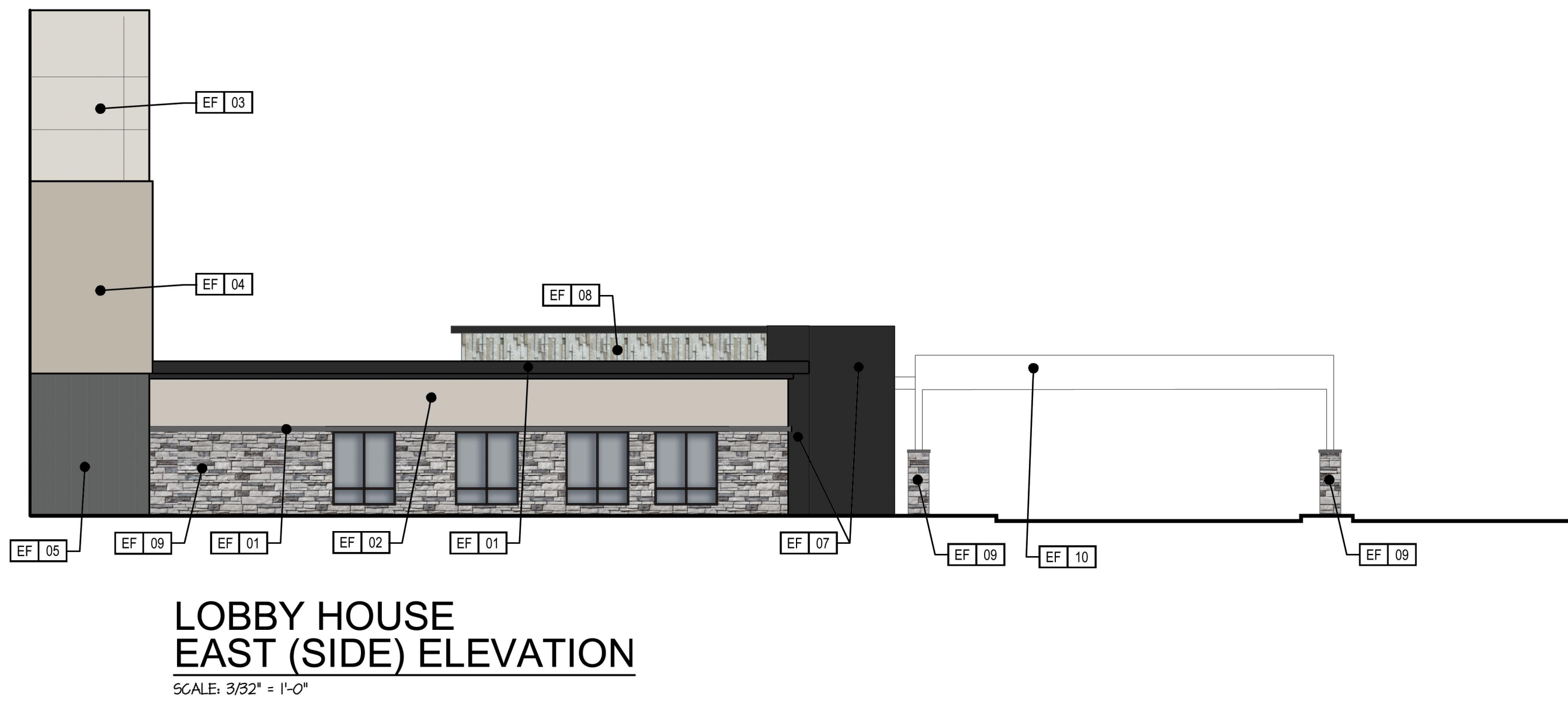
DUAL RESIDENCE INN - FAIRFIELD INN & SUITES

CLAY, NEW YORK

#223059
07-29-24



© 2024 MUSSACHIO ARCHITECTS P.C.



TRASH ENCLOSURE ELEVATION
SCALE: 1/4\" = 1'-0"

DUAL RESIDENCE INN - FAIRFIELD INN & SUITES

CLAY, NEW YORK

#223059
07-29-24





MARKET STUDY

Proposed Dual-Branded Fairfield Inn & Residence Inn by Marriott

PEPPERIDGE WAY (CARLING ROAD)
LIVERPOOL*, NEW YORK

*The site has a Liverpool address, but is actually located in the Town of Clay

SUBMITTED TO:

Mr. Minesh Patel
Visions Hotels
333 Metro Park, Suite 201
Rochester, New York 14623

+1 (607) 962-9868

PREPARED BY:

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

+1 (828) 490-2274

March 17, 2025

Mr. Minesh Patel
Visions Hotels
333 Metro Park, Suite 201
Rochester, New York 14623

Re: Proposed Dual-Branded Fairfield Inn & Residence Inn by
Marriott
Clay, New York
HVS Reference: 2025020253

HVS BUFFALO

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

Dear Mr. Patel:

Pursuant to your request, we herewith submit our market study pertaining to the above-captioned property. We have inspected the real estate and analyzed the hotel market conditions in the Clay/Liverpool, New York, area. We have studied the proposed project, and the results of our fieldwork and analysis are presented in this report. We have also reviewed the proposed improvements for this site.

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

TS Worldwide, LLC



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

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	Qualifications	
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1. Executive Summary

Subject of the Market Study

The subject of the market study is a site measuring 229,126 square feet (5.26 acres) that is planned to be improved with an extended-stay lodging facility; the hotel is anticipated to be associated with the Fairfield by Marriott & Residence Inn by Marriott brands.

RENDERING OF PROJECT



The dual-branded hotel has been designed to help fill the gaps in supply already present in the local area as well as help meet the increased demand that will come as part of the Micron project. The proposed development will convert the currently vacant site into an approximately 103,673-square-foot, four-story hotel. The hotel is expected to include the following:

- 80 extended-stay suites with kitchens, operating under the Residence Inn brand, which will help accommodate some of the existing extended-stay demand already in the market, as well as support the increase in demand generated by the Micron project. The Micron project will create extended-stay demand during its construction, as many specialty-skilled workers and contractors will need to be brought in from outside the region to construct this plant. The investment and development of this site is expected to last decades and create demand throughout the duration of its construction; however, even once the project's construction is fully completed, the facility will continue to create extended-stay demand given specialty maintenance and ongoing inspections/reviews that will continue during operations.
- 82 standard guest rooms that will operate under the Fairfield Inn & Suites brand, which will primarily cater to transient commercial guests. There is already a really strong demand base for this segment within the local area, so the subject hotel's opening should help accommodate some of the existing demand, thus preventing guests from travelling outside of the local neighborhood to find suitable lodging. Furthermore, the large investment by

Micron will increase the amount of transient commercial demand in the area.

Other facilities and amenities that will be included in the project and will support the hotel's overall offerings include:

- 1,900 square-foot pool area
- 1,200 square-foot fitness room
- 2,600 square-foot outdoor patio with firepits, BBQ grills, heaters, and seating
- Guest laundry facility with five washers and five dryers
- 400 square-foot flexible meeting room
- 400 square-foot recreational room featuring an indoor golf simulator
- Expansive multi-functional lobby/lounge
- A market suite shop offering snacks, beverages, sundries, frozen meals, and candies

The subject site's location is on Carling Road (also known as Pepperidge Way), Liverpool, New York 13090.

Pertinent Dates

The date of the report is March 10, 2025. The subject site was inspected by Christian Cross on March 2, 2025. The property is expected to open on January 1, 2027.

Franchise Assumptions

The proposed subject hotel will reportedly operate as a dual-branded Fairfield by Marriott and Residence Inn by Marriott under a franchise agreement with Marriott International Inc.

Syracuse Market Findings

The proposed hotel is expected to assist with the overall shortage of hotel rooms in the wider Syracuse market, caused by a multiple of factors including the recent reduction in rooms following the closing of the Sheraton and the Crowne Plaza. The closure of these rooms took 512 rooms out of the downtown market.

Hotels in the northern suburbs of Syracuse have historically benefited from compression/overflow demand from the downtown area; however, with the recent closing of these two hotels, that compression is expected to increase. With the closures, the downtown market cannot accommodate the room nights being generated by local demand drivers such Syracuse University, the recently renovated JMA Wireless Dome, The Oncenter/Nicholas J. Pirro Convention Center, SUNY Upstate Medical University, Upstate Golisano Children's Hospital, and Crouse Hospital. While not located in the downtown submarket, Lockheed Martin also created demand throughout the market and has historically partly relied on the available inventory in the downtown submarket.

Clay/Liverpool Submarket Factors

In addition to room closures (a reduction in supply), several notable projects are planned that will impact hotels throughout the Syracuse market and the wider region (increases in demand), including a \$100-billion investment by Micron Technology and \$2.25 billion invested in the rerouting of Interstate 81.

A \$350-million, 3.7-million-square-foot Amazon fulfillment center was completed in 2022. This project had a created significant demand for hotels within the subject submarket during its construction and it continues to create demand for area hotels. Given the significant demand was generated for hotels within the submarket from that Amazon project, the Micron project is expected to be exponentially more impactful given the large investment and the length of the project. Furthermore, while the Micron project will impact hotels throughout the wider region, the project will actually be located within the proposed subject hotel's submarket, thus creating demand in this area first, before overflowing and impacting the rest of the wider market and surrounding region.

In addition to compression from Downtown Syracuse, this submarket currently benefits from compression from Oswego, given the limited hotel supply in that market. Despite being 30 minutes north of the subject submarket, events at SUNY Oswego and routine scheduled shutdowns at Nine Mile Point Nuclear Station, create demand that exceeds that market's supply inventory, thus benefiting hotels located proximate to the subject site. However, if no new hotels enter the subject submarket, this demand will be displaced and these guests will need to be accommodated by a different market given the demand that will be generated from Micron.

Current occupancy levels suggests that demand for the proposed location and this product type in particular, is strong. The significantly higher occupancy levels reflected by the primarily competitive hotels versus the secondarily competitive hotels suggest there is already demand for more hotel rooms in this location with extended-stay offerings. The weekly occupancy for the overall combined competitive set show there are many nights when the market's unweighted occupancy exceeds 75%. The primary competitors achieved occupancy levels that were around 23 percentage points higher than the secondary set in the base year, which suggests several (or potentially all) of the primary hotels are likely fully sold out during this time. Following the start of construction of the Micron project, demand will greatly increase which will leave significant room shortages if no new hotels are opened.

Given the impact of the Micron project, more hotels will be needed in this market; as such, our stabilized occupancy levels inherently consider new supply entering the market. Considering the massive investment coming from the Micron project and considering the amount of room nights that will be generated, more hotel projects are expected to enter the market, and more hotel rooms will be needed to

accommodate the demand. If no new hotels enter, a notable amount of the new room nights generated by the Micron project will not be able to be accommodated within the market; as such, these guests will have to leave the market to find lodging in surrounding towns, and those markets will benefit from the compression.

Scope of Work

The methodology used to develop this study is based on the market research and valuation techniques set forth in the textbooks authored by Hospitality Valuation Services for the American Institute of Real Estate Appraisers and the Appraisal Institute, entitled *The Valuation of Hotels and Motels*,¹ *Hotels, Motels and Restaurants: Valuations and Market Studies*,² *The Computerized Income Approach to Hotel/Motel Market Studies and Valuations*,³ *Hotels and Motels: A Guide to Market Analysis, Investment Analysis, and Valuations*,⁴ and *Hotels and Motels – Valuations and Market Studies*.⁵

1. All information was collected and analyzed by the staff of TS Worldwide, LLC. Information was supplied by the client and/or the property's development team.
2. The subject site has been evaluated from the viewpoint of its physical utility for the future operation of a hotel, as well as access, visibility, and other relevant factors.
3. The subject property's proposed improvements have been reviewed for their expected quality of construction, design, and layout efficiency.
4. The surrounding economic environment, on both an area and neighborhood level, has been reviewed to identify specific hostelry-related economic and demographic trends that may have an impact on future demand for hotels.
5. Dividing the market for hotel accommodations into individual segments defines specific market characteristics for the types of travelers expected to utilize the area's hotels. The factors investigated include purpose of visit,

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

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

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

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

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

average length of stay, facilities and amenities required, seasonality, daily demand fluctuations, and price sensitivity.

6. An analysis of existing and proposed competition provides an indication of the current accommodated demand, along with market penetration and the degree of competitiveness. Unless noted otherwise, we have inspected the competitive lodging facilities summarized in this report.
7. Documentation for an occupancy and ADR projection is derived utilizing the build-up approach based on an analysis of lodging activity.

2. Description of the Site and Neighborhood

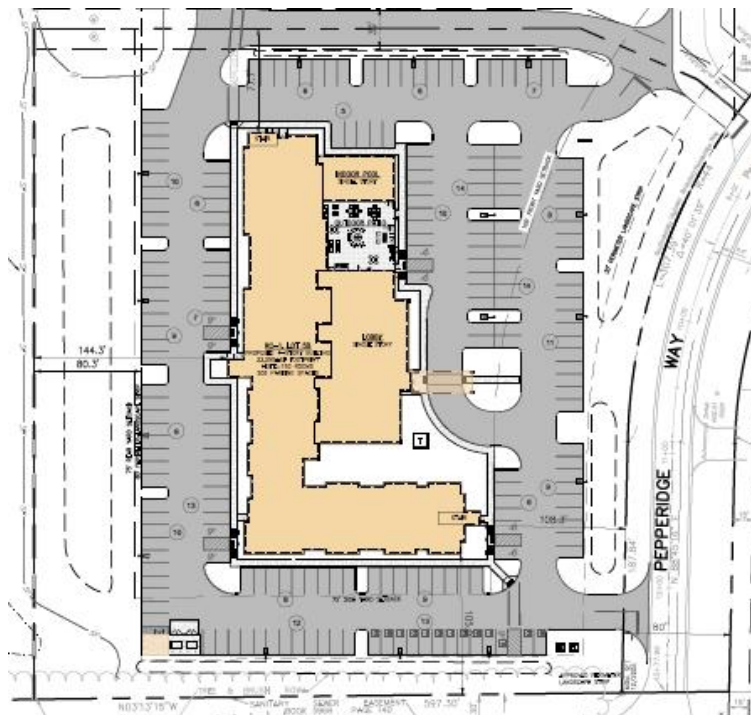
The suitability of the land for the operation of a lodging facility is an important consideration affecting the economic viability of a property and its ultimate marketability. Factors such as size, topography, access, visibility, and the availability of utilities have a direct impact on the desirability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

This site is in the Town of Clay, New York.

Topography and Site Utility

The topography of the site is generally flat, and its shape should permit efficient use of the site for the building and other improvements, as well as ingress and egress. It is expected that the site will be developed fully with building and site improvements, thus contributing to the overall profitability of the hotel.

VIEW OF SUBJECT SITE



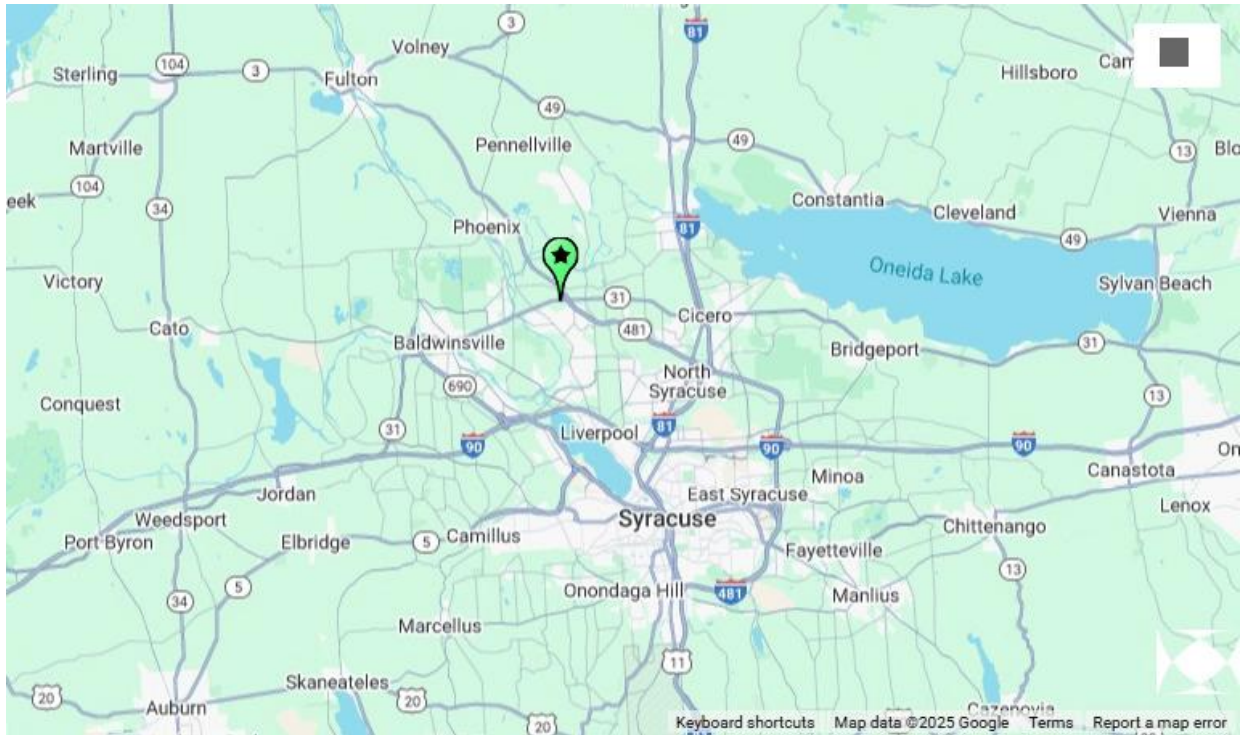
VIEW OF SUBJECT SITE



Access and Visibility

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

MAP OF REGIONAL ACCESS ROUTES



This market is served by a variety of major routes, including interstates and highways, as illustrated on the map. Regional access to/from the Liverpool and Clay area, and the subject site, in particular, is considered very good.

Vehicular access to the subject site will be provided by Carling Road (also known as Pepperidge Way). The subject site is located near a busy commercial corridor, Route 31. The proposed subject hotel is anticipated to have adequate signage at the street, as well as on its façade. Overall, the subject site benefits from good accessibility, and the proposed hotel is expected to enjoy good visibility from within its local neighborhood.

Airport Access

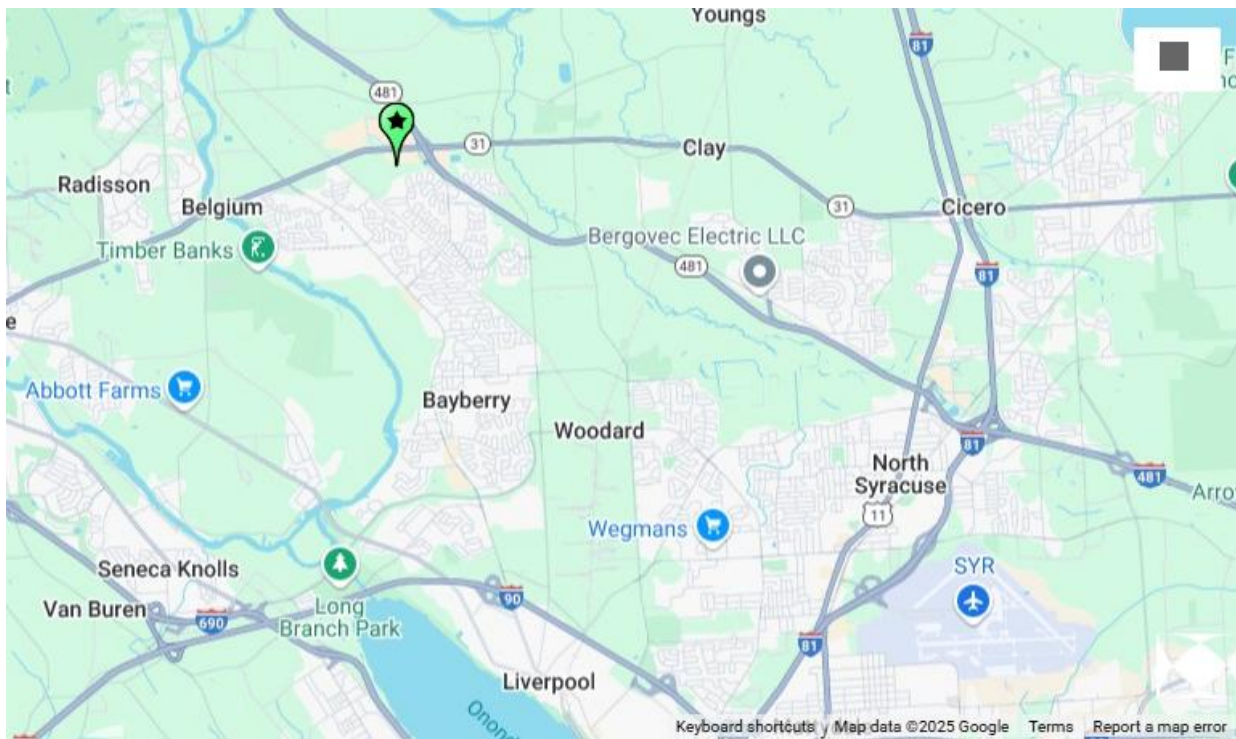
The proposed subject hotel will be served by the Syracuse Hancock International Airport, which is located approximately 6.5 miles to the southeast of the subject site.

Neighborhood

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

The neighborhood that surrounds the subject site is one of the northernmost suburbs of the wider Syracuse market. There has been significant growth within this neighborhood in recent years. As will be outlined later in this report, a significant 3.7-million-square-foot Amazon fulfillment center opened in 2022. This project created significant demand during its construction and continues to be an important local economic driver. Furthermore, Route 31 has experienced notable commercial development near the subject site, expanding in both directions. Finally, as will also be described in further detail later in the report, the Micron project, which will be located in this area, is expected to have significant impacts on the neighborhood, bringing billions of dollars in investments. The proposed hotel's opening should not only have positive influence on the area, but more lodging will be necessary to help accommodate the influx of demand coming from the Micron project. As will be outlined later in this report, based on the already existing demand in the neighborhood, as well as the limited supply, there is already a need for more hotels as there are many nights where the existing hotels cannot fully accommodate the demand already in the area. With continued investment taking place, most notably the Micron project, this issue is expected to be significantly exasperated if no hotels enter the market.

MAP OF NEIGHBORHOOD



Utilities

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

Zoning

According to the local planning office, the subject property is zoned as follows: RC-1 - Regional Commercial District. We assume that all necessary permits and approvals will be secured (including the appropriate liquor license as applicable) and that the subject property will be constructed in accordance with local zoning ordinances, building codes, and all other applicable regulations. Our zoning analysis should be verified before any physical changes are made to the site.

3. Description of the Proposed Improvements

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

Project Overview

The dual-branded hotel has been designed to help fill the gaps in supply already present in the local area as well as help meet the increased demand that will come as part of the Micron project. The proposed development will convert the currently vacant site into an approximately 103,673-square-foot, four-story hotel. The hotel is expected to include the following:

- 80 extended-stay suites with kitchens, operating under the Residence Inn brand, which will help accommodate some of the existing extended-stay demand already in the market, as well as support the increase in demand generated by the Micron project. The Micron project will create extended-stay demand during its construction, as many specialty-skilled workers and contractors will need to be brought in from outside the region to construct this plant. The investment and development of this site is expected to last decades and create demand throughout the duration of its construction; however, even once the project's construction is fully completed, the facility will continue to create extended-stay demand given specialty maintenance and ongoing inspections/reviews that will continue during operations.
- 82 standard guest rooms that will operate under the Fairfield Inn & Suites brand, that will primarily cater to transient commercial guests. There is already a really strong demand base for this segment within the local area, so the subject hotel's opening should help accommodate some of the existing demand, thus preventing guests from travelling outside of the local neighborhood to find suitable lodging. Furthermore, the large investment by Micron will increase the amount of transient commercial demand in the area.

Other facilities and amenities that will be included in the project and will support the hotel's overall offerings include:

- 1,900 square-foot pool area
- 1,200 square-foot fitness room
- 2,600 square-foot outdoor patio with firepits, BBQ grills, heaters, and seating
- Guest laundry facility with five washers and five dryers
- 400 square-foot flexible meeting room
- 400 square-foot recreational room featuring an indoor golf simulator
- Expansive multi-functional lobby/lounge
- A market suite shop offering snacks, beverages, sundries, frozen meals, and candies

Fairfield by Marriott

As the second-largest Marriott International brand, having reached a milestone of 1,000 properties in 2019, Fairfield by Marriott is Marriott International's primary economy brand in the upper-midscale tier. Fairfield by Marriott (inclusive of the Fairfield Inn by Marriott and Fairfield Inn & Suites by Marriott) properties offer daily complimentary breakfast, free coffee and tea, free high-speed Wi-Fi, a business center, a swimming pool, same-day laundry service, and fitness rooms at most locations. Primary competitors of the brand include the Hampton by Hilton, Holiday Inn Express & Suites, and Country Inn & Suites by Radisson, among others. As of year-end 2024, there were 1,174 Fairfield by Marriott properties (111,495 rooms) in operation across the United States and Canada. In 2024, the brand's U.S. and Canadian hotels operated at an average occupancy level of 68.9% and an average daily rate (ADR) of \$134.73, resulting in an average RevPAR of \$92.86.

Residence Inn by Marriott

Residence Inn by Marriott is Marriott's upscale, limited-service, extended-stay, all-suite product. Jack DeBoer founded Residence Inn by Marriott in 1973 as the first extended-stay hotel concept aimed at business travelers staying for multiple nights. All Residence Inn by Marriott properties offer a complimentary breakfast, inclusive of hot and healthy items; free grocery delivery service; and a 24/7 market pantry. Other typical brand amenities include a business center or lobby workstation, a guest laundry room, a fitness room, a swimming pool, and meeting space. Many properties also offer an outdoor sport court. Typical competitors of the Residence Inn by Marriott brand include the Homewood Suites by Hilton, Hyatt House, Element by Westin, and Staybridge Suites, among others. As of year-end 2024, there were 873 Residence Inn by Marriott properties (107,249 rooms) in operation across the United States and Canada. In 2024, the brand's U.S. and Canadian hotels

Summary of the Facilities

operated at an average occupancy level of 76.5% and an average daily rate (ADR) of \$171.36, resulting in an average RevPAR of \$131.10.

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

FIGURE 3-1 PROPOSED FACILITIES SUMMARY

Guestroom Configuration	Number of Units
Residence Inn Rooms	80
Fairfield by Marriott Rooms	82
Total	162
Food & Beverage Facilities	Seating Capacity
Breakfast Dining Area	TBD
Indoor Meeting & Banquet Facilities	Square Footage
Meeting Room	400
Amenities & Services	
Indoor Swimming Pool	Golf Simulator
Fitness Room	Market Pantry
Outdoor Patio & Barbecue Area	Lobby Workstation
Guest Laundry Area	

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

TYPICAL RESIDENCE INN BY MARRIOTT GUESTROOM - KITCHEN AREA



TYPICAL RESIDENCE INN BY MARRIOTT GUESTROOM



TYPICAL FAIRFIELD INN BY MARRIOTT GUESTROOM



ADA and Environmental

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

Capital Expenditures

Our analysis assumes that the hotel will require ongoing upgrades and periodic renovations after its opening in order to maintain its competitive level in this market and to remain compliant with brand standards.

Conclusion

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

4. Market Area Analysis

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

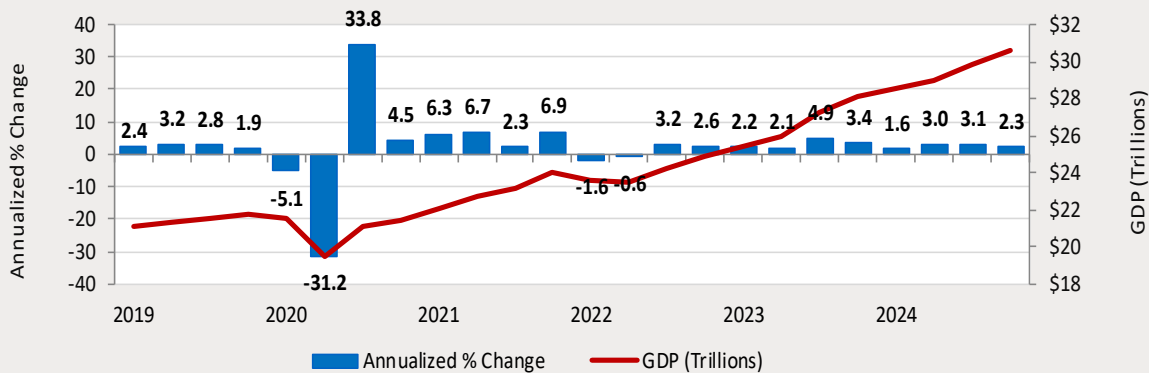
National Economic Overview

The local market and economy are influenced by national trends; thus, consideration of these trends is an important premise to this market-area analysis. The U.S. economy was severely affected by the COVID-19 pandemic, as illustrated in the following discussion. The onset of the pandemic resulted in decreased business activity, causing widespread economic hardships, including higher levels of unemployment. The depth and duration of this impact was influenced by the course of the pandemic and the nature and extent of restrictions on business and travel activity; the period of greatest impact was 2020. By all measures, the national economy has recovered from this downturn, having recorded notable subsequent growth, while some select markets and sectors have recorded slower growth and are continuing to recover.

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

deficit and decreases in government spending and inventory investment, although the decline was offset by gains during the second half of the year.

FIGURE 4-1 UNITED STATES GDP GROWTH RATE



Sources: tradingeconomics.com, Bureau of Economic Analysis

The positive trend continued through 2023 and 2024, registering 2.5% and 2.3% increases for the year, respectively. According to the January 30, 2025, report from the Bureau of Economic Analysis, "The increase in consumer spending reflected increases in both services and goods. Within services, the leading contributor to the increase was health care. Within goods, the leading contributors to the increase were recreational goods and vehicles, as well as motor vehicles and parts. Within health care, hospital and nursing home services (notably hospital services) and outpatient services increased, based primarily on Bureau of Labor Statistics (BLS) Current Employment Statistics (CES) employment, earnings, and hours data. The increase in government spending reflected increases in state and local, as well as federal government, spending." After a period of low transaction volume, 2025 is expected to bring a more active deal environment given this recent stability in growth, among other factors. While the possibility of the economy slowing in the near term remains a concern, the long-term outlook for the industry is optimistic.

The Wall Street Journal (WSJ) publishes an economy forecasting survey each quarter. Per the latest survey, economists are optimistic that the United States will avoid a recession, reporting an average 22.0% probability that the country would experience a recession during the next twelve months (39.0% was the average probability level for the same question in January 2024). The economy has continued to perform well, and the average probability level continues to decline

with each survey. Key averages from the latest release are illustrated in the following table.

FIGURE 4-2 GDP, CPI, AND UNEMPLOYMENT PREDICTIONS

Real GDP, Quarterly Annualized Growth Rate

1st Quarter 2025	2.17 %
2nd Quarter 2025	2.00
3rd Quarter 2025	1.95
4th Quarter 2025	1.95

Real GDP, Year-Over-Year Growth Rate

2025	2.00 %
2026	2.00
2027	2.04

CPI, Year-Over-Year Change

June 2025	2.56 %
December 2025	2.69
June 2026	2.66
December 2026	2.57

Unemployment, Annual Level

June 2025	4.24 %
December 2025	4.26
June 2026	4.21
December 2026	4.19

Source: Wall Street Journal Economic Forecasting
Survey, January 2025

Driven by supply-chain disruptions and pent-up consumer demand, prices for most goods and services increased substantially in the wake of the pandemic; the CPI increased by 7.0% in 2021 and 6.5% in 2022. The Fed addressed inflation through successive interest-rate hikes (seven in 2022, and another four in 2023), and the pace of inflation decelerated, falling to the low 3.0% range by the end of 2023. While inflation had increased to 3.5% by March 2024, it has illustrated a slow and gradual decline since this point, registering a relatively low 2.4% as of September 2024. In September, the Fed cut the federal funds rate for the first time since the COVID-19 pandemic, acknowledging the positive economic data and lower inflation in recent months, and two additional cuts followed in November and December. Prior to the September meeting, the target rate was between 5.25% and 5.5%. As of early 2025, it now stands between 4.25% and 4.5%. No change was made to the lending rate during the Fed's January 2025 meeting.

The recent successive increases in GDP, lower inflation levels, recent cuts to the Fed rate, and continued strong job growth paint a positive picture of the U.S. economy. While the probability of a recession is low, it is unclear how unfolding policies of the new administration will impact the economy. Nevertheless, 2025 is expected to be an improving year for the hotel industry, overall, and transaction activity should also intensify.

Per the WSJ survey, unemployment levels are anticipated to remain relatively stable, hovering near the 4.3% mark. In the October 2024 survey (no questions were posed for the January 2025 survey), the economists also opined on potential changes in metrics based on the election outcome. Most believe that inflation would increase under a Republican administration, due in large part to proposed tariffs. However, the WSJ reported that administration's influence over the economy is nevertheless limited, and more important factors are the business cycle, external shocks (such as the price of oil), and the Fed's interest rate policy. Accordingly, economists surveyed expect inflation to remain somewhat elevated, at just over 2.5% by June 2025, followed by an uptick, rising to roughly 2.7% by the end of this year.

Within the hospitality industry, labor availability and costs remain a concern for hotel operators, although these issues have diminished somewhat since the height of the pandemic. Inflation benefited the industry by supporting strong ADR growth in most markets but also resulted in increased expenses, which put pressure on profitability. Inflation has now moderated significantly and is approaching the Fed's target of 2.0%, considered a positive factor. Lastly, the news regarding recent 2024 GDP growth and the resilience of the economy as a whole should support continued growth in lodging demand, particularly in the commercial and group segments.

In preparing this report, we have considered the impact of these factors on the lodging and investment markets to the best of our ability. However, our analysis only considers what is known at the time of the effective date of the report, and there is a high degree of uncertainty currently influencing the market and the economy.

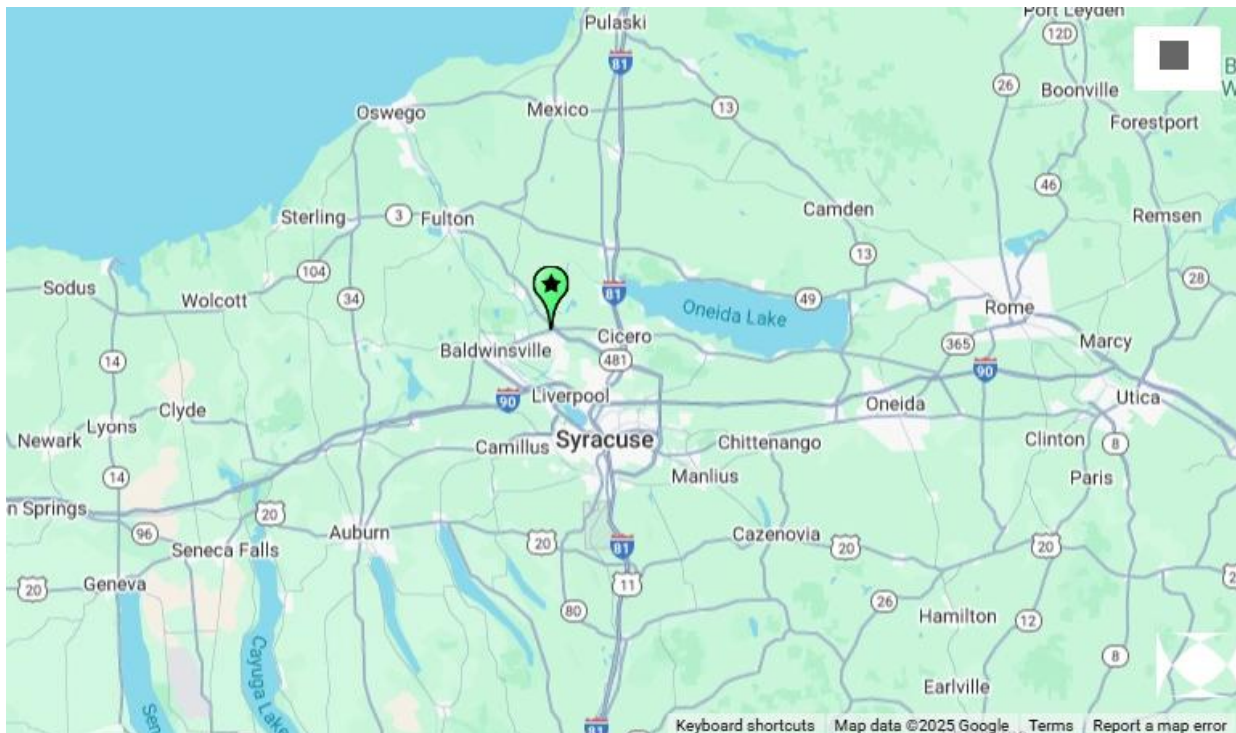
Market Area Definition

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

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

MSA requires the presence of a core city of at least 50,000 people and a total population of at least 100,000 (75,000 in New England). The following exhibit illustrates the market area.

MAP OF MARKET AREA



Economic and Demographic Review

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

These data are summarized in the following table.

FIGURE 4-3 ECONOMIC AND DEMOGRAPHIC DATA SUMMARY

	2010	2020	2024	2029	Avg. Annual Compounded Chg.		
					2010-20	2010-24	2024-29
Resident Population (Thousands)							
Onondaga County	467.9	474.2	468.4	470.0	0.1 %	0.0 %	0.1 %
Syracuse, NY MSA	663.5	659.6	653.5	655.2	(0.1)	(0.1)	0.1
Syracuse-Auburn, NY CSA	743.4	735.7	728.0	729.7	(0.1)	(0.1)	0.0
State of New York	19,419.9	20,104.7	19,616.5	19,814.9	0.3	0.1	0.2
United States	309,382.3	331,526.9	337,214.9	348,565.1	0.7	0.6	0.7
Per-Capita Personal Income*							
Onondaga County	\$44,350	\$55,236	\$55,071	\$58,769	2.2	1.6	1.3
Syracuse, NY MSA	41,929	52,617	52,145	55,655	2.3	1.6	1.3
Syracuse-Auburn, NY CSA	41,352	52,044	51,621	55,040	2.3	1.6	1.3
State of New York	53,670	66,790	69,776	76,210	2.2	1.9	1.8
United States	44,807	56,530	59,191	63,789	2.4	2.0	1.5
W&P Wealth Index							
Onondaga County	95.3	94.1	90.2	89.5	(0.1)	(0.4)	(0.2)
Syracuse, NY MSA	90.6	89.8	85.6	84.9	(0.1)	(0.4)	(0.2)
Syracuse-Auburn, NY CSA	89.5	89.0	84.8	84.1	(0.1)	(0.4)	(0.2)
State of New York	114.8	113.8	113.7	115.0	(0.1)	(0.1)	0.2
United States	100.0	100.0	100.0	100.0	0.0	0.0	0.0
Food and Beverage Sales (Millions)*							
Onondaga County	\$752	\$885	\$1,114	\$1,246	1.6	2.8	2.3
Syracuse, NY MSA	969	1,120	1,413	1,577	1.5	2.7	2.2
Syracuse-Auburn, NY CSA	1,042	1,200	1,515	1,691	1.4	2.7	2.2
State of New York	34,723	44,218	54,158	59,693	2.4	3.2	2.0
United States	502,827	611,998	777,882	881,337	2.0	3.2	2.5
Total Retail Sales (Millions)*							
Onondaga County	\$7,544	\$8,479	\$9,570	\$10,212	1.2	1.7	1.3
Syracuse, NY MSA	9,662	10,997	12,446	13,269	1.3	1.8	1.3
Syracuse-Auburn, NY CSA	10,619	11,974	13,544	14,437	1.2	1.8	1.3
State of New York	279,751	347,195	389,587	418,215	2.2	2.4	1.4
United States	4,638,710	5,826,739	6,781,526	7,456,593	2.3	2.7	1.9

* Inflation Adjusted

Source: Woods & Poole Economics, Inc.

Workforce Characteristics

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

Food and beverage sales totaled \$1,114 million in the county in 2024, versus \$752 million in 2010. This reflects a 2.8% average annual change. The pace of growth is anticipated to be 2.3% through 2029. The retail sales sector demonstrated an annual increase of 1.7% from 2010 to 2024. An increase of 1.3% average annual change is expected in county retail sales through 2029.

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

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

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

Industry	2010	Percent of Total	2020	Percent of Total	2024	Percent of Total	2029	Percent of Total	Avg. Annual Compounded Chg.		
									2010-2020	2020-2024	2024-2029
Farm	1.1	0.4 %	1.1	0.4 %	1.1	0.4 %	1.1	0.3 %	0.1 %	0.7 %	(0.4) %
Forestry, Fishing, Related Activities And Other	0.2	0.1	0.3	0.1	0.3	0.1	0.3	0.1	0.8	(0.1)	1.2
Mining	0.3	0.1	0.2	0.1	0.1	0.0	0.1	0.0	(4.9)	(13.0)	2.1
Utilities	1.7	0.6	2.4	0.8	2.6	0.8	2.5	0.8	3.6	1.5	(0.4)
Construction	12.9	4.3	13.5	4.6	14.1	4.4	14.0	4.3	0.4	1.2	(0.2)
Manufacturing	22.1	7.4	19.6	6.7	20.7	6.5	20.2	6.2	(1.2)	1.4	(0.5)
Total Trade	46.0	15.4	40.3	13.7	43.1	13.5	42.5	13.1	(1.3)	1.6	(0.2)
Wholesale Trade	14.4	4.8	11.7	4.0	13.3	4.2	13.1	4.0	(2.0)	3.2	(0.4)
Retail Trade	31.6	10.6	28.6	9.7	29.8	9.3	29.5	9.1	(1.0)	1.0	(0.2)
Transportation And Warehousing	10.0	3.3	14.1	4.8	17.8	5.6	17.5	5.4	3.5	6.1	(0.4)
Information	5.1	1.7	4.0	1.4	4.2	1.3	4.2	1.3	(2.4)	1.6	(0.3)
Finance And Insurance	18.7	6.3	18.1	6.1	19.6	6.1	18.9	5.8	(0.4)	2.0	(0.6)
Real Estate And Rental And Lease	10.6	3.5	12.6	4.3	15.7	4.9	18.0	5.5	1.7	5.8	2.7
Total Services	127.0	42.4	127.2	43.2	138.1	43.3	143.8	44.3	0.0	2.1	0.8
Professional And Technical Services	19.7	6.6	20.6	7.0	21.2	6.6	22.0	6.8	0.4	0.6	0.8
Management Of Companies And Enterprises	2.9	1.0	4.9	1.6	5.3	1.7	5.3	1.6	5.3	2.1	0.0
Administrative And Waste Services	17.1	5.7	15.1	5.1	16.7	5.2	16.7	5.1	(1.3)	2.5	(0.0)
Educational Services	12.5	4.2	13.6	4.6	12.9	4.1	13.6	4.2	0.8	(1.2)	1.0
Health Care And Social Assistance	36.5	12.2	39.0	13.3	40.5	12.7	43.0	13.2	0.7	0.9	1.2
Arts, Entertainment, And Recreation	6.3	2.1	4.9	1.7	6.6	2.1	7.4	2.3	(2.4)	7.6	2.3
Accommodation And Food Services	18.8	6.3	15.7	5.3	20.6	6.5	21.7	6.7	(1.8)	7.0	1.0
Other Services, Except Public Administration	13.2	4.4	13.3	4.5	14.3	4.5	14.2	4.4	0.1	1.8	(0.1)
Total Government	43.4	14.5	40.9	13.9	41.4	13.0	41.7	12.8	(0.6)	0.3	0.2
Federal Civilian Government	4.5	1.5	4.8	1.6	4.5	1.4	4.6	1.4	0.6	(1.3)	0.4
Federal Military	1.0	0.3	0.9	0.3	0.9	0.3	0.9	0.3	(1.1)	(0.2)	0.0
State And Local Government	37.9	12.7	35.2	12.0	36.0	11.3	36.2	11.2	(0.7)	0.5	0.1
TOTAL	299.2	100.0 %	294.2	100.0 %	318.9	100.0 %	324.9	100.0 %	(0.2) %	2.0 %	0.4 %
MSA	374.0	—	365.3	—	394.9	—	402.0	—	(0.2) %	2.0 %	0.4 %
U.S.	172,901.7	—	195,286.6	—	218,894.3	—	232,833.6	—	1.2	2.9	1.2

Source: Woods & Poole Economics, Inc.

**Radial Demographic
Snapshot**

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

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

FIGURE 4-5 DEMOGRAPHICS BY RADIUS

	0.00 - 1.00 miles	0.00 - 3.00 miles	0.00 - 5.00 miles
Population			
2030 Projection	6,605	29,270	69,638
2025 Estimate	6,513	29,160	69,711
2020 Census	6,500	29,446	70,865
Percent Change: 2025 to 2030	1.4%	0.4%	-0.1%
Percent Change: 2020 to 2025	0.2%	-1.0%	-1.6%
Households			
2030 Projection	2,708	11,745	29,144
2025 Estimate	2,673	11,669	29,030
2020 Census	2,713	11,801	29,330
Percent Change: 2025 to 2030	1.3%	0.7%	0.4%
Percent Change: 2020 to 2025	-1.5%	-1.1%	-1.0%
Income			
2025 Est. Average Household Income	\$120,605	\$128,070	\$116,197
2025 Est. Median Household Income	94,538	95,524	88,329
2025 Est. Civ. Employed Pop 16+ by Occupation			
Architecture/Engineering	117	532	1,196
Arts/Design/Entertainment/Sports/Media	27	239	886
Building/Grounds Cleaning/Maintenance	55	394	850
Business/Financial Operations	365	1,231	2,657
Community/Social Services	69	342	690
Computer/Mathematical	138	475	1,454
Construction/Extraction	110	374	1,016
Education/Training/Library	343	1,538	3,251
Farming/Fishing/Forestry	11	18	21
Food Preparation/Serving Related	161	611	1,596
Healthcare Practitioner/Technician	247	1,197	3,081
Healthcare Support	45	290	950
Installation/Maintenance/Repair	103	404	921
Legal	45	138	287
Life/Physical/Social Science	52	149	301
Management	519	2,023	4,150
Office/Administrative Support	510	1,788	4,150
Production	80	615	1,421
Protective Services	34	281	789
Sales/Related	299	1,568	3,605
Personal Care/Service	46	191	680
Transportation/Material Moving	181	897	2,408

Source: Environics Analytics

Unemployment Statistics

This source reports a population of 69,711 and 29,030 households within a five-mile radius of the subject site. The average household income within this radius is reported at \$116,197, while the median is \$88,329.

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

FIGURE 4-6 UNEMPLOYMENT STATISTICS

Year	County	MSA	State	U.S.
2014	5.6 %	6.1 %	6.3 %	6.2 %
2015	4.9	5.4	5.3	5.3
2016	4.5	4.9	4.9	4.9
2017	4.7	5.1	4.7	4.4
2018	4.0	4.3	4.1	3.9
2019	3.9	4.3	4.0	3.7
2020	8.0	8.1	9.8	8.1
2021	5.0	5.0	7.1	5.4
2022	3.4	3.5	4.3	3.6
2023	3.5	3.7	4.2	3.6
<i>Recent Month - Dec</i>				
2023	3.9 %	4.2 %	4.4 %	3.7 %
2024	3.3	3.5	4.1	4.1

Source: U.S. Bureau of Labor Statistics

Prior to the pandemic, U.S. unemployment levels were firmly below the 4.6% level recorded in 2006 and 2007, the peak years of the economic cycle prior to the Great Recession. The national unemployment rate during the months leading up to the COVID-19 pandemic were in the 3.5–3.7% range, reflecting a trend of stability and strength. However, in April 2020, after the onset of the pandemic, unemployment rose to 14.7%, while employment dropped by 20.7 million. Steady gains in employment have been registered since that time; most recently, the national unemployment rate was 4.0% in January 2025. Rises in employment of 261,000, 307,000, and 143,000 people were registered in November, December, and January, respectively. In January, the most significant gains were reported in the health care, retail trade, and social-assistance sectors.

Locally, the unemployment rate was 3.5% in 2023; for this same area in 2024, the most recent month's unemployment rate was registered at 3.3%, versus 3.9% for

Major Business and Industry

the same month in 2023. As illustrated in the foregoing table, unemployment declined in 2015, and this positive trend generally continued through 2019. Economic development officials noted that local employment last decade was largely supported by the healthcare and education sectors. However, unemployment data from 2020 illustrate a sharp increase given the effects of the COVID-19 pandemic and related global economic crisis, which included massive furloughs/layoffs. Unemployment then declined in 2021 as the economy began to rebound, and this trend continued in 2022 and remained fairly stable in 2023. The most recent comparative period shows where the local market stands in 2024, relative to the same month of 2023, reflecting continued improvement.

Providing additional context for understanding the nature of the regional economy, the following table presents a list of the major employers throughout central New York.

FIGURE 4-7 MAJOR EMPLOYERS

Largest Employer - Central New York*		
American Food & Vending	INFICON	Sodexo
American Red Cross	JADAK Technologies	Spectrum
Anaren	Labratory Alliance of Central New York, LLC	SRC, Inc.
Anheuser Busch	Lakeview Amphitheater	Stickley Inc.
Aramark	Lockheed Martin	St. Joseph's Hospital
AXA Equitable	Liberty Resources	Suburban Propane
Birnie Bus	Loretto	Sutherland Global
BNY Mellon	Lowes	Syracuse City School District
Bristol-Myers Squibb	Marquardt Switches	Syracuse University
Byrne Dairy	Marriott Syracuse Downtown	Syracuse VA Medical Center
Cardinal Health	McDonald's	Target
Catholic Charities of Onondaga County	Mirbeau Inn & Spa	Tessy
Cintas	National Grid	Thompson & Johnson
Crouse Hospital	Novelis	Tops Markets
CXtec	NYS Thruway Authority	Turning Stone Resort & Casino
Del Lago Resort & Casino	O'Brien & Gere	United Parcel Service
Destiny USA	Peace Inc.	Upstate University Hospital
DOT Foods	POMCO	United Postal Service
DUMAC Business Systems	Price Chopper	Verizon
Dunkin' Donuts	Rapid Response Monitoring	W.B. Mason
EATON Crouse Hinds	Raymour & Flanigan	Walmart
Excellus BlueCross BlueShield	Rescue Mission Alliance	Wegmans
First Student	Roman Catholic Diocese	Welch Allyn
G.A. Braun Inc	ShoreGroup	W.I.S. International
G&C Foods		
* Listed Alphabetically		
Source: CNY Works, 2024		

Syracuse University is a private research institution that is continually ranked among the top 100 National Universities by U.S. News and World Report. SUNY Upstate Medical University is the only academic medical center in the region and is complemented by the larger Upstate University Health System. Other area companies and entities within the healthcare and education sectors include Bristol-Myers Squibb, KPH Healthcare Services, Le Moyne College, Loretto Health and Rehabilitation Center, Norwell Health, SUNY College of Environmental Science and Forestry, Syracuse VA Medical Center, Trinity Health, and Welch Allyn. Lockheed Martin, an aerospace and defense company, maintains a facility in nearby Salina. Lockheed's recent projects, both announced in 2019, include a \$600-million U.S. Navy contract to provide radar systems for the E-2D Advanced Hawkeye aircraft and the \$297-million U.S. Navy contract to provide radar systems for new U.S. Navy vessels. Furthermore, in July 2023, groundbreaking occurred for the Interstate 81 Viaduct project. This \$2.25 billion project will demolish the existing elevated highway through downtown Syracuse and reroute traffic to surface roads, as well as re-direct through traffic to Interstate 481 which will receive updates.

Within the area specifically housing the site of the proposed hotel, a \$350-million, 3.7-million-square-foot Amazon fulfillment center was completed in 2022. This project created 1,500 jobs and is one of the largest warehouses in the world. In October 2022, Micron Technology announced a \$100-billion semiconductor fabrication facility that will also be located in the town of Clay. According to an economic impact study sponsored by New York State's Empire State Development agency and completed by REMI, Inc., this project is expected to create 50,000 new permanent jobs by 2055, including jobs directly created at Micron but also including jobs at suppliers, contractors, and other supporting companies. Construction was originally set to start in 2023 but due to delays related to a federal environmental review, construction is now set to start in November 2025 with the first phase being operational in 2028. It was announced in December 2024 that this project, which is New York State's largest private investment, that an additional \$6.1 billion in federal funding was finalized.

Convention Activity

A convention center serves as a gauge of visitation trends to a particular market. Convention centers also generate significant levels of demand for area hotels and serve as a focal point for community activity. Typically, hotels within the closest proximity to a convention center—up to three miles away—will benefit the most. Hotels serving as headquarters for an event benefit the most by way of premium rates and hosting related banquet events. During the largest conventions, peripheral hotels may benefit from compression within the city as a whole.

The three-city-block Oncenter Complex comprises the War Memorial building, the Nicholas J. Pirro Convention Center, and the John H. Mulroy Civic Center. The War Memorial building includes an arena, exhibition hall, and meeting rooms totaling 91,000 square feet on three levels. The convention center maintains an additional 99,000 square feet of banquet, meeting, and ballroom space that connects to the John H. Mulroy Civic Center. The civic center features three distinctly different theaters, including the 57-foot-wide stage in the Carrier Theater. The complex buildings are connected via interior walkways, including interior access to the 1,000-car parking garage.

Usage statistics for this facility were unavailable upon request. However, reports from the market reflect that the facility is highly utilized by groups such as local professional associations and trade shows. Officials noted that the recent closing of the Sheraton and the Crowne Plaza limits the events that will be hosted at the Oncenter given the market no longer has sufficient room supply to accommodate larger groups looking to host events in Syracuse. As such, there is significant need for more hotel rooms within the wider Syracuse market.

Airport Traffic

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

Syracuse Hancock International Airport (SYR) serves the central New York State area. The airport underwent a one-year, \$62.4-million renovation that was completed in October 2018; upgrades included a redesign of the terminal's interior and exterior, the addition of an aviation history museum, and the construction of a pedestrian bridge. In 2020, the taxi reconfiguration project took place, while in September 2021, a massive rehabilitation project of the main runway was completed. In September 2022, a \$20-million state grant was announced that will be used to expand and modernize one of the airport's two passenger terminals. In early 2023, the airport was awarded \$8.6 million from the 2021 federal infrastructure bill to replace the terminal's HVAC systems, siding, and windows.

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

FIGURE 4-8 AIRPORT STATISTICS - SYRACUSE HANCOCK INTERNATIONAL AIRPORT

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

*Annual average compounded percentage change from the previous year

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

Source: Syracuse Hancock International Airport

This facility recorded 3,004,747 passengers in 2024. The change in passenger traffic between 2023 and 2024 was 5.2%. The average annual change during the period shown was 4.6%. The significant increases in passenger traffic counts in 2018 and 2019 can be attributed in large part to more service by major air carriers in response to stronger economic conditions and a rise in demand. Several airlines either increased the number of flights in/out of the airport or added seats to their existing flights. Additionally, Frontier Airlines began commercial service to/from ten locations throughout the United States and Puerto Rico in July 2018. Data from 2020 illustrate a substantial decline given the impact of the COVID-19 pandemic and the travel restrictions that were implemented. The number of passengers traveling through SYR started to decline significantly in March 2020, with some airlines canceling routes, although passenger numbers slowly started to improve in June 2020. Data from 2021 and 2022 show a notable rebound due in part to new airlines starting service out of SYR. In November 2021, Southwest began servicing the Syracuse Hancock International Airport, and in June 2022, Breeze Airways, a low-cost carrier, had its inaugural flight out of SYR. The year-end 2023 data exceeded the pre-pandemic levels, and 2024 data show continued growth.

Tourist Attractions

The subject market benefits from a variety of tourism and leisure attractions in the area. Leisure demand generators include the Destiny USA super-regional shopping and entertainment complex, Oncenter Complex, NBT Bank Stadium, New York State Fairgrounds, Syracuse University, Rosamond Gifford Zoo at Burnet Park, and the JMA Wireless Dome, which recently completed upgrades. With the recent upgrades at the JMA Dome, larger acts have been coming to Syracuse, often selling out hotels throughout the market. Per our market interviews and research, no major changes related to these attributes of the market are expected in the near future.

Conclusion

This section discussed a wide variety of economic indicators for the pertinent market area. The market area is experiencing a period of economic recovery and growth, spurred by the recent announcement of Micron Technology's \$100-billion semiconductor fabrication facility. Furthermore, many of the corporations or institutions that support this area, such as Lockheed Martin and Syracuse University, are renowned entities working with a multitude of clients. The outlook for the market area is positive.

5. Supply and Demand Analysis

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

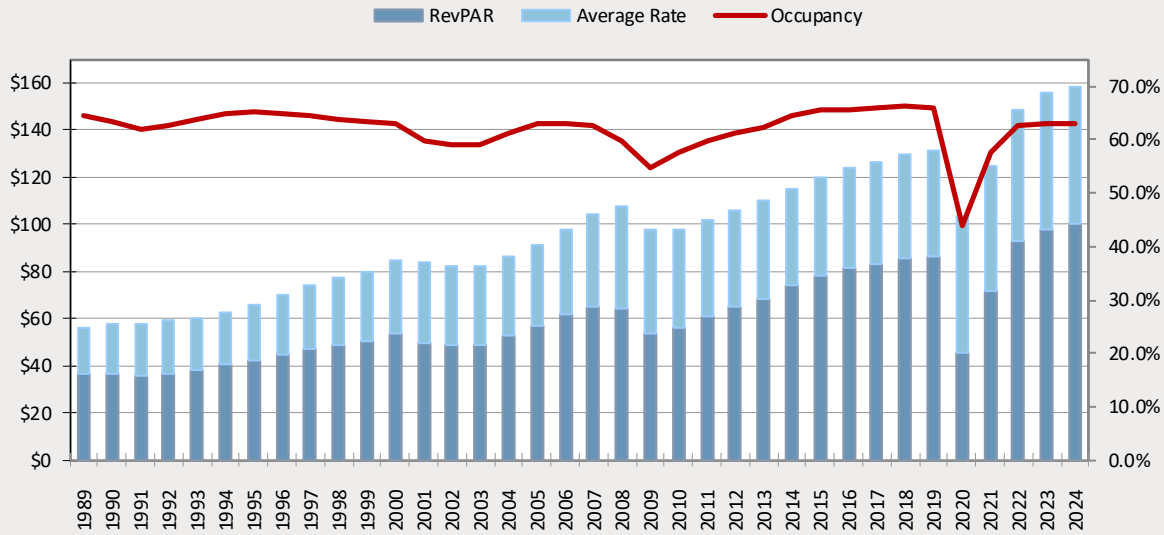
Definition of Subject Hotel Submarket

The subject site is located in the greater Syracuse lodging market; within this greater market, the direct submarket that will include the proposed subject hotel is known as the Liverpool/Clay area. In our analysis of primarily competitive hotels, we considered the three hotels most proximate to the subject site, as well as two other hotels that offer an upscale extended-stay product offering. We have considered five additional hotels based on proximity; however, while these hotels each have their own demand drivers that benefit them specifically, these secondarily competitive hotels also rely on overflow demand from other nearby submarkets, such as the subject submarket and the downtown submarket.

National Trends Overview

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

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

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

Source: STR

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

FIGURE 5-2 NATIONAL OCCUPANCY AND ADR TRENDS

	Occupancy					Average Rate					RevPAR				
	2019	2021	2022	2023	2024	2019	2021	2022	2023	2024	2019	2021	2022	2023	2024
United States	66.0 %	57.5 %	62.6 %	63.0 %	63.0 %	\$131.23	\$124.96	\$149.24	\$156.00	\$158.67	\$86.64	\$71.88	\$93.39	\$98.22	\$99.94
Region															
New England	64.7 %	55.5 %	63.4 %	63.3 %	64.1 %	\$161.08	\$155.80	\$179.29	\$190.86	\$195.48	\$104.25	\$86.54	\$113.78	\$120.86	\$125.36
Middle Atlantic	69.0	55.2	62.6	65.0	66.3	166.27	144.08	179.82	192.15	200.48	114.81	79.56	112.48	124.96	132.92
South Atlantic	67.5	59.8	64.7	64.5	64.9	128.41	130.45	152.61	156.33	157.87	86.68	77.95	98.70	100.89	102.51
E. North Central	61.1	52.3	57.2	57.5	57.9	112.64	105.25	123.33	129.12	133.91	68.82	55.09	70.52	74.26	77.48
E. South Central	62.4	59.5	61.0	61.0	59.1	103.58	104.70	119.73	126.05	127.25	64.61	62.30	73.04	76.88	75.17
W. North Central	58.3	51.0	55.3	56.1	55.7	99.28	97.34	109.00	115.04	118.30	57.88	49.68	60.27	64.51	65.89
W. South Central	62.6	58.1	59.9	60.2	60.2	101.84	95.75	112.13	116.19	119.69	63.77	55.64	67.20	69.92	72.09
Mountain	66.9	59.3	66.3	67.2	66.1	121.89	125.74	153.87	166.61	169.15	81.54	74.59	101.94	111.97	111.85
Pacific	73.6	60.2	66.9	66.6	66.7	171.40	157.79	190.58	196.22	194.67	126.16	95.00	127.42	130.67	129.89
Class															
Luxury	70.9 %	52.5 %	65.3 %	66.0 %	66.7 %	\$304.11	\$322.00	\$376.48	\$384.66	\$387.74	\$215.73	\$168.95	\$245.93	\$153.96	\$258.56
Upper-Upscale	72.6	50.0	63.4	67.1	67.6	188.24	175.05	213.96	221.11	223.88	136.67	87.49	135.70	148.29	151.46
Upscale	71.5	59.3	66.8	68.7	69.1	143.60	132.34	156.30	163.81	166.20	102.68	78.42	104.39	112.53	114.80
Upper-Midscale	67.5	61.2	65.7	65.8	65.7	115.91	114.14	128.53	133.40	135.01	78.20	69.83	84.50	87.73	88.68
Midscale	59.5	56.8	59.7	58.7	58.4	95.82	98.83	100.19	101.41	101.85	57.03	56.10	59.83	59.57	59.46
Economy	59.4	58.7	56.4	54.3	53.5	75.50	76.14	77.65	79.32	78.90	44.83	44.72	43.80	43.04	42.24
Location															
Urban	73.2 %	51.8 %	63.3 %	66.4 %	67.5 %	\$183.20	\$152.81	\$196.47	\$207.36	\$213.04	\$134.12	\$79.12	\$124.44	\$137.66	\$143.84
Suburban	66.7	59.9	63.8	63.4	63.6	111.26	104.93	126.13	126.32	127.97	74.24	62.90	80.45	80.06	81.34
Airport	73.7	60.3	67.9	69.5	69.4	119.22	104.82	126.57	134.50	135.87	87.85	63.18	85.91	93.43	94.36
Interstate	57.9	57.8	58.5	57.7	57.1	87.86	92.22	100.90	106.58	108.69	50.85	53.31	59.04	61.54	62.01
Resort	70.0	57.7	66.8	68.6	67.8	182.74	209.77	236.76	238.86	239.05	127.85	121.06	158.20	163.82	162.10
Small Town	57.8	56.7	57.5	55.8	55.4	107.26	116.96	124.72	133.63	136.86	61.98	66.34	71.72	74.63	75.86
Chain Scale															
Luxury	73.8 %	48.0 %	63.1 %	65.8 %	67.7 %	\$343.02	\$383.48	\$435.46	\$427.97	\$426.43	\$253.17	\$184.12	\$274.64	\$281.53	\$288.49
Upper-Upscale	73.9	48.7	63.9	67.7	68.5	189.25	176.66	215.96	223.19	226.90	139.80	86.11	138.05	151.12	155.53
Upscale	72.6	59.6	67.4	69.2	69.5	142.38	128.62	155.28	161.85	164.20	103.32	76.68	104.58	112.00	114.20
Upper-Midscale	67.5	61.6	65.8	66.1	66.0	112.80	111.14	127.56	132.16	133.95	76.14	68.47	83.93	87.34	88.44
Midscale	58.1	56.5	60.1	59.0	58.7	86.61	89.48	95.19	95.94	96.69	50.30	50.59	57.18	56.65	56.77
Economy	58.7	59.7	57.2	55.0	54.4	63.70	66.88	72.24	72.69	72.12	37.36	39.90	41.34	40.00	39.26
Independents	63.5	56.9	60.0	59.2	58.6	133.08	137.44	155.20	162.24	163.39	84.44	78.24	93.05	96.00	95.81

Source: Year-End STR Lodging Reviews

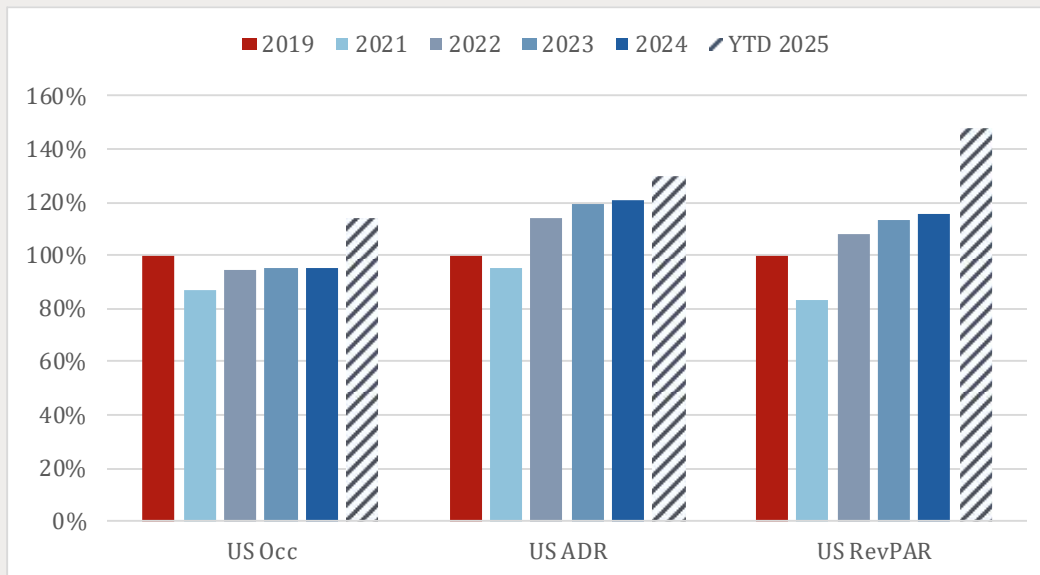
FIGURE 5-3 RECENT NATIONAL OCCUPANCY AND ADR TRENDS

	Occupancy - YTD January			Average Rate - YTD January			RevPAR - YTD January			Percent Change	
	2024	2025	% Change	2024	2025	% Change	2024	2025	% Change	Rms. Avail.	Rms. Sold
United States	52.0 %	52.5 %	1.0 %	\$146.21	\$151.20	3.4 %	\$76.00	\$79.42	4.5 %	0.6 %	1.7 %
Region											
New England	48.1 %	47.0 %	(2.2) %	\$143.03	\$141.37	(1.2) %	\$68.79	\$66.48	(3.4) %	0.0 %	(2.2) %
Middle Atlantic	51.1	51.9	1.5	150.69	159.06	5.5	77.04	82.50	7.1	0.2	1.7
South Atlantic	56.9	59.2	4.1	152.83	163.18	6.8	86.89	96.62	11.2	0.8	5.0
E. North Central	42.3	42.2	(0.2)	109.86	110.73	0.8	46.51	46.76	0.5	1.0	0.7
E. South Central	45.3	45.2	(2.4)	107.14	108.98	1.7	49.65	49.27	(0.8)	2.0	(0.5)
W. North Central	40.3	40.4	0.4	103.11	105.60	2.4	41.54	42.72	2.8	0.2	0.5
W. South Central	52.2	50.9	(2.5)	113.02	113.90	0.8	59.02	57.97	(1.8)	0.8	(1.8)
Mountain	57.9	57.5	(0.5)	174.63	176.24	0.9	101.04	101.42	0.4	0.3	(0.2)
Pacific	56.1	57.9	3.2	188.71	192.35	1.9	105.88	111.41	5.2	0.2	3.5
Class											
Luxury	56.6 %	58.2 %	2.8 %	\$371.04	\$396.32	6.8 %	\$209.97	\$230.67	9.9 %	2.3 %	5.2 %
Upper-Upscale	56.8	57.4	1.0	212.07	218.24	2.9	120.50	125.19	3.9	0.3	1.3
Upscale	57.6	57.8	0.4	149.51	151.01	1.0	86.06	87.26	1.4	1.4	1.7
Upper-Midscale	53.2	53.4	0.6	120.34	122.05	1.4	63.96	65.24	2.0	1.5	2.1
Midscale	47.2	47.3	0.1	89.86	91.83	2.2	42.44	43.41	2.3	0.3	0.4
Economy	44.2	45.1	1.9	69.91	72.49	3.7	30.92	32.69	5.7	(1.0)	0.9
Location											
Urban	54.1 %	54.7 %	1.2 %	\$181.64	\$191.11	5.2 %	\$98.28	\$104.62	6.5 %	1.0 %	2.2 %
Suburban	52.6	53.2	1.0	115.61	119.02	2.9	60.83	63.26	4.0	0.9	1.9
Airport	61.3	60.8	(0.8)	128.30	131.44	2.5	78.66	79.93	1.6	0.3	(0.5)
Interstate	45.0	45.6	1.4	96.20	99.10	3.0	43.26	45.19	4.5	0.8	2.2
Resort	62.8	63.4	1.0	248.37	255.37	2.8	155.88	161.93	3.9	(0.4)	0.6
Small Town	42.0	42.8	1.9	114.05	118.57	4.0	47.95	50.79	5.9	0.4	2.3
Chain Scale											
Luxury	58.3 %	59.7 %	2.4 %	\$420.36	\$460.02	9.4 %	\$245.22	\$274.69	12.0 %	7.4 %	9.9 %
Upper-Upscale	57.7	58.7	1.8	215.09	222.70	3.5	124.02	130.67	5.4	2.0	3.8
Upscale	57.9	58.1	0.3	148.18	150.81	1.8	85.84	87.64	2.1	1.5	1.8
Upper-Midscale	53.5	53.8	0.5	118.96	121.23	1.9	63.63	65.18	2.4	1.6	2.1
Midscale	47.3	47.5	0.3	85.05	88.02	3.5	40.27	41.78	3.8	3.0	3.2
Economy	45.6	46.5	1.9	64.55	67.08	3.9	29.43	31.17	5.9	(1.5)	0.4
Independents	48.2	48.7	0.9	151.53	153.12	1.1	73.09	74.54	2.0	(1.8)	(0.9)

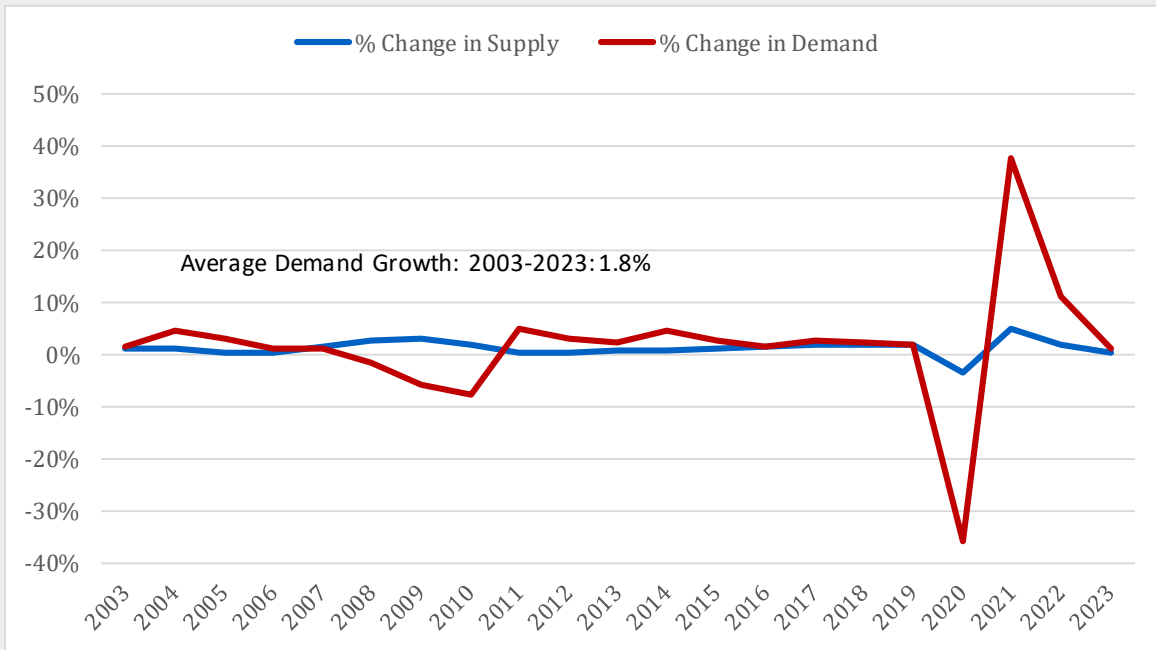
Source: STR - January 2025 Lodging Review

The following graph illustrates the performance of the U.S. lodging industry from 2019 through 2024, expressed as a percentage of 2019 levels of occupancy, ADR and RevPAR, demonstrating the pace and pattern of the recovery.

FIGURE 5-4 NATIONAL PERFORMANCE COMPARED TO 2019 LEVELS



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

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

Source: STR

Excluding fluctuations due to the Great Recession in 2008/09 and the pandemic from 2020 to 2022, supply growth ranged between 0.4% to 2.0%, averaging 1.1% in these years. The pace of supply growth slowed significantly in the two to three years following the downturns in 2001/02, 2008/09, and 2020/21, reflecting the decline in new project-starts during these periods. As the market moved out of these cycles, supply growth accelerated. The impact of the pandemic caused a decline in supply, as hotels temporarily suspended operations or closed, in many cases for conversion to alternate use. The reopening of the temporarily closed properties caused an artificial spike in supply growth. Supply growth in 2023 through early 2025 reflects the high cost of construction, as well as the limited availability of financing for new construction. Thus, the pace of supply growth is expected to remain muted through 2026.

The changes in demand, as measured by the number of occupied rooms, display similar patterns. The years following the noted recessionary periods reflect relatively strong growth, as the market recovered from these downturns. Excluding the years of downturn and recovery, demand growth ranged from 1.0% to 4.6%.

Historical Supply and Demand Data

STR is an independent research firm that compiles and publishes data on the lodging industry, routinely used by typical hotel buyers. HVS has ordered and analyzed an STR Trend Report of historical supply and demand data for a group of hotels considered applicable to this analysis for the proposed subject hotels. This information is presented in the following table, along with the market-wide occupancy, ADR, and RevPAR.

In response to the travel restrictions and the decline in demand associated with the COVID-19 pandemic, numerous hotels in markets across the nation temporarily suspended operations. During these suspensions, hotels were typically closed to the public, with the majority of staff furloughed, although key management and maintenance staff were retained to preserve the property and prepare for reopening. It is important to note that no hotels in the defined competitive set suspended operations because of the COVID-19 pandemic.

The second chart presents the monthly data for 2019 through the year-to-date 2024 period, illustrating the fluctuations in occupancy and ADR. The impact of the pandemic and the timing and pace of the subsequent recovery are reflected in the data.

FIGURE 5-6 HISTORICAL SUPPLY AND DEMAND TRENDS

Year	Average Daily Room Count	Available Room Nights	Change	Occupied Room Nights	Change	Occupancy	Average Rate	Change	RevPAR	Change
2017	852	310,980	—	183,216	—	58.9 %	\$102.89	—	\$60.62	—
2018	881	321,585	3.4 %	185,737	1.4 %	57.8	100.77	(2.1) %	58.20	(4.0) %
2019	948	346,020	7.6	200,976	8.2	58.1	97.64	(3.1)	56.71	(2.6)
2020	948	346,020	0.0	142,361	(29.2)	41.1	82.41	(15.6)	33.91	(40.2)
2021	948	346,020	0.0	203,828	43.2	58.9	95.42	15.8	56.21	65.8
2022	954	348,225	0.6	226,995	11.4	65.2	114.53	20.0	74.66	32.8
2023	957	349,305	0.3	217,371	(4.2)	62.2	118.79	3.7	73.92	(1.0)
2024	957	349,274	(0.0)	213,881	(1.6)	61.2	127.57	7.4	78.12	5.7

Year-to-Date Through January

2024	957	29,667	—	13,924	—	46.9	\$101.98	—	\$47.87	—
2025	956	29,636	(0.1) %	13,837	(0.6) %	46.7	109.44	7.3 %	51.10	6.8 %

Average Annual Compounded Change:

2017 – 2019	5.5 %	4.7 %	(2.6) %	(3.3) %
2017 – 2024	1.7	2.2	3.1	3.7
2019 – 2024	0.2 %	1.3 %	5.5 %	6.6 %
2021 – 2024	0.3	1.6	10.2	11.6

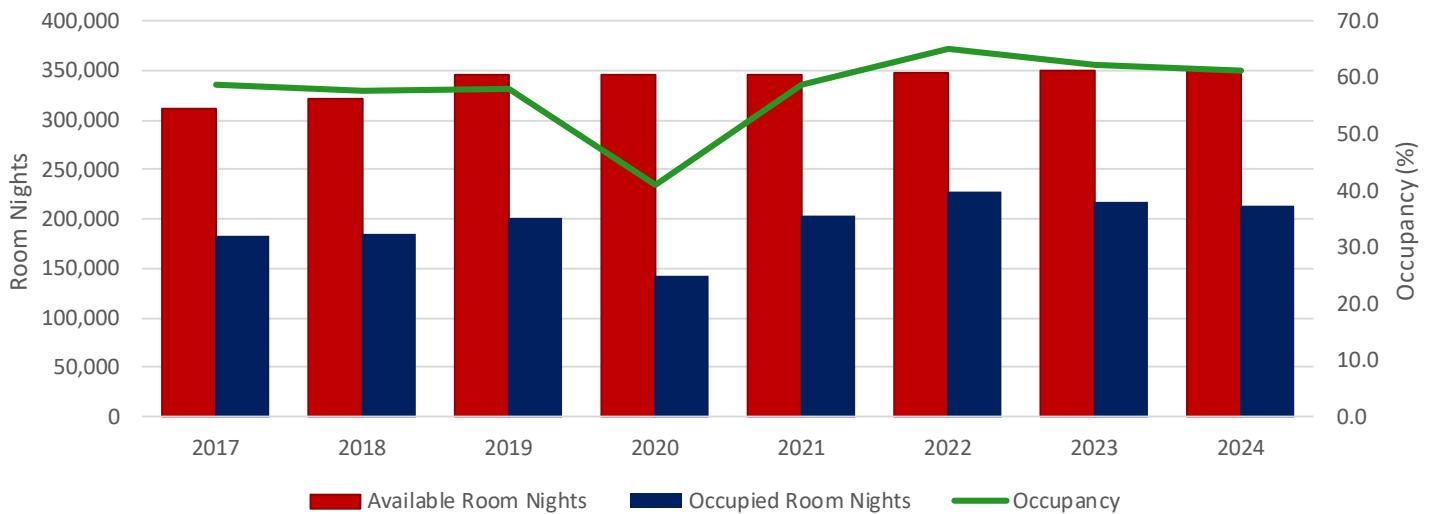
Hotels Included in Sample	Class	Competitive Status	Number of Rooms	Year Affiliated	Year Opened
Comfort Inn Fairgrounds Syracuse	Upper Midscale Class	<i>Secondary</i>	110	Jul 1988	Jul 1988
Homewood Suites by Hilton Syracuse Liverpool	Upscale Class	<i>Primary</i>	102	Oct 1991	Oct 1991
Comfort Inn & Suites Liverpool Syracuse	Upper Midscale Class	<i>Primary</i>	63	Jan 2021	Oct 1998
Candlewood Suites Syracuse-Airport	Midscale Class	<i>Secondary</i>	124	Nov 2003	Nov 2003
Holiday Inn Express Syracuse Fairground	Upper Midscale Class	<i>Secondary</i>	87	Dec 2009	Aug 2006
Holiday Inn Express Syracuse Airport	Upper Midscale Class	<i>Secondary</i>	95	May 2007	May 2007
Hampton Inn Syracuse Clay	Upper Midscale Class	<i>Primary</i>	77	Oct 2007	Oct 2007
Holiday Inn Express & Suites Syracuse North Airport Area	Upper Midscale Class	<i>Secondary</i>	71	Jan 2010	Jan 2010
Staybridge Suites Syracuse (Liverpool)	Upscale Class	<i>Primary</i>	122	Apr 2011	Apr 2011
TownePlace Suites Syracuse Liverpool	Upper Midscale Class	<i>Primary</i>	105	Sep 2018	Sep 2018
Total			956		

Source: STR

FIGURE 5-7 HISTORICAL SUPPLY AND DEMAND TRENDS (MONTHLY)

Month	2020		2021		2022		2023		2024		2025	
	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR
January	41.9 %	\$90.01	39.8 %	\$76.34	45.6 %	\$94.13	51.1 %	\$92.50	46.9 %	\$101.98	46.7 %	\$109.44
February	50.0	92.43	44.6	78.83	56.1	98.55	58.1	97.69	49.6	106.71	—	—
March	36.0	88.90	53.4	80.92	64.4	102.10	63.7	108.00	57.3	111.08	—	—
April	17.3	75.57	52.0	84.60	67.7	106.73	61.4	112.46	62.9	130.05	—	—
May	22.0	77.75	60.7	95.47	67.9	125.85	65.8	130.64	62.6	140.18	—	—
June	32.4	79.70	65.0	94.69	71.5	118.04	65.4	121.83	67.7	129.61	—	—
July	45.4	84.50	72.1	107.38	73.1	126.62	67.0	133.13	70.5	132.43	—	—
August	56.3	81.75	78.3	109.43	77.3	128.00	76.3	140.10	77.5	145.86	—	—
September	54.9	81.09	70.0	101.33	74.5	122.47	69.1	127.87	69.6	143.02	—	—
October	55.6	79.21	67.9	105.47	73.3	128.07	66.8	120.60	69.8	130.16	—	—
November	44.9	77.22	55.4	93.44	57.1	105.80	55.2	119.10	52.9	122.97	—	—
December	37.3	74.73	46.5	92.27	52.8	95.61	46.5	101.74	46.4	111.61	—	—
Annual Averages	41.1 %	\$82.41	58.9 %	\$95.42	65.2 %	\$114.53	62.2 %	\$118.79	61.2 %	\$127.57	—	—
Year-to-Date	41.9 %	\$90.01	39.8 %	\$76.34	45.6 %	\$94.13	51.1 %	\$92.50	46.9 %	\$101.98	46.7 %	\$109.44
Change from Prior Year	2020		2021		2022		2023		2024		2025	
	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR	Occupancy	ADR
January	5.7 pts	-1.4 %	-2.1 pts	-15.2 %	5.8 pts	23.3 %	5.5 pts	-1.7 %	-4.2 pts	10.2 %	-0.2 pts	7.3 %
February	4.1	-1.2	-5.4	-14.7	11.5	25.0	2.0	-0.9	-8.5	9.2	—	—
March	-14.1	-5.8	17.4	-9.0	11.0	26.2	-0.7	5.8	-6.4	2.9	—	—
April	-37.2	-19.4	34.7	11.9	15.7	26.2	-6.3	5.4	1.5	15.6	—	—
May	-39.9	-27.7	38.7	22.8	7.2	31.8	-2.1	3.8	-3.2	7.3	—	—
June	-32.8	-16.8	32.6	18.8	6.5	24.7	-6.2	3.2	2.3	6.4	—	—
July	-22.3	-18.4	26.7	27.1	1.0	17.9	-6.1	5.1	3.5	-0.5	—	—
August	-21.4	-24.5	22.0	33.9	-1.0	17.0	-1.0	9.5	1.2	4.1	—	—
September	-12.5	-15.2	15.1	25.0	4.5	20.9	-5.4	4.4	0.5	11.9	—	—
October	-15.8	-18.8	12.4	33.2	5.4	21.4	-6.5	-5.8	3.1	7.9	—	—
November	-9.9	-14.4	10.5	21.0	1.7	13.2	-1.9	12.6	-2.3	3.2	—	—
December	-6.0	-14.8	9.2	23.5	6.3	3.6	-6.3	6.4	0.0	9.7	—	—
Annual Change	-16.9 pts	-15.6 %	17.8 pts	15.8 %	6.3 pts	20.0 %	-3.0 pts	3.7 %	-1.0 pts	7.4 %	—	—
Year-to-Date	5.7	-1.4 %	-2.1	-15.2 %	5.8	23.3	5.5	-1.7	-4.2	10.2	-0.2 pts	7.3 %

Source: STR

FIGURE 5-8 HISTORICAL SUPPLY AND DEMAND TRENDS (STR)

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

The STR data for the competitive set reflect a market-wide occupancy level of 2024 in 61.2%, which compares to 62.2% for 2023. The STR data for the competitive set reflect a market-wide ADR level of \$127.57 in 2024, which compares to \$118.79 for 2023. These occupancy and ADR trends resulted in a RevPAR level of \$78.12 in 2024.

In the latter years of last decade, occupancy remained in the high-50s, with ADR hovering around the \$100 mark. In 2020, the COVID-19 pandemic affected the market, similar to the rest of the nation; however, a rebound commenced in the third quarter of 2020, with the occupancy and ADR increasing in 2021. Strong rate and occupancy growth occurred in 2022; however, both dissipated in 2023 due in part to the stabilization of demand generated from by the Amazon fulfillment center. This project, which was completed in 2022, brought an influx of demand during its construction, and while it remains an occupancy driver, its impact is less, now that

it has opened. Strong rate growth in 2024 led to declines in occupancy levels; however, RevPAR increased that year. The overall outlook for the competitive market is optimistic, given the decrease in the supply of hotels in the downtown submarket, which should create compression for the hotels included in this competitive set. Furthermore, the Micron project is expected to benefit the subject submarket specifically. This STR data looks at all the hotels included in the competitive set, without weighting the competitive level of the hotels included. As noted previously, the hotels deemed to be secondarily competitive each have their own demand drivers that benefit them specifically; however, these hotels also rely on overflow demand from other nearby submarkets including the subject submarket. As will be shown later in the report, the occupancy levels are significantly higher for the primary competitors relative to the overall averages.

The following table illustrates the monthly occupancy, ADR, and RevPAR for the competitive set measured as a percentage of 2019 levels.

FIGURE 5-9 OCCUPANCY, ADR, AND REVPAR AS A PERCENTAGE OF 2019 LEVELS

	2022			2023			2024			2025		
	Occupancy	ADR	RevPAR	Occupancy	ADR	RevPAR	Occupancy	ADR	RevPAR	Occupancy	ADR	RevPAR
January	108.9 %	104.6 %	113.9 %	122.0 %	102.8 %	125.4 %	112.0 %	113.3 %	126.9 %	111.4 %	121.6 %	135.4 %
February	112.1	106.6	119.6	116.2	105.7	122.8	99.3	115.5	114.7	—	—	—
March	178.8	114.8	205.3	176.8	121.5	214.8	159.1	125.0	198.8	—	—	—
April	390.8	141.2	551.8	354.2	148.8	527.0	362.9	172.1	624.5	—	—	—
May	308.4	161.9	499.2	298.7	168.0	501.9	284.2	180.3	512.3	—	—	—
June	220.9	148.1	327.1	201.8	152.9	308.5	209.0	162.6	339.8	—	—	—
July	161.0	149.8	241.3	147.6	157.6	232.6	155.2	156.7	243.3	—	—	—
August	137.4	156.6	215.1	135.6	171.4	232.4	137.7	178.4	245.7	—	—	—
September	135.6	151.0	204.8	125.8	157.7	198.3	126.7	176.4	223.5	—	—	—
October	131.9	161.7	213.3	120.2	152.2	183.0	125.7	164.3	206.6	—	—	—
November	127.2	137.0	174.3	123.0	154.2	189.6	117.9	159.2	187.8	—	—	—
December	141.4	127.9	180.9	124.6	136.1	169.6	124.5	149.3	185.9	—	—	—
Annual Averages	158.4 %	139.0 %	220.2 %	151.3 %	144.1 %	218.0 %	148.8 %	154.8 %	230.4 %	—	—	—
Year-to-Date	108.9	104.6	113.9	122.0	102.8	125.4	112.0	113.3	126.9	111.4 %	121.6 %	135.4 %

Source: STR

SUPPLY

The following table summarizes the important operating characteristics of the primary competitors. This information was compiled from personal interviews, inspections, online resources, and our in-house database of operating and hotel facility data. The room count of each secondary competitor has been weighted based on its assumed degree of competitiveness with the Proposed Dual-Branded Fairfield Inn & Residence Inn by Marriott.

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

FIGURE 5-10 PRIMARY COMPETITORS – OPERATING PERFORMANCE

Property	Number of Rooms	Est. Segmentation				Estimated 2023				Estimated 2024					
		Commercial	Leisure	Group	Extended-Stay	Weighted Annual Room Count	Occ.	Average Rate	RevPAR	Weighted Annual Room Count	Occ.	Average Rate	RevPAR	Occupancy Penetration	Yield Penetration
TownePlace Suites by Marriott Syracuse Liverpool	105	60 %	25 %	10 %	5 %	105	70 - 75 %	\$115 - \$120	\$85 - \$90	105	65 - 70 %	\$120 - \$125	\$85 - \$90	110 - 120 %	100 - 110 %
Hampton by Hilton Syracuse Clay	77	65	25	10	0	77	65 - 70	115 - 120	75 - 80	77	70 - 75	120 - 125	85 - 90	110 - 120	110 - 120
Comfort Inn & Suites Liverpool-Clay	63	60	30	10	0	63	50 - 55	110 - 115	60 - 65	63	60 - 65	115 - 120	70 - 75	100 - 110	85 - 90
Homewood Suites by Hilton Syracuse Liverpool	102	30	20	5	45	102	70 - 75	130 - 140	100 - 105	102	75 - 80	140 - 150	105 - 110	120 - 130	130 - 140
Staybridge Suites Syracuse Liverpool	123	30	20	5	45	123	70 - 75	130 - 140	95 - 100	123	70 - 75	130 - 140	100 - 105	110 - 120	120 - 130
Sub-Totals/Averages	470	46 %	23 %	8 %	24 %	470	70.2 %	\$126.16	\$88.62	470	72.8 %	\$129.06	\$94	115 %	116.0 %
Secondary Competitors	487	57 %	25 %	9 %	10 %	335	54.4 %	\$109.88	\$59.81	335	50.0 %	\$125.70	\$63	79 %	77.6 %
Totals/Averages	957	49 %	24 %	8 %	19 %	805	63.7 %	\$120.36	\$76.62	805	63.3 %	\$127.95	\$81	100 %	100.0 %

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

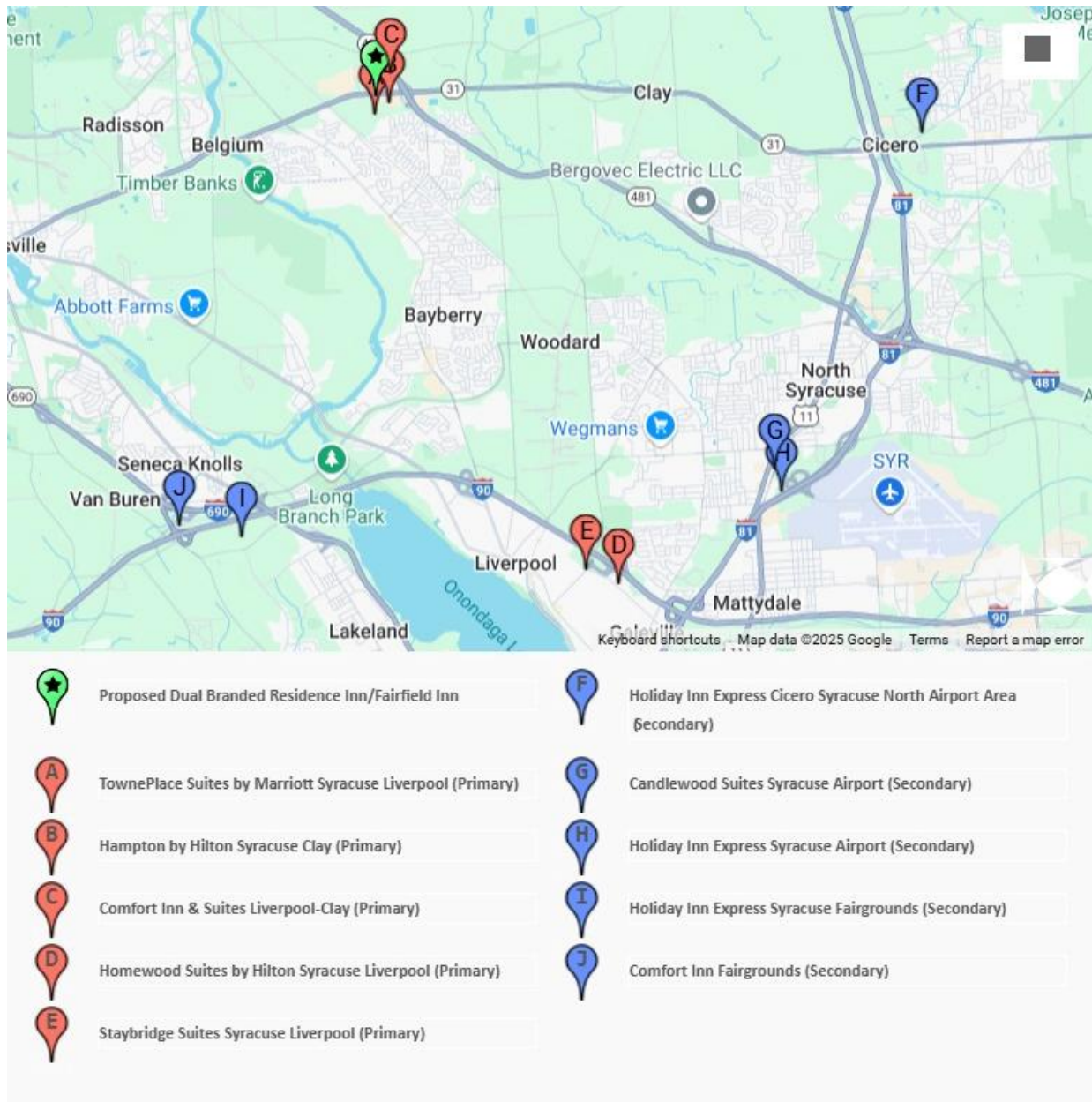
FIGURE 5-11 SECONDARY COMPETITORS – OPERATING PERFORMANCE

Property	Number of Rooms	Est. Segmentation				Total Competitive Level	Estimated 2023				Estimated 2024			
		Commercial	Leisure	Group	Extended-Stay		Weighted Annual Room Count	Occ.	Average Rate	RevPAR	Weighted Annual Room Count	Occ.	Average Rate	RevPAR
Holiday Inn Express Cicero Syracuse North Airport Area	71	65 %	25 %	10 %	0 %	70 %	50	50 - 55 %	\$120 - \$125	\$65 - \$70	50	50 - 55 %	\$130 - \$140	\$70 - \$75
Candlewood Suites Syracuse Airport	124	35	20	5	40	70	87	50 - 55	110 - 115	55 - 60	87	45 - 50	125 - 130	60 - 65
Holiday Inn Express Syracuse Airport	95	65	25	10	0	70	67	50 - 55	110 - 115	60 - 65	67	50 - 55	125 - 130	60 - 65
Holiday Inn Express Syracuse Fairgrounds	87	65	25	10	0	70	61	60 - 65	110 - 115	70 - 75	61	55 - 60	130 - 140	75 - 80
Comfort Inn Fairgrounds	110	60	30	10	0	65	72	45 - 50	95 - 100	45 - 50	72	40 - 45	110 - 115	45 - 50
Totals/Averages	487	57 %	25 %	9 %	10 %	69 %	335	54.4 %	\$109.88	\$59.81	335	50.0 %	\$125.70	\$62.85

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

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

MAP OF COMPETITION



Supply Changes

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

FIGURE 5-12 AREA DEVELOPMENT ACTIVITY

Proposed Hotel Name	Estimated Number of Rooms	Hotel Product Tier	Development Stage	Expected Qtr. & Year of Opening	Address
Proposed Dual-Branded Residence Inn & Fairfield by Marriott	162	Upscale	Due Diligence Period	Q1 '27	Carling Road, Liverpool, NY
Curio Collection by Hilton	245	Upper-Upscale	Due Diligence Period	Q3 '27	Harrison Street, Syracuse, NY
Syracuse University Hotel	200	Upper-Upscale	Due Diligence Period	Q4 '27	University Avenue & Harrison Street, Syracuse, NY
Home2 Suites by Hilton	110	Upper-Midscale	Under Construction	Q1 '26	241 Elwood Davis Road, Liverpool, NY
LivAway Suites Syracuse	126	Economy	Under Construction	Q2 '25	6595 Thompson Rd, Syracuse, NY, USA
Suburban Studios East Syracuse	108	Economy	Recently Opened	Q4 '24	6555 Old Collamer Road, East Syracuse, NY

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

FIGURE 5-13 NEW SUPPLY

Proposed Property	Number of Rooms	Total Competitive Level	Weighted Room Count	Estimated Opening Date	Development Stage
Proposed Dual-Branded Fairfield Inn & Residence Inn	162	100 %	162	January 1, 2027	Early Development
Home2 Suites by Hilton	110	100	110	February 1, 2026	Under Construction
Totals/Averages	272		272		

The proposed Home2 Suites by Hilton will be similar to the proposed subject hotel in terms of product offering and service level; therefore, this hotel is expected to be fully competitive. A number of other hotels have been proposed for development throughout the market; however, given the speculative nature of these projects, they have only been considered qualitatively in our analysis. Furthermore, while not considering any hotel projects other than the subject hotel and the Home2 Suites by Hilton quantitatively in our analysis, we have considered that given the impact of the Micron project, more hotels will be needed. As such, our stabilized occupancy levels inherently consider new supply entering the market. Considering the massive investment coming from the Micron project and considering the amount of room nights that will be generated, more hotel projects are expected to enter the market.

and more hotel rooms will be needed to accommodate the demand. If no new hotels enter, a notable amount of the new room nights generated by the Micron project will not be able to be accommodated within the market; as such, these guests will have to leave the market to find lodging in surrounding towns, and those markets will benefit from the compression.

In response to the travel restrictions and the decline in demand associated with the COVID-19 pandemic, numerous hotels in markets across the nation temporarily suspended operations. During these suspensions, hotels were typically closed to the public, with the majority of staff furloughed, although key management and maintenance staff were retained to preserve the property and prepare for reopening. It is important to note that no hotels in the defined competitive set suspended operations because of the COVID-19 pandemic.

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

Supply Conclusion

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

DEMAND

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

FIGURE 5-14 HISTORICAL MARKET TRENDS

Year	Accommodated		Room Nights		Market		Market		Market
	Room Nights	% Change	Available	% Change	Occupancy	Market ADR	% Change	RevPAR	
Est. 2019	170,949	—	291,672	—	58.6 %	\$98.62	—	\$57.80	—
Est. 2020	145,047	(15.2) %	291,672	(0.0) %	49.7	83.15	(15.7) %	41.35	(28.5) %
Est. 2021	172,936	19.2	291,672	0.0	59.3	96.05	15.5	56.95	37.7
Est. 2022	195,249	12.9	293,205	0.5	66.6	115.88	20.6	77.16	35.5
Est. 2023	187,136	(4.2)	293,971	0.3	63.7	120.36	3.9	76.62	(0.7)
Est. 2024	186,172	(0.5)	293,971	0.0	63.3	127.95	6.3	81.03	5.8
Avg. Annual Compounded									
Chg., Est. 2019-Est. 2024:		1.7 %			0.2 %			5.3 %	7.0 %

Demand Analysis Using Market Segmentation

For the purpose of demand analysis, the overall market is divided into individual segments based on the nature of travel.

Commercial Demand

Primary commercial demand generators for this market typically include the local hospitals and Syracuse University, as well as smaller demand generated from the many businesses located in along Route 31, such as corporate training at chain restaurant/retail store and demand generated by companies such as Toyota or Raymour & Flanigan Furniture and Mattress Store. The previous construction and ongoing operations at the Amazon fulfillment center continues to create commercial demand for hotels within the subject submarket. This segment is set to increase significantly as Micron breaks ground on its \$100 billion project in November 2025. Furthermore, this submarket currently benefits from compression from Oswego, given the limited hotel supply in that market. Despite being 30 minutes north of the subject submarket, events at SUNY Oswego and routine scheduled shutdowns at Nine Mile Point Nuclear Station, create demand that exceeds that market's supply inventory, thus benefiting hotels located proximate to the subject site. However, if no new hotels enter the subject submarket, this demand will likely be displaced given the demand that will be generated from Micron.

Leisure Demand

While this market primarily focuses on the commercial segment, leisure demand is generated by events taking place at Syracuse University, such as collegiate sporting events, graduation weekend, move-in weekend, and homecoming, among other events. Leisure demand is also generated by events happening at nearby venues including the New York State Fairgrounds and concerts at the JMA Wireless Dome.

Group Demand

While group demand is not a primary focus for the hotels located within this submarket, training groups from nearby companies and retail outlets, generate some group demand for local hotels; furthermore, social groups during weekend and holiday periods create demand for hotels within this submarket.

Extended-Stay Demand

Relocations in/out of the area and workers in the area for extended periods of time, such as traveling nurses or corporate trainers, have historically generated steady levels of extended-stay demand in this market. The larger corporations and industries in the area also generate extended-stay demand in conjunction with long-term projects and training that often last at least one week. An influx was of demand was generated from construction of the Amazon fulfillment center. While the extended-stay hotels in this submarket are already performing quite well, they are expected to perform even better in the future given the amount of demand that will be generated from the Micron project. According to the Empire State Development agency, nearly 12,000 annual temporary jobs are expected to be created each year between 2025-2044. A large portion of these jobs will bring in workers who are not permanently relocating the area but will be looking for longer-term temporary housing, such as an extended-stay hotel. Given the influx in demand and also considering the high occupancy levels already being achieved at the upscale extended-stay hotels, new hotels will need to enter the market to meet this demand.

Based on our fieldwork, area analysis, and knowledge of the local lodging market, we estimate the 2019 and 2024 distribution of accommodated-room-night demand as follows.

FIGURE 5-15 BASE-YEAR ACCOMMODATED-ROOM-NIGHT DEMAND

Market Segment	2019 Marketwide		2024 Marketwide	
	Accommodated Demand	Percentage of Total	Accommodated Demand	Percentage of Total
Commercial	85,474	50 %	91,976	49 %
Leisure	34,190	20	43,993	24
Group	17,095	10	14,744	8
Extended-Stay	34,190	20	35,460	19
Total	170,949	100 %	186,172	100 %

In the base year, the market's demand mix comprised commercial demand, with this segment representing roughly 49% of the accommodated room nights in this submarket. The leisure comprises 24% of the total, with the final portions group and extended-stay in nature (8% and 19%, respectively).

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

FIGURE 5-16 AVERAGE ANNUAL COMPOUNDED MARKET-SEGMENT GROWTH RATES

Market Segment	Annual Growth Rate				
	2025	2026	2027	2028	2029
Commercial	5.0 %	14.0 %	18.0 %	4.0 %	2.0 %
Leisure	5.0	5.0	3.0	2.0	1.0
Group	5.0	3.0	3.0	2.0	1.0
Extended-Stay	5.0	10.0	15.0	7.0	3.0
Base Demand Growth	5.0 %	10.2 %	12.9 %	4.0 %	1.9 %

Latent Demand

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

Unaccommodated Demand

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

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

FIGURE 5-17 OCCUPANCY BY NIGHT OF THE WEEK

Month	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total Month
Feb - 24	33.1 %	47.0 %	51.7 %	55.3 %	51.7 %	52.7 %	55.5 %	49.6 %
Mar - 24	41.2	54.3	62.9	61.7	58.4	62.5	61.9	57.3
Apr - 24	53.3	57.2	60.2	65.5	68.7	69.1	68.4	62.9
May - 24	46.6	54.7	66.0	66.4	61.8	68.6	71.9	62.6
Jun - 24	49.7	63.0	69.0	71.7	71.8	82.0	70.3	67.7
Jul - 24	56.1	66.4	70.1	72.6	73.2	77.0	78.8	70.5
Aug - 24	63.2	76.4	80.9	79.6	74.6	80.3	85.6	77.5
Sep - 24	54.4	63.4	69.9	70.0	69.2	83.5	82.3	69.6
Oct - 24	66.3	63.6	66.0	65.7	63.6	80.3	87.1	69.8
Nov - 24	36.2	47.1	51.4	54.4	55.9	61.6	60.1	52.9
Dec - 24	36.5	44.8	47.1	51.2	49.4	50.2	48.4	46.4
Jan - 25	39.8	46.5	54.0	47.6	42.8	48.2	48.3	46.7
Average	47.9 %	57.1 %	62.3 %	63.5 %	61.5 %	67.7 %	68.4 %	61.2 %

Source: STR

The STR data suggests that demand for proposed location and this product type in particular, is strong. The significantly higher occupancy levels reflected by the primarily competitive hotels versus the secondarily competitive hotels suggest there is already demand for more hotel rooms in this location and for hotels with upscale, extended-stay offerings. Furthermore, looking at the weekly occupancy data for the overall unweighted combined competitive set, as shown in the table above and in the following table, the data show there are many nights when occupancy exceeds 75%. This data looks at the average for that night of the week over the course of the month. With a high occupancy level above 75% on average, it is reasonable to assume that there is likely some night some nights are higher and even sold out, leaving some guests wanting to stay at the local hotels but not able to. Furthermore, even on nights when hotels are not sold fully out, it is likely to assume that travelers will not have their first choice in lodging accommodations, and will settle for less desirable accommodations, or stay in properties located outside the competitive set. This suggest that during parts of the year, more room nights are already needed, particularly in the summer.

While there is often some unaccommodated demand in the market when the day-of-the-week averages for a particular month exceed 75%, this is especially relevant for in this situation when the primary competitive set is performing so much better than the secondary competitive set. In 2024, the primary competitors achieved occupancy levels that were around 23 percentage points higher than the secondary set. Therefore, when the overall market is achieving occupancy levels in the mid-70s, several (or potentially all) of the primary hotels are likely fully sold out and the secondary hotels are already benefiting from the overflow, thus raising the overall market averages. This suggests that more hotel rooms are needed, especially new supply such as the proposed project, that will compete with the primary competitive set and will provide the type of lodging that guests are already looking for but not able to get given the high occupancy levels. Following the start of construction of the Micron project, demand will greatly increase which exasperate the problem and leave significant room shortages if no new hotels are opened.

FIGURE 5-18 EXISTING UNACCOMMODATED DEMAND

	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Jan - 25	39.78	46.53	53.99	47.63	42.77	48.17	48.34
Feb - 24	33.13	47.02	51.66	55.35	51.67	52.74	55.45
Mar - 24	41.17	54.30	62.85	61.68	58.42	62.53	61.88
Apr - 24	53.26	57.25	60.20	65.52	68.75	69.09	68.41
May - 24	46.58	54.66	66.00	66.42	61.79	68.63	71.94
Jun - 24	49.69	63.02	69.01	71.72	71.85	81.98	70.27
Jul - 24	56.07	66.39	70.09	72.56	73.24	76.98	78.83
Aug - 24	63.22	76.44	80.95	79.64	74.56	80.27	85.57
Sep - 24	54.38	63.42	69.93	70.00	69.20	83.53	82.28
Oct - 24	66.34	63.55	65.99	65.66	63.57	80.28	87.13
Nov - 24	36.15	47.13	51.36	54.36	55.93	61.57	60.15
Dec - 24	36.53	44.83	47.11	51.23	49.40	50.21	48.40

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

FIGURE 5-19 UNACCOMMODATED DEMAND ESTIMATE

Market Segment	Accommodated Room Night Demand	Unaccommodated Demand Percentage	Unaccommodated Room Night Demand
Commercial	91,976	0.0 %	0
Leisure	43,993	11.9	5,222
Group	14,744	8.9	1,306
Extended-Stay	35,460	0.0	0
Total	186,172	3.5 %	6,528

Accordingly, we have forecast unaccommodated demand equivalent to 3.5% of the base-year demand, resulting from our analysis of monthly and weekly peak demand and sell-out trends.

Induced Demand

Induced demand represents the additional room nights that are expected to be attracted to the market following the introduction of a new demand generator. Situations that can result in induced demand include the opening of a new manufacturing plant, the expansion of a convention center, or the addition of a new hotel with a distinct chain affiliation or unique facilities. Although increases in demand are expected in the local market, we have accounted for this growth in the determination of market-segment growth rates rather than induced demand.

Accommodated Demand and Market-wide Occupancy

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

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

FIGURE 5-20 FORECAST OF MARKET OCCUPANCY

	2019	2024	2025	2026	2027	2028	2029
Commercial							
Total Demand	85,474	91,976	96,575	110,095	129,912	135,109	137,811
Growth Rate		7.6 %	5.0 %	14.0 %	18.0 %	4.0 %	2.0 %
Leisure							
Base Demand	34,190	43,993	46,192	48,502	49,957	50,956	51,466
Unaccommodated Demand		5,222	5,484	5,758	5,930	6,049	6,110
Total Demand	34,190	49,215	51,676	54,260	55,887	57,005	57,575
Growth Rate		43.9 %	5.0 %	5.0 %	3.0 %	2.0 %	1.0 %
Group							
Total Demand	17,095	16,049	16,852	17,357	17,878	18,236	18,418
Growth Rate		(6.1) %	5.0 %	3.0 %	3.0 %	2.0 %	1.0 %
Extended-Stay							
Total Demand	34,190	35,460	37,233	40,956	47,100	50,397	51,909
Growth Rate		3.7 %	5.0 %	10.0 %	15.0 %	7.0 %	3.0 %
Totals							
Base Demand	170,949	186,172	195,481	215,499	243,392	253,214	258,105
Unaccommodated Demand		6,528	6,854	7,170	7,385	7,532	7,608
Total Demand	170,949	192,700	202,335	222,668	250,777	260,746	265,713
less: Residual Demand		6,528	6,854	4,516	0	0	0
Total Accommodated Demand	170,949	186,172	195,481	218,152	250,777	260,746	265,713
Overall Demand Growth	—	(0.5) %	5.0 %	11.6 %	15.0 %	4.0 %	1.9 %
Market Mix							
Commercial	50.0 %	49.4 %	47.7 %	49.4 %	51.8 %	51.8 %	51.9 %
Leisure	20.0	23.6	25.5	24.4	22.3	21.9	21.7
Group	10.0	7.9	8.3	7.8	7.1	7.0	6.9
Extended-Stay	20.0	19.0	18.4	18.4	18.8	19.3	19.5
Existing Hotel Supply	799	805	805	805	805	805	805
Proposed Hotels							
Proposed Dual-Branded Fairfield Inn & Residence Inn ¹					162	162	162
Home2 Suites by Hilton ²				101	110	110	110
Available Room Nights per Year	291,672	293,971	293,971	330,711	393,251	393,251	393,251
Nights per Year	365	365	365	365	365	365	365
Total Supply	799	805	805	906	1,077	1,077	1,077
Rooms Supply Growth			0.0 %	12.5 %	18.9 %	0.0 %	0.0 %
Marketwide Occupancy	58.6 %	63.3 %	66.5 %	66.0 %	63.8 %	66.3 %	67.6 %

¹ Opening in January 2027 of the 100% competitive, 162-room Proposed Dual-Branded Fairfield Inn & Residence Inn by Marriott

² Opening in February 2026 of the 100% competitive, 110-room Home2 Suites by Hilton

Significant demand was generated for hotels within the submarket from the recent Amazon project; however, the Micron project is expected to be exponentially more impactful given the large investment and the length of the project. Furthermore, while the Micron project will impact hotels throughout the wider region, the project will actually be located within the proposed subject hotel's submarket, thus creating demand in this area first, before overflowing and impacting the rest of the wider market and surrounding region.

As previously mentioned, given the massive investment coming from the Micron project and considering the amount of room nights that will be generated, more hotel projects are expected to enter the market and more hotel rooms will be needed to accommodate the demand. If no new hotels enter, a notable amount of the new room nights generated by the Micron project will not be able to be accommodated within the market; as such, these guests will have to leave the market to find lodging in surrounding towns, and those markets will benefit from the compression. The following chart replicates the above figure but excludes the development of the proposed subject hotel for comparison purposes; however, this table still explicitly considered the opening of the Home2 Suites by Hilton.

As mentioned, this is only for comparative purposes but shows that residual demand would exist and these guests would not be accommodated until a new hotel enters the market. We also note looking at this chart independently, misrepresents the market and suggest a stabilized occupancy level that would be artificially high and would attract new development. Furthermore, our models distribute increases in demand based on the competitive weighting and segmentation of each hotel, which in this case would reflect an artificially higher stabilized occupancy levels at the secondarily competitive hotels. While these secondarily competitive hotels might benefit initially before new supply enters, they would be expected to later decline as accommodations better suited for type of guests staying in the area becomes available. While its reliance should be limited, the following table's high occupancy levels and reflected residual demand does further demonstrate the need for the subject hotel's development.

FIGURE 5-21 FORECAST OF MARKET OCCUPANCY

	2019	2024	2025	2026	2027	2028	2029
Commercial							
Total Demand	85,474	91,976	96,575	110,095	129,912	135,109	137,811
Growth Rate		7.6 %	5.0 %	14.0 %	18.0 %	4.0 %	2.0 %
Leisure							
Base Demand	34,190	43,993	46,192	48,502	49,957	50,956	51,466
Unaccommodated Demand		2,112	2,218	2,328	2,398	2,446	2,471
Total Demand	34,190	46,105	48,410	50,830	52,355	53,402	53,936
Growth Rate		34.8 %	5.0 %	5.0 %	3.0 %	2.0 %	1.0 %
Group							
Total Demand	17,095	15,272	16,035	16,516	17,012	17,352	17,526
Growth Rate		(10.7) %	5.0 %	3.0 %	3.0 %	2.0 %	1.0 %
Extended-Stay							
Total Demand	34,190	35,460	37,233	40,956	47,100	50,397	51,909
Growth Rate		3.7 %	5.0 %	10.0 %	15.0 %	7.0 %	3.0 %
Totals							
Base Demand	170,949	186,172	195,481	215,499	243,392	253,214	258,105
Unaccommodated Demand		2,640	2,772	2,900	2,986	3,046	3,077
Total Demand	170,949	188,812	198,253	218,398	246,379	256,260	261,181
less: Residual Demand		2,640	2,772	1,827	0	116	655
Total Accommodated Demand	170,949	186,172	195,481	216,572	246,379	256,144	260,527
Overall Demand Growth	—	(0.5) %	5.0 %	10.8 %	13.8 %	4.0 %	1.7 %
Market Mix							
Commercial	50.0 %	49.4 %	48.7 %	50.4 %	52.7 %	52.7 %	52.8 %
Leisure	20.0	23.6	24.4	23.3	21.2	20.8	20.7
Group	10.0	7.9	8.1	7.6	6.9	6.8	6.7
Extended-Stay	20.0	19.0	18.8	18.8	19.1	19.7	19.9
Existing Hotel Supply	799	805	805	805	805	805	805
Proposed Hotels							
Proposed Dual-Branded Fairfield Inn & Residence Inn by Marriott ¹							
Home2 Suites by Hilton ²				101	110	110	110
Available Room Nights per Year	291,672	293,971	293,971	330,711	334,121	334,121	334,121
Nights per Year	365	365	365	365	365	365	365
Total Supply	799	805	805	906	915	915	915
Rooms Supply Growth			0.0 %	12.5 %	1.0 %	0.0 %	0.0 %
Marketwide Occupancy	58.6 %	63.3 %	66.5 %	65.5 %	73.7 %	76.7 %	78.0 %

¹ Opening in January 2027 of the 100% competitive, 0-room Proposed Dual-Branded Fairfield Inn & Residence Inn by Marriott

² Opening in February 2026 of the 100% competitive, 110-room Home2 Suites by Hilton

6. Projection of Occupancy and Average Rate

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

Forecast of Subject Property's Occupancy

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

FIGURE 6-1 FORECAST OF SUBJECT PROPERTY'S OCCUPANCY

Market Segment	2027	2028	2029
Commercial			
Demand	129,912	135,109	137,811
Market Share	14.7 %	15.3 %	15.6 %
Capture	19,105	20,628	21,548
Penetration	98 %	102 %	104 %
Leisure			
Demand	55,887	57,005	57,575
Market Share	16.0 %	16.5 %	16.8 %
Capture	8,956	9,387	9,690
Penetration	107 %	110 %	112 %
Group			
Demand	17,878	18,236	18,418
Market Share	14.6 %	15.1 %	15.5 %
Capture	2,608	2,760	2,855
Penetration	97 %	101 %	103 %
Extended-Stay			
Demand	47,100	50,397	51,909
Market Share	19.9 %	21.4 %	21.6 %
Capture	9,355	10,776	11,216
Penetration	132 %	142 %	144 %
Total Room Nights Captured	40,024	43,552	45,309
Available Room Nights	59,130	59,130	59,130
Subject Occupancy	68 %	74 %	77 %
Market-wide Available Room Nights	393,251	393,251	393,251
Fair Share	15 %	15 %	15 %
Market-wide Occupied Room Nights	250,777	260,746	265,713
Market Share	16 %	17 %	17 %
Market-wide Occupancy	64 %	66 %	68 %
Total Penetration	106 %	111 %	113 %

We note that given the notably stronger performance of the primary competitors compared to the secondary competitors, the subject hotel's occupancy penetration is positioned above the market average in all the segments; however, the subject hotel's positioning in each segment reflects an appropriate level based on the primary competitors and their respective positioning in each segment. Within the commercial segment, the proposed subject hotel's occupancy penetration is positioned above the upscale, extended-stay hotels but below the upper-midscale

hotels. The dual-branded hotel will offer a mix of extended-stay rooms and transient focused rooms. We note that while the extended-stay rooms will largely focus on commercial workers in the area for longer-stay contracts, this demand is allocated to the extended-stay segment rather than commercial segment, thus positioning the subject hotel below the transient focused commercial hotels within the commercial segment. Within the leisure segment the subject hotel is positioned appropriately within the range of the primary competitors given its new facility and leisure amenities such as an indoor pool and a golf simulator. Within the group segment the subject hotel is positioned above the market average but below many of the primary competitors given it will primarily be catering to commercial travelers and extended-stay travelers, opposed to hosting one-off groups. Finally, the subject hotel is positioned above most hotels within the extended-stay segment; however, given this dual-branded hotel will offer both upscale, extended stay rooms and upper-midscale, transient-focused room, the subject hotel has been positioned below the two hotels that were exclusively designed to cater to the upscale, extended-stay travelers.

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

FIGURE 6-2 MARKET SEGMENTATION FORECAST – SUBJECT PROPERTY

	2027	2028	2029
Commercial	48 %	47 %	48 %
Leisure	22	22	21
Group	7	6	6
Extended-Stay	23	25	25
Total	100 %	100 %	100 %

Based on our analysis of the proposed subject hotel and market area, we have selected a stabilized occupancy level of 77%. The stabilized occupancy is intended to reflect the anticipated results of the property over its remaining economic life given all changes in the life cycle of the hotel. Thus, the stabilized occupancy excludes from consideration any abnormal relationship between supply and demand, as well as any nonrecurring conditions that may result in unusually high or low occupancies. Although the proposed subject hotel may operate at occupancies above this stabilized level, we believe it equally possible for new competition and temporary economic downturns to force the occupancy below this selected point of stability.

Average Rate Analysis

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

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

Property	Estimated 2024 Average Room Rate	Average Room Rate Penetration	Occupancy	Occupancy Penetration	Rooms Revenue Per Available Room (RevPAR)	RevPAR Penetration
TownePlace Suites by Marriott Syracuse Liverpool	\$120 - \$125	90 - 95 %	65 - 70 %	110 - 120 %	\$85 - \$90	100 - 110 %
Hampton by Hilton Syracuse Clay	120 - 125	90 - 95	70 - 75	110 - 120	85 - 90	110 - 120
Comfort Inn & Suites Liverpool-Clay	115 - 120	85 - 90	60 - 65	100 - 110	70 - 75	85 - 90
Homewood Suites by Hilton Syracuse Liverpool	140 - 150	100 - 110	75 - 80	120 - 130	105 - 110	130 - 140
Staybridge Suites Syracuse Liverpool	130 - 140	100 - 110	70 - 75	110 - 120	100 - 105	120 - 130
Average - Primary Competitors	\$129.06	100.9 %	72.8 %	115.0 %	\$94.01	116.0 %
Average - Secondary Competitors	125.70	98.2	50.0	79.0	62.85	77.6
Overall Average	\$127.95	100.0 %	63.3 %	100.0 %	\$81.03	100.0 %
Subject As If Stabilized (In 2024 Dollars)	\$135.00	105.5 %	71.8 %	113.4 %	\$96.96	119.7 %

To forecast the proposed subject hotel's ADR, we positioned the rate in the context of the 2024 competitive market. In other words, we estimated the ADR that the proposed subject hotel would have achieved had it been operating at a stabilized level in 2024. As part of this analysis, we considered the proposed subject property's competitive attributes, such as location, size (number of rooms), array of facilities and amenities, and market image/branding, and compared them to those of the hotels to which it is expected to be most comparable, applying adjustments as deemed appropriate, as illustrated below.

FIGURE 6-4 ADR ADJUSTMENT GRID

	Proposed Dual- Branded Fairfield Inn & Residence Inn by	TownePlace Suites by Marriott Syracuse Liverpool	Hampton by Hilton Syracuse Clay	Homewood Suites by Hilton Syracuse Liverpool	Staybridge Suites Syracuse Liverpool
Rooms	162	105	77	102	123
2024 Average Rate		\$120 - \$125	\$120 - \$125	\$140 - \$150	\$130 - \$140
Adjustments					
Location		Similar 0%	Similar 0%	Inferior 5%	Inferior 5%
Room Count/Market Mix		Superior -5%	Superior -5%	Superior -5%	Similar 0%
Condition and Facilities		Inferior 5%	Inferior 5%	Inferior 5%	Inferior 5%
Market Image		Similar 0%	Similar 0%	Similar 0%	Similar 0%
Total Adjustmemt		0%	0%	5%	10%
Adjusted Average Rate		\$120 - \$125	\$120 - \$125	\$140 - \$150	\$150 - \$160
Minimum		\$120 - \$125			
Maximum		\$150 - \$160			
Average		\$130 - \$140			
Median		\$130 - \$140			
Positioned Average Rate		\$135			

Following the adjustments, our analysis indicates that the proposed subject hotel would have achieved an ADR between \$120 and \$155 if it were operating at a stabilized level in 2024. Based on this analysis, we have positioned the proposed subject hotel's ADR at \$135 in base-year dollars.

We have positioned the proposed subject hotel's stabilized ADR in consideration of its new facility, strong brand affiliations, and its location. Average rates for this competitive market are anticipated to continue to increase given the investments taking place in the local area.

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

Discounts of 2% and 1% have been applied to the stabilized room rates projected for the first two years of operation, as would be expected for a new property of this type as it builds its reputation and becomes established in the market.

FIGURE 6-5 ADR FORECAST – MARKET AND PROPOSED SUBJECT PROPERTY

Calendar Year	Historical		2025	2026	2027	2028	2029	2030	2031	2032
	2019	2024								
Market ADR	\$98.62	\$127.95	\$131.79	\$138.38	\$142.53	\$146.81	\$151.21	\$155.75	\$160.42	\$165.23
Projected Market ADR Growth Rate	—		3.0%	5.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Proposed Subject Property ADR (As-If Stabilized)		\$135.00	\$139.05	\$146.00	\$150.38	\$154.89	\$159.54	\$164.33	\$169.26	\$174.33
ADR Growth Rate			3.0%	5.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Proposed Subject Stabilized ADR Penetration		106%	106%	106%	106%	106%	106%	106%	106%	106%
Fiscal Year					2027	2028	2029	2030	2031	2032
Proposed Subject Property Average Rate					\$150.38	\$154.89	\$159.54	\$164.33	\$169.26	\$174.33
Opening Discount					2.0%	1.0%	0.0%	0.0%	0.0%	0.0%
Average Rate After Discount					\$147.37	\$153.35	\$159.54	\$164.33	\$169.26	\$174.33
Real Average Rate Growth					—	4.1%	4.0%	3.0%	3.0%	3.0%
Market ADR					\$142.53	\$146.81	\$151.21	\$155.75	\$160.42	\$165.23
Proposed Subject ADR Penetration (After Discount)					103%	104%	106%	106%	106%	106%
ADR Expressed in Base-Year Dollars Deflated @ Inflation Rate					\$134.87	\$136.25	\$137.62	\$137.62	\$137.62	\$137.62

The proposed subject hotel's ADR penetration level is forecast to reach 106% by the stabilized period, consistent with our stabilized ADR positioning. The following occupancies and average rates will be used to project the proposed subject hotel's rooms revenue; this forecast reflects years beginning on January 1, 2027, which correspond with our financial projections.

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

Year	Occupancy	Average Rate		Average Rate After Discount	RevPAR	RevPAR % Change
		Before Discount	Discount			
2027	68 %	\$150.38	2.0 %	\$147.37	\$100.22	—
2028	74	154.89	1.0	153.35	113.48	13.2 %
2029	77	159.54	0.0	159.54	122.85	8.3

7. Statement of Assumptions and Limiting Conditions

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

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

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

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

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

Christian Cross

EMPLOYMENT

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

EDUCATION AND OTHER TRAINING

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

EDUCATION (CONT'D)

PA Law
 NY Fair Housing
 Advanced Concepts & Case Studies
 Business Practices and Ethics
 Quantitative Analysis
 Biennial USPAP Updates

STATE CERTIFICATION

Massachusetts, New York, Ohio, Pennsylvania

PUBLISHED ARTICLES

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

EXAMPLES OF PROPERTIES APPRAISED OR EVALUATED**PORTFOLIO EVALUATION**

9 Extended Stay America Hotels,
Northeastern U.S.

ALABAMA

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

CALIFORNIA

Proposed Fairfield by Marriott
Buttonwillow, Buttonwillow

CONNECTICUT

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

FLORIDA

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

GEORGIA

Courtyard by Marriott Atlanta
Alpharetta Avalon Area, Alpharetta

Proposed Embassy Suites Halcyon
Village, Alpharetta
Proposed Homewood Suites Halcyon
Village, Alpharetta
Aloft Atlanta Downtown, Atlanta
Hilton Suites Atlanta Perimeter,
Atlanta
Holiday Inn Express & Suites Atlanta
Downtown, Atlanta
Hotel Clermont, Atlanta
Hotel Indigo Atlanta Vinings, Atlanta
Hyatt Regency Atlanta, Atlanta
Proposed Boutique Hotel Atlanta,
Atlanta
Proposed Curio by Hilton Atlanta,
Atlanta
Proposed Element, Atlanta
Sheraton Atlanta, Atlanta
Ecco Suites, Augusta
Proposed Fairfield Inn & Suites
Braselton, Braselton
Proposed Tru by Hilton Braselton,
Braselton
Fairfield Inn & Suites by Marriott
Calhoun, Calhoun
Hampton Inn Atlanta Canton, Canton
Hampton by Hilton Emerson
LakePoint, Cartersville
Home-Towne Suites Columbus,
Columbus
InTown Suites Columbus, Columbus
Hampton Inn Covington, Covington
Proposed Staybridge Suites, Covington
Sun Suites, Cumming
Proposed Extended-Stay Hotel, Dalton
Proposed Westin & Villas @ Foxhall,
Douglasville
Hampton by Hilton Atlanta Duluth
Gwinnett County, Duluth
InTown Suites Gwinnett Place Mall,
Duluth
Quality Inn, Duluth
Hilton Garden Inn Atlanta Airport
North, East Point
Best Western Plus Fairburn Atlanta
Southwest, Fairburn

Hampton by Hilton Atlanta
Fayetteville, Fayetteville
Hampton Inn Valdosta Lake Park, Lake
Park
Proposed Tapestry by Hilton,
Lawrenceville
Home2 Suites by Hilton Atlanta West
Lithia Springs, Lithia Springs
Hilton Garden Inn, Lithonia
Crestwood Suites, Marietta
InTown Suites Extended Stay Marietta,
Marietta
InTown Suites Marietta Town Center,
Marietta
Proposed New London Square Hotel,
Marietta
Proposed AVID Hotel McDonough,
McDonough
Garden Plaza Hotel, Norcross
Hilton Atlanta Northeast, Norcross
Holiday Inn Express Rome Georgia,
Rome
Proposed Hampton Inn, Social Circle
Proposed Tru by Hilton, Stockbridge
Comfort Suites Northlake Tucker,
Tucker
Country Inn & Suites, Valdosta
Country Inn & Suites by Radisson
Warner Robins, Warner Robins

ILLINOIS

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

INDIANA

Proposed HomeTowne Studios, Avon

MINNESOTA

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

MISSOURI

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

NEW YORK

Hampton by Hilton Albany Downtown,
Albany
Hilton Garden Inn Albany SUNY Area,
Albany
Holiday Inn Express Albany
Downtown, Albany
Home2 Suites by Hilton Albany
Airport/Wolf Road, Albany
Adam's Mark Buffalo, Buffalo
Hostel Buffalo Niagara, Buffalo
Proposed Boutique Hotel Delaware
Avenue, Buffalo
Residence Inn by Marriott Buffalo
Galleria Mall, Buffalo
Proposed Tapestry Collection by
Hilton, Canandaigua
Tapestry Collection by Hilton,
Canandaigua
Proposed Courtyard by Marriott
Central Valley, Central Valley
Holiday Inn Express Cheektowaga
North East, Cheektowaga
Townhouse Buffalo International
Airport by OYO, Cheektowaga
Holiday Inn Express & Suites
Cooperstown, Cooperstown
Radisson Corning, Corning
Holiday Inn Express Cortland,
Cortland
Maidstone East Hampton, East
Hampton
Courtyard by Marriott Syracuse
Carrier Circle, East Syracuse
DoubleTree by Hilton Hotel Syracuse,
East Syracuse
Fairfield by Marriott Syracuse Carrier
Circle, East Syracuse
Hampton by Hilton Syracuse Carrier
Circle, East Syracuse
Residence Inn by Marriott Syracuse
Carrier Circle, East Syracuse
SpringHill Suites by Marriott Syracuse
Carrier Circle, East Syracuse
Proposed Hotel Hamilton, Hamilton
Proposed Dual-Branded 100-Key La
Quinta & Hawthorne, Henrietta
Residence Inn by Marriott Kingston,
Kingston
Grand Adirondack Hotel Lake Placid, a
Tribute Portfolio, Lake Placid
Proposed REDD Farm Hotel Lodi, Lodi
Proposed Holiday Inn Express Malta,
Malta
Home2 Suites by Hilton Middletown,
Middletown
Proposed Hilton Garden Inn
Newburgh, Newburgh
Kimpton Hotel Eventi, New York
Holiday Inn Express Niagara Falls,
Niagara Falls
Hotel Niagara, Niagara Falls
Hyatt Place Niagara Falls, Niagara Falls
Proposed Cambria Hotel Niagara Falls,
Niagara Falls
Holiday Inn Express Poughkeepsie,
Poughkeepsie
Van Wyck Hotel & Suites Near JFK
Airport, Queens
Comfort Suites Roanoke Fort Worth
North, Rochester
Holiday Inn Express Irondequoit,
Rochester
Holiday Inn Express Rochester Greece,
Rochester
Homewood Suites by Hilton Rochester
Henrietta, Rochester

Proposed Hotel Rochester, Rochester
Saranac Waterfront Lodge, Saranac
Saratoga Hilton, Saratoga Springs
Proposed Wyldwick Resort, Saugerties
Proposed The Skaneateles Lodge,
Curio Collection by Hilton,
Skaneateles
Candlewood Suites Syracuse Airport,
Syracuse
Proposed Syracuse University Hotel,
Syracuse
DoubleTree by Hilton Tarrytown,
Tarrytown
Proposed Tupper Lake Crossroads
Hotel, Tupper Lake
Best Western Watertown Fort Drum,
Watertown
Motel 6 Buffalo Airport Williamsville,
Williamsville
Thompson House, Windham
Wylder Windham, Windham
Hampton by Hilton Yonkers, Yonkers

NORTH CAROLINA

Hampton Inn, Asheboro
1899 Wright Inn & Carriage House,
Asheville
La Quinta Inn & Suites Boone, Boone
Proposed Home2 Suites Boone, Boone
Homewood Suites by Hilton Raleigh
Cary, Cary
La Quinta Inn & Suites Raleigh Cary,
Cary
Proposed Aloft Hotel Charlotte,
Charlotte
Proposed Comfort Inn & Suites
Charlotte, Charlotte
Proposed Moxy Raleigh, Raleigh
Residence Inn by Marriott Charlotte
Northlake, Charlotte
Candlewood Suites Durham Research
Triangle Park, Durham
Aloft Chapel Hill, Chapel Hill
La Quinta Inn & Suites Durham Chapel
Hill, Durham
La Quinta Inn & Suites Durham
Research Triangle Park, Durham

Proposed SpringHill Suites, Durham
 Proposed Tru by Hilton, Fayetteville
 La Quinta Inn & Suites, Greensboro
 Hilton Garden Inn Raleigh Durham
 Airport, Morrisville
 La Quinta Inn & Suites Raleigh
 Airport, Morrisville
 La Quinta Inn & Suites Raleigh
 Crabtree, Raleigh
 Proposed Dual-Brand Home2
 Suites/Tru Raleigh, Raleigh
 Proposed Origin Hotel, Raleigh
 Holiday Inn Express & Suites
 Smithfield Selma I-95, Smithfield
 Fairfield by Marriott Raleigh Wake
 Forest, Wake Forest
 La Quinta Inn & Suites, Winston Salem

OHIO

Proposed Candlewood Suites,
 Columbus
 Marriott Columbus Northwest, Dublin
 Fairfield by Marriott Findlay, Findlay
 Hampton Inn Findlay, Findlay
 SpringHill Suites by Marriott
 Columbus Airport Gahanna,
 Gahanna
 TownePlace Suites By Marriott
 Columbus Airport Gahanna,
 Gahanna
 Homewood Suites by Hilton Columbus
 Hilliard, Hilliard
 Fairfield by Marriott Lima, Lima
 Proposed Full-Service Hotel Obetz,
 Obetz
 Hampton by Hilton North Olmsted
 Cleveland Airport, North Olmsted
 Fairfield by Marriott Springfield,
 Springfield
 Hampton by Hilton Zanesville,
 Zanesville

PENNSYLVANIA

Hilton Garden Inn Pittsburgh
 Southpointe, Canonsburg

Hilton Garden Inn
 Pittsburgh/Cranberry, Cranberry
 Township
 Home2 Suites by Hilton Pittsburgh
 Cranberry, Cranberry Township
 Fairfield by Marriott DuBois, DuBois
 Fairfield by Marriott Erie Millcreek
 Mall, Erie
 Homewood Suites by Hilton Erie, Erie
 Proposed Hotel Erie, Erie
 Nemacolin Woodlands Resort,
 Farmington
 Courtyard by Marriott Pittsburgh
 Greensburg, Greensburg
 Holiday Inn Express & Suites
 Johnstown, Johnstown
 Hampton by Hilton Grove City, Mercer
 Hilton Garden Inn Pittsburgh Area
 Beaver Valley, Monaca
 Ace Hotel Pittsburgh, Pittsburgh
 Courtyard by Marriott Pittsburgh
 Airport Settlers Ridge, Pittsburgh
 Crowne Plaza Pittsburgh South,
 Pittsburgh
 DoubleTree by Hilton Pittsburgh
 Green Tree, Pittsburgh
 Drury Plaza Hotel Pittsburgh
 Downtown, Pittsburgh
 Fairfield by Marriott Pittsburgh
 Airport Robinson Township,
 Pittsburgh
 Fairfield by Marriott Pittsburgh
 Neville Island, Pittsburgh
 Home2 Suites by Hilton Oxford,
 Pittsburgh
 Oaklander Hotel Autograph Collection
 Hotels, Pittsburgh
 TRYP by Wyndham Pittsburgh
 Lawrenceville, Pittsburgh
 Courtyard by Marriott Washington
 Meadowlands, Washington
 Hyatt Place Pittsburgh South Meadows
 Racetrack & Casino, Washington
 Proposed WoodSpring Suites,
 Washington
 Residence Inn by Marriott
 Williamsport, Williamsport

RHODE ISLAND

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

SOUTH CAROLINA

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

TENNESSEE

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

VIRGINIA

Lodge at Mount Ida Farm & Vineyard,
 Charlottesville

WEST VIRGINIA

Morgantown Marriott at Waterfront
 Place, Morgantown

WISCONSIN

Proposed Homewood Suites by Hilton
 Madison, Madison



VISIT SYRACUSE

February 27, 2025

Mr. Robert Petrovich

Onondaga County Industrial Development Agency
335 Montgomery Street, 2nd Floor
Syracuse, NY 13202

Subject: Letter of Support for Dual Fairfield/Residence Inn by Marriott by Visions Hotels

Dear Mr. Petrovich,

I am writing to express my strong support for the proposed Dual Fairfield/Residence Inn by Marriott by Visions Hotels in Clay. This project will address a critical need in our region's hospitality sector by adding much-needed extended-stay accommodations, which are currently in short supply.

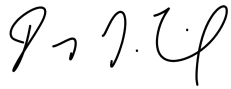
With Micron's transformational development bringing approximately 50,000 new employees and thousands of construction jobs to our region, the demand for long-term lodging will increase dramatically. Construction workers, consultants, and engineers working on the multi-year build will require flexible and comfortable accommodations, and traditional hotel inventory alone cannot meet this need. The Dual Fairfield/Residence Inn by Marriott by Visions Hotels will directly fill this void by providing an extended-stay product tailored to these professionals, ensuring they have high-quality, convenient lodging options throughout the duration of their work.

Furthermore, this project is backed by Visions Hotels, an extremely reputable hotel company that employs hundreds locally and has a proven track record of delivering high-quality hospitality experiences. Their expertise, combined with the strength of the Marriott brand, will not only enhance the guest experience but also attract business travelers and relocating professionals seeking trusted accommodations. The strength of Marriott's global reservation system, loyalty program, and corporate partnerships will help drive occupancy, ensuring the hotel's long-term success while contributing to our local economy.

Beyond its direct economic impact, this project will also support surrounding businesses, restaurants, and service providers, further strengthening the overall hospitality infrastructure in Central New York. I fully support the approval and development of the Dual Fairfield/Residence Inn by Marriott by Visions Hotels and encourage all stakeholders to recognize the long-term benefits it will bring to our community.

Thank you for your time and consideration. Please feel free to reach out if I can provide further insights or assistance.

Sincerely,



Danny Liedka
President/CEO
Visit Syracuse Inc.



800.234.4797
315.470.1910



info@visitsyracuse.com
visitsyracuse.com



109 South Warren Street, Suite 10
Syracuse, NY 13202

Dear Mr. Petrovich,

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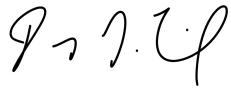
With Micron's transformational development bringing approximately 50,000 new employees and thousands of construction jobs to our region, the demand for long-term lodging will increase dramatically. Construction workers, consultants, and engineers working on the multi-year build will require flexible and comfortable accommodations, and traditional hotel inventory alone cannot meet this need. The Dual Fairfield/Residence Inn by Marriott by Visions Hotels will directly fill this void by providing an extended-stay product tailored to these professionals, ensuring they have high-quality, convenient lodging options throughout the duration of their work.

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Thank you for your time and consideration. Please feel free to reach out if I can provide further insights or assistance.

Sincerely,

A handwritten signature in black ink, appearing to read "D. Liedka", with a stylized flourish at the end.

Danny Liedka
President/CEO
Visit Syracuse Inc.



Mr. Robert Petrovich
Onondaga County Industrial Development Agency
335 Montgomery Street, 2nd Floor
Syracuse, NY 13202

Dear Mr. Petrovich,

I am writing to you today on behalf of the Board of the Greater Syracuse Hospitality & Tourism Association. We would like to voice our support for the Dual Residence/Fairfield hotel project in Clay. We currently do not have enough hotel inventory to support the needs of the travelers that come into Syracuse. We have recently had multiple hotels transition to dormitories and apartments. This makes it very difficult to bid on Citywide conventions and conferences. We also need to consider the hotels that will be needed to support the Micron project. Our city is currently not able to accommodate the number of travelers that come with Micron.

The introduction of a new dual hotel would help to fill the current gap. Hotels can also stimulate local economic growth by attracting more visitors and events to our city. These visitors also spend money in small businesses that surround the hotel, such as restaurants and stores. The mix of extended stay and standard hotel rooms is a perfect fit for the needs of the travelers that come to our city. This hotel project is just one of many that need to be approved to help us get back to full hotel inventory in the area. We fully support the development of this dual hotel project. Thank you for your consideration.

Best Regards,
Danielle Neuser
President- Greater Syracuse Hospitality & Tourism Association
DNeuser@NewCastleHotels.com
315-440-9318

Matthew Lester
Fayette Manlius LLC
396 E Henrietta Rd
Rochester Ny 14620
mlester@caliberbrokerage.com
585-797-8877

6/15/25

Robert Petrovich
Onondaga County Industrial Development Agency
335 Montgomery Street, 2nd Floor
Syracuse, New York 13202

Dear Mr. Petrovich and Members of the OCIDA Board,

I am writing to respectfully request a renewal of our Sales and Use Tax Exemption in accordance with the terms of our PILOT agreement with the Onondaga County Industrial Development Agency, a public benefit corporation of the State of New York, having an office for the transaction of business located at 335 Montgomery Street, 2nd Floor, Syracuse, New York 13202.

To date, we have used a total of \$38,580.62 of the \$228,800 in sales and use tax exemption permitted under our agreement. Furthermore, we have not utilized any tax exemptions during the period from January 1, 2025, to the current date.

We are now requesting an extension of the exemption for 1 year expiring at the end of August 2026. This would help support the completion of the bulk of our project over the next year. Phase One of the project (the Urgent Care facility) has been successfully completed. We are now entering the next major phase involving full environmental cleanup and construction of the residential mixed-use building, which comprises much of the PILOT benefits.

We recognize that the project timeline has exceeded our initial projections. A combination of macroeconomic challenges and several on-site construction issues has contributed to delays beyond our control. These circumstances have led us to respectfully request this extension to fulfill the vision and commitment outlined in the PILOT.

We appreciate the Agency's ongoing support and consideration. Please let us know if additional documentation or information is required to move forward with this request.

Sincerely,



Matthew Lester
Manager
Fayette Manlius LLC



Empire Polymer Solutions

7528 State Fair Blvd
Baldwinsville, NY 13027
(315) 400-3195

www.EmpirePolymerSolutions.com

June 18, 2025

Robert M Petrovitch,
Deputy County Executive, OCIDA
Onondaga County Office of Economic Development
335 Montgomery St, Floor 2M
Syracuse, NY 13202

Project # 3101-20-19A

Dear Robert,

We are writing to explain the circumstances that have prevented us from meeting the required number of Full-Time Equivalent (FTE) employees as stated in our OCIDA Agreement for Project # 3101-20-19A. Additionally, we would like to present a path forward.

Initially, our project was set to develop in three manufacturing phases: Grinding, Washlines, and Compounding/Extrusion. We planned to implement second and third shifts as each new phase was launched, ultimately achieving a 24/7 operation with 70 FTE employees. During 2022, we successfully added the second shift and operated with 22.5 FTE employees.

However, in the spring of 2023, the plastics market became saturated, leading to a significant drop in the selling price of ground and washed plastic, which fell by 30% to 35%. At one point, we were compelled to store our finished products rather than sell them since the purchase price of the material was higher than the selling price.

This downward trend in pricing continued into 2023 and 2024. Given the stagnation at these low rates, we had to adapt to remain in business. The washed post-consumer plastics experienced the most significant decrease in price, prompting us to discontinue the Washline phase of our operations in 2024. We laid off all employees on the first and second shifts in the Washline department, sold some of the Washline equipment, and are in the process of selling the remainder. Consequently, our workforce dwindled to 12 employees by the end of 2024, with only one shift in operation.

In 2025, we continued making adjustments and currently operate with three grinding lines and 9 FTE employees. We have determined that we can successfully operate with nine employees, and we intend to retain these nine going forward.

The Future

We are prepared to ramp up operations again if and when the price of plastic rebounds. When the selling price reaches at least \$0.36 per pound (the current rate is \$0.26/lb), we plan to add Compounding/Extrusion lines. This would require a \$1,500,000 investment in equipment and introduce 12 additional FTE employees over two years.

In summary, the declining trend in the price of plastic has caused severe hardships for plastic manufacturers worldwide. To sustain our business and keep some employees, we have downsized to our grinding-only phase of the project.

We respectfully seek your guidance on the best way to move forward and remain operational, which may involve adjusting our agreed employee count down to nine while we navigate this depressed pricing period. We look forward to hearing from you regarding this matter.

Sincerely,
Empire Polymer Solutions LLC

By Frank Murphy
Frank Murphy, President