



HOSPITALITY

Questionnaire

Property Name: _____
Property Address: _____

No. of Rooms: _____
Gross SqFt: _____ Total Land Area: _____

Tell Us About Yourself

Applicant's Name: _____
Address: _____

Contact Person: _____
Phone #: _____ Fax: _____
Type of Ownership: Partnership, Corporation, other... _____
Is this the sole asset of the borrowing entity? Yes: _____ No: _____
Total Net Worth: _____ Liquid Assets: _____
Number of Rooms Currently Own/Manage: _____

What's Your Loan Request?

Amount Requested: _____
Term: _____ Amortization: _____
Interest Rate: _____
Reason for Financing: _____

Use of Funds: _____

Tell Us About Your Property

Type of Hotel: _____
 Name of Franchise: _____
 Number of Months Owned: _____ Year Built: _____
 Occupancy for: YTD2004 _____ 2003 _____ 2002 _____
 Original Purchase Price: _____ Cash Invested Since Purchase: _____
 Current Balance of Existing Debt: _____
 Balance of any 2nd or 3rd Mortgages: _____
 Current Lender: _____
 Current Interest Rate: _____ Current Payment: _____
 Current Loan Maturity Date: _____ Current Amortization: _____
 Average Occupancy: _____ Number of Parking Spaces: _____
 Average ADR: _____ Estimated Market Value: _____

Revenue Source

| <u>Source</u> | <u>YTD 2004</u> | <u>Year End 2003</u> | <u>Percentage</u> |
|--------------------|-----------------|----------------------|-------------------|
| Room Revenue | _____ | _____ | _____ |
| Food & Beverage | _____ | _____ | _____ |
| Banquet/Convention | _____ | _____ | _____ |
| Gift Shop | _____ | _____ | _____ |
| Other | _____ | _____ | _____ |

For a preliminary evaluation of your loan request please provide the following items:

- ◆ Brief property description
- ◆ Property location maps and site maps
- ◆ Color photographs, in and around the property
- ◆ Three most recent and year-to-date certified annual operating statements
- ◆ Historical ADR and occupancy reports for the same period as above
- ◆ Resume of owner(s)/ applicant(s) and management
- ◆ Recent financial statement of owner(s), general partner(s)/applicant(s), etc.
- ◆ Purchase Agreement (if applicable)