

Payette, ID

Lodging Feasibility Study



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Table of Contents

- Introduction/Objective 3**

- Executive Summary 4-10**
 - Property Segment
 - Property Size
 - Room Rate
 - Property Features, Amenities, and Services
 - Recommended Sleeping Room Configuration
 - Economic Impact Potential
 - Lodging Demand Analysis
 - Ramp Up Year Projections
 - 1-5 Year Projection
 - Market Demand Area
 - SWOT: Community Feedback

- Site Analysis 11-16**
 - Development Sites & Maps
 - AADT - Annual Average Daily Traffic

- Economic Overview 17-20**
 - Population
 - Effective Buying Income
 - Workforce/Employment Distribution
 - Unemployment/Labor Supply/Wage Pressures
 - Transportation Information

- Lodging Demand 21-30**
 - Market Segmentation
 - Events and Attractions
 - Community Interviews

- Lodging Supply 31-50**
 - Competitive Hotel Properties Peak and Low Season
 - Projected Average Daily Room Rate & Positioning
 - Historical and Projected Market Performance
 - Local and Competitive Set Surveyed Lodging Details
 - STR Data Trends & STR Chain Scales

The following Comprehensive Lodging Feasibility Study Report will review the potential development of a hotel in Payette, ID.

Core Distinction Group LLC (CDG) has been engaged to provide this Comprehensive Lodging Feasibility Study Report for the Payette, ID market area. This Lodging Feasibility Study provides an overview of information concerning the market area and the factors that would affect the possible development of a hotel facility in this community. This document is written in a format that highlights key information and offers a preliminary indication of this market's ability to support potential hotel development.

This consultant from Core Distinction Group LLC met with representatives of the community and the surrounding area to gather information pertinent to hotel development. Comprehensive research was performed and reviewed regarding the community's economic indicators, competitive lodging supply, and lodging demand generators. CDG performed field research to determine the relationship between the community and its lodging need. Economic indicators were studied to determine the stability and future growth potential of the general market. The research was conducted as a macro and micro market analysis of the Payette and the areas immediately surrounding area to determine their viability to support the potential of a hotel development.

This report will present projections for stabilized hotel operation based upon current operating performance in the market area. Occupancy, Average Daily Room Rate, and Sales Revenue projections for the hotel were based upon a detailed review of the field research data. Also, recommendations as to the property type, suggested property size, services, and amenities were included. These projections and recommendations were based upon the market demand research for a potential lodging facility.

This report provides statistical and highlighted narratives to support the conclusions regarding the market area and its ability to support potential hotel development.

Property segment recommended for the potential development of a hotel is an Upper Midscale hotel. This type of hotel would allow the property to be positioned properly at the subject site. It is anticipated that a new hotel would capture displaced Lodging Demand currently staying in markets surrounding Payette, ID. Additionally, the newness of the hotel should be well received in the marketplace. It's location will be ideal to serve Payette and regional markets. This type of hotel would also be capable of adjusting rates to best fit the demand in the market and the seasonality of the area.

Property size recommendation of a newly developed hotel was researched to be between 50-60 guestrooms in this report. This would position it to be smaller in size to the 80 average room size of the competitive set surveyed. The size would assist the property in achieving the Occupancy projections listed in this report. It is not advisable to over-build in this market at this time. Expansion of the hotel in future years could be considered as the market's Lodging Demand grows. Adjusting the room count will modify Performance.

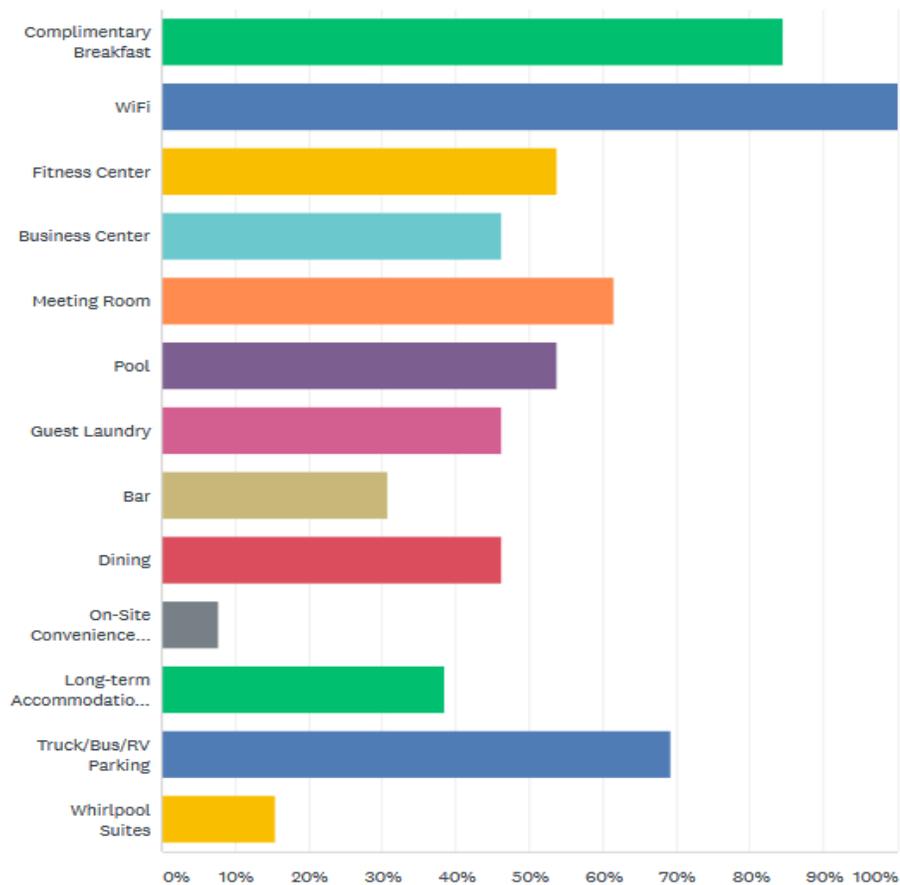
Rate Competition will be dictated by market demand. With proper rate positioning the hotel should achieve a yield to the neighboring market hotels of 95-100%. Local negotiated rates and long term extended stay rates should be considered when adjusting for revenue management during peak dates. Weekend rates and demand appear to be significantly more aggressive in the regional market and should be accompanied by minimum length of stay restrictions.



Property features, amenities, and services of the hotel should satisfy the market it is attempting to attract. Standard features and amenities required for a proposed hotel in this market should include:

- * Hot Breakfast to meet the needs of today's traveler
- * Bar/Lounge to meet the needs of today's traveler both leisure and corporate.
- * Convenience Market to meet the needs of today's traveler
- * Microwaves and Refrigerators to meet the needs of today's traveler
- * Fitness Center to meet the needs of today's traveler
- * Attached or Nearby Restaurant.
- * Meeting Room Capacity of 50+ showing promise in this market locally
- * Indoor Swimming Pool and Spa

When asked what was lacking or needed at a local hotel to retain area business, these top amenities were identified:



The recommended Sleeping Room Configuration should be compatible with the overall Market Segmentation of the area. The property should offer a selection of King bedded rooms at 60% with a similar percentage of double queen bedded rooms at 40%.

Economic Impact Potential: There are multiple economic impacts of building and developing a new hotel in a community. Some direct impact drivers include projected hotel revenue including all rooms revenues, meeting room revenue, as well as vending/bar revenue. On Average, this size property will create 12-18 full time jobs, part-time employment varies by hotel need and hiring practices. Additional economic development will include taxes, which include all sales taxes collected on hotel revenue, as well as all payroll related taxes collected from full-time hotel employees and temporary construction workers. Local governments will also collect new property taxes from the operation of the hotel. Indirect Impact includes all jobs and income generated by businesses that supply goods and services to the hotel. A few examples of businesses that will indirectly benefit from the development of a hotel include suppliers of rooms related goods (housekeeping supplies, room amenities, etc.), telecommunication vendors (internet, cable, etc.), utility companies, food and beverage suppliers, and other hotel related vendors.

A **Lodging Demand Analysis** was performed. This demand analysis is based on general observations of the surrounding market area and the overall Payette, ID market area.

1st Quarter (Jan-Mar)	January	February	March
Lodging Rooms Available	1,736	1,568	1,736
Lodging Occupancy %	43.2%	57.4%	60.5%
Total Occ. Rooms	750	900	1,050
Average Daily Rate	87.83	88.02	89.63
Total Revenue	\$65,873	\$79,218	\$94,112
2nd Quarter (Apr-June)	April	May	June
Lodging Rooms Available	1,680	1,736	1,680
Lodging Occupancy %	62.5%	80.6%	86.3%
Total Occ. Rooms	1,050	1,400	1,450
Average Daily Rate	92.97	104.76	109.18
Total Revenue	\$97,619	\$146,664	\$158,311
3rd Quarter (July-Sept)	July	August	September
Lodging Rooms Available	1,736	1,736	1,680
Lodging Occupancy %	83.5%	74.9%	53.6%
Total Occ. Rooms	1,450	1,300	900
Average Daily Rate	109.70	127.05	104.90
Total Revenue	\$159,065	\$165,165	\$94,410
4th Quarter (Oct-Dec)	October	November	December
Lodging Rooms Available	1,736	1,680	1,736
Lodging Occupancy %	63.4%	44.6%	40.3%
Total Occ. Rooms	1,100	750	700
Average Daily Rate	94.11	91.89	86.55
Total Revenue	\$103,521	\$68,918	\$60,585

**Based on 56
Guestrooms**

TOTAL
20,440
62.6%
12,800
\$101.05
1,293,459

NOTE: Above "Lodging Rooms Available" represent the total amount each month. Due to the variation of days in the month, this number changes.

** The above forecasts represent projections for occupancy, adr, and revenue of a developed 54 unit lodging option. Financial Returns projected based on specific brand chosen for development. Development costs and FDD required by each brand for financial projection estimates.*

NOTE: The above information is a forward looking projection of anticipated occupancies, average daily rate and revenue based on the professional experience of Core Distinction Group LLC (CDG) participation in other projects, similar in nature. Occupancy and ADR projections derived from market data trends reported by Smith Travel Research (STR) in the market's proximity along with to date rate shopping of local and surrounding hotels, and community feedback. This projection could change due to changes in the economy, both locally and overall, the acceptance of the project by the local community and patrons and the fact that CDG has not been involved in a project in this area and in a municipality with these demographics in the past. Thereby, all investors understand and acknowledge that these forward looking projections are not warranted by CDG and are subject to change and fluctuation.

Source: Core Distinction Group LLC

First Year Ramp Up Projections of 56 Guestroom Lodging Options:

OCC%	ADR:	REVPAR	Room Revenue:
59.5%	\$98.02	\$58.31	\$1,191,922

1-5 Year Projections:

OCC%	ADR:	REVPAR	Room Revenue:	YEAR 1
62.60%	\$101.05	\$63.28	\$1,293,459	

OCC%	ADR:	REVPAR	Room Revenue:	YEAR 2
64.50%	\$104.08	\$67.13	\$1,372,231	

OCC%	ADR:	REVPAR	Room Revenue:	YEAR 3
66.00%	\$107.21	\$70.74	\$1,445,906	

OCC%	ADR:	REVPAR	Room Revenue:	YEAR 4
68.00%	\$108.28	\$73.59	\$1,504,176	

OCC%	ADR:	REVPAR	Room Revenue:	YEAR 5
68.00%	\$109.36	\$74.33	\$1,519,217	

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
11	28	41	43	35	46	54
21%	51%	76%	80%	64%	86%	101%

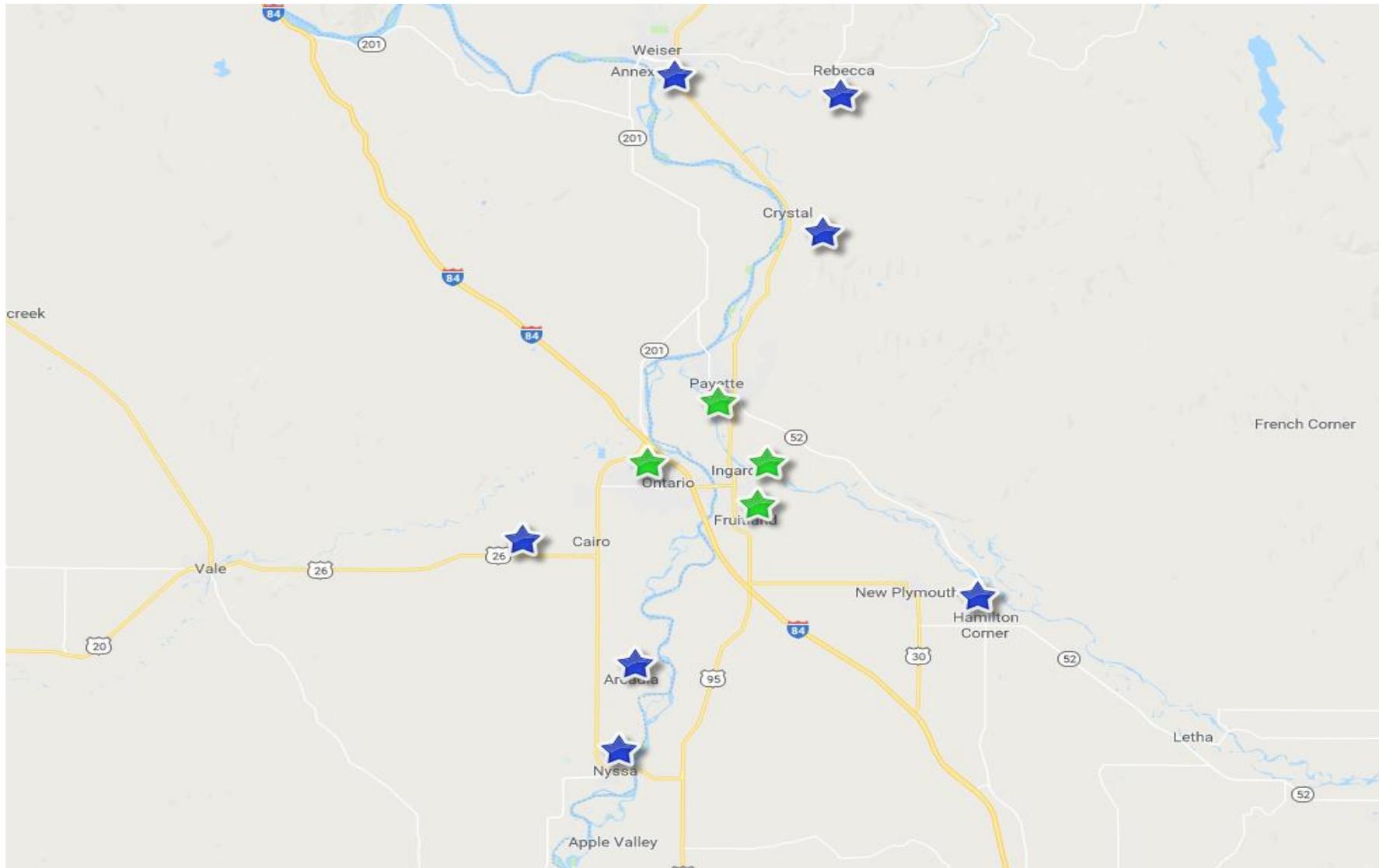
* Weekend/Leisure Demand % of demand for available rooms graph shown above. Weekend Demand High due to lodging generators in the immediate and regional markets. Focus on weekday (Sunday-Thursday) business will assist the project in meeting or exceeding projections. Two night minimum on Friday/Saturday revenue management strategy recommended for optimal revenue opportunity.

It should be noted that the above projections are considered to be forecasted for the first full year open. Consideration for a ramp up period at a minimum of 90 to 180 days is typical for new hotel development. It should be noted that projections shown in any forward reaching proforma will indicate a first partial year ramp up period for comparison and budget planning. The opening of this potential hotel development should be in timing up to 90 days prior to peak season to ensure highest potential profitability in year 1. A minimum of \$150k should be factored into the total project cost under working capital to offset this first year ramp up period loss potential. All hotels used in this seasonality analysis are from outside of Payette, ID in neighboring markets. The market's demand patterns appear average at the time of this report.

Source: Core Distinction Group LLC



Market Demand Area: (Focus Area of Sales Efforts of Additional Lodging)



★ Immediate Feeder Market

★ Secondary Feeder Market

** Feeder Market = Outlying Community that feeds travelers into desired market (Sales Focus Area)

Source: Google Maps; TripAdvisor; Core Distinction Group, LLC.

Executive Summary

Strengths of Payette, ID:

(In no specific order)

- ✓ Golf Course Quality
- ✓ Quiet
- ✓ School District
- ✓ Close to Amenities
- ✓ Low Crime
- ✓ Friendly
- ✓ Business Friendly
- ✓ Low Traffic

Weaknesses of Payette, ID:

(In no specific order)

- ✗ Lack of Medical Services
- ✗ Slow Economic Growth
- ✗ Financial Support for Businesses
- ✗ Separation of City and County
- ✗ Sales Taxes High

Opportunities:

(In order of most mentioned)

- ✗ Steakhouse/Upper Scale Restaurant
- ✗ Higher End Rental Units
- ✗ Retail
- ✗ Meeting Facilities
- ✗ Family Entertainment (i.e. Movie Theater)

Source: Core Distinction Group LLC Community Interviews (2018)

*** The above mentioned listings are not the opinion of Core Distinction Group, LLC, yet a compilation of direct feedback by members of the community during our interview process.*



Subject Site Evaluation (Site 1) - South Community Entrance Area					
Visibility	1	2	3	4	5
Accessibility	1	2	3	4	5
Traffic Counts	1	2	3	4	5
Site Prep	1	2	3	4	5
Major Utilities	1	2	3	4	5
Zoning	1	2	3	4	5
Area Support Services	1	2	3	4	5
Demand Generator Position	1	2	3	4	5
Competition Position	1	2	3	4	5
Overall Result			91%	41	45

Preparation for this site is somewhat unknown. Wetland, water drainage, seepage or flood plain issues were not directly addressed but they do not appear to be present here. A detailed Environmental Impact study not within the scope of this report. The developer should conduct necessary environmental impact testing to ensure the subject site is in compliance with local ordinances and environmental regulations. Major utilities were reported to be in place in the immediate area including water, sewer, electric, telephone, etc.





Subject Site Evaluation (Site 2) - Highway 95 (Behind May Trucking)					
Visibility	1	2	3	4	5
Accessibility	1	2	3	4	5
Traffic Counts	1	2	3	4	5
Site Prep	1	2	3	4	5
Major Utilities	1	2	3	4	5
Zoning	1	2	3	4	5
Area Support Services	1	2	3	4	5
Demand Generator Position	1	2	3	4	5
Competition Position	1	2	3	4	5
Overall Result			89%	40	45

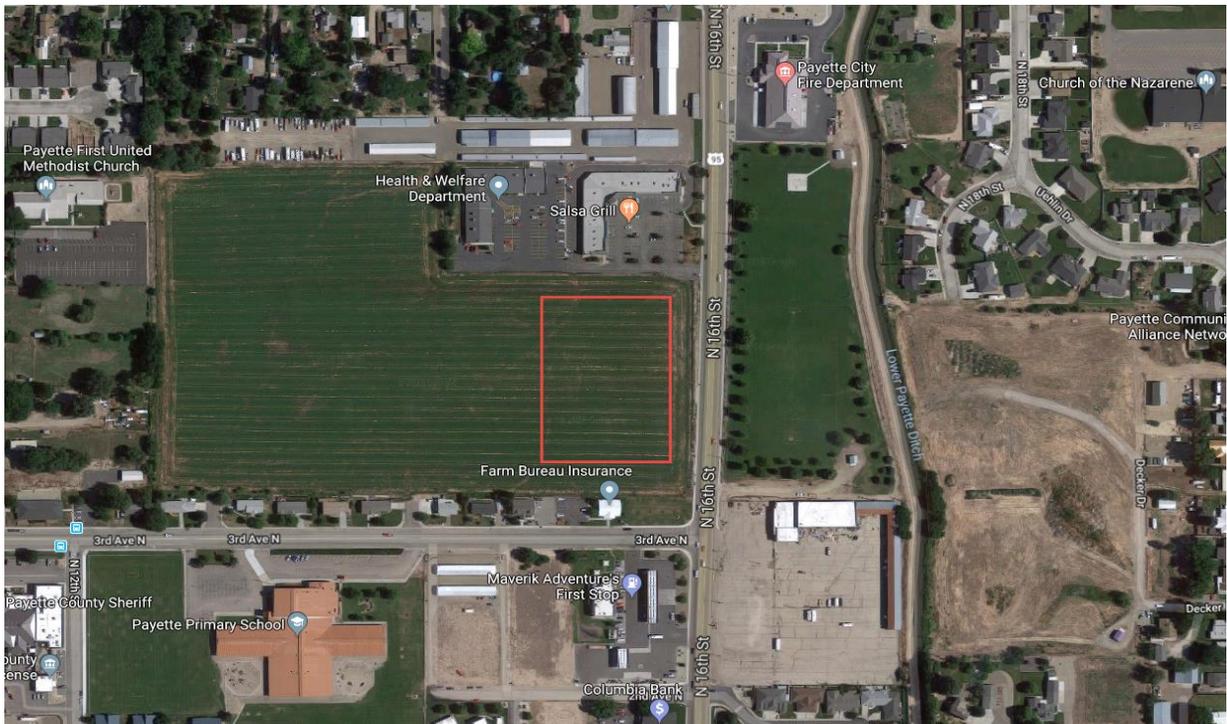
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Subject Site Evaluation (Site 3) - Highway 95 - North Near School					
Visibility	1	2	3	4	5
Accessibility	1	2	3	4	5
Traffic Counts	1	2	3	4	5
Site Prep	1	2	3	4	5
Major Utilities	1	2	3	4	5
Zoning	1	2	3	4	5
Area Support Services	1	2	3	4	5
Demand Generator Position	1	2	3	4	5
Competition Position	1	2	3	4	5
Overall Result			84%	38	45

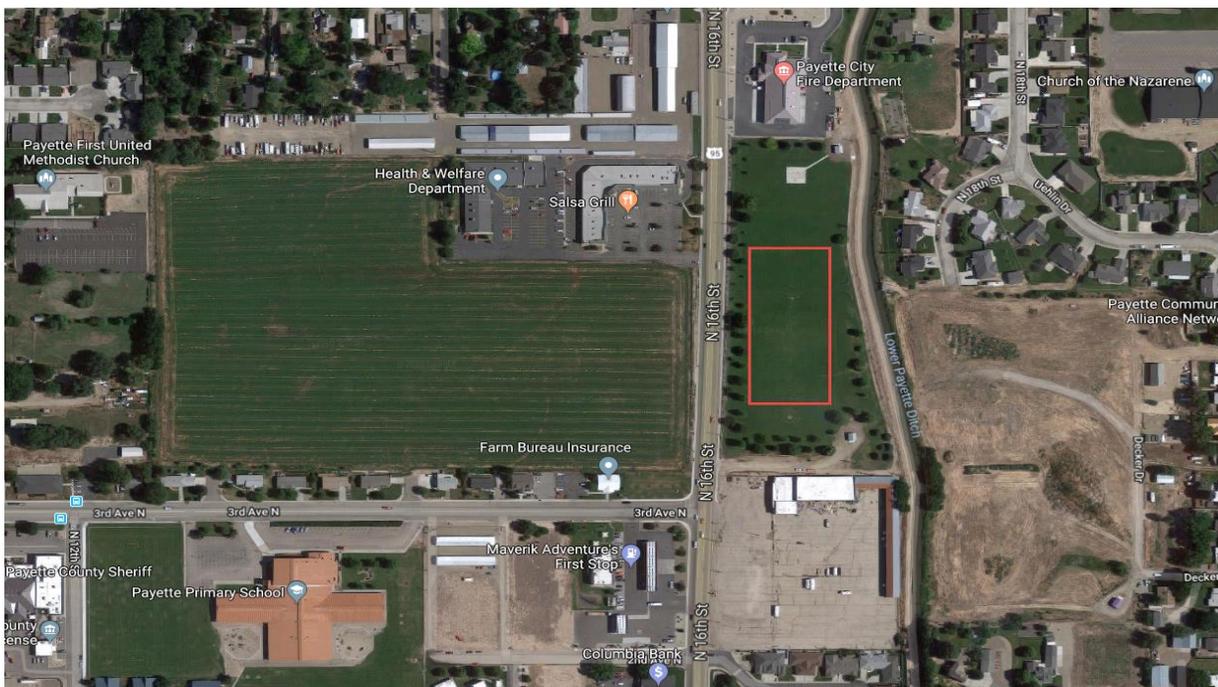
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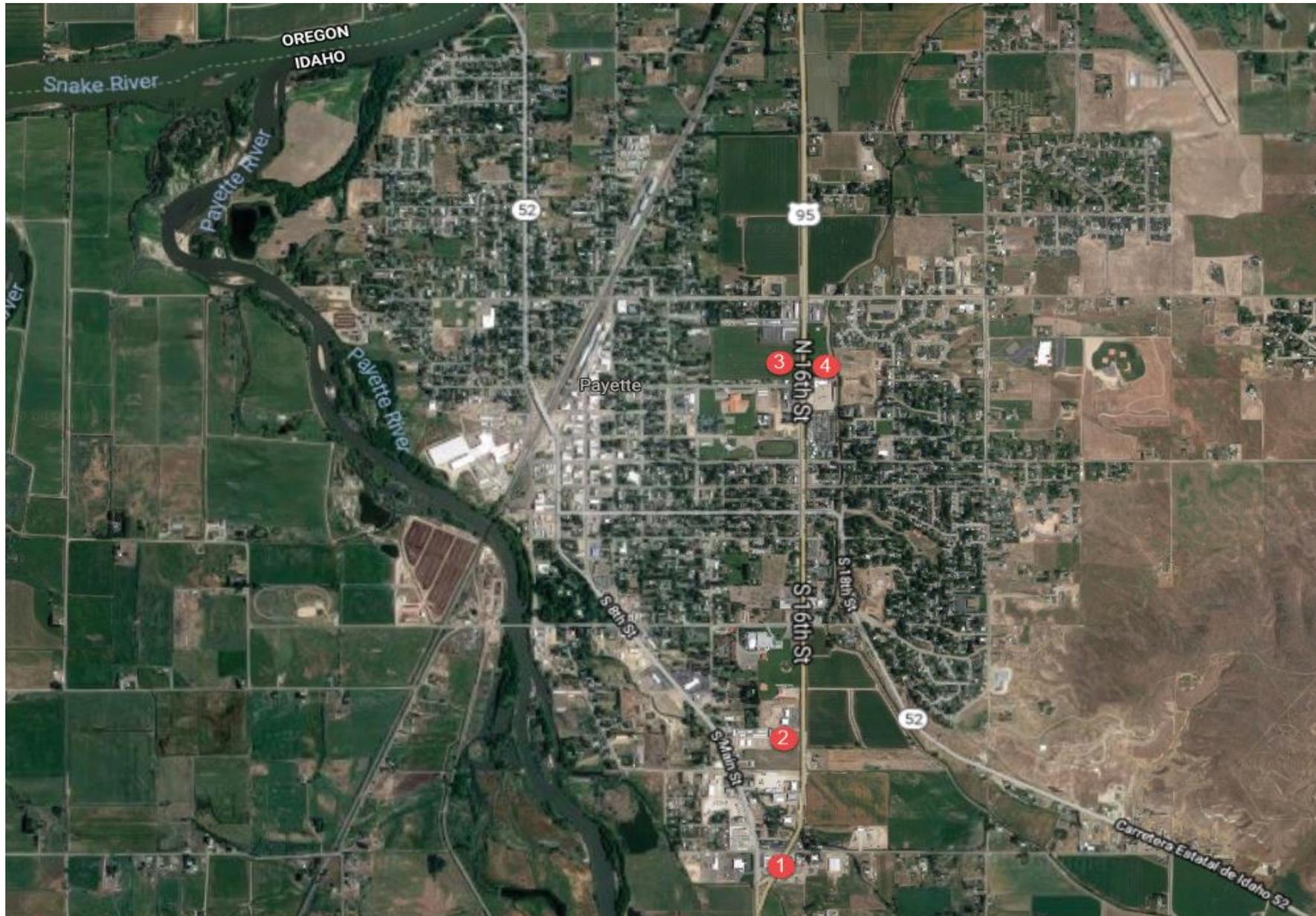


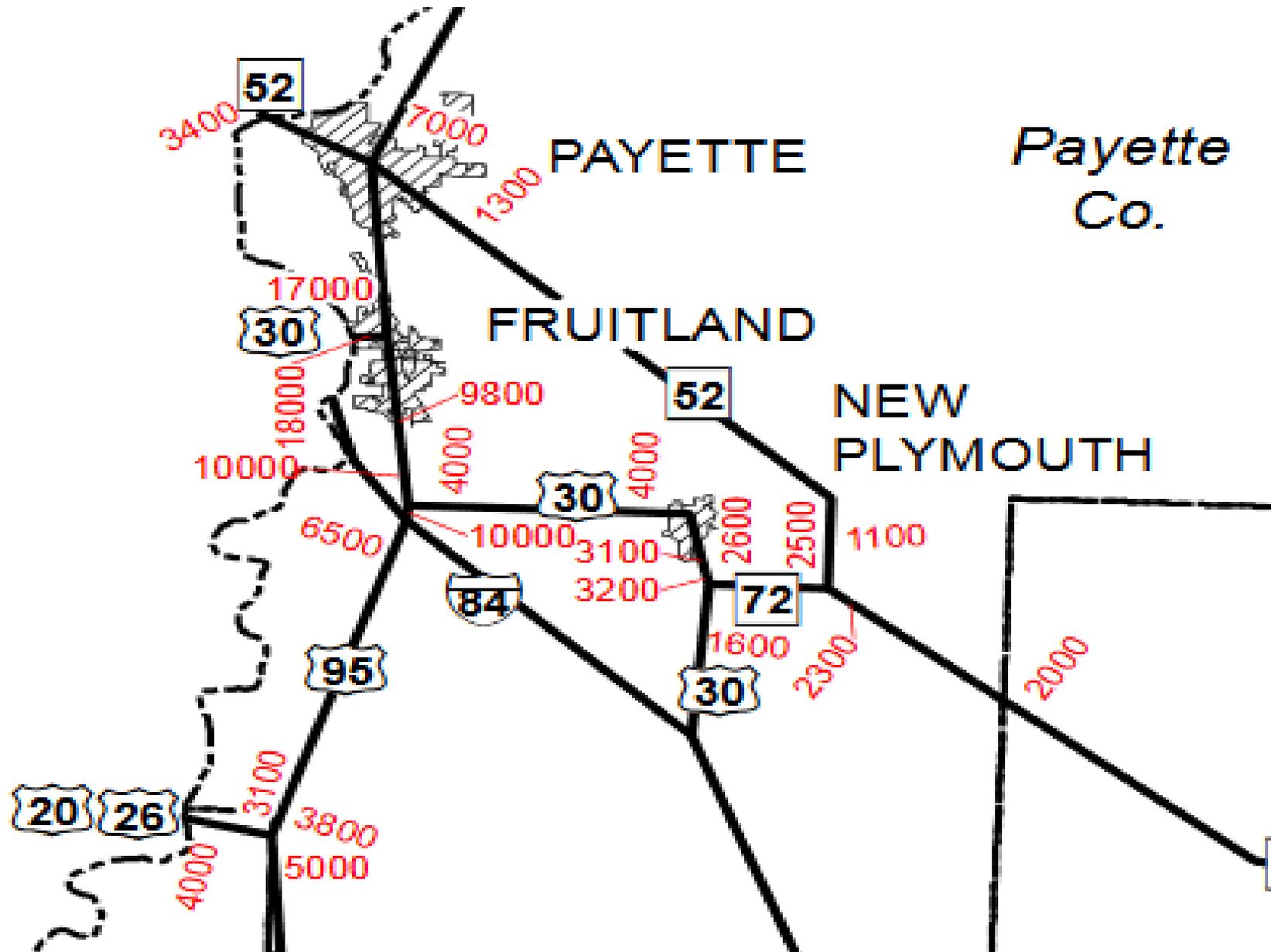


Subject Site Evaluation (Site 4) - Highway 95 - North - Next to Fire Station					
Visibility	1	2	3	4	5
Accessibility	1	2	3	4	5
Traffic Counts	1	2	3	4	5
Site Prep	1	2	3	4	5
Major Utilities	1	2	3	4	5
Zoning	1	2	3	4	5
Area Support Services	1	2	3	4	5
Demand Generator Position	1	2	3	4	5
Competition Position	1	2	3	4	5
Overall Result			84%	38	45

Preparation for this site is somewhat unknown. Wetland, water drainage, seepage or flood plain issues were not directly addressed but they do not appear to be present here. A detailed Environmental Impact study not within the scope of this report. The developer should conduct necessary environmental impact testing to ensure the subject site is in compliance with local ordinances and environmental regulations. Major utilities were reported to be in place in the immediate area including water, sewer, electric, telephone, etc.







Population

Payette is a city in and the county seat of Payette County, Idaho.

The population was 7,433 at the 2010 census. It is part of the Ontario, OR–ID Micropolitan Statistical Area

2010 Census Data (Including 2016)	Payette, ID	Payette County
Population estimates, July 1, 2016	7,414	23,026
Population estimates base, April 1, 2010	7,462	22,623
Population, percent change - April 1, 2010 to July 1, 2016	-0.6%	1.8%
Population, Census, April 1, 2010	7,433	22,623
Persons under 5 years, percent, 2016	7.6%	6.9%
Persons under 18 years, percent, 2016	23.3%	27.0%
Persons 65 years and over, percent, 2016	15.8%	17.7%
Female persons, percent, July 1, 2016	47.4%	50.2%
White alone, percent, July 1, 2016	90.4%	94.1%
Black or African American alone, percent, July 1, 2016	0.2%	0.5%
American Indian and Alaska Native alone, percent, July 1, 2016	0.1%	1.8%
Asian alone, percent, July 1, 2016	0.3%	1.0%
Native Hawaiian and Other Pacific Islander alone, percent, July 1, 2016	-	0.1%
Two or More Races, percent, July 1, 2016	3.1%	2.5%
Hispanic or Latino, percent, July 1, 2016	27.1%	17.5%
White alone, not Hispanic or Latino, percent, July 1, 2016	70.4%	78.2%
Housing units, July 1, 2016	-	9,169
Owner-occupied housing unit rate, 2011-2016	62.2%	76.1%
Median value of owner-occupied housing units, 2010-2014	\$104,900	\$136,400
Building permits, 2016	-	90
Travel time to work (min), workers age 16 years+, 2010-2014	17.8	18.1

Source: US Census Bureau

Effective Buying Income

Households by Income	2016
Median Household Income	\$45,047
Mean Income	\$51,231
<\$10,000	
<\$10,000	8.7%
\$10,000-\$14,999	8.7%
\$15,000-\$24,999	11.7%
\$25,000-\$34,999	11.1%
\$35,000-\$49,999	15.4%
\$50,000-\$74,999	22.0%
\$75,000-\$99,999	15.4%
\$100,000-\$149,999	5.2%
\$150,000-\$199,999	1.4%
\$200,000+	0.5%

Source: U.S. Census Bureau, 2012-2016 5-Year American Community Survey

Workforce/Employment Distribution

by NAICS Codes (Payette, ID)	Percent (%)
Manufacturing	18.66%
Retail Trade	12.50%
Educational Services	9.65%
Healthcare and Social Assistance	9.01%
Wholesale Trade	7.29%
Construction	6.28%
Transportation and Warehousing	5.61%
Accommodation and Food Services	5.58%
Agriculture, Forestry, Fishing, and Hunting	5.27%
Other Services, except Public Administration	5.27%
Public Administration	3.62%
Administrative, Support, and Waste Management Services	2.36%
Finance and Insurance	2.24%
Mining, Quarrying, Oil/Gas Extraction	1.32%
Real Estate, Rental, and Leasing	1.29%
Information	1.23%
Arts, Entertainment, and Recreation	1.19%
Professional, Scientific, and Technical Services	1.04%
Utilities	0.61%

Source: U.S. Census Bureau, 2012-2016 5-Year American Community Survey

Economic Overview

Unemployment

The current unemployment rate for Payette is 3.9% in March 2018.

Labor Supply / Wage Pressures

Idaho's minimum wage is set at \$7.25 (2018). The labor supply is felt to be average to support a hotel development. The hotel could draw employment from the broad geographic area of Payette County or entice commuting community members to stay closer to home for work. The unemployment levels in the county do not appear to place limitations on labor supply needed for this build. Wage pressures were reported to be a concern in attracting Service employees for a hotel.

Air Transportation

Nearest major airport to Payette, Idaho: The closest major airport to Payette, Idaho is Boise Airport (BOI / KBOI) located 60 miles from the center of Payette, ID.

International airports near Payette, ID

- 377 miles: Portland, OR (PDX / KPDX) [Portland International Airport](#)
- 398 miles: Salt Lake City, UT (SLC / KSLC) [Salt Lake City International Airport](#)
- 428 miles: Reno, NV (RNO / KRNO) [Reno-Tahoe International Airport](#)
- 458 miles: Seattle, WA (LKE / W55) [Kenmore Air Harbor Seaplane Base](#)
- 460 miles: Seattle, WA (SEA / KSEA) [Seattle-Tacoma International Airport](#)
- 553 miles: San Juan Island, WA (FBS / W33) [Friday Harbor Seaplane Base](#)
- 565 miles: Sacramento, CA (SMF / KSMF) [Sacramento International Airport](#)
- 597 miles: Victoria, Canada (YWH / CYWH) [Victoria Inner Harbour Airport](#)
- 605 miles: Kelowna, Canada (YLW / CYLW) [Kelowna International Airport](#)
- 647 miles: Roche Harbor, WA (RCE / W39) [Roche Harbor Seaplane Base](#)

Domestic airports near Payette, ID

- 60 miles: Boise, ID (BOI / KBOI) [Boise Airport](#)
- 175 miles: Pendleton, OR (PDT / KPDT) [Eastern Oregon Regional Airport](#)
- 190 miles: Twin Falls, ID (TWF / KTWF) [Magic Valley Regional Airport](#)
- 214 miles: Walla Walla, WA (ALW / KALW) [Walla Walla Regional Airport](#)
- 239 miles: Lewiston, ID (LWS / KLWS) [Lewiston-Nez Perce County Airport](#)
- 241 miles: Pasco, WA (PSC / KPSC) [Tri-Cities Airport](#)
- 273 miles: Pullman, WA (PUW / KPUW) [Pullman-Moscow Regional Airport](#)

Local airports near Payette, ID

- 3 miles: Payette, ID (VZJ) [Payette Municipal Airport](#)
- 11 miles: Ontario, OR (ONO / KONO) [Ontario Municipal Airport](#)

Market Segmentation Projection for Payette, ID are as follows:

Area Events & Attractions:	30%
Manufacturing:	25%
SMERF (Social, Military, Education, Religion, and Fraternal):	20%
Social(Weddings/Events)	7%
Military	0%
Education (Sports/Other)	13%
Religious	0%
Fraternal	0%
Medical:	10%
Other Local Business:	10%
Transient/Walk-In:	5%
Total Need:	100%

Identifying which segments have the potential to produce 80 percent of your hotel's revenue is imperative to the success of developing these segments to ensure hotel is achieving fair market share. This starts with understanding the market in which any given hotel operates. A fundamental understanding of the competitive environment, key economic drivers and historical trends are essential to understanding which market segments are relevant. At this time, the proposed hotel should experience the same Market Segmentation as the overall market. The proposed hotel in Payette, ID would be the newest hotel in the immediate regional area and would be positioned to serve a wide variety of Lodging Demand. Also, as a proposed upper midscale hotel, it would be able to flex rates and services to accommodate a full range of Lodging Demand identified for this market.

Source: Core Distinction Group LLC

Events (Payette, ID & Surrounding Area Overflow) (The events listed below are demand generators for leisure transient business)	
January:	
February:	Dance Competition, Wrestling Tournament,
March:	Baseball Tournament
April:	Baseball Tournament
May:	Weiser River Trail Wagon Ride, Baseball Tournament, Fruitland Apple Jam, Apple Blossom Festival, International 6 Days Enduro Qualifier
June:	Baseball Tournament (two weekends), Old Time Fiddle Festival, America's Global Village Festival(Ontario), Annual Snake River Brew Stock(Ontario),
July:	Baseball Tournament (two weekends), Total Spartan Race, Japan Obon Festival (Ontario), Malheur County Fair & Rodeo (Ontario), Nyssa Thunderegg Festival (Ontario)
August:	GridIron, Payette County Fair
September:	Big Nasty Hill Climb, Annual Cruise Night, Car Show and Swap Meet
October:	Treasure Valley Community College Rodeo (Ontario),
November:	Holiday Bazaar (Ontario)
December:	
Misc.:	Duck Hunting, Payette County Fairgrounds many events throughout the year.

Area/Regional Attractions:

Portia Club - The event center can accommodate up to ninety people. In February 2005, the deed to the Portia Club was turned over to The Friends of the Portia Club, Inc., an all volunteer 501(c)3 non-profit corporation. With the help of volunteers, local businesses, in kind contributions, private donations and grants the Portia Club has been turned into a safe, accessible, welcoming place that is enjoyed by the entire community. The facility hosts social events throughout the year as well as luncheons.

The Big Gnarly is the nation's largest motorcycle Hillclimb, with up to 13,000 spectators and 900 entries, and is also Idaho's largest motorcycle event and it is ALWAYS held two weeks after Labor Day Weekend, which usually means PERFECT weather. The Nasty offers everyone in the family fun things to do: watch violent and insanely loud 200-horsepower bikes try to climb a cliff, enjoy the best live music that we've ever offered, sample our large and varied food court, check out our full service bar, turn the kids loose in our play area with an inflatable waterslide, take a scenic helicopter ride, bring your tent or RV and enjoy camping in the adjoining pastures (we sell nearly 1,000 camping passes every year), and marvel at our famous Saturday night fireworks show.

The Scotch Pines Golf Course is a beautiful 18 hole public course, opened in 1962 and located in the rolling foothills of Payette, ID in Southwestern Idaho, approximately 60 miles west of Boise and on the Idaho/Oregon border. The course is open all year round and has a set of tee for all levels of players from advanced (6600 yards from Blue tees) to beginners. It has played host to numerous state-wide competitive events and is highly rated by golf websites and organizations. The course is very walkable and has a fully stocked proshop and driving range, with a special short game area. Lessons are available from an experienced golf professional. There is also a bar/restaurant available for events.

Payette River - Starting west of Boise, the Payette River Scenic Byway heads north on Idaho 55 passing the Payette River and the Boise and Payette National Forests. Other great stops along this drive include Cascade Reservoir, Smiths Ferry, Roseberry (one mile east of the byway on Roseberry Road at Donnelly), the city of McCall, and Ponderosa State Park.

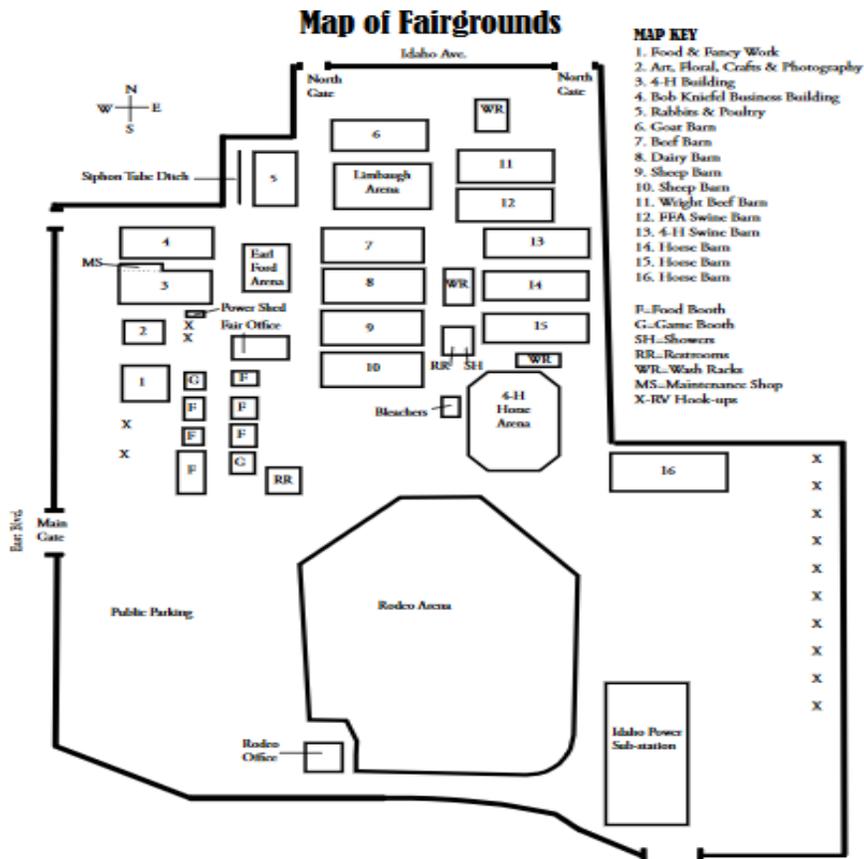
Lodging Demand

Snake River Canyon Scenic Byway is a rich tapestry of places, people, and scenic lands that encompasses the rich history and tradition of Idaho. Vineyards and wineries along this route are open seasonally.

The Payette County Museum features historical photos and items of the people and places that make up the history of Payette County. Sports, military, and farming displays help tell the story, as does the historic building which houses these collections.

Clay Peak - Located off of Highway 52 in Payette, Idaho, this 200 acre motorcycle and ATV park is open year-round, from dawn until dusk. The 2 miles of trails utilizes the best of natural terrain with added doubles, multiple tabletops and challenging sweepers. Clay Peak is operated by Payette County. Several annual events are held here, check our Events calendar for dates and times of upcoming events.

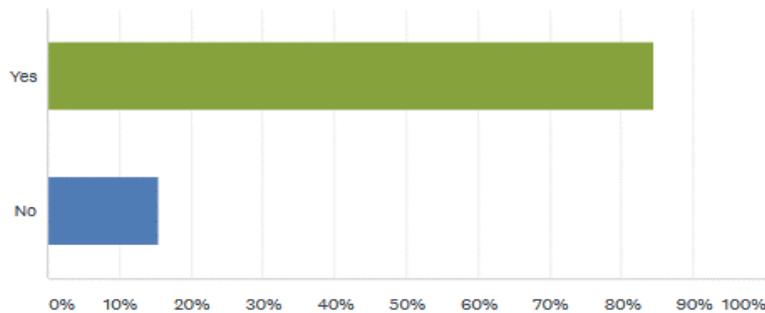
Payette County Fairgrounds are home of multiple arenas, Commercial Buildings and Barns. Besides the large fair in August, the facilities are rented out nearly every weekend for animal shows and social events like graduations.



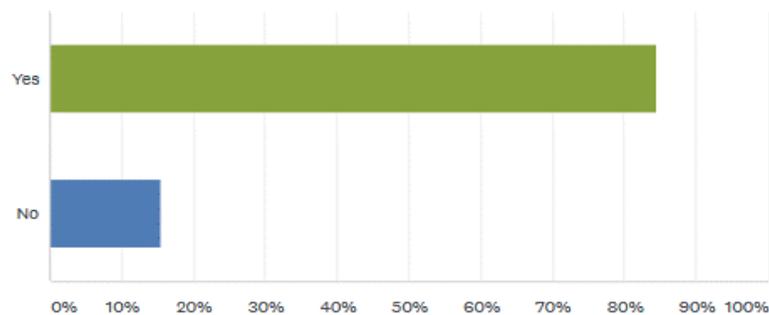


Community Interviews Overall Key Response

When Core Distinction Group asked individual businesses in the area if they had need for quality accommodations in the community, 85% identified a need:



When Core Distinction Group asked individual business in the area if they would stay in Payette, ID vs. the neighboring community:



In speaking with a representative with Scotch Golf Course, they are one of the top ranked courses in the state of Idaho. They have, on average, twenty-two thousand rounds a year. Half of these rounds are by members and the other half are from non-members. They see a need for people coming from out of the area to play on the course and see the need for a “Golf Package” type of amenity. Their facility also offers event space for up to one-hundred people on their patio and about fifty people indoors. They host between ten and eleven class reunions each year as well as two large Charity Golf Events. In addition, their facility puts on five large competitive events each year. They also have a long season, February through November due to mild weather. In the past they recommend the Holiday Inn Express in Ontario. The representative also indicated he felt there is a need for a meeting space in the area.

In speaking with a representative with Payette County Recreation Department, they host six large tournaments each year. The Tournament in May hosts around twenty teams. They have two large tournaments in June and two in July. Both host between twenty-five and thirty teams. They currently recommend the Clarion Inn in Ontario but this is in Oregon and people would like to stay in Idaho. The representative feels a pool and meeting space would be very important to a new hotel in Payette County.

In speaking with a representative with the Payette School District, she indicated they have need for professional development trainers 3-4 times a year utilizing Recruit for America. This service brings in teachers for recruitment in March, April and May. They will typically bus them in from Napa. The district also hosts a very large Dance Competition in February, a large Wrestling Tournament in February, has graduations going on during the Summer months, Homecoming in October and a very large Football Camp in August that brings in people from all over the region, including Utah. This camp is called the Grid Iron. For these events, people stay in Ontario. She also indicated there might be a need for meeting space in a new hotel.

In surveying a representative with HIT Industries, he indicated they have need for trainers that come in a few times a year. He feels there is more need from family and social events in the area. The representative indicated he recommends Ontario for hotels and would like to see a hotel in the area offer free hot breakfast, wireless internet, a fitness center and ample parking.



In speaking with a representative with Hardin Sanitation, he indicated that they utilize between thirty and forty thousand dollars in rooms at the Holiday Inn Express in Ontario. These consist of mechanics coming to the area to cover for other employees, relocation into the area and budget or finance meetings with partners and auditors. The representative also indicated they would have need every three years or so for up to sixty people to stay for safety trainings. They also would have need for their holiday party. He also stated they would have need for a meeting space sometimes but would like to simply see a nice accommodations in general.

In speaking with a representative with Seneca Foods, he indicated they have need throughout the year for lodging. They have relocations at least once a year that stay for thirty to sixty nights, Kiazan events once or twice a year for a week hosting around five people, upper management visits two to three times a year for two or three people from the corporate office in the Midwest, two to three quality assurance people that visit each quarter, a production director that visits one or two days each month, two to three maintenance people that visit three to four times a year and vendors that visit a few times a quarter with two to three people. They are currently staying at the Clarion Inn or the Holiday Inn Express. In addition, they use the meeting space at the Clarion Inn at least twice a year for one to two days for meetings. The representative believes a meeting space would be good and a lounge with some food available.

In speaking with a representative with May Trucking, he indicated they have need throughout the year for lodging when they have trucks in for servicing and for people from their corporate office once a quarter. In addition, the drivers sometimes have need while in the area and do not want to stay in their truck. He stated that they stay at the Holiday Inn Express or the Clarion Inn. In 2017, May Trucking utilized over two-hundred room nights at these hotels and have used over seventy year to date. He also voiced that it is very important for a potentially new hotel to be pet friendly. They are a pet friendly company and would expect their hotel to do the same.

In surveying a local business leader, he indicated his company has need for lodging two to three times a month for two to three nights. They currently stay in Ontario but have stayed as far as Boise due to lack of rooms.



In speaking with a representative with the Apple Blossom Festival, she indicated they have need for rooms the entire week of the festival (the second full week in May). In addition, she sees need during the Spartan Race in June, the Hill Climb in August and the Car Show in September. She also felt there is a need for events in the surrounding communities like the County Fair in New Plymouth and the Old Time Fiddle Festival in Weizer. In addition, she voiced a need in the Fruitland area for their traveling doctors. The representative also indicated she sees a great need in the area for meeting space.

In speaking with a representative with Valley Family Health, he indicated they have seven medical clinics and are growing extremely fast. They have general practice, behavioral health, outpatient, dentistry and much more. They have need for recruitment, managers coming in, corporate visitors and temporary physicians that stay for three weeks four nights each week. The company has over one-hundred and ninety employees. The representative also indicated a great need for meeting space and possible long-term rooms. They have out grown the Clarion Inn for meeting space. The representative also indicated they currently use the Holiday Inn Express for accommodations but would use a new hotel in Payette if it was of good quality.

In surveying a representative with Coldwell Banker, she indicated they have need for out of town clients coming into the area. She estimates their need is between two and four nights each month. The representative also indicated they currently send them to Ontario but have sent them to Napa when there is a lack of rooms. She also indicated a new hotel should offer wireless internet, hot breakfast, a fitness center, business center, pool, long-term accommodations, ample parking and meeting space.

In surveying a representative with Farmers Insurance, he indicated they have need a few times a year for clients. He feels that with the other, larger businesses with need in the area and the local festivals, a hotel with wireless internet, hot breakfast, a pool, ample parking and guest laundry would be beneficial. They currently recommend hotels in Ontario.

In surveying a representative with C&T Storage, he indicated they have need every once in a while but he is unsure of the number. He believes a hotel would benefit the area in many ways.



In surveying a representative with Malheur Federal Credit Union, he indicated the company has need for at least three rooms each month. He believes the community is losing a lot of business to Ontario, Oregon as there are many events in Payette and surrounding Idaho communities that must stay and spend their money in Oregon. The representative indicated a new hotel should offer a pool, ample parking, a business center, meeting space, business center and free hot breakfast.

In serving a representative with The Payette Senior Center, she indicated they have need throughout the year for families visiting, anniversary parties and monumental birthday parties. The representative pointed out that all their guests must stay in Ontario and in some cases they will need to go to Nampa or Cardwell. She also indicated a new hotel should offer a bar, ample parking, wireless internet, pool and hot breakfast.

In surveying a representative with Signature Hospice, she indicated they have around two to three rooms a month in the area. In addition, she added, they have need for family coming to town when they have a resident pass away for the services as well as collecting belongings. The representative also voiced the amount of events in the area should be noted as they are bringing business to Ontario vs. Idaho. She feels a new hotel should offer hot breakfast, dining and wireless internet.

In speaking with a representative with the Snake River Economic Development Association, she indicated they have people visiting the area multiple times a year for three or more nights and they are staying in Ontario. The representative also provided a list of events in the area (see Lodging Demand).

In surveying a representative with the Argus Observer, she indicated the company sends corporate employees to Payette about six times a year. They typically stay at the Holiday Inn Express or the Best Western. She feels the hotel should offer a business center, pool, a guest laundry, dining, a bar, and long-term accommodations.

In speaking with a representative with the Payette Airport, he indicated they receive requests for lodging need about once a week. The airport sees people from all over the country and some even fly in to golf.

In surveying a representative with HIT Industries, he indicated they have need for trainers that come in a few times a year. He feels there is more need from family and social events in the area. The representative indicated he recommends Ontario for hotels and would like to see a hotel in the area offer free hot breakfast, wireless internet, a fitness center and ample parking.

In speaking with representatives with Woodgrain, they indicated they have need for lodging in the area. They currently send people to the Sleep Inn and would like to put them in Payette. They also indicated they feel that dining and a bar would be extremely important to maintain business at the hotel.

In speaking with a representative with Tenton Manufacturing, he indicated that at least once a month they have clients come in for two nights to tours the facility. In addition they service mechanics a few times a year that travel to the area. They also have audits twice a year and the auditors stay for three nights or so. The representative indicated the service mechanics and the auditors usually stay in Ontario and the clients usually stay in Boise.

In speaking with a representative with the local Funeral Home, he indicated they have between 130-150 services each year. Their facility can house a little over one-hundred people and if there is need for more, they utilize are churches (sometimes needing more than three-hundred. He also indicated he feels there is a need for lodging in Payette as they community is losing business to Ontario.

In speaking with a representative with CT Derm, she indicated they have need for lodging a few times a month when clients come from far away and need a place to stay the night of or the night before. They currently recommend the Holiday Inn Express in Ontario. The representative indicated the hotel they recommend should offer a free hot breakfast, wireless internet and a fitness center.

Source: Core Distinction Group LLC Community Interviews (2018)

Competitive Hotel Properties Regional

STR Competitive Hotel Rates Quoted (August 2018)					Peak Season	
Property	Rooms	RATE ANALYSIS			Date Opened:	SEGMENT
		SINGLE	DOUBLE	WEEKEND		
Best Western Inn & Suites (Ontario)	61	\$135	\$135	\$145	Jul-89	Midscale
Sleep Inn (Ontario)	65	\$95	\$90	\$95	Jan-97	Midscale
Clarion Inn (Ontario)	96	\$118	\$118	\$125	Jun-71	Upper Midscale
Holiday Inn Express (Ontario)	96	\$139	\$139	\$149	Aug-08	Upper Midscale
AVERAGE DAILY ROOM RATE QUOTED:		\$122	\$121	\$129	98%	
% of Rate in Payette, ID vs. Comp Set Rates:		98%	98%	100%		
Projected Rate in Payette, ID vs. Comp Set Rates:		\$119	\$119	\$129		

Room Rate Competition Comparison/Review PEAK Season:

	Average Rate	Yield	Probable Rate
Upper Midscale STR Comp Set Lodging Average Rates:	\$129	93%	\$119
Midscale STR Comp Set Lodging Average Rates:	\$114	105%	\$119

STR Competitive Hotel Rates Quoted (January 2018)					Low Season	
Property	Rooms	RATE ANALYSIS			Date Opened:	SEGMENT
		SINGLE	DOUBLE	WEEKEND		
Best Western Inn & Suites (Ontario)	61	\$117	\$117	\$117	Jul-89	Midscale
Sleep Inn (Ontario)	65	\$75	\$80	\$80	Jan-97	Midscale
Clarion Inn (Ontario)	96	\$94	\$94	\$94	Jun-71	Upper Midscale
Holiday Inn Express (Ontario)	96	\$107	\$113	\$113	Aug-08	Upper Midscale
AVERAGE DAILY ROOM RATE QUOTED:		\$98	\$101	\$101	97%	
% of Rate in Payette, ID vs. Comp Set Rates:		96%	98%	98%		
Projected Rate in Payette, ID vs. Comp Set Rates:		\$94	\$99	\$99		

Room Rate Competition Comparison/Review LOW Season:

	Average Rate	Yield	Probable Rate
Upper Midscale STR Comp Set Lodging Average Rates:	\$99	100%	\$99
Midscale STR Comp Set Lodging Average Rates:	\$94	100%	\$94

Competitive Hotels	
Primary Competitive Hotels	# of Rooms
Best Western Inn & Suites (Ontario)	61
Sleep Inn (Ontario)	65
Clarion Inn (Ontario)	96
Holiday Inn Express (Ontario)	96
Grand Total:	318
Average Room Count:	80
<i>Source: STR / Core Distinction Group, LLC</i>	

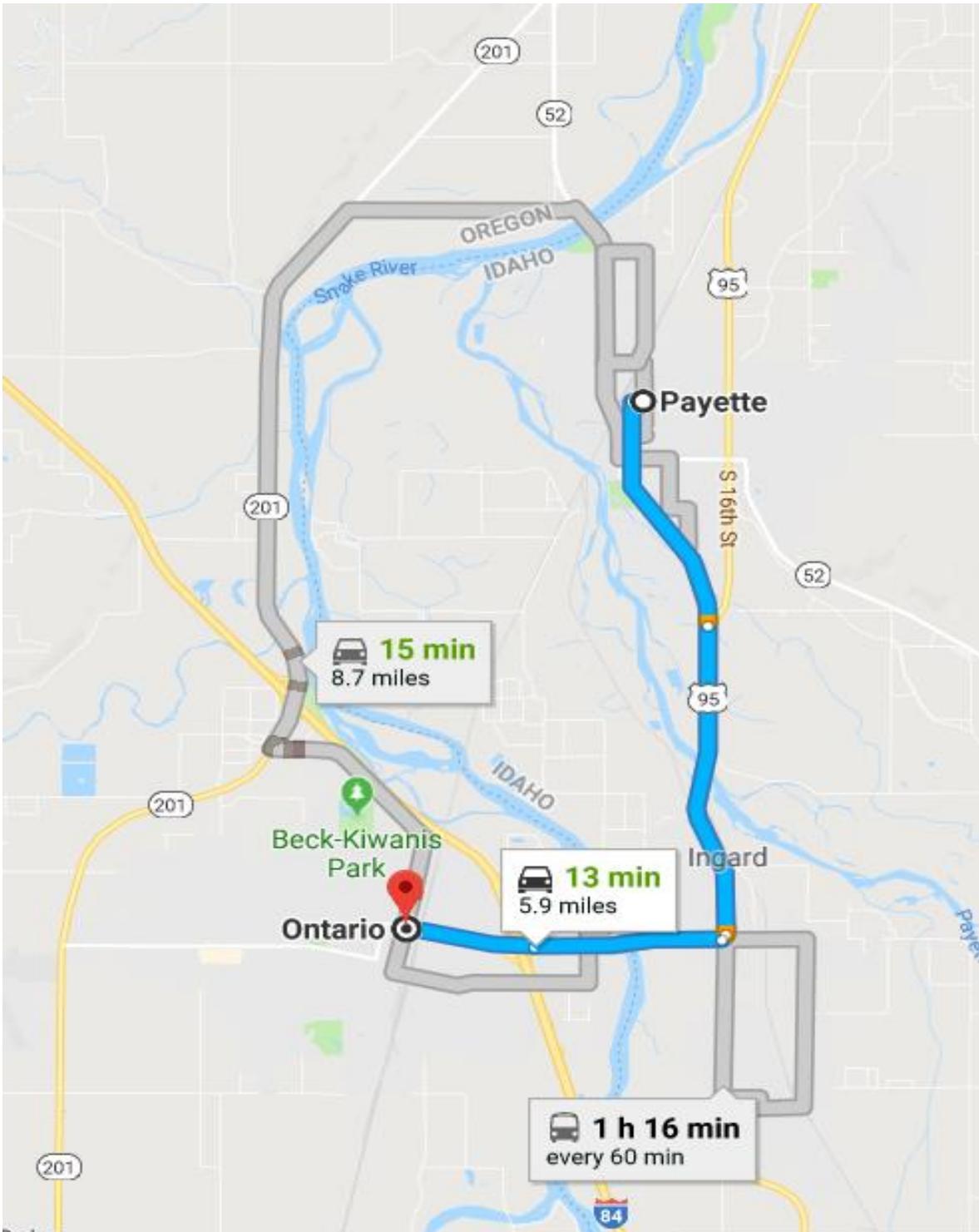
The primary competitors are expected to be the hotels in the regional market shown above. Based on STR data provided the following table summarizes the historical trends in occupancy and rates for the competitive supply in the past five years.

Historical Market Performance					
Year	Annual Occupancy	Rooms Sold	Average Rate	Occ %	ADR
				<i>(Growth/Decline)</i>	
2013	56.3%	65,328	\$85.18	-2.0%	\$2.93
2014	60.3%	70,019	\$86.02	4.0%	\$0.84
2015	62.4%	72,476	\$87.87	2.1%	\$1.85
2016	64.6%	75,003	\$93.91	2.2%	\$6.04
2017	70.9%	82,272	\$101.30	6.3%	\$7.38
<i>Source: STR / Core Distinction Group, LLC</i>					

Based on STR data provided the following table summarizes the projected occupancy and rates for the competitive supply in the upcoming three years.

Projected Market Performance					
Year	Annual Occupancy	Rooms Sold	Average Rate	Occ %	ADR
				<i>(Growth/Decline)</i>	
2018	65.0%	75,446	\$103.00	-5.9%	\$1.70
2019	65.0%	75,446	\$104.03	0.0%	\$1.03
2020	67.0%	77,767	\$107.15	2.0%	\$3.12
<i>Source: Core Distinction Group, LLC</i>					

STR Competitive Set Surveyed



Best Western Inn & Suites (Ontario)



# of Guestrooms	# of Floors	Year Built/Year Renovated
61	2	June-14
Business Center	Fitness Center (Onsite)	Fitness Center (Off Site)
Yes	No	No
Banquet/Meeting Facilities	Restaurant on Site	Room Service
No	No	No
Breakfast	Lunch	Dinner
Complimentary	Nearby	Nearby
Pool	Spa	Kitchenettes
Indoor	Indoor	Microwaves/Refrigerators All
Market / Gift Shop	Elevator	Shuttle Service
No	No	No
Internet	Guest Laundry Facilities	Trip Advisor Ranking
Complimentary	No	#1 of 10 hotels in Ontario
Parking	Smoking/Non-Smoking	Pets
Complimentary	Non Smoking Facility	Pet Friendly

Our Ontario, Oregon hotel features plenty of touches of home, including a refrigerator and microwave in every room along with a free, full hot breakfast. Our Ontario hotel features a wide selection of breads and pastries, fresh scrambled eggs, breakfast meats, cereals and yogurt. Top off your meal with a cup of 100% Arabica coffee or chilled juices. It's the perfect start to a day of adventure, and one of the warm touches of our hotel that makes guests feel right at home. Snake River is just a short drive away for water recreation enthusiasts and nature lovers. Just one block from Interstate I-84, it's simple to get around the region and explore. Our Ontario hotel is within walking distance to Walmart® so guests can easily pick up some essentials. We offer a great location that combines access to modern conveniences and the best of the great northwest. Close to restaurants and shopping, we're just four blocks from a movie theater and bowling alley. Snake River is also just two miles away and a sprawling golf course is five miles from our Ontario hotel. No matter what you're in town for, whether the Fiddler Festival or to get away from it all, our friendly staff is happy to provide recommendations on local attractions. We're located at the intersection of Highway 20 and Highway 30 to provide easy access for our guests. If you're here on business, the prime location of our Ontario hotel makes zipping around town a breeze. Regular business travelers include employees of government offices, the Correctional Facility and Treasure Valley Community College.

Source: bestwestern.com

Sleep Inn (Ontario)



# of Guestrooms	# of Floors	Year Built/Year Renovated
<i>65</i>	<i>3</i>	<i>January-97</i>
Business Center	Fitness Center (Onsite)	Fitness Center (Off Site)
<i>Yes</i>	<i>Yes</i>	<i>No</i>
Banquet/Meeting Facilities	Restaurant on Site	Room Service
<i>No</i>	<i>No</i>	<i>No</i>
Breakfast	Lunch	Dinner
<i>Complimentary</i>	<i>Nearby</i>	<i>Nearby</i>
Pool	Spa	Kitchenettes
<i>Indoor</i>	<i>Indoor</i>	<i>Microwaves/Refrigerators All</i>
Market / Gift Shop	Elevator	Shuttle Service
<i>No</i>	<i>Yes</i>	<i>No</i>
Internet	Guest Laundry Facilities	Trip Advisor Ranking
<i>Complimentary</i>	<i>Yes</i>	<i>#4 of 10 hotels in Ontario</i>
Parking	Smoking/Non-Smoking	Pets
<i>Complimentary</i>	<i>Non Smoking Facility</i>	<i>Pet Friendly (Dogs Only)</i>

The Sleep Inn® hotel in Ontario, OR is located in northeastern Oregon off Interstate 84 near the Snake River. We are 55 miles from the city of Boise. We're close to numerous destinations in Treasure Valley like: - Four Rivers Cultural Center & Museum - Treasure Valley Community College - Payette River - Saint Alphonsus Medical Center. Our affordable hotel in Ontario is halfway between Portland and Salt Lake City, UT on the Idaho-Oregon border. Our Ontario affordable hotel is just as restful as home. Whether staying with us for business or pleasure, you're guaranteed a good night's sleep. Our entire Designed to Dream® experience brings the creature comforts of home—cozy beds, lots of fluffy pillows—to your home away from home at this affordable hotel in Ontario. Amenities include: - Free hot breakfast - Free Wi-Fi - Indoor pool & whirlpool - Fitness center - Guest laundry facilities. All of our simply stylish guest rooms have HDTVs, irons and ironing boards, microwaves and refrigerators.

Source: Choicehotels.com

Clarion Inn (Ontario)



# of Guestrooms	# of Floors	Year Built/Year Renovated
<i>96</i>	<i>2</i>	<i>January-11</i>
Business Center	Fitness Center (Onsite)	Fitness Center (Off Site)
<i>Yes</i>	<i>Yes</i>	<i>No</i>
Banquet/Meeting Facilities	Restaurant on Site	Room Service
<i>Yes</i>	<i>Yes</i>	<i>No</i>
Breakfast	Lunch	Dinner
<i>Complimentary</i>	<i>Available</i>	<i>Available</i>
Pool	Spa	Kitchenettes
<i>Outdoor</i>	<i>Outdoor</i>	<i>Microwaves/Refrigerators Some</i>
Market / Gift Shop	Elevator	Shuttle Service
<i>No</i>	<i>No</i>	<i>No</i>
Internet	Guest Laundry Facilities	Trip Advisor Ranking
<i>Complimentary</i>	<i>Yes</i>	<i>#3 of 10 hotels in Ontario</i>
Parking	Smoking/Non-Smoking	Pets
<i>Complimentary</i>	<i>Non Smoking Facility</i>	<i>Pet Friendly</i>

Our pet-friendly Clarion Inn® is an Ontario, OR hotel that's great for group travel. Amenities include: - Free breakfast - Free Wi-Fi - Meeting space - Restaurant and bar - Fitness center. Guest rooms include: - Microwave and refrigerator (select rooms) - Premium bedding - Work desk - Flat-screen TV - Coffee maker. Our Ontario, OR hotel makes it easy to visit attractions like the Four Rivers Cultural Center and the Historic Union Pacific Train Depot, plus: Snake River Correctional Institution - Ontario State Recreation Site - Beck-Kiwanis Park - Oregon Trail Museum - Country View Golf Course. Our conference center hotel is perfect for all kinds of events, including reunions and more.

Source: Choicehotels.com

Holiday Inn Express (Ontario)



# of Guestrooms	# of Floors	Year Built/Year Renovated
<i>96</i>	<i>4</i>	<i>August-08</i>
Business Center	Fitness Center (Onsite)	Fitness Center (Off Site)
<i>Yes</i>	<i>Yes</i>	<i>No</i>
Banquet/Meeting Facilities	Restaurant on Site	Room Service
<i>Yes</i>	<i>No</i>	<i>No</i>
Breakfast	Lunch	Dinner
<i>Complimentary</i>	<i>Nearby</i>	<i>Nearby</i>
Pool	Spa	Kitchenettes
<i>Indoor</i>	<i>Indoor</i>	<i>Microwaves/Refrigerators All</i>
Market / Gift Shop	Elevator	Shuttle Service
<i>No</i>	<i>Yes</i>	<i>No</i>
Internet	Guest Laundry Facilities	Trip Advisor Ranking
<i>Complimentary</i>	<i>Yes</i>	<i>#2 of 10 hotels in Ontario</i>
Parking	Smoking/Non-Smoking	Pets
<i>Complimentary</i>	<i>Non Smoking Facility</i>	<i>Pet Friendly</i>

Welcome to the Holiday Inn Express & Suites in Ontario, Oregon. Our Ontario hotel is halfway between Portland, OR and Salt Lake City, UT, making it ideal for all travelers. Families looking for lodging in Ontario, Oregon will love our smoke-free hotel, located off I-84 and 50 minutes from Boise, Idaho. We are close to local attractions, including Four Rivers Cultural Center, Old Fort Boise, Rinehart Stone House Museum and the Oregon Trail Agricultural Museum. Nearby sights and activities include the Ontario Golf Club, the Vale Murals and the Farewell Bend State Recreation Area. Business travelers will be impressed by the comfort of our Ontario, Oregon accommodations. We offer easy access to companies such as Heinz Frozen Foods, AmeriCold Logistics, Holy Rosary Medical Center and the Oregon Bureau of Land Management. Treasure Valley Community College is just down the street. Our new hotel in Ontario, OR also provides a 24-hour Business Center with fax, copy and print services and free high-speed, wired and wireless Internet access throughout the hotel. While lodging in Ontario, Oregon you can enjoy upscale amenities including an indoor pool with whirlpool that opens to an outdoor deck with a relaxing waterfall and a Great Room with a cozy fireplace. Also, there is a 24-hour Fitness Center and a delicious Express Start breakfast. So Stay Smart at the Holiday Inn Express Hotel Oregon.

Source:



Trend # 984086_SADIM / Created May 24, 2018

Trend Report - Ontario, OR Selected Properties

January 2012 to April 2018 Currency : USD - US Dollar



Table of Contents	1
Data by Measure	2
Percent Change by Measure	3
Percent Change by Year	4
Twelve Month Moving Average	5
Twelve Month Moving Average with Percent Change	6
Day of Week Analysis	7
Raw Data	8
Classic	9
Response Report	10
Terms and Conditions	11
Help	12

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Source: STR, Inc. / STR Global, Ltd. trading as "STR".



Core Distinction Group, LLC

Tab 2 - Data by Measure



Ontario, OR Selected Properties

Job Number: 984086_SADIM Staff: SS Created: May 24, 2018

Occupancy (%)														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2012	40.1	45.3	48.7	50.7	62.2	74.5	79.8	78.8	72.9	60.8	45.5	38.8	58.2	46.2	
2013	37.2	38.3	47.5	50.0	60.3	81.4	81.4	78.5	66.5	56.8	41.6	34.8	56.3	43.3	
2014	35.3	43.1	53.9	52.8	64.6	77.7	85.4	78.3	73.3	67.0	49.2	42.2	60.3	46.3	
2015	40.3	49.3	55.3	56.3	63.5	81.1	88.6	84.4	71.8	66.8	48.6	42.3	62.4	50.3	
2016	41.1	46.1	57.0	60.1	69.4	86.6	83.2	86.6	77.6	69.8	54.0	42.9	64.6	51.1	
2017	49.8	55.1	69.8	66.4	76.5	86.6	92.0	92.2	83.7	71.4	59.5	46.3	70.9	60.4	
2018	42.8	53.8	59.4	61.8										54.4	
Avg	40.9	47.3	55.9	56.9	66.1	81.3	85.1	83.1	74.3	65.4	49.7	41.2	62.1	50.3	

ADR (\$)														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2012	73.94	75.35	77.17	79.60	82.27	87.09	84.54	85.51	85.67	82.25	82.37	81.12	82.25	76.70	
2013	82.64	81.45	80.44	82.10	83.44	87.70	88.22	88.07	88.98	82.93	83.65	84.35	85.18	81.61	
2014	82.47	84.21	81.01	84.83	84.06	90.94	90.20	90.44	88.53	84.39	80.69	80.44	86.02	83.08	
2015	80.57	82.40	86.60	86.69	88.15	90.70	92.11	94.40	91.70	87.11	76.95	83.28	87.87	84.41	
2016	82.12	83.81	87.54	89.45	93.44	104.27	103.12	99.24	96.98	92.39	90.67	82.50	93.91	86.19	
2017	84.36	87.11	92.40	94.84	99.80	107.50	110.78	127.09	105.94	98.14	91.92	86.59	101.30	90.23	
2018	94.73	89.82	91.46	94.87										92.71	
Avg	83.14	83.75	85.82	88.01	89.02	95.08	95.15	98.26	93.38	88.23	84.80	83.09	89.89	85.42	

RevPAR (\$)														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2012	29.64	34.12	37.57	40.33	51.17	64.87	67.44	67.37	62.46	49.99	37.49	31.49	47.90	35.41	
2013	30.72	31.20	38.20	41.04	50.30	71.35	71.85	69.13	59.14	47.09	34.76	29.32	47.94	35.35	
2014	29.07	36.26	43.63	44.79	54.29	70.69	77.00	70.80	64.88	56.58	39.67	33.93	51.89	38.44	
2015	32.44	40.64	47.89	48.81	55.97	73.52	81.63	79.67	65.80	58.21	37.43	35.23	54.87	42.44	
2016	33.73	38.68	49.90	53.72	64.84	90.30	85.84	85.93	75.22	64.44	48.97	35.36	60.69	44.06	
2017	42.02	48.03	64.48	62.96	76.36	93.11	101.95	117.19	88.72	70.07	54.69	40.12	71.80	54.46	
2018	40.50	48.33	54.32	58.66										50.44	
Avg	34.02	39.61	48.00	50.04	58.82	77.31	80.95	81.68	69.37	57.73	42.17	34.24	55.85	42.94	

Supply														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2012	9,858	8,904	9,858	9,540	9,858	9,540	9,858	9,858	9,540	9,858	9,540	9,858	116,070	9,858	
2013	9,858	8,904	9,858	9,540	9,858	9,540	9,858	9,858	9,540	9,858	9,540	9,858	116,070	38,160	
2014	9,858	8,904	9,858	9,540	9,858	9,540	9,858	9,858	9,540	9,858	9,540	9,858	116,070	38,160	
2015	9,858	8,904	9,858	9,540	9,858	9,540	9,858	9,858	9,540	9,858	9,540	9,858	116,070	38,160	
2016	9,858	8,904	9,858	9,540	9,858	9,540	9,858	9,858	9,540	9,858	9,540	9,858	116,070	38,160	
2017	9,858	8,904	9,858	9,540	9,858	9,540	9,858	9,858	9,540	9,858	9,540	9,858	116,070	38,160	
2018	9,858	8,904	9,858	9,540										38,160	
Avg	9,858	8,904	9,858	9,540	9,858	9,540	9,858	9,858	9,540	9,858	9,540	9,858	116,070	38,160	

Demand														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2012	3,952	4,032	4,799	4,834	6,131	7,106	7,864	7,766	6,956	5,991	4,342	3,826	67,599	17,617	
2013	3,665	3,411	4,682	4,769	5,943	7,762	8,028	7,738	6,341	5,598	3,964	3,427	65,328	16,527	
2014	3,475	3,834	5,309	5,037	6,366	7,416	8,416	7,717	6,992	6,609	4,690	4,158	70,019	17,655	
2015	3,969	4,391	5,452	5,372	6,259	7,733	8,736	8,320	6,846	6,588	4,640	4,170	72,476	19,184	
2016	4,049	4,109	5,619	5,729	6,841	8,262	8,206	8,536	7,399	6,876	5,152	4,225	75,003	19,506	
2017	4,910	4,910	6,879	6,333	7,542	8,263	9,073	9,090	7,989	7,038	5,676	4,568	82,271	23,032	
2018	4,215	4,791	5,855	5,899										20,760	
Avg	4,034	4,211	5,514	5,425	6,514	7,757	8,387	8,195	7,087	6,450	4,744	4,062	72,116	19,183	

Revenue (\$)														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2012	292,211	303,826	370,343	384,767	504,388	618,846	664,841	664,091	595,908	492,775	357,639	310,380	5,560,015	1,351,147	
2013	302,867	277,825	376,616	391,534	495,891	680,703	708,260	681,474	564,234	464,245	331,597	289,067	5,564,313	1,348,842	
2014	286,566	322,865	430,058	427,270	535,148	674,422	759,109	697,904	619,001	557,733	378,450	334,451	6,022,977	1,466,759	
2015	319,782	361,820	472,119	465,672	551,731	701,357	804,710	785,431	627,766	573,879	357,061	347,283	6,368,611	1,619,393	
2016	332,513	344,369	491,893	512,458	639,233	861,477	846,206	847,088	717,557	635,244	467,152	348,572	7,043,762	1,681,233	
2017	414,197	427,692	635,596	600,608	752,723	888,299	1,005,063	1,155,262	846,391	690,740	521,763	395,538	8,333,872	2,078,093	
2018	399,278	430,329	535,483	559,642										1,924,732	
Avg	335,345	352,675	473,158	477,422	579,852	737,517	798,032	805,208	661,810	569,103	402,277	337,549	6,482,258	1,638,600	

Tab 3 - Percent Change from Previous Year - Detail by Measure

Ontario, OR Selected Properties

Job Number: 984086_SADIM Staff: SS Created: May 24, 2018

Occupancy														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2013	-7.3	-15.4	-2.4	-1.3	-3.1	9.2	2.1	-0.4	-8.8	-6.6	-8.7	-10.4	-3.4	-6.2	
2014	-5.2	12.4	13.4	5.6	7.1	-4.5	4.8	-0.3	10.3	18.1	18.3	21.3	7.2	6.8	
2015	14.2	14.5	2.7	6.7	-1.7	4.3	3.8	7.8	-2.1	-0.3	-1.1	0.3	3.5	8.7	
2016	2.0	-6.4	3.1	6.6	9.3	6.8	-6.1	2.6	8.1	4.4	11.0	1.3	3.5	1.7	
2017	21.3	19.5	22.4	10.5	10.2	0.0	10.6	6.5	8.0	2.4	10.2	8.1	9.7	18.1	
2018	-14.2	-2.4	-14.9	-6.9										-9.9	
Avg	1.8	3.7	4.0	3.5	4.4	3.2	3.0	3.3	3.1	3.6	5.9	4.1	4.1	3.2	

ADR														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2013	11.8	8.1	4.2	3.1	1.4	0.7	4.4	3.0	3.9	0.8	1.6	4.0	3.6	6.4	
2014	-0.2	3.4	0.7	3.3	0.7	3.7	2.2	2.7	-0.5	1.8	-3.5	-4.6	1.0	1.8	
2015	-2.3	-2.2	6.9	2.2	4.9	-0.3	2.1	4.4	3.6	3.2	-4.6	3.5	2.2	1.6	
2016	1.9	1.7	1.1	3.2	6.0	15.0	11.9	5.1	5.8	6.1	17.8	-0.9	6.9	2.1	
2017	2.7	3.9	5.5	6.0	6.8	3.1	7.4	28.1	9.2	6.2	1.4	5.0	7.9	4.7	
2018	12.3	3.1	-1.0	0.0										2.8	
Avg	4.4	3.0	2.9	3.0	4.0	4.4	5.6	8.7	4.4	3.6	2.5	1.4	4.3	3.2	

RevPAR														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2013	3.6	-8.6	1.7	1.8	-1.7	10.0	6.5	2.6	-5.3	-5.8	-7.3	-6.9	0.1	-0.2	
2014	-5.4	16.2	14.2	9.1	7.9	-0.9	7.2	2.4	9.7	20.1	14.1	15.7	8.2	8.7	
2015	11.6	12.1	9.8	9.0	3.1	4.0	6.0	12.5	1.4	2.9	-5.7	3.8	5.7	10.4	
2016	4.0	-4.8	4.2	10.0	15.9	22.8	5.2	7.9	14.3	10.7	30.8	0.4	10.6	3.8	
2017	24.6	24.2	29.2	17.2	17.8	3.1	18.8	36.4	18.0	8.7	11.7	13.5	18.3	23.6	
2018	-3.6	0.6	-15.8	-6.8										-7.4	
Avg	5.8	6.6	7.2	6.7	8.6	7.8	8.7	12.4	7.6	7.3	8.7	5.3	8.6	6.5	

Supply														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2013	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
2014	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
2015	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
2016	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
2017	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
2018	0.0	0.0	0.0	0.0										0.0	
Avg	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	

Demand														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2013	-7.3	-15.4	-2.4	-1.3	-3.1	9.2	2.1	-0.4	-8.8	-6.6	-8.7	-10.4	-3.4	-6.2	
2014	-5.2	12.4	13.4	5.6	7.1	-4.5	4.8	-0.3	10.3	18.1	18.3	21.3	7.2	6.8	
2015	14.2	14.5	2.7	6.7	-1.7	4.3	3.8	7.8	-2.1	-0.3	-1.1	0.3	3.5	8.7	
2016	2.0	-6.4	3.1	6.6	9.3	6.8	-6.1	2.6	8.1	4.4	11.0	1.3	3.5	1.7	
2017	21.3	19.5	22.4	10.5	10.2	0.0	10.6	6.5	8.0	2.4	10.2	8.1	9.7	18.1	
2018	-14.2	-2.4	-14.9	-6.9										-9.9	
Avg	1.8	3.7	4.0	3.5	4.4	3.2	3.0	3.3	3.1	3.6	5.9	4.1	4.1	3.2	

Revenue														Total Year	Apr YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2013	3.6	-8.6	1.7	1.8	-1.7	10.0	6.5	2.6	-5.3	-5.8	-7.3	-6.9	0.1	-0.2	
2014	-5.4	16.2	14.2	9.1	7.9	-0.9	7.2	2.4	9.7	20.1	14.1	15.7	8.2	8.7	
2015	11.6	12.1	9.8	9.0	3.1	4.0	6.0	12.5	1.4	2.9	-5.7	3.8	5.7	10.4	
2016	4.0	-4.8	4.2	10.0	15.9	22.8	5.2	7.9	14.3	10.7	30.8	0.4	10.6	3.8	
2017	24.6	24.2	29.2	17.2	17.8	3.1	18.8	36.4	18.0	8.7	11.7	13.5	18.3	23.6	
2018	-3.6	0.6	-15.8	-6.8										-7.4	
Avg	5.8	6.6	7.2	6.7	8.6	7.8	8.7	12.4	7.6	7.3	8.7	5.3	8.6	6.5	

Tab 4 - Percent Change from Previous Year - Detail by Year

Ontario, OR Selected Properties

Job Number: 984086_SADIM Staff: SS Created: May 24, 2018

	Jan 13	Feb 13	Mar 13	Apr 13	May 13	Jun 13	Jul 13	Aug 13	Sep 13	Oct 13	Nov 13	Dec 13	Total Year	Apr YTD
Occ	-7.3	-15.4	-2.4	-1.3	-3.1	9.2	2.1	-0.4	-8.8	-6.6	-8.7	-10.4	-3.4	-6.2
ADR	11.8	8.1	4.2	3.1	1.4	0.7	4.4	3.0	3.9	0.8	1.6	4.0	3.6	6.4
RevPAR	3.6	-8.6	1.7	1.8	-1.7	10.0	6.5	2.6	-5.3	-5.8	-7.3	-6.9	0.1	-0.2
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	-7.3	-15.4	-2.4	-1.3	-3.1	9.2	2.1	-0.4	-8.8	-6.6	-8.7	-10.4	-3.4	-6.2
Revenue	3.6	-8.6	1.7	1.8	-1.7	10.0	6.5	2.6	-5.3	-5.8	-7.3	-6.9	0.1	-0.2

	Jan 14	Feb 14	Mar 14	Apr 14	May 14	Jun 14	Jul 14	Aug 14	Sep 14	Oct 14	Nov 14	Dec 14	Total Year	Apr YTD
Occ	-5.2	12.4	13.4	5.6	7.1	-4.5	4.8	-0.3	10.3	18.1	18.3	21.3	7.2	6.8
ADR	-0.2	3.4	0.7	3.3	0.7	3.7	2.2	2.7	-0.5	1.8	-3.5	-4.6	1.0	1.8
RevPAR	-5.4	16.2	14.2	9.1	7.9	-0.9	7.2	2.4	9.7	20.1	14.1	15.7	8.2	8.7
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	-5.2	12.4	13.4	5.6	7.1	-4.5	4.8	-0.3	10.3	18.1	18.3	21.3	7.2	6.8
Revenue	-5.4	16.2	14.2	9.1	7.9	-0.9	7.2	2.4	9.7	20.1	14.1	15.7	8.2	8.7

	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Total Year	Apr YTD
Occ	14.2	14.5	2.7	6.7	-1.7	4.3	3.8	7.8	-2.1	-0.3	-1.1	0.3	3.5	8.7
ADR	-2.3	-2.2	6.9	2.2	4.9	-0.3	2.1	4.4	3.6	3.2	-4.6	3.5	2.2	1.6
RevPAR	11.6	12.1	9.8	9.0	3.1	4.0	6.0	12.5	1.4	2.9	-5.7	3.8	5.7	10.4
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	14.2	14.5	2.7	6.7	-1.7	4.3	3.8	7.8	-2.1	-0.3	-1.1	0.3	3.5	8.7
Revenue	11.6	12.1	9.8	9.0	3.1	4.0	6.0	12.5	1.4	2.9	-5.7	3.8	5.7	10.4

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Total Year	Apr YTD
Occ	2.0	-6.4	3.1	6.6	9.3	6.8	-6.1	2.6	8.1	4.4	11.0	1.3	3.5	1.7
ADR	1.9	1.7	1.1	3.2	6.0	15.0	11.9	5.1	5.8	6.1	17.8	-0.9	6.9	2.1
RevPAR	4.0	-4.8	4.2	10.0	15.9	22.8	5.2	7.9	14.3	10.7	30.8	0.4	10.6	3.8
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	2.0	-6.4	3.1	6.6	9.3	6.8	-6.1	2.6	8.1	4.4	11.0	1.3	3.5	1.7
Revenue	4.0	-4.8	4.2	10.0	15.9	22.8	5.2	7.9	14.3	10.7	30.8	0.4	10.6	3.8

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Total Year	Apr YTD
Occ	21.3	19.5	22.4	10.5	10.2	0.0	10.6	6.5	8.0	2.4	10.2	8.1	9.7	18.1
ADR	2.7	3.9	5.5	6.0	6.8	3.1	7.4	28.1	9.2	6.2	1.4	5.0	7.9	4.7
RevPAR	24.6	24.2	29.2	17.2	17.8	3.1	18.8	36.4	18.0	8.7	11.7	13.5	18.3	23.6
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	21.3	19.5	22.4	10.5	10.2	0.0	10.6	6.5	8.0	2.4	10.2	8.1	9.7	18.1
Revenue	24.6	24.2	29.2	17.2	17.8	3.1	18.8	36.4	18.0	8.7	11.7	13.5	18.3	23.6

	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Total Year	Apr YTD
Occ	-14.2	-2.4	-14.9	-6.9										-9.9
ADR	12.3	3.1	-1.0	0.0										2.8
RevPAR	-3.6	0.6	-15.8	-6.8										-7.4
Supply	0.0	0.0	0.0	0.0										0.0
Demand	-14.2	-2.4	-14.9	-6.9										-9.9
Revenue	-3.6	0.6	-15.8	-6.8										-7.4

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Tab 5 - Twelve Month Moving Average

Ontario, OR Selected Properties

Job Number: 984086_SADIM Staff: SS Created: May 24, 2018

Occupancy (%)												
	January	February	March	April	May	June	July	August	September	October	November	December
2013	58.0	57.5	57.4	57.3	57.1	57.7	57.8	57.8	57.3	57.0	56.6	56.3
2014	56.7	56.5	57.0	57.3	57.6	57.3	57.7	57.6	58.2	59.1	59.7	60.3
2015	60.8	61.2	61.4	61.6	61.5	61.8	62.1	62.6	62.5	62.5	62.4	62.4
2016	62.5	62.3	62.4	62.7	63.2	63.7	63.2	63.4	63.9	64.1	64.6	64.6
2017	65.4	66.1	67.1	67.7	68.3	68.3	69.0	69.5	70.0	70.1	70.6	70.9
2018	70.3	70.2	69.3	68.9								

ADR (\$)												
	January	February	March	April	May	June	July	August	September	October	November	December
2013	82.76	83.14	83.38	83.56	83.67	83.78	84.22	84.51	84.82	84.89	84.98	85.18
2014	85.17	85.31	85.31	85.50	85.55	85.90	86.16	86.43	86.41	86.50	86.27	86.02
2015	85.89	85.76	86.18	86.31	86.68	86.67	86.92	87.40	87.70	87.94	87.71	87.87
2016	87.95	88.05	88.12	88.33	88.82	90.36	91.57	92.14	92.67	93.13	93.96	93.91
2017	93.92	94.03	94.35	94.75	95.34	95.68	96.63	99.79	100.65	101.13	101.15	101.30
2018	101.98	102.16	102.22	102.26								

RevPAR (\$)												
	January	February	March	April	May	June	July	August	September	October	November	December
2013	47.99	47.77	47.82	47.88	47.81	48.34	48.72	48.87	48.59	48.35	48.12	47.94
2014	47.80	48.19	48.65	48.96	49.29	49.24	49.68	49.82	50.29	51.10	51.50	51.89
2015	52.18	52.51	52.88	53.21	53.35	53.58	53.97	54.73	54.80	54.94	54.76	54.87
2016	54.98	54.83	55.00	55.40	56.16	57.53	57.89	58.42	59.20	59.73	60.67	60.69
2017	61.39	62.11	63.35	64.10	65.08	65.31	66.68	69.34	70.45	70.93	71.40	71.80
2018	71.67	71.69	70.83	70.48								

Supply												
	January	February	March	April	May	June	July	August	September	October	November	December
2013	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070
2014	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070
2015	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070
2016	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070
2017	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070	116,070
2018	116,070	116,070	116,070	116,070								

Demand												
	January	February	March	April	May	June	July	August	September	October	November	December
2013	67,312	66,691	66,574	66,509	66,321	66,977	67,141	67,113	66,498	66,105	65,727	65,328
2014	65,138	65,561	66,188	66,456	66,879	66,533	66,921	66,900	67,551	68,562	69,288	70,019
2015	70,513	71,070	71,213	71,548	71,441	71,758	72,078	72,681	72,535	72,514	72,464	72,476
2016	72,556	72,274	72,441	72,798	73,380	73,909	73,379	73,595	74,148	74,436	74,948	75,003
2017	75,864	76,665	77,925	78,529	79,230	79,231	80,098	80,652	81,242	81,404	81,928	82,271
2018	81,576	81,457	80,433	79,999								

Revenue (\$)												
	January	February	March	April	May	June	July	August	September	October	November	December
2013	5,570,671	5,544,670	5,550,943	5,557,710	5,549,213	5,611,070	5,654,489	5,671,872	5,640,198	5,611,668	5,585,626	5,564,313
2014	5,548,012	5,593,052	5,646,494	5,682,230	5,721,487	5,715,206	5,766,055	5,782,485	5,837,252	5,930,740	5,977,593	6,022,977
2015	6,056,193	6,095,148	6,137,209	6,175,611	6,192,194	6,219,129	6,264,730	6,352,257	6,361,022	6,377,168	6,355,779	6,368,611
2016	6,381,342	6,363,891	6,383,665	6,430,451	6,517,953	6,678,073	6,719,569	6,781,226	6,871,017	6,932,382	7,042,473	7,043,762
2017	7,125,446	7,208,769	7,352,472	7,440,622	7,554,112	7,580,934	7,739,791	8,047,965	8,176,799	8,232,295	8,286,906	8,333,872
2018	8,318,953	8,321,590	8,221,477	8,180,511								

High value is boxed.

Low value is boxed and italicized.

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Tab 6 - Twelve Month Moving Average with Percent Change



Ontario, OR Selected Properties

Job Number: 984086_SADIM Staff: SS Created: May 24, 2018

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue	
	This Year	% Chg										
Jan 13	58.0		82.76		47.99		116,070		67,312		5,570,671	
Feb 13	57.5		83.14		47.77		116,070		66,691		5,544,670	
Mar 13	57.4		83.38		47.82		116,070		66,574		5,550,943	
Apr 13	57.3		83.56		47.88		116,070		66,509		5,557,710	
May 13	57.1		83.67		47.81		116,070		66,321		5,549,213	
Jun 13	57.7		83.78		48.34		116,070		66,977		5,611,070	
Jul 13	57.8		84.22		48.72		116,070		67,141		5,654,489	
Aug 13	57.8		84.51		48.87		116,070		67,113		5,671,872	
Sep 13	57.3		84.82		48.59		116,070		66,498		5,640,198	
Oct 13	57.0		84.89		48.35		116,070		66,105		5,611,668	
Nov 13	56.6		84.98		48.12		116,070		65,727		5,585,626	
Dec 13	56.3	-3.4	85.18	3.6	47.94	0.1	116,070	0.0	65,328	-3.4	5,564,313	0.1
Jan 14	56.1	-3.2	85.17	2.9	47.80	-0.4	116,070	0.0	65,138	-3.2	5,548,012	-0.4
Feb 14	56.5	-1.7	85.31	2.6	48.19	0.9	116,070	0.0	65,561	-1.7	5,593,052	0.9
Mar 14	57.0	-0.6	85.31	2.3	48.65	1.7	116,070	0.0	66,188	-0.6	5,646,494	1.7
Apr 14	57.3	-0.1	85.50	2.3	48.96	2.2	116,070	0.0	66,456	-0.1	5,682,230	2.2
May 14	57.6	0.8	85.55	2.2	49.29	3.1	116,070	0.0	66,879	0.8	5,721,487	3.1
Jun 14	57.3	-0.7	85.90	2.5	49.24	1.9	116,070	0.0	66,533	-0.7	5,715,206	1.9
Jul 14	57.7	-0.3	86.16	2.3	49.68	2.0	116,070	0.0	66,921	-0.3	5,766,055	2.0
Aug 14	57.6	-0.3	86.43	2.3	49.82	2.0	116,070	0.0	66,900	-0.3	5,782,485	2.0
Sep 14	58.2	1.6	86.41	1.9	50.29	3.5	116,070	0.0	67,551	1.6	5,837,252	3.5
Oct 14	59.1	3.7	86.50	1.9	51.10	5.7	116,070	0.0	68,562	3.7	5,930,740	5.7
Nov 14	59.7	5.4	86.27	1.5	51.50	7.0	116,070	0.0	69,288	5.4	5,977,593	7.0
Dec 14	60.3	7.2	86.02	1.0	51.89	8.2	116,070	0.0	70,019	7.2	6,022,977	8.2
Jan 15	60.8	8.3	85.89	0.8	52.18	9.2	116,070	0.0	70,513	8.3	6,056,193	9.2
Feb 15	61.2	8.4	85.76	0.5	52.51	9.0	116,070	0.0	71,070	8.4	6,095,148	9.0
Mar 15	61.4	7.6	86.18	1.0	52.88	8.7	116,070	0.0	71,213	7.6	6,137,209	8.7
Apr 15	61.6	7.7	86.31	0.9	53.21	8.7	116,070	0.0	71,548	7.7	6,175,611	8.7
May 15	61.5	6.8	86.68	1.3	53.35	8.2	116,070	0.0	71,441	6.8	6,192,194	8.2
Jun 15	61.8	7.9	86.67	0.9	53.58	8.8	116,070	0.0	71,758	7.9	6,219,129	8.8
Jul 15	62.1	7.7	86.92	0.9	53.97	8.6	116,070	0.0	72,078	7.7	6,264,730	8.6
Aug 15	62.6	8.6	87.40	1.1	54.73	9.9	116,070	0.0	72,681	8.6	6,352,257	9.9
Sep 15	62.5	7.4	87.70	1.5	54.80	9.0	116,070	0.0	72,535	7.4	6,361,022	9.0
Oct 15	62.5	5.8	87.94	1.7	54.94	7.5	116,070	0.0	72,514	5.8	6,377,168	7.5
Nov 15	62.4	4.6	87.71	1.7	54.76	6.3	116,070	0.0	72,464	4.6	6,355,779	6.3
Dec 15	62.4	3.5	87.87	2.2	54.87	5.7	116,070	0.0	72,476	3.5	6,368,611	5.7
Jan 16	62.5	2.9	87.95	2.4	54.98	5.4	116,070	0.0	72,556	2.9	6,381,342	5.4
Feb 16	62.3	1.7	88.05	2.7	54.83	4.4	116,070	0.0	72,274	1.7	6,363,891	4.4
Mar 16	62.4	1.7	88.12	2.3	55.00	4.0	116,070	0.0	72,441	1.7	6,383,665	4.0
Apr 16	62.7	1.7	88.33	2.3	55.40	4.1	116,070	0.0	72,798	1.7	6,430,451	4.1
May 16	63.2	2.7	88.82	2.5	56.16	5.3	116,070	0.0	73,380	2.7	6,517,953	5.3
Jun 16	63.7	3.0	90.36	4.3	57.53	7.4	116,070	0.0	73,909	3.0	6,678,073	7.4
Jul 16	63.2	1.8	91.57	5.4	57.89	7.3	116,070	0.0	73,379	1.8	6,719,569	7.3
Aug 16	63.4	1.3	92.14	5.4	58.42	6.8	116,070	0.0	73,595	1.3	6,781,226	6.8
Sep 16	63.9	2.2	92.67	5.7	59.20	8.0	116,070	0.0	74,148	2.2	6,871,017	8.0
Oct 16	64.1	2.7	93.13	5.9	59.73	8.7	116,070	0.0	74,436	2.7	6,932,382	8.7
Nov 16	64.6	3.4	93.96	7.1	60.67	10.8	116,070	0.0	74,948	3.4	7,042,473	10.8
Dec 16	64.6	3.5	93.91	6.9	60.69	10.6	116,070	0.0	75,003	3.5	7,043,762	10.6
Jan 17	65.4	4.6	93.92	6.8	61.39	11.7	116,070	0.0	75,864	4.6	7,125,446	11.7
Feb 17	66.1	6.1	94.03	6.8	62.11	13.3	116,070	0.0	76,665	6.1	7,208,769	13.3
Mar 17	67.1	7.6	94.35	7.1	63.35	15.2	116,070	0.0	77,925	7.6	7,352,472	15.2
Apr 17	67.7	7.9	94.75	7.3	64.10	15.7	116,070	0.0	78,529	7.9	7,440,622	15.7
May 17	68.3	8.0	95.34	7.3	65.08	15.9	116,070	0.0	79,230	8.0	7,554,112	15.9
Jun 17	68.3	7.2	95.68	5.9	65.31	13.5	116,070	0.0	79,231	7.2	7,580,934	13.5
Jul 17	69.0	9.2	96.63	5.5	66.68	15.2	116,070	0.0	80,098	9.2	7,739,791	15.2
Aug 17	69.5	9.6	99.79	8.3	69.34	18.7	116,070	0.0	80,652	9.6	8,047,965	18.7
Sep 17	70.0	9.6	100.65	8.6	70.45	19.0	116,070	0.0	81,242	9.6	8,176,799	19.0
Oct 17	70.1	9.4	101.13	8.6	70.93	18.8	116,070	0.0	81,404	9.4	8,232,295	18.8
Nov 17	70.6	9.3	101.15	7.6	71.40	17.7	116,070	0.0	81,928	9.3	8,286,906	17.7
Dec 17	70.9	9.7	101.30	7.9	71.80	18.3	116,070	0.0	82,271	9.7	8,333,872	18.3
Jan 18	70.3	7.5	101.98	8.6	71.67	16.7	116,070	0.0	81,576	7.5	8,318,953	16.7
Feb 18	70.2	6.3	102.16	8.6	71.69	15.4	116,070	0.0	81,457	6.3	8,321,590	15.4
Mar 18	69.3	3.2	102.22	8.3	70.83	11.8	116,070	0.0	80,433	3.2	8,221,477	11.8
Apr 18	68.9	1.9	102.26	7.9	70.48	9.9	116,070	0.0	79,999	1.9	8,180,511	9.9

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Tab 7 - Day of Week Analysis



Ontario, OR Selected Properties

Job Number: 984086_SADIM Staff: SS Created: May 24, 2018

Occupancy (%)								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
May - 17	54.5	67.2	76.2	84.7	81.2	91.1	81.0	76.5
Jun - 17	66.9	86.4	90.3	94.9	88.5	93.7	83.4	86.6
Jul - 17	85.7	88.4	88.0	96.5	95.3	96.6	95.5	92.0
Aug - 17	90.5	94.0	93.4	94.6	90.7	90.6	91.1	92.2
Sep - 17	70.4	79.3	82.1	89.4	84.6	92.1	85.7	83.7
Oct - 17	54.3	73.0	72.8	75.8	74.8	77.4	75.0	71.4
Nov - 17	45.1	60.6	63.6	62.2	58.6	67.8	58.1	59.5
Dec - 17	33.5	45.0	52.5	51.7	48.2	51.0	45.0	46.3
Jan - 18	34.0	42.8	45.4	48.4	41.9	43.6	41.0	42.8
Feb - 18	40.7	57.4	62.3	55.5	53.5	58.8	48.3	53.8
Mar - 18	39.9	57.2	60.3	61.9	62.1	69.2	61.4	59.4
Apr - 18	46.0	63.1	68.1	65.1	62.1	68.6	63.4	61.8
Total Year	55.1	67.8	71.3	73.3	70.5	75.2	69.3	68.9

Three Year Occupancy (%)								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
May 15 - Apr 16	48.7	62.3	66.2	65.8	65.2	67.9	62.8	62.7
May 16 - Apr 17	53.0	65.8	72.5	72.8	69.6	73.4	66.6	67.7
May 17 - Apr 18	55.1	67.8	71.3	73.3	70.5	75.2	69.3	68.9
Total 3 Yr	52.3	65.3	70.0	70.6	68.4	72.2	66.2	66.4

ADR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
May - 17	92.03	93.54	96.72	103.30	100.61	105.85	102.97	99.80
Jun - 17	98.35	104.94	106.94	109.42	107.34	112.30	109.41	107.50
Jul - 17	108.27	106.71	110.57	110.84	112.05	113.73	113.47	110.78
Aug - 17	162.43	135.36	113.06	116.00	114.18	121.01	137.95	127.09
Sep - 17	102.82	104.81	107.38	105.84	106.12	106.29	107.32	105.94
Oct - 17	98.60	97.58	99.91	99.52	95.96	97.32	97.91	98.14
Nov - 17	91.99	90.26	92.77	92.15	92.34	91.26	92.64	91.92
Dec - 17	85.47	88.33	87.68	87.99	85.62	85.79	85.47	86.59
Jan - 18	94.78	94.88	95.12	96.47	93.87	93.03	94.06	94.73
Feb - 18	85.85	91.57	92.49	90.37	90.39	89.09	87.28	89.82
Mar - 18	89.23	90.58	91.47	91.13	92.02	92.08	92.26	91.46
Apr - 18	92.43	95.53	95.76	95.52	95.51	94.58	94.34	94.87
Total Year	104.89	101.50	100.77	101.94	100.99	102.27	104.06	102.26

Three Year ADR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
May 15 - Apr 16	87.14	87.52	88.85	89.08	89.54	87.89	87.98	88.33
May 16 - Apr 17	92.60	93.27	94.61	95.04	94.68	96.22	96.24	94.75
May 17 - Apr 18	104.89	101.50	100.77	101.94	100.99	102.27	104.06	102.26
Total 3 Yr	95.21	94.34	94.89	95.58	95.22	95.67	96.31	95.33

RevPAR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
May - 17	50.14	62.83	73.73	87.51	81.71	96.45	83.38	76.36
Jun - 17	65.80	90.67	96.51	103.83	94.98	105.24	91.26	93.11
Jul - 17	92.74	94.30	97.27	106.92	106.77	109.89	108.40	101.95
Aug - 17	146.98	127.27	105.60	109.73	103.55	109.69	125.69	117.19
Sep - 17	72.43	83.14	88.14	94.60	89.77	97.93	91.93	88.72
Oct - 17	53.54	71.26	72.78	75.47	71.79	75.34	73.47	70.07
Nov - 17	41.46	54.67	59.03	57.29	54.15	61.87	53.85	54.69
Dec - 17	28.60	39.73	46.00	45.47	41.27	43.73	38.46	40.12
Jan - 18	32.19	40.64	43.19	46.72	39.33	40.59	38.60	40.50
Feb - 18	34.96	52.55	57.66	50.16	48.39	52.39	42.20	48.33
Mar - 18	35.62	51.85	55.17	56.40	57.15	63.74	56.66	54.32
Apr - 18	42.55	60.32	65.20	62.18	59.32	64.84	59.85	58.66
Total Year	57.80	68.80	71.85	74.74	71.20	76.87	72.12	70.48

Three Year RevPAR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
May 15 - Apr 16	42.45	54.54	58.83	58.57	58.37	59.71	55.26	55.40
May 16 - Apr 17	49.12	61.37	68.60	69.23	65.89	70.66	64.14	64.10
May 17 - Apr 18	57.80	68.80	71.85	74.74	71.20	76.87	72.12	70.48
Total 3 Yr	49.79	61.62	66.44	67.52	65.16	69.03	63.79	63.33

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Tab 8 - Raw Data

Ontario, OR Selected Properties

Job Number: 984086_SADIM Staff: SS Created: May 24, 2018

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants										
Jan 12	40.1		73.94		29.64		9,858		3,952		292,211		4	318	100.0
Feb 12	45.3		75.35		34.12		8,904		4,032		303,826		4	318	100.0
Mar 12	48.7		77.17		37.57		9,858		4,799		370,343		4	318	100.0
Apr 12	50.7		79.60		40.33		9,540		4,834		384,767		4	318	100.0
May 12	62.2		82.27		51.17		9,858		6,131		504,388		4	318	100.0
Jun 12	74.5		87.09		64.87		9,540		7,106		618,846		4	318	100.0
Jul 12	79.8		84.54		67.44		9,858		7,864		664,841		4	318	100.0
Aug 12	78.8		85.51		67.37		9,858		7,766		664,091		4	318	100.0
Sep 12	72.9		85.67		62.46		9,540		6,956		595,908		4	318	100.0
Oct 12	60.8		82.25		49.99		9,858		5,991		492,775		4	318	100.0
Nov 12	45.5		82.37		37.49		9,540		4,342		357,639		4	318	100.0
Dec 12	38.8		81.12		31.49		9,858		3,826		310,380		4	318	100.0
Jan 13	37.2	-7.3	82.64	11.8	30.72	3.6	9,858	0.0	3,665	-7.3	302,867	3.6	4	318	100.0
Feb 13	38.3	-15.4	81.45	8.1	31.20	-8.6	8,904	0.0	3,411	-15.4	277,825	-8.6	4	318	100.0
Mar 13	47.5	-2.4	80.44	4.2	38.20	1.7	9,858	0.0	4,682	-2.4	376,616	1.7	4	318	100.0
Apr 13	50.0	-1.3	82.10	3.1	41.04	1.8	9,540	0.0	4,769	-1.3	391,534	1.8	4	318	100.0
May 13	60.3	-3.1	83.44	1.4	50.30	-1.7	9,858	0.0	5,943	-3.1	495,891	-1.7	4	318	100.0
Jun 13	81.4	9.2	87.70	0.7	71.35	10.0	9,540	0.0	7,762	9.2	680,703	10.0	4	318	100.0
Jul 13	81.4	2.1	88.22	4.4	71.85	6.5	9,858	0.0	8,028	2.1	708,260	6.5	4	318	100.0
Aug 13	78.5	-0.4	88.07	3.0	69.13	2.6	9,858	0.0	7,738	-0.4	681,474	2.6	4	318	100.0
Sep 13	66.5	-8.8	88.98	3.9	59.14	-5.3	9,540	0.0	6,341	-8.8	564,234	-5.3	4	318	100.0
Oct 13	56.8	-6.6	82.93	0.8	47.09	-5.8	9,858	0.0	5,598	-6.6	464,245	-5.8	4	318	100.0
Nov 13	41.6	-8.7	83.65	1.6	34.76	-7.3	9,540	0.0	3,964	-8.7	331,597	-7.3	4	318	100.0
Dec 13	34.8	-10.4	84.35	4.0	29.32	-6.9	9,858	0.0	3,427	-10.4	289,067	-6.9	4	318	100.0
Jan 14	35.3	-5.2	82.47	-0.2	29.07	-5.4	9,858	0.0	3,475	-5.2	286,566	-5.4	4	318	100.0
Feb 14	43.1	12.4	84.21	3.4	36.26	16.2	8,904	0.0	3,834	12.4	322,865	16.2	4	318	100.0
Mar 14	53.9	13.4	81.01	0.7	43.63	14.2	9,858	0.0	5,309	13.4	430,058	14.2	4	318	100.0
Apr 14	52.8	5.6	84.83	3.3	44.79	9.1	9,540	0.0	5,037	5.6	427,270	9.1	4	318	100.0
May 14	64.6	7.1	84.06	0.7	54.29	7.9	9,858	0.0	6,366	7.1	535,148	7.9	4	318	100.0
Jun 14	77.7	-4.5	90.94	3.7	70.69	-0.9	9,540	0.0	7,416	-4.5	674,422	-0.9	4	318	100.0
Jul 14	85.4	4.8	90.20	2.2	77.00	7.2	9,858	0.0	8,416	4.8	759,109	7.2	4	318	100.0
Aug 14	78.3	-0.3	90.44	2.7	70.80	2.4	9,858	0.0	7,717	-0.3	697,904	2.4	4	318	100.0
Sep 14	73.3	10.3	88.53	-0.5	64.88	9.7	9,540	0.0	6,992	10.3	619,001	9.7	4	318	100.0
Oct 14	67.0	18.1	84.39	1.8	56.58	20.1	9,858	0.0	6,609	18.1	557,733	20.1	4	318	100.0
Nov 14	49.2	18.3	80.69	-3.5	39.67	14.1	9,540	0.0	4,690	18.3	378,450	14.1	4	318	100.0
Dec 14	42.2	21.3	80.44	-4.6	33.93	15.7	9,858	0.0	4,158	21.3	334,451	15.7	4	318	100.0
Jan 15	40.3	14.2	80.57	-2.3	32.44	11.6	9,858	0.0	3,969	14.2	319,782	11.6	4	318	100.0
Feb 15	49.3	14.5	82.40	-2.2	40.64	12.1	8,904	0.0	4,391	14.5	361,820	12.1	4	318	100.0
Mar 15	55.3	2.7	86.60	6.9	47.89	9.8	9,858	0.0	5,452	2.7	472,119	9.8	4	318	100.0
Apr 15	56.3	6.7	86.69	2.2	48.81	9.0	9,540	0.0	5,372	6.7	465,672	9.0	4	318	100.0
May 15	63.5	-1.7	88.15	4.9	55.97	3.1	9,858	0.0	6,259	-1.7	551,731	3.1	4	318	100.0
Jun 15	81.1	4.3	90.70	-0.3	73.52	4.0	9,540	0.0	7,733	4.3	701,357	4.0	4	318	100.0
Jul 15	88.6	3.8	92.11	2.1	81.63	6.0	9,858	0.0	8,736	3.8	804,710	6.0	4	318	100.0
Aug 15	84.4	7.8	94.40	4.4	79.67	12.5	9,858	0.0	8,320	7.8	785,431	12.5	4	318	100.0
Sep 15	71.8	-2.1	91.70	3.6	65.80	1.4	9,540	0.0	6,846	-2.1	627,766	1.4	4	318	100.0
Oct 15	66.8	-0.3	87.11	3.2	58.21	2.9	9,858	0.0	6,588	-0.3	573,879	2.9	4	318	100.0
Nov 15	48.6	-1.1	76.95	-4.6	37.43	-5.7	9,540	0.0	4,640	-1.1	357,061	-5.7	4	318	100.0
Dec 15	42.3	0.3	83.28	3.5	35.23	3.8	9,858	0.0	4,170	0.3	347,283	3.8	4	318	100.0
Jan 16	41.1	2.0	82.12	1.9	33.73	4.0	9,858	0.0	4,049	2.0	332,513	4.0	4	318	100.0
Feb 16	46.1	-6.4	83.81	1.7	38.68	-4.8	8,904	0.0	4,109	-6.4	344,369	-4.8	4	318	100.0
Mar 16	57.0	3.1	87.54	1.1	49.90	4.2	9,858	0.0	5,619	3.1	491,893	4.2	4	318	100.0
Apr 16	60.1	6.6	89.45	3.2	53.72	10.0	9,540	0.0	5,729	6.6	512,458	10.0	4	318	100.0
May 16	69.4	9.3	93.44	6.0	64.84	15.9	9,858	0.0	6,841	9.3	639,233	15.9	4	318	100.0
Jun 16	86.6	6.8	104.27	15.0	90.30	22.8	9,540	0.0	8,262	6.8	861,477	22.8	4	318	100.0
Jul 16	83.2	-6.1	103.12	11.9	85.84	5.2	9,858	0.0	8,206	-6.1	846,206	5.2	4	318	100.0
Aug 16	86.6	2.6	99.24	5.1	85.93	7.9	9,858	0.0	8,536	2.6	847,088	7.9	4	318	100.0
Sep 16	77.6	8.1	96.98	5.8	75.22	14.3	9,540	0.0	7,399	8.1	717,557	14.3	4	318	100.0
Oct 16	69.8	4.4	92.39	6.1	64.44	10.7	9,858	0.0	6,876	4.4	635,244	10.7	4	318	100.0
Nov 16	54.0	11.0	90.67	17.8	48.97	30.8	9,540	0.0	5,152	11.0	467,152	30.8	4	318	100.0
Dec 16	42.9	1.3	82.50	-0.9	35.36	0.4	9,858	0.0	4,225	1.3	348,572	0.4	4	318	100.0
Jan 17	49.8	21.3	84.36	2.7	42.02	24.6	9,858	0.0	4,910	21.3	414,197	24.6	4	318	100.0
Feb 17	55.1	19.5	87.11	3.9	48.03	24.2	8,904	0.0	4,910	19.5	427,692	24.2	4	318	100.0
Mar 17	69.8	22.4	92.40	5.5	64.48	29.2	9,858	0.0	6,879	22.4	635,596	29.2	4	318	100.0
Apr 17	66.4	10.5	94.84	6.0	62.96	17.2	9,540	0.0	6,333	10.5	600,608	17.2	4	318	100.0
May 17	76.5	10.2	99.80	6.8	76.36	17.8	9,858	0.0	7,542	10.2	752,723	17.8	4	318	100.0
Jun 17	86.6	0.0	107.50	3.1	93.11	3.1	9,540	0.0	8,263	0.0	888,299	3.1	4	318	100.0
Jul 17	92.0	10.6	110.78	7.4	101.95	18.8	9,858	0.0	9,073	10.6	1,005,063	18.8	4	318	100.0
Aug 17	92.2	6.5	127.09	28.1	117.19	36.4	9,858	0.0	9,090	6.5	1,155,262	36.4	4	318	100.0
Sep 17	83.7	8.0	105.94	9.2	88.72	18.0	9,540	0.0	7,989	8.0	846,391	18.0	4	318	100.0
Oct 17	71.4	2.4	98.14	6.2	70.07	8.7	9,858	0.0	7,038	2.4	690,740	8.7	4	318	100.0
Nov 17	59.5	10.2	91.92	1.4	54.69	11.7	9,540	0.0	5,676	10.2	521,763	11.7	4	318	100.0
Dec 17	46.3	8.1	86.59	5.0	40.12	13.5	9,858	0.0	4,568	8.1	395,538	13.5	4	318	100.0
Jan 18	42.8	-14.2	94.73	12.3	40.50	-3.6	9,858	0.0	4,215	-14.2	399,278	-3.6	4	318	100.0
Feb 18	53.8	-2.4	89.82	3.1	48.33	0.6	8,904	0.0	4,791	-2.4	430,329	0.6	4	318	100.0
Mar 18	59.4	-14.9	91.46	-1.0	54.32	-15.8	9,858	0.0	5,855	-14.9	535,483	-15.8	4	318	100.0
Apr 18	61.8	-6.9	94.87	0.0	58.66	-6.8	9,540	0.0	5,899	-6.9	559,642	-6.8	4	318	100.0

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Tab 9 - Classic



Ontario, OR Selected Properties
Job Number: 984086_SADIM Staff: SS Created: May 24, 2018

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants										
Jan 12	40.1		73.94		29.64		9,858		3,952		292,211		4	318	100.0
Feb 12	45.3		75.35		34.12		8,904		4,032		303,826		4	318	100.0
Mar 12	48.7		77.17		37.57		9,858		4,799		370,343		4	318	100.0
Apr 12	50.7		79.60		40.33		9,540		4,834		384,767		4	318	100.0
May 12	62.2		82.27		51.17		9,858		6,131		504,388		4	318	100.0
Jun 12	74.5		87.09		64.87		9,540		7,106		618,846		4	318	100.0
Jul 12	79.8		84.54		67.44		9,858		7,864		664,841		4	318	100.0
Aug 12	78.8		85.51		67.37		9,858		7,766		664,091		4	318	100.0
Sep 12	72.9		85.67		62.46		9,540		6,956		595,908		4	318	100.0
Oct 12	60.8		82.25		49.99		9,858		5,991		492,775		4	318	100.0
Nov 12	45.5		82.37		37.49		9,540		4,342		357,639		4	318	100.0
Dec 12	38.8		81.12		31.49		9,858		3,826		310,380		4	318	100.0
Apr YTD 2012	46.2		76.70		35.41		38,160		17,617		1,351,147				
Total 2012	58.2		82.25		47.90		116,070		67,599		5,560,015				
Jan 13	37.2	-7.3	82.64	11.8	30.72	3.6	9,858	0.0	3,665	-7.3	302,867	3.6	4	318	100.0
Feb 13	38.3	-15.4	81.45	8.1	31.20	-8.6	8,904	0.0	3,411	-15.4	277,825	-8.6	4	318	100.0
Mar 13	47.5	-2.4	80.44	4.2	38.20	1.7	9,858	0.0	4,682	-2.4	376,616	1.7	4	318	100.0
Apr 13	50.0	-1.3	82.10	3.1	41.04	1.8	9,540	0.0	4,769	-1.3	391,534	1.8	4	318	100.0
May 13	60.3	-3.1	83.44	1.4	50.30	-1.7	9,858	0.0	5,943	-3.1	495,891	-1.7	4	318	100.0
Jun 13	81.4	9.2	87.70	0.7	71.35	10.0	9,540	0.0	7,762	9.2	680,703	10.0	4	318	100.0
Jul 13	81.4	2.1	88.22	4.4	71.85	6.5	9,858	0.0	8,028	2.1	708,260	6.5	4	318	100.0
Aug 13	78.5	-0.4	88.07	3.0	69.13	2.6	9,858	0.0	7,738	-0.4	681,474	2.6	4	318	100.0
Sep 13	66.5	-8.8	88.98	3.9	59.14	-5.3	9,540	0.0	6,341	-8.8	564,234	-5.3	4	318	100.0
Oct 13	56.8	-6.6	82.93	0.8	47.09	-5.8	9,858	0.0	5,598	-6.6	464,245	-5.8	4	318	100.0
Nov 13	41.6	-8.7	83.65	1.6	34.76	-7.3	9,540	0.0	3,964	-8.7	331,597	-7.3	4	318	100.0
Dec 13	34.8	-10.4	84.35	4.0	29.32	-6.9	9,858	0.0	3,427	-10.4	289,067	-6.9	4	318	100.0
Apr YTD 2013	43.3	-6.2	81.61	6.4	35.35	-0.2	38,160	0.0	16,527	-6.2	1,348,842	-0.2			
Total 2013	56.3	-3.4	85.18	3.6	47.94	0.1	116,070	0.0	65,328	-3.4	5,564,313	0.1			
Jan 14	35.3	-5.2	82.47	-0.2	29.07	-5.4	9,858	0.0	3,475	-5.2	286,566	-5.4	4	318	100.0
Feb 14	43.1	12.4	84.21	3.4	36.26	16.2	8,904	0.0	3,834	12.4	322,865	16.2	4	318	100.0
Mar 14	53.9	13.4	81.01	0.7	43.63	14.2	9,858	0.0	5,309	13.4	430,058	14.2	4	318	100.0
Apr 14	52.8	5.6	84.83	3.3	44.79	9.1	9,540	0.0	5,037	5.6	427,270	9.1	4	318	100.0
May 14	64.6	7.1	84.06	0.7	54.29	7.9	9,858	0.0	6,366	7.1	535,148	7.9	4	318	100.0
Jun 14	77.7	-4.5	90.94	3.7	70.69	-0.9	9,540	0.0	7,416	-4.5	674,422	-0.9	4	318	100.0
Jul 14	85.4	4.8	90.20	2.2	77.00	7.2	9,858	0.0	8,416	4.8	759,109	7.2	4	318	100.0
Aug 14	78.3	-0.3	90.44	2.7	70.80	2.4	9,858	0.0	7,717	-0.3	697,904	2.4	4	318	100.0
Sep 14	73.3	10.3	88.53	-0.5	64.88	9.7	9,540	0.0	6,992	10.3	619,001	9.7	4	318	100.0
Oct 14	67.0	18.1	84.39	1.8	56.58	20.1	9,858	0.0	6,609	18.1	557,733	20.1	4	318	100.0
Nov 14	49.2	18.3	80.69	-3.5	39.67	14.1	9,540	0.0	4,690	18.3	378,450	14.1	4	318	100.0
Dec 14	42.2	21.3	80.44	-4.6	33.93	15.7	9,858	0.0	4,158	21.3	334,451	15.7	4	318	100.0
Apr YTD 2014	46.3	6.8	83.08	1.8	38.44	8.7	38,160	0.0	17,655	6.8	1,466,759	8.7			
Total 2014	60.3	7.2	86.02	1.0	51.89	8.2	116,070	0.0	70,019	7.2	6,022,977	8.2			
Jan 15	40.3	14.2	80.57	-2.3	32.44	11.6	9,858	0.0	3,969	14.2	319,782	11.6	4	318	100.0
Feb 15	49.3	14.5	82.40	-2.2	40.64	12.1	8,904	0.0	4,391	14.5	361,820	12.1	4	318	100.0
Mar 15	55.3	2.7	86.60	6.9	47.89	9.8	9,858	0.0	5,452	2.7	472,119	9.8	4	318	100.0
Apr 15	56.3	6.7	86.69	2.2	48.81	9.0	9,540	0.0	5,372	6.7	465,672	9.0	4	318	100.0
May 15	63.5	-1.7	88.15	4.9	55.97	3.1	9,858	0.0	6,259	-1.7	551,731	3.1	4	318	100.0
Jun 15	81.1	4.3	90.70	-0.3	73.52	4.0	9,540	0.0	7,733	4.3	701,357	4.0	4	318	100.0
Jul 15	88.6	3.8	92.11	2.1	81.63	6.0	9,858	0.0	8,736	3.8	804,710	6.0	4	318	100.0
Aug 15	84.4	7.8	94.40	4.4	79.67	12.5	9,858	0.0	8,320	7.8	785,431	12.5	4	318	100.0
Sep 15	71.8	-2.1	91.70	3.6	65.80	1.4	9,540	0.0	6,846	-2.1	627,766	1.4	4	318	100.0
Oct 15	66.8	-0.3	87.11	3.2	58.21	2.9	9,858	0.0	6,588	-0.3	573,879	2.9	4	318	100.0
Nov 15	48.6	-1.1	76.95	-4.6	37.43	-5.7	9,540	0.0	4,640	-1.1	357,061	-5.7	4	318	100.0
Dec 15	42.3	0.3	83.28	3.5	35.23	3.8	9,858	0.0	4,170	0.3	347,283	3.8	4	318	100.0
Apr YTD 2015	50.3	8.7	84.41	1.6	42.44	10.4	38,160	0.0	19,184	8.7	1,619,393	10.4			
Total 2015	62.4	3.5	87.87	2.2	54.87	5.7	116,070	0.0	72,476	3.5	6,368,611	5.7			
Jan 16	41.1	2.0	82.12	1.9	33.73	4.0	9,858	0.0	4,049	2.0	332,513	4.0	4	318	100.0
Feb 16	46.1	-6.4	83.81	1.7	38.68	-4.8	8,904	0.0	4,109	-6.4	344,369	-4.8	4	318	100.0
Mar 16	57.0	3.1	87.54	1.1	49.90	4.2	9,858	0.0	5,619	3.1	491,893	4.2	4	318	100.0
Apr 16	60.1	6.6	89.45	3.2	53.72	10.0	9,540	0.0	5,729	6.6	512,458	10.0	4	318	100.0
May 16	69.4	9.3	93.44	6.0	64.84	15.9	9,858	0.0	6,841	9.3	639,233	15.9	4	318	100.0
Jun 16	86.6	6.8	104.27	15.0	90.30	22.8	9,540	0.0	8,262	6.8	861,477	22.8	4	318	100.0
Jul 16	83.2	-6.1	103.12	11.9	85.84	5.2	9,858	0.0	8,206	-6.1	846,206	5.2	4	318	100.0
Aug 16	86.6	2.6	99.24	5.1	85.93	7.9	9,858	0.0	8,536	2.6	847,088	7.9	4	318	100.0
Sep 16	77.6	8.1	96.98	5.8	75.22	14.3	9,540	0.0	7,399	8.1	717,557	14.3	4	318	100.0
Oct 16	69.8	4.4	92.39	6.1	64.44	10.7	9,858	0.0	6,876	4.4	635,244	10.7	4	318	100.0
Nov 16	54.0	11.0	90.67	17.8	48.97	30.8	9,540	0.0	5,152	11.0	467,152	30.8	4	318	100.0
Dec 16	42.9	1.3	82.50	-0.9	35.36	0.4	9,858	0.0	4,225	1.3	348,572	0.4	4	318	100.0
Apr YTD 2016	51.1	1.7	86.19	2.1	44.06	3.8	38,160	0.0	19,506	1.7	1,681,233	3.8			
Total 2016	64.6	3.5	93.91	6.9	60.69	10.6	116,070	0.0	75,003	3.5	7,043,762	10.6			
Jan 17	49.8	21.3	84.36	2.7	42.02	24.6	9,858	0.0	4,910	21.3	414,197	24.6	4	318	100.0
Feb 17	55.1	19.5	87.11	3.9	48.03	24.2	8,904	0.0	4,910	19.5	427,692	24.2	4	318	100.0
Mar 17	69.8	22.4	92.40	5.5	64.48	29.2	9,858	0.0	6,879	22.4	635,596	29.2	4	318	100.0
Apr 17	66.4	10.5	94.84	6.0	62.96	17.2	9,540	0.0	6,333	10.5	600,608	17.2	4	318	100.0
May 17	76.5	10.2	99.80	6.8	76.36	17.8	9,858	0.0	7,542	10.2	752,723	17.8	4	318	100.0
Jun 17	86.6	0.0	107.50	3.1	93.11	3.1	9,540	0.0	8,263	0.0	888,299	3.1	4	318	100.0
Jul 17	92.0	10.6	110.78	7.4	101.95	18.8	9,858	0.0	9,073	10.6	1,005,063	18.8	4	318	100.0
Aug 17	92.2	6.5	127.09	28.1	117.19	36.4	9,858	0.0	9,090	6.5	1,155,262	36.4	4	318	100.0
Sep 17	83.7	8.0	105.94	9.2	88.72	18.0	9,540	0.0	7,989	8.0	846,391	18.0	4	318	100.0
Oct 17	71.4	2.4	98.14	6.2	70.07	8.7	9,858	0.0	7,038	2.4	690,740	8.7	4	318	100.0
Nov 17	59.5	10.2	91.92	1.4	54.69	11.7	9,540	0.0	5,676	10.2	521,763	11.7	4	318	100.0
Dec 17	46.3	8.1	86.59	5.0	40.12	13.5	9,858	0.0	4,568	8.1	395,538	13.5	4	318	100.0
Apr YTD 2017	60.4	18.1	90.23	4.7	54.46	23.6	38,160	0.0	23,032	18.1	2,078,093	23.6			</

Tab 11 - Terms and Conditions

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1.5 No Distribution to Third Parties. Except as expressly permitted in this Agreement, Licensee is prohibited from distributing, republishing or otherwise making the Licensed Materials or any part thereof (including any excerpts of the data and any manipulations of the data) available in any form whatsoever to any third party, other than Licensee's accountants, attorneys, marketing professionals or other professional advisors who are bound by a duty of confidentiality not to disclose such information.

1.6 Security. Licensee shall use commercially reasonable efforts to protect against unauthorized access to the Licensed Materials.

1.7 Reservation of Rights. Licensee has no rights in connection with the Licensed Materials other than those rights expressly enumerated herein. All rights to the Licensed Materials not expressly enumerated herein are reserved to STR.

2. DISCLAIMERS AND LIMITATIONS OF LIABILITY

2.1 Disclaimer of Warranties. The licensed materials are provided to the licensee on an "as is" and "as available" basis. STR makes no representations or warranties of any kind, express or implied, with respect to the licensed materials, the services provided or the results of use thereof. Without limiting the foregoing, STR does not warrant that the licensed materials, the services provided or the use thereof are or will be accurate, error-free or uninterrupted. STR makes no implied warranties, including without limitation, any implied warranty of merchantability, noninfringement or fitness for any particular purpose or arising by usage of trade, course of dealing, course of performance or otherwise.

2.2 Disclaimers. STR shall have no liability with respect to its obligations under this agreement or otherwise for consequential, exemplary, special, incidental, or punitive damages even if STR has been advised of the possibility of such damages. Furthermore, STR shall have no liability whatsoever for any claim relating in any way to any decision made or action taken by licensee in reliance upon the licensed materials.

2.3 Limitation of Liability. STR's total liability to licensee for any reason and upon any cause of action including without limitation, infringement, breach of contract, negligence, strict liability, misrepresentations, and other torts, shall be limited to all fees paid to STR by the licensee during the twelve month period preceding the date on which such cause of action first arose.

3. MISCELLANEOUS

3.1 Liquidated Damages. In the event of a violation of Section 1.5 of these Standard Terms and Conditions, Licensee shall be required to pay STR an amount equal to the sum of (i) the highest aggregate price that STR, in accordance with its then-current published prices, could have charged the unauthorized recipients for the Licensed Materials that are the subject of the violation, and (ii) the full price of the lowest level of republishing rights that Licensee would have been required to purchase from STR in order to have the right to make the unauthorized distribution, regardless of whether Licensee has previously paid for any lower level of republishing rights, and (iii) fifteen percent (15%) of the total of the previous two items. This provision shall survive indefinitely the expiration or termination of this Agreement for any reason.

3.2 Obligations on Termination. Within thirty (30) days of the termination or expiration of this Agreement for any reason, Licensee shall cease all use of the Licensed Materials and shall return or destroy, at STR's option, all copies of the Licensed Materials and all other information relating thereto in Licensee's possession or control as of the such date. This provision shall survive indefinitely the expiration or termination of this Agreement for any reason.

3.3 Governing Law; Jurisdiction and Venue. This Agreement shall be governed by the substantive laws of the State of Tennessee, without regard to its or any other jurisdiction's laws governing conflicts of law. Any claims or actions regarding or arising out of this Agreement shall be brought exclusively in a court of competent jurisdiction located in Nashville, Tennessee, and the parties expressly consent to personal jurisdiction thereof. The parties also expressly waive any objections to venue.

3.4 Assignment. Licensee is prohibited from assigning this Agreement or delegating any of its duties under this Agreement without the prior written consent of STR.

3.5 Independent Relationship. The relationship between the parties is that of an independent contractor. Nothing in this Agreement shall be deemed to create an employer/employee, principal/agent, partnership or joint venture relationship.

3.6 Notices. All notices required or permitted to be given hereunder shall be in writing and shall be deemed given i) when delivered in person, at the time of such delivery; ii) when delivered by facsimile transmission or e-mail, at the time of transmission (provided, however, that notice delivered by facsimile transmission shall only be effective if such notice is also delivered by hand or deposited in the United States mail, postage prepaid, registered, certified or express mail or by courier service within two (2) business days after its delivery by facsimile transmission); iii) when delivered by a courier service or by express mail, at the time of receipt; or iv) five (5) business days after being deposited in the United States mail, postage prepaid, registered or certified mail, addressed (in any such case) to the addresses listed on the first page of this Agreement or to such other address as either party may notify the other in writing.

3.7 Waiver. No waiver of any breach of this Agreement will be deemed to constitute a waiver of any subsequent breach of the same or any other provision.

3.8 Entire Agreement. This Agreement constitutes the entire agreement of the parties with respect to the matters described herein, superseding in all respects any and all prior proposals, negotiations, understandings and other agreements, oral or written, between the parties.

3.9 Amendment. This Agreement may be amended only by the written agreement of both parties.

3.10 Recovery of Litigation Costs. If any legal action or other proceeding is brought for the enforcement of this Agreement, or because of an alleged dispute, breach, default or misrepresentation in connection with any of the provisions of this Agreement, the successful or prevailing party or parties shall be entitled to recover reasonable attorneys' fees and other costs incurred in that action or proceeding, in addition to any other relief to which it or they may be entitled.

3.11 Injunctive Relief. The parties agree that, in addition to any other rights or remedies which the other or STR may have, any party alleging breach or threatened breach of this Agreement will be entitled to such equitable and injunctive relief as may be available from any court of competent jurisdiction to restrain the other from breaching or threatening to breach any of the provisions of this Section, without posting bond or other surety.

3.12 Notice of Unauthorized Access. Licensee shall notify STR immediately upon Licensee's becoming aware of any facts indicating that a third party may have obtained or may be about to obtain unauthorized access to the Licensed Materials, and shall fully cooperate with STR in its efforts to mitigate the damages caused by any such breach or potential breach.

3.13 Conflicting Provisions. In the event that any provision of these Standard Terms and Conditions directly conflicts with any other provision of the Agreement, the conflicting terms of such other provision shall control.

3.14 Remedies. In addition to any other rights or remedies that STR may have, in the event of any termination by STR on account of a breach by Licensee, STR may, without refund, immediately terminate and discontinue any right of Licensee to receive additional Licensed Materials from STR.



STR Chain Scales – North America and Caribbean

Luxury

21c Museum Hotels
AKA
Andaz
Belmond
Conrad
Dorchester Collection
Edition
Fairmont
Four Seasons
Grand Hyatt
InterContinental
JW Marriott
Langham
Loews
Luxury Collection
Mandarin Oriental
Montage
Palace Resorts
Park Hyatt
Ritz-Carlton
RockResorts
Rosewood
Sixty Hotels
Sofitel
St Regis
Taj
The Peninsula
Thompson Hotels
Trump Hotel Collection
Valencia Group
Viceroy
W Hotel
Waldorf Astoria

Upper Upscale

Ace Hotel
Affinia
Autograph Collection
Club Quarters
Curio Collection
Delta
Dolce
Embassy Suites
Gaylord
Hard Rock
Hilton
Hyatt
Hyatt Centric

Hyatt Regency
Joie De Vivre
Kimpton
Le Meridien
Magnolia Hotel
Marriott
Marriott Conference Center
Millennium
Omni
Outrigger
Pan Pacific Hotel Group
Pestana
Pullman
Radisson Blu
Renaissance
Sheraton
Starhotels
Swissotel
Tribute Portfolio
Warwick Hotels
Westin
Wyndham

Upscale

AC Hotels by Marriott
aloft Hotel
Ascend Collection
Aston Hotel
Best Western Premier
Cambria Suites
Canad Inn
CitizenM Hotels
Club Med
Coast Hotels & Resorts USA
Courtyard
Crowne Plaza
Disney Hotels
Double Tree
element
EVEN Hotels
Four Points
Graduate Hotels
Grand America
Great Wolf Lodge
Hilton Garden Inn
Homewood Suites

Hotel Indigo
Hyatt House
Hyatt Place
Larkspur Landing
Legacy Vacation Club
Melia
Miyako Hotels
Novotel
NYLO Hotel
Prince Hotel
Radisson
Residence Inn
Room Mate
Shell Vacations Club
Sonesta Hotel
Springhill Suites
Staybridge Suites
Stoney Creek
Vacation Condos by Outrigger

Upper Midscale

Ayres
Aqua Hotels
Best Western Plus
Boarders Inn & Suites
Centerstone Hotels
Chase Suites
Clarion
Cobblestone
Comfort Inn
Comfort Suites
Country Inn & Suites
Doubletree Club
Drury Inn
Drury Inn & Suites
Drury Plaza Hotel
Drury Suites
Fairfield Inn
Golden Tulip
Hampton Inn
Hampton Inn & Suites
Holiday Inn
Holiday Inn Express
Home2 Suites by Hilton
Isle of Capri
Lexington
MOXY

OHANA
Oxford Suites
Park Inn
Phoenix Inn
Ramada Plaza
Red Lion Hotels
Silver Cloud
Sonesta ES Suites
Tryp by Wyndham
TownePlace Suites
Westmark
Wyndham Garden Hotel
Xanterra

Midscale

3 Palms Hotels & Resorts
A Victory Hotels
AmericInn
Baymont Inn & Suites
Best Western
Candlewood Suites
ClubHouse
Crossings by GrandStay
Crystal Inn
FairBridge Inn
GrandStay
Residential Suites
Hawthorn Suites
by Wyndham
InnSuites Hotel
Lakeview
Distinctive Hotels
La Quinta Inn & Suites
MainStay Suites
Oak Tree Inn
Quality Inn
Ramada
Red Lion Inn & Suites
Settle Inn
Shilo Inn
Sleep Inn
Vagabond Inn
Vista
Wingate by Wyndham
Yotel

Economy

Affordable Suites
of America
America's Best Inn
America's Best Value Inn
Budget Host
Budget Suites of America
Budgetel
Country Hearth Inn
Crestwood Suites
Crossland Suites
Days Inn
Econo Lodge
Extended Stay America
E-Z 8
Family Inns of America
Good Nite Inn
GuestHouse Inn
Home-Towne Suites
Howard Johnson
InTown Suites
Jameson Inn
Key West Inn
Knights Inn
Lite Hotels
Masters Inn
Microtel Inn & Suites by Wyndham
Motel 6
National 9
Passport Inn
Pear Tree Inn
Red Carpet Inn
Red Roof Inn
Rodeway Inn
Savannah Suites
Scottish Inn
Select Inn
Studio 6
Suburban Extended Stay
Sun Suites Hotels
Super 8
Travelodge
Value Place
WoodSpring Suites

Brands/Chains are slotted by Chain Scale based on the previous year's annual system wide (global) Average Daily Rate. Rate ranges defining each Chain Scale are determined by STR. The STR Chain Scales – North America and Caribbean is a subset of the larger Global Chain Scale list. Brand Chain Scale pairings are consistent with each list. Brands listed above are located in U.S., Mexico, Caribbean and Canada. If you have any questions about the Chain Scales, please email support@str.com. Copyright 2016. STR, Inc. Publishing or reproducing this information is strictly prohibited. www.str.com +1 (615) 824 8664. Last updated May 2016.



DISCLAIMER

Thank you for the opportunity to complete this market and feasibility study for the proposed hotel project located in Payette, ID. We have studied the market area for additional demand for a lodging facility and the results of our fieldwork and analysis are presented in this report. We have also made recommendations for the scope of the proposed project, including general site location, size of hotel, and brand segment.

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.

The conclusions presented in this report are based upon the information available and received at the time the report was filed. Core Distinction Group, LLC (“CDG”) has taken every possible precaution to evaluate this information for its complete accuracy and reliability. Parts of this report were prepared or arranged by third-party contributors, as indicated throughout the document. While third-party contributions have been reviewed by CDG for reasonableness and consistency for including in this report, third-party information has not been fully audited or sought to be verified by CDG. CDG does not provide financial advice.

It should be understood that economic and marketplace conditions are in constant change. The results presented in this report are the professional opinion of CDG and are based on information available at the time of the report preparation. These opinions infer that market conditions do not change the information received upon which those opinions have been based. CDG assumes no responsibility for changes in the marketplace. CDG assumes no responsibility for information that becomes outdated once this report is written; nor are we responsible for keeping this information current after the date of the final document presentation.

CDG makes no express or implied representation or warranty that the contents of this report are verified, accurate, suitably qualified, reasonable or free from errors, omissions or other defects of any kind or nature. Those who rely on this report do so at their own risk and CDG disclaims all liability, damages or loss with respect to such reliance.

It is presumed that those reading this report understand the contents and recommendations. If this reader is unclear of understanding the contents, clarification can be received directly from a representative of CDG. While the terms of CDG’s engagement do not require that revisions be made to this report to reflect events or conditions which occur subsequent to the date of completion of fieldwork, we are available to discuss the necessity for revisions in view of changes in the economic climate or market factors affecting the proposed hotel project.

Please do not hesitate to call should you have any comments or questions.

Sincerely,
Core Distinction Group, LLC

Lisa L. Pennau
Owner