

HOTEL QUESTIONNAIRE

To assist American Trust Corporation in evaluating your hospitality financing proposal, we require the following information:

1. PURPOSE OF LOAN:

- a) **Purchase** – (Please attach copy of buy/sell contract)
Explain why property is being sold:

What are the franchisor’s requirements for transferring the property?
(Attach a copy of punchlist if applicable)

- b) **Refinances of Existing Loan**
Please attach copies of notes and security documents and explain reasons for refinancing.

- c) **Renovations**
Are renovations required by franchisor? Yes ___ No ___ If yes, please attach franchisor punchlist with bids

- d) **New Construction**
Please attach copies of construction bids, FF&E and land contract, if available.
Please advise as to the timetable when these items will become available.

2. HOTEL INFORMATION:

- a) Total number of rooms _____ Size of rooms _____ x _____ Number of stories _____
Number of Singles _____ Kings _____ Doubles _____ Suites _____ Handicapped _____
Weeklies (if any) _____ Weekly rate _____ Rooms out of service _____ (Attach list of repairs
Needed to reopen these rooms)

- b) ADR for past 12 months (if applicable) \$ _____ Occupancy _____ %

- c) Total square footage of land _____ Leased? _____ If leased, attach copy of lease.

- d) Was the building constructed prior to January 1, 1981? Yes ___ No ___

- e) If yes, has the building been tested for Asbestos containing materials (ACM), lead-based paint, or lead in drinking water? Yes ___ No ___ Describe _____

- f) Are there any known or suspected environmental problem area on the property? (i.e. asbestos or underground gasoline storage tanks) Yes ___ No ___ If Yes, please explain _____

- g) Are any operations and maintenance plans (O&M plans) in effect at the facility?

- h) Construction:

EXTERIOR:

	Brick	Concrete Block	Prefab	Stucco	Other	Yr. Constructed
Bldg. 1						
Bldg. 2						
Bldg. 3						
Bldg. 4						

ROOFING:

	Shingle	Metal	Tile	Flat	Pitched	Age of Roof
Bldg. 1						
Bldg. 2						
Bldg. 3						
Bldg. 4						

PARKING LOT:

Concrete _____ Asphalt _____ No. of spaces _____

Describe condition: _____

INTERIOR:

	Interior corridor	Exterior corridor	Elevators (Y or No)
Bldg. 1			
Bldg. 2			
Bldg. 3			
Bldg. 4			

Number of meeting or banquet rooms _____ Description and capacity _____

Swimming pool (Y or N) _____ Truck Parking (Y or N) _____ Restaurant (Y or N) _____ If yes, is it _____

Leased _____ Closed _____ Owner operated _____ Description and capacity _____

Terms _____ What includes _____

Lounge (Y or N) _____ If yes, is it _____ Leased _____ Closed _____

Owner operated _____ Description and Capacity _____

Terms _____ What Includes _____

TELEVISIONS:

Number of Units			
Brand Name			
Age			
Remote (Yes or No)			

HVAC: Central_____ Individual Units_____

Number of Units			
Brand Name			
Age			

Bathroom description (i.e. flooring, tubs, ceilings, etc.) _____

Reservation system description _____

Other computer system description _____

Telephone system description _____

If any of the following items are leased or to be leased within the next 12 months, mark below and attach copies of leases.

TV's_____ Telephones_____ Reservation system_____ Signs_____

Furniture_____ Phone system_____

Date and summary of scope of last renovation _____

3. HOTEL LOCATION:

Physical address of property _____

Nearby highways _____

Street in front of property:

One way – Yes___ No___ How many lanes? _____ Direct Access – Yes___ No___
Turning lane – Yes___ No___ Speed Limit _____

Hotel traffic

Destination___% Transient___% Tourist___% Local___%

Any construction being performed on this road now or being planned in the future? _____

If so, to what degree? _____

Are there any drainage problems? _____ If so, please explain _____

Competitors:

Name	Rooms	Property Age	ADR	Occupancy	Distance Away
1.					
2.					
3.					
4.					
5.					
6.					

Are you aware of any to-be-completed properties which will compete with this property? Yes _____ No _____

If yes, please describe: _____

Restaurants:

Name:	Distance Away
1.	
2.	
3.	
4.	

Gas Stations:

Name:	Distance Away
1.	
2.	
3.	
4.	

Describe in detail other businesses in the area: _____

Are there any Adult Entertainment businesses nearby? Yes _____ No _____

If yes, detail _____

Items to attach:

- A) **Pictures of property:**
 - Including:

1. Outside – All sides	2. Rooms – All types
3. Bath Area	4. Hallways
5. Lobby	6. Pool Area
7. View on Street facing across street	8. View on street facing to the left
9. View on street facing to the right	10. View on property from highway
- B) **Recent appraisals (if available)**
- C) **Last franchise inspection report**

Signature _____ Date _____