

A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.

AT A MEETING HELD ON: NOV 02 2016

INTRODUCED BY: _____

SECONDED BY: _____

 _____

CITY OF HOBOKEN

CITY CLERK

RESOLUTION NO. _____

**RESOLUTION AUTHORIZING THE EXECUTION OF THE ATTACHED
SPONSORSHIP AGREEMENT WITH ADVANCE REALTY**

WHEREAS, the City of Hoboken received an offer from the company Advance Realty to contribute \$25,000.00 to the City to rent a temporary ice skating rink for the winter season, to be located at 14th Street underneath the viaduct, in exchange for an exclusive sponsorship opportunity; and,

WHEREAS, this would be a contribution of financial support for the sponsorship of a public event, wherein the contribution will offset in full the cost of the rental of the ice skating rink in accordance with N.J.A.C. 5:34-9.4(c); and,

WHEREAS, the City believes that the temporary ice skating rink will be beneficial and provide enjoyment to the citizens of Hoboken during the Holiday Season; and,

WHEREAS, the City and Advance have come to the attached Agreement regarding the contribution and the sponsorship opportunity; and,

WHEREAS, the City Council of the City of Hoboken wishes to approve the attached Sponsorship Agreement and authorize its execution.

NOW, THEREFORE, BE IT RESOLVED, by the City Council of the City of Hoboken as follows:

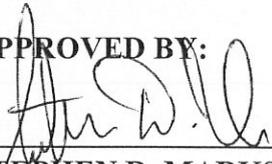
1. The Mayor is hereby authorized to execute the Sponsorship Agreement, in the form attached hereto or in a form substantially similar thereto.
2. The Mayor, staff, and consultants to the City are hereby authorized and directed to take all other administrative actions to implement this Resolution as are necessary and appropriate to accomplish its goals and intent and to consummate the Sponsorship Agreement in accordance with its terms and conditions.
3. This Resolution shall be effective immediately.

Meeting Date: November 2, 2016

A1

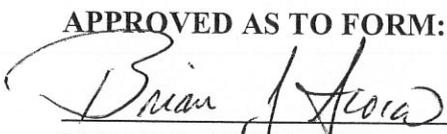
Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Jennifer Giattino	/			

APPROVED BY:



 STEPHEN D. MARKS,
 BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:



 BRIAN J. ALOIA, ESQ.,
 CORPORATION COUNSEL



Re-Inventing the Skating Experience

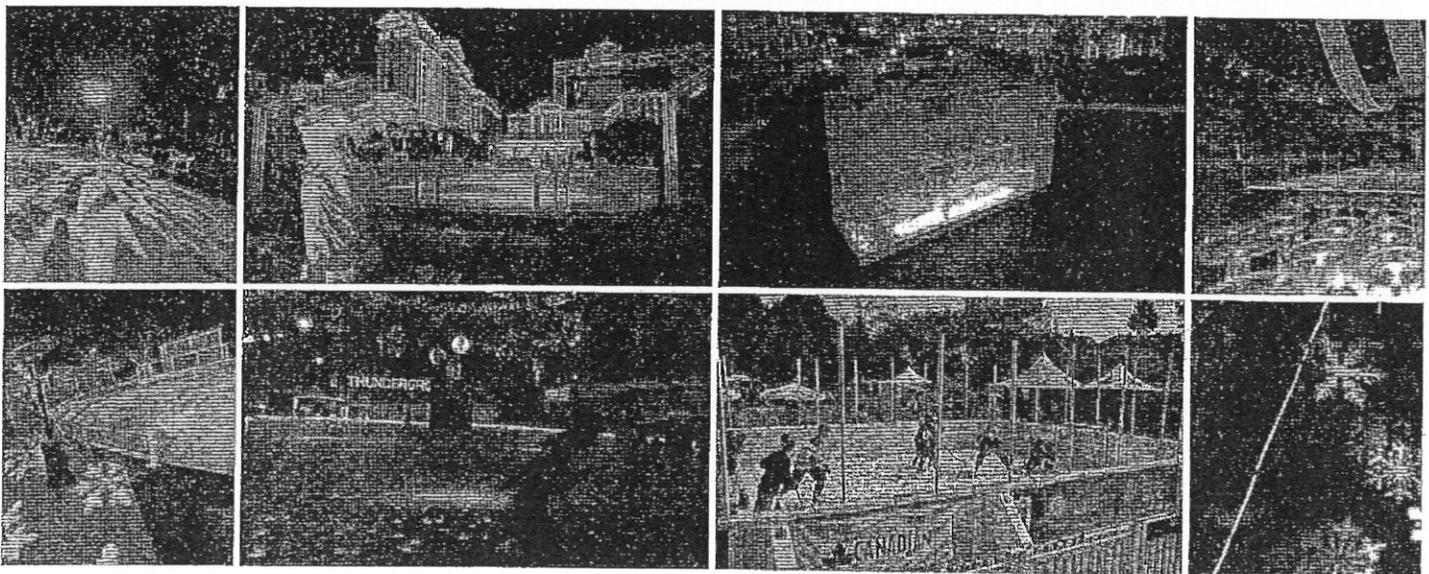
SKATING ENTERTAINMENT & LIFESTYLE BRANDING CALL US: 623-242-9262 EMAIL



We provide a complete line of 'ALL-INCLUSIVE', POP-UP-RINKS for both ice skating and roller skating; INCLUDING turn-key synthetic and real ice rink packages. We will design your customized event, from theme concept, to event planning, design and implementation. Clients include hotels, tourist attractions, retail centers, schools, universities, TV and film production, community groups and municipalities.

We can transform most any space into a revenue earning venue including seasonal pools, fountains, patios, parking lots, roof tops and more. Chill Entertainment provides creative concepts, CAD drawings, audio visual designs as well as the scheduling and management of contractors, vendors, entertainment and staff for installation, operations, event hosting, maintenance and removal.

REQUEST FOR PROPOSAL



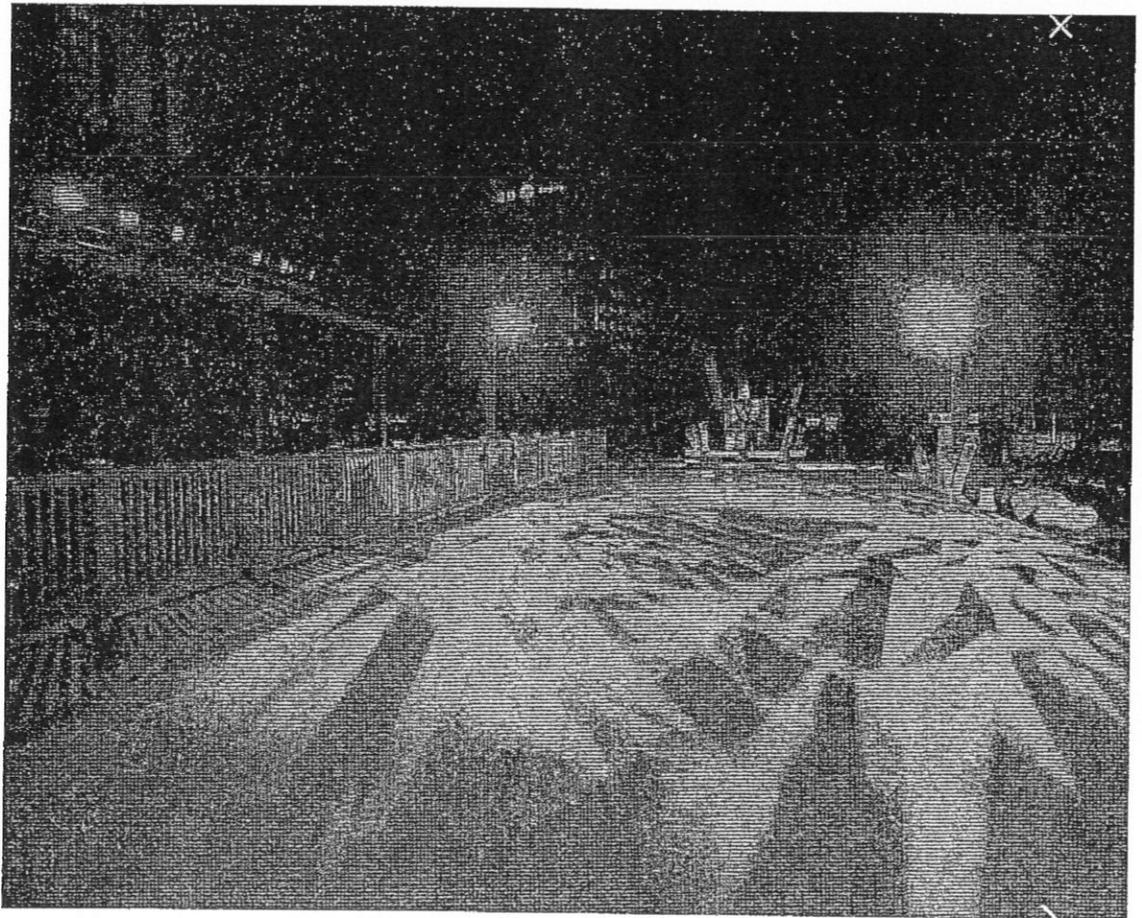
FOLLOW US CONTACT US

Book a mobile 'POP-UP-RINK', or visit STUDIOSK8 and CHILL with friends!



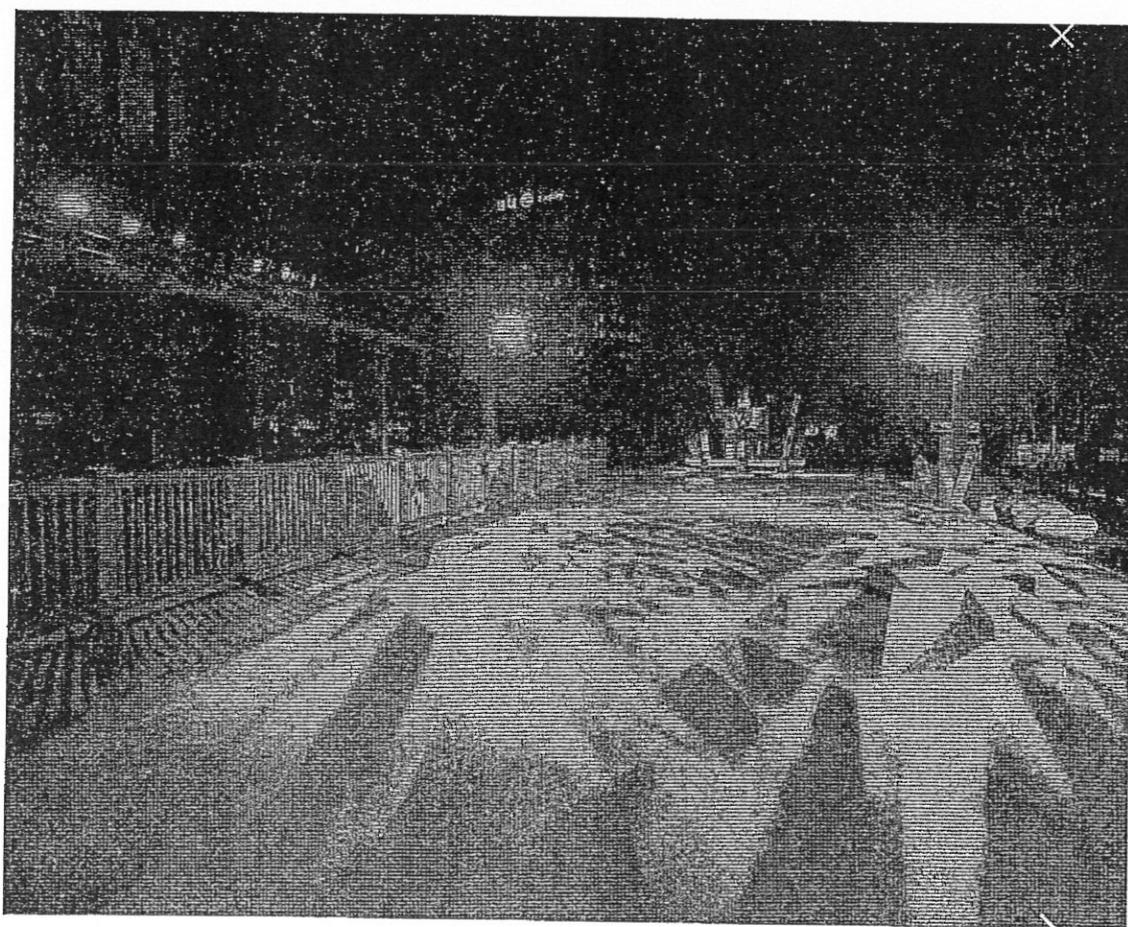
Re-Inventing the Skating Experience

SKATING ENTERTAINMENT & LIFESTYLE BRANDING CALL US: 623-242-9262 EMAIL



ALL-INCLUSIVE

Rink pkg Includes rink floor, borders, skate change area, ice/roller skates and maintenance equipment.



ALL-INCLUSIVE

Rink pkg includes rink floor, borders, skate change area, ice/roller skates and maintenance equipment.

November 2, 2016

Mr. Leo Pellegrini
Director
Department of Health & Human Services
City of Hoboken
94 Washington Street
Hoboken, NJ 07030-0485

Re: Sponsorship Agreement for Winter Village

Dear Mr. Pellegrini:

This letter agreement ("Agreement") shall set forth the terms between The City of Hoboken (the "City") and Advance at Hoboken, LLC ("Sponsor") by which Sponsor has agreed to sponsor the "Winter Village" ("Village") to be located under the 14th Street Viaduct in the City. The term of this Agreement commences as of the date above and will continue in effect until 10 days after completion of the Village's operation. The City represents that it is the intent of the City to commence operations of the Village on December 20, 2016 and conclude all operations on February 28, 2017. Subject to budgetary and weather restrictions, the City intends to have the Village open daily during the hours of 9:00 a.m. to 10:00 p.m.

Sponsor is and will be the lead and only sponsor of the Village. There shall be no other sponsors or sponsorships relating to the Village except if Sponsor consents in writing to such additional sponsorship.

Sponsor shall pay the sum of \$25,000.00 (Twenty Five Thousand Dollars) by check payable to the City ("Sponsorship Fee") immediately upon execution of this Agreement, but not later than December 20, 2016. This payment shall be made contingent upon the City's ability to open the ice skating rink on or before December 22, 2016. If the ice skating rink cannot be opened on or before that date, unless due to weather, the \$25,000.00 shall be refunded upon written request and this sponsorship agreement shall be deemed null and void. There shall be no penalty levied against the City for failure to open the ice skating rink or operate the ice skating during the hours listed above. Sponsor's sole obligation shall be to pay the Sponsorship Fee. The City will pay any additional costs associated with the Village.

The City will exercise good faith in advising the Sponsor of any planned or anticipated changes to the Winter Village which may impact this Sponsorship Agreement.

The City will advertise the Winter Village by:

1. Hanging banners bearing a logo of Sponsor's design, which will be visibly displayed on not less than 15 (fifteen) street poles.
2. Advertising in local newspapers and on the City's social media outlets pursuant to the City's discretion.
3. Hanging four (4) fence banners which will be 3 ^{1/2} feet high and 5 ^{1/2} feet wide across from the Path station, at Elysian Park, at Stevens Park, and at 1600 Park.

The City will exercise best efforts to coordinate with Sponsor on the creation of any advertising materials.

The City anticipates that it will obtain the ice skating rink from the company BH Skating Parks (operating under the name "Chill Entertainment") or an equivalent operator ("Operator"). Attached hereto as "**Exhibit A**" is information regarding the service that will be provided by Chill and an example of the type of "pop up" rink that the City plans to obtain for this event. The City makes no guarantees regarding the quality or construction of the ice skating rink. However, the City agrees to exercise reasonable efforts to maintain the rink in an efficient manner and in a clean and safe condition.

This Agreement does not create or convey any property right or license from the Sponsor to the City or any other person.

The City shall defend, indemnify and hold Sponsor, Advance Realty Management, Inc., and each of their respective members, agents, employees, vendors, contractors, successors and assigns (each, a "Sponsor Indemnitee") harmless from and against any and all damages, liabilities, deficiencies, claims, actions, judgments, settlements, interest, awards, penalties, fines, costs or expenses of whatever kind, including reasonable attorney fees, the cost of enforcing any right to indemnification hereunder, and the cost of pursuing any insurance proceeds. (collectively "Losses") resulting from any claim, suit or action (each, an "Action") arising out of or relating to (i) the Village, including the City's or Operator's advertising, marketing or promotion of the Village, (ii) any use, presentation, display or distribution of Sponsor or materials referencing Sponsor in a manner not expressly permitted by this Agreement or (iii) the City's breach of any representation or obligation of the City under this Agreement.

The City and the Operator shall at all times from now until the Village has concluded operations and been removed from its location, maintain, at their sole cost and expense, insurance, including; workers compensation insurance in compliance with applicable law, auto liability and general liability insurance each with limits not less than \$1 million per occurrence, \$2 million aggregate and umbrella liability limits not less than \$5 million naming Sponsor and its affiliates, including Advance Realty Management, Inc. and their agents, successors and assigns (collectively "ANIs") as insureds on a primary basis with any similar insurance of any ANI in the name of or for the benefit of ANI as excess and non-contributory and waiving any right of subrogation of an insurer against the ANIs. Immediately upon execution of this Agreement and prior to payment of the Sponsorship Fee, the City and Operator shall provide Sponsor with certificates of insurance and policy endorsements for all insurance required by this Agreement.

The City's indemnification and insurance obligations shall survive the termination of this Agreement.

The City and the Operator shall comply and shall cause their subcontractors to comply with all applicable laws, including, but not limited to, all required licenses, permits, and approvals and laws relating to advertising.

Nothing contained in this Agreement shall be construed as creating any agency, partnership, joint venture, or other form of joint enterprise, employment, or fiduciary relationship between the parties, and neither party shall have authority to contract for or bind the other party in any manner whatsoever.

This Agreement constitutes the entire agreement of the parties with respect to the subject matter contained herein, and supersedes all prior and contemporaneous understandings, agreements, representations, and warranties, both written and oral, with respect to such subject matter. This agreement shall not be modified except in writing signed by an authorized representative of each party.

The City agrees and represents that it is authorized to enter this Agreement and that the person who has signed below as its representative is fully authorized to do so on the City's behalf. Please indicate the City's acceptance of this Agreement by signing below as indicated.

Sincerely yours,

Dan Coccoziello
Advance at Hoboken, LLC

Agreed by City of Hoboken:

Name: _____

Date: _____

Title: _____

“Exhibit A”



1041 U.S. Highway 202/206
Bridgewater, NJ 08807
Phone 908-719-3000
Fax 908-719-7618
www.advancere.com

November 2, 2016

Mr. Leo Pellegrini
Director
Department of Health & Human Services
City of Hoboken
94 Washington Street
Hoboken, NJ 07030-0485

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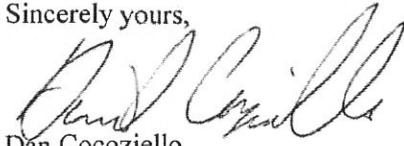
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Nothing contained in this Agreement shall be construed as creating any agency, partnership, joint venture, or other form of joint enterprise, employment, or fiduciary relationship between the parties, and neither party shall have authority to contract for or bind the other party in any manner whatsoever.

This Agreement constitutes the entire agreement of the parties with respect to the subject matter contained herein, and supersedes all prior and contemporaneous understandings, agreements, representations, and warranties, both written and oral, with respect to such subject matter. This agreement shall not be modified except in writing signed by an authorized representative of each party.

The City agrees and represents that it is authorized to enter this Agreement and that the person who has signed below as its representative is fully authorized to do so on the City's behalf. Please indicate the City's acceptance of this Agreement by signing below as indicated.

Sincerely yours,



Dan Cocozziello
Advance at Hoboken, LLC

Agreed by City of Hoboken:

Name: _____

Date: _____

Title: _____

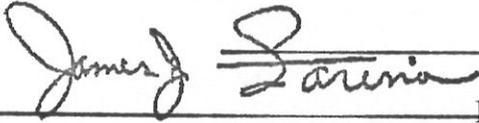
A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.

A2

AT A MEETING HELD ON: NOV 02 2016

INTRODUCED BY:

SECONDED BY:



CITY OF HOBOKEN

RESOLUTION NO. _____

CITY CLERK

**RESOLUTION EXPRESSING THE HOBOKEN CITY COUNCIL'S
SUPPORT OF THE DESIGNATION OF SATURDAY NOVEMBER 26,
2016 AS SMALL BUSINESS SATURDAY IN THE CITY OF HOBOKEN**

WHEREAS, the City of Hoboken celebrates our local small businesses and the contributions they make to our local economy and community; and,

WHEREAS, according to the United States Small Business Administration, there are currently 27.9 million small businesses in the United States, representing 99.7% of American companies, creating more than two-thirds of the net new jobs, and generating 46% of the private gross domestic product, as well as 54% of all United States sales; and,

WHEREAS, small businesses employ over 55% of the working population in the United States and 87% of consumers in the United States agree that small businesses contribute positively to the local community by supplying jobs and creating tax revenue; and,

WHEREAS, 93% of consumers in the United States agree that it is important to support the small businesses in their communities and agree that small businesses are critical to the overall economic health of the United States; and,

WHEREAS, the City of Hoboken supports our local businesses that create jobs, boost our local economy and preserve our neighborhoods; and,

WHEREAS, advocacy groups as well as public and private organizations across the country have endorsed the Saturday after Thanksgiving as Small Business Saturday.

NOW, THEREFORE, BE IT RESOLVED, that the City Council of the City of Hoboken supports the proclamation of Saturday, November 26, 2016 as "Small Business Saturday" in the City of Hoboken, and encourages all residents in the community to support small businesses and merchants on Small Business Saturday, November 26, 2016, and throughout the year.

Meeting Date: November 2, 2016

APPROVED:



STEPHEN D. MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:



BRIAN ALOIA, ESQ.
CORPORATION COUNSEL

Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Jennifer Giattino	/			

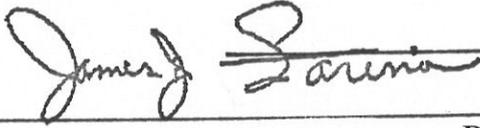
A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.

AT A MEETING HELD ON: NOV 02 2016

SPONSORED BY: _____

SECONDED BY: _____

A9



CITY OF HOBOKEN

CITY CLERK

RESOLUTION NO.: _____

RESOLUTION AWARDING A CONTRACT TO LANDMARK TITLE AGENCY, INC. TO PROVIDE TITLE INSURANCE SERVICES FOR THE CITY OF HOBOKEN'S REAL ESTATE ACQUISITION OF THE BASF/COGNIS SITE

WHEREAS, the City of Hoboken requires title insurance to be procured relative to the real estate acquisition of the BASF/Cognis site; and,

WHEREAS, pursuant to N.J.S.A. 40A:11-5(m), the purchase of insurance is an exception to the bidding requirements set forth in Local Public Contracts law; and,

WHEREAS, title insurance services, including rates, are regulated pursuant to N.J.S.A. 17:46B-1 et seq.; and,

WHEREAS, the City has received a proposal (attached hereto) for said title insurance services from Landmark Title Agency, Inc. in the amount of \$62,692.00; and,

WHEREAS, Landmark Title Agency is in compliance with the City's Public Contracting Reform Ordinance (§20A of the Hoboken Municipal Code), as they have submitted the required "Pay-to-Play" forms; and,

WHEREAS, the Administration therefore recommends awarding a contract to Landmark Title Agency, Inc., in the not to exceed amount of \$62,692.00 for title insurance services as delineated in the attached proposal.

NOW, THEREFORE, BE IT RESOLVED, by the City Council of the City of Hoboken, that a contract is awarded to Landmark Title Agency, Inc. in the not to exceed amount of \$62,692.00 for title insurance services in accordance with the proposal of Landmark Title Agency, Inc. dated October 7, 2016; and,

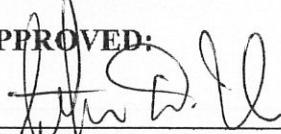
BE IT FURTHER RESOLVED that this resolution shall take effect immediately, subject to the following conditions:

1. The award of this contract is subject to finalization of the contract terms.
2. Any change orders which shall become necessary shall be subject to the City's ability to appropriate sufficient funds, which appropriation shall be at the sole discretion of the City Council.
3. The Council hereby authorizes the Mayor, or her designee, to execute any and all documents and take any and all actions necessary to complete and realize the intent and purpose of this resolution.
4. The mayor, or her designee, is hereby authorized to execute an agreement as outlined herein.

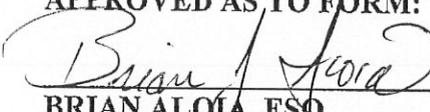
Meeting Date: November 2, 2016

Councilperson	Yea	Nay	Abstain	No Vote
Ravinder Bhalla	✓			
Peter Cunningham	✓			
Michael DeFusco	✓			
James Doyle	✓			
Tiffanie Fisher	✓			
David Mello	✓			
Ruben Ramos, Jr.	✓			
Michael Russo	✓			
President Jennifer Giattino	✓			

APPROVED:


STEPHEN D. MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:


BRIAN ALOIA, ESQ.
CORPORATION COUNSEL

CERTIFICATION OF FUNDS

RESOLUTION TITLE:

RESOLUTION AWARDING A CONTRACT TO LANDMARK TITLE AGENCY, INC. TO PROVIDE TITLE INSURANCE SERVICES FOR THE CITY OF HOBOKEN'S REAL ESTATE ACQUISITION OF THE BASF/COGNIS SITE

AMOUNT TO BE CERTIFIED:

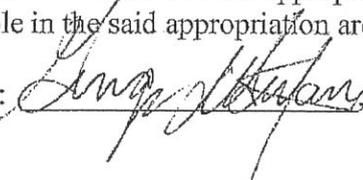
\$62,692.00

ACCOUNT NUMBER TO CERTIFY FROM:

C-04-60-711-120

CERTIFICATION:

I, George DeStefano, Chief Financial Officer of the City of Hoboken, hereby certify that \$62,692.00 is available in the following appropriation: C-04-60-711-120 and I further certify that this commitment together with all previously made commitments and payments does not exceed the funds available in said appropriation for the CY2016; and I further certify that the funds available in the said appropriation are intended for the purpose herein committed.

Signed:  George DeStefano, CFO

First American Title Insurance Company

AGREEMENT TO ISSUE POLICY

We agree to issue policy to you according to the terms of the Commitment. When we show the policy amount and your name as the proposed insured in Schedule A, this Commitment becomes effective as of the Commitment Date shown in Schedule A.

If the Requirements shown in this Commitment have not been met within 180 days after the Commitment Date, our obligation under this Commitment will end. Also, our obligation under this Commitment will end when the Policy is issued and then our obligation to you will be under the Policy.

Our obligation under this Commitment is limited by the following:

The Provisions in Schedule A.

The Requirements in Schedule B-I.

The Exceptions in Schedule B-II.

The Conditions on Page 2.

This Commitment is not valid without SCHEDULE A and Sections I and II of SCHEDULE B.

COUNTERSIGNED

Joan Bisesi
AUTHORIZED SIGNATURE



FIRST AMERICAN TITLE INSURANCE COMPANY

BY: *Dennis J. Altman* PRESIDENT
BY: *Michael J. Kelly* SECRETARY

CONDITIONS

1. DEFINITIONS

(a) "Mortgage" means mortgage, deed of trust or other security instrument. (b) "Public Records" means title records that give constructive notice of matters affecting your title according to the state statutes where your land is located.

2. LATER DEFECTS

The Exceptions in Schedule B - Section II may be amended to show any defects, liens or encumbrances that appear for the first time in the public records or are created or attach between the Commitment Date and the date on which all of the Requirements (a) and (c) of Schedule B - Section I are met. We shall have no liability to you because of this amendment.

3. EXISTING DEFECTS

If any defects, liens or encumbrances existing at Commitment Date are not shown in Schedule B, we may amend Schedule B to show them. If we do amend Schedule B to show these defects, liens or encumbrances, we shall be liable to you according to Paragraph 4 below unless you knew of this information and did not tell us about it in writing.

4. LIMITATION OF OUR LIABILITY

Our only obligation is to issue to you the Policy referred to in this Commitment, when you have met its Requirements. If we have any liability to you for any loss you incur because of an error in this Commitment, our liability will be limited to your actual loss caused by your relying on this Commitment when you acted in good faith to:

Comply with the Requirements shown in Schedule B - Section I

or

Eliminate with our written consent any Exceptions shown in Schedule B - Section II.

We shall not be liable for more than the Policy Amount shown in Schedule A of this Commitment and our liability is subject to the terms of the Policy form to be issued to you.

5. CLAIMS MUST BE BASED ON THIS COMMITMENT

Any claim, whether or not based on negligence, which you may have against us concerning the title to the land must be based on this Commitment and is subject to its terms.



The Title Insurance Commitment is a legal contract between you and the Company. It is issued to show the basis on which we will issue a Title Insurance Policy to you. The Policy will insure you against certain risks to the land title, subject to the limitations shown in the Policy.

The Company will give you a sample of the Policy form, if you ask.

The Policy contains an arbitration clause. All arbitrable matters when the Amount of Insurance is \$2,000,000 or less shall be arbitrated at the option of either the Company or you as the exclusive remedy of the parties. You may review a copy of the arbitration rules at <<http://www.alta.org/>>.

The Commitment is based on the land title as of the Commitment Date. Any changes in the land title or the transaction may affect the Commitment and the Policy.

The Commitment is subject to its Requirements, Exceptions and Conditions.

THIS INFORMATION IS NOT PART OF THE TITLE INSURANCE COMMITMENT. YOU SHOULD READ THE COMMITMENT VERY CAREFULLY.

If you have any questions about the Commitment, contact:

First American Title Insurance Company
5 Greentree Centre, Suite 100
Marlton, NJ 08053

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4. Description of the Land	
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SCHEDULE B-II -- EXCEPTIONS	
CONDITIONS	

Privacy Statement

LANDMARK TITLE AGENCY, INC.

79 Hudson Street, Hoboken, NJ 07030

Policy issuing agent for First American Title Insurance Company

We recognize and respect the privacy expectations of today's consumers and the requirements of applicable federal and state privacy laws. We believe that making you aware of how we use your non-public personal information ("Personal Information"), and to whom it is disclosed, will form the basis for a relationship of trust between us and the public that we serve. This Privacy Statement provides that explanation. We reserve the right to change this Privacy Statement from time to time consistent with applicable privacy laws.

In the course of our business, we may collect Personal Information about you from the following sources:

- From applications or other forms we receive from you or your authorized representative;
- From your transactions with, or from the services being performed by, us, our affiliates, or others;
- From our internet web sites;
- From the public records maintained by governmental entities that we either obtain directly
- from those entities, or from our affiliates or others; and
- From consumer or other reporting agencies.

Our Policies Regarding the Protection of the Confidentiality and Security of Your Personal Information

We maintain physical, electronic and procedural safeguards to protect your Personal Information from unauthorized access or intrusion. We limit access to the Personal Information only to those employees who need such access in connection with providing products or services to you or for other legitimate business purposes.

Our Policies and Practices Regarding the Sharing of Your Personal Information

We may share your Personal Information with our affiliates, such as insurance companies, agents, and other real estate settlement service providers. We also may disclose your Personal Information:

- to agents, brokers or representatives to provide you with services you have requested;
- to third-party contractors or service providers who provide services or other functions on our behalf; and
- In addition, we will disclose your Personal Information when you direct or give us permission, when we are required by law to do so, or when we suspect fraudulent or criminal activities. We also may disclose your Personal Information when otherwise permitted by applicable privacy laws such as, for example, when disclosure is needed to enforce our rights arising out of any agreement, transaction or relationship with you.

One of our important responsibilities is to record documents in the public domain. Such documents may contain your Personal Information. Examples of such documents is a deed or mortgage recorded on your behalf.

WE DO NOT SHARE YOUR PERSONAL INFORMATION WITH ANY THIRD PARTY MARKETING COMPANY, nor are we affiliated with any such company. **HOWEVER,** marketing companies may obtain your personal information from the public record.

Requests for further information may be directed to:

LANDMARK TITLE AGENCY, INC
79 HUDSON STREET
HOBOKEN, NJ 07030

201-683-8300

IMPORTANT NOTICE AND DISCLOSURE

Attached to and forming part of **Title Number 12002-FA** issued by Landmark Title Agency, Inc. and FIRST AMERICAN TITLE INSURANCE COMPANY

1. By law, Landmark Title Agency, Inc. is required to advise you that the Title Insurance Commitment issued by us may contain conditions, exceptions, exclusions, limitations and requirements governing our liability and the coverage you receive. Real estate transactions are complex. The company does not represent you and cannot give you legal advice. You are entitled to review the title insurance commitment with an attorney at law of your own choosing, at your expense, prior to the transfer of title. We strongly advise you to do so.
2. The attorney retained by you, or by your lender, closing or settling this title is *not* an agent for and does not act on behalf of Landmark Title Agency, Inc. and our underwriter. The company assumes no liability for any loss, cost or expense incurred by you because your attorney or your lender's attorney has made a mistake or misapplied your funds. Because the attorney is not our agent, we assume no responsibility for any information, advice or title insurance promises the attorney may give or make. Our only liability to you is under the terms of the Commitment, Policy and Closing Service Letter if you choose to obtain one.
3. By law, we are also required to advise you that we have been asked to issue a mortgage policy to the lender in the amount shown on Schedule A of the enclosed Title Insurance Commitment. If you have not already requested it, you have the right and opportunity to obtain title insurance in your own favor for an additional premium which we will quote on request.

We, the undersigned, acknowledge that I/we have received this copy of the Important Notice and Disclosure form.

Mayor, City of Hoboken

First American Title Insurance Company

SCHEDULE A

Termination Date: 180 days
after Effective Date

Issued by: LANDMARK TITLE AGENCY, INC.
Attn: Ralph C. Bisesi, Title Officer
220 Kinderkamack Road, Suite E-2
Westwood, New Jersey 07675
(201) 683-8300; Fax (201) 683-4974

Prepared for:

R. Scott Eveland, Esq.
The Buzak Law Group, LLC
150 River Road, Suite N-4
Montville, New Jersey 07045

Your Reference: **City of Hoboken from COGNIS USA LLC**

Commitment No. **12002-FA**

1. **Effective Date:** September 14, 2016

2. **Policy or Policies to be issued:**

POLICY AMOUNT

(a) ALTA Owners Title Insurance Policy (6-17-06)

\$30,000,000.00

Proposed Insured:

CITY OF HOBOKEN, a municipal corporation of the State of New Jersey

(b) ALTA Loan Policy (6-17-06)

3. Fee Simple interest in the land described in this Commitment is owned, at the Commitment date by COGNIS CORPORATION, a Delaware corporation, by Deed of HENKEL CORPORATION, a corporation of the State of Delaware, which Deed is dated October 25, 2001, and was recorded October 29, 2001 in Book 5888 of Deeds for the County of Hudson at Page 308 et seq.

Said deed intended to convey Block 103 Lot 7, Block 107 Lot 1 and Block 113 Lot 1 but was recorded without a legal description.

4. The land referred to in this Commitment is described as follows: (If the land is not described here, it is described on the attached sheet and entitled Description)

Legal Description

All that certain lot, tract, or parcel of land and premises situate, lying and being in the CITY OF HOBOKEN in the COUNTY OF HUDSON and STATE of NEW JERSEY, more particularly described as follows:

TRACT ONE

BEGINNING at a point formed by the intersection of the easterly line of Madison Street with the southerly line of Twelfth Street and running thence:

- (1) S 13° 04' W and along the easterly line of Madison Street a distance of 250.00 feet to a point, thence
- (2) S 76° 56' E and parallel to Twelfth Street a distance of 200.00 feet to a point in the westerly line of Jefferson Street, thence
- (3) N 13° 04' E and along the westerly line of Jefferson Street, a distance of 250.00 feet to a point in the southerly line of Twelfth Street, thence
- (4) N 76° 56' W and along the southerly line of Twelfth Street a distance of 200.00 feet to a point in the easterly line of Madison Street, said point being the point or place of beginning.

Note for information: Being further known and designated as Lot 7 (additional lots 8-26, inclusive) in Block 103 on the current City tax map and more commonly known as 1113-1131 MADISON STREET, HOBOKEN, NEW JERSEY.

Legal Description

All that certain lot, tract, or parcel of land and premises situate, lying and being in the CITY OF HOBOKEN in the COUNTY OF HUDSON and STATE of NEW JERSEY, more particularly described as follows:

TRACT TWO

BEGINNING at a point formed by the intersection of the westerly line of Adams Street with the northerly line of Twelfth Street and running thence:

- (1) N 13° 04' E and along the westerly line of Adams Street a distance of 400.00 feet to a point in the southerly line of Thirteenth Street, thence
- (2) N 76° 56' W and along the southerly line of Thirteenth Street a distance of 465.00 feet to a point in the easterly line of Madison Street, thence
- (3) S 13° 04' W and along the easterly line of Madison Street a distance of 400.00 feet to a point in the northerly line of Twelfth Street, thence
- (4) S 76° 56' E and along the northerly line of Twelfth Street a distance of 465.00 feet to a point in the westerly line of Adams Street, said point being the point or place of beginning.

Note for information: Being further known and designated as Lot 1 in Block 107 on the current City tax map and more commonly known as 1201 MADISON STREET/1200 ADAMS STREET, HOBOKEN, NEW JERSEY.

Legal Description

All that certain lot, tract, or parcel of land and premises situate, lying and being in the CITY OF HOBOKEN in the COUNTY OF HUDSON and STATE of NEW JERSEY, more particularly described as follows:

TRACT THREE

BEGINNING at a point formed by the intersection of the westerly line of Adams Street with the northerly line of Thirteenth Street and running thence:

- (1) N 13° 04' E and along the westerly line of Adams Street a distance of 150.00 feet to a point, thence
- (2) N 76° 56' W and parallel to Thirteenth Street a distance of 200.00 feet to a point in the easterly line of Jefferson Street, thence
- (3) S 13° 04' W and along the easterly line of Jefferson Street a distance of 150.00 feet to a point in the northerly line of Thirteenth Street, thence
- (4) S 76° 56' E and along the northerly line of Thirteenth Street a distance of 200.00 feet to a point in the westerly line of Adams Street, said point being the point or place of beginning.

Note for information: Being further known and designated as Lot 1 in Block 113 on the current City tax map and more commonly known as 1301-11 JEFFERSON STREET, HOBOKEN, NEW JERSEY.

REQUIREMENTS

The following requirements must be met:

- (a) Pay the agreed amounts for the interest in the land/or the mortgage to be insured.
- (b) Pay us the premiums, fees and charges for the policy.
- (c) Documents satisfactory to us creating the interest in the land and/or the mortgage to be insured must be signed, delivered and recorded.
 - 1. **Deed from** COGNIS USA LLC, a Delaware limited liability company, successor to COGNIS CORPORATION, to CITY OF HOBOKEN, a municipal corporation of the State of New Jersey

Relative thereto, a copy of the proposed deed complete with GIT-3 seller's residency affidavit, seller's affidavit of title for an LLC, Resolution for Sale of Premises by LLC and Seller's 1099-s must be sent to us pre-closing for approval.

- (d) You must tell us in writing the name of anyone not referred to in this commitment who will get an interest in the land or who will make a loan on the land. We may then make additional requirements or exceptions.
- (e) A standard form Sellers Affidavit of Title for a limited liability company to be executed at the closing of title and provided to this Company.

The seller's affidavit of title must state that, inter-alia:

- 1. ***there has been no change in the membership of the LLC since its formation;***
 - 2. ***its operating agreement is in force and affect, has not been modified or rescinded, and a true copy of the operating agreement and all amendments thereto are attached;***
 - 3. ***the LLC has not elected to tax itself as a corporation for income tax purposes (if it has, the lien of unpaid franchise taxes would apply)***
- (f) The following requirements apply to the seller **COGNIS USA LLC**:
 - 1. A copy of the Resolution of the Grantor authorizing the Sale of the premises must be produced at or prior to closing of title and provided to this Company.

(continued)

REQUIREMENTS

2. A copy of the operating agreement and any amendments thereto for **COGNIS USA LLC** must be provided for review by this Company pre-closing. Company reserves the right to raise additional requirements and/or exceptions upon our review of same.

We reserve the right to amend this Commitment as may be warranted by our review of the above proofs when received.

- (g) LLC Status Report for COGNIS USA LLC dated October 17, 2016 shows original filing date said foreign entity was September 14, 2011, continues to be active in the State of New Jersey and its Annual Report filings are current (Annual Report month: SEPTEMBER, last filing September 25, 2016 for the year 2016).
- (h) Standing Certificate for COGNIS USA LLC dated April 26, 2016 shows said entity to be in Good Standing in its home State of Delaware.
- (i) Corporate Status Report v. COGNIS Corporation dated November 6, 2015 shows same to be a Foreign Profit Corporation (DE) and its Charter was **withdrawn on November 14, 2011.**
- (j) Subject to facts as are shown on New Jersey Superior Court, U.S. District Court and United States Bankruptcy Court Judgment Search #RN16-288-05219 dated October 12, 2016 against the name COGNIS USA LLC.

The judgment shown thereon is OMITTED.

- (k) New Jersey Superior Court, U.S. District Court and United States Bankruptcy Court Judgment Search #RN16-291-02049 dated October 13, 2016 against BASF CORPORATION shows: CLEAR
- (l) New Jersey Superior Court, U.S. District Court and United States Bankruptcy Court Judgment Search #RN16-291-01990 dated October 13, 2016 against prior owner Henkel Corporation shows: CLEAR
- (m) Three (3) Tideland Search Certificates dated October 7, 2016 show the subject premises to be *unclaimed* by the State of New Jersey.
- (n) Subject to such state of facts as would be disclosed by a rundown and continuation of title from the effective date hereof to the date of closing. **PLEASE ORDER RUNDOWNS 48 HOURS IN ADVANCE.**
- (o) To effect insurance coverage against unknown interests attaching during the gap period between the rundown for closing and the recording of the closing instruments, we require an effective **Notice of Settlement be filed within 60 days of closing** pursuant to N.J.S.A. 46:16A-1 et seq.

End of Schedule B Section I

EXCEPTIONS

In addition to the Exclusions, you are not insured against loss, costs, attorneys' fees and expenses resulting from:

1. Rights or claims of parties in possession of the land not shown by the public record.
2. Easements, or claims of easements, not shown by the public record.
3. Any facts about the land which a correct survey would disclose, and which are not shown by the public record.
4. Any liens on your title, arising now or later, for labor and material, not shown by the public record.
5. **Taxes, charges and assessments: Subject to unpaid municipal real estate taxes, water and sewer charges and any hookup/connection fees.**

TRACT ONE (Block 103, Lot 7) 1113-1131 MADISON STREET, HOBOKEN:

- ◆ Subject to such state of facts as shown on municipal lien (tax, water and sewer) search dated October 7, 2016. **Taxes paid through third quarter 2016;**
- ◆ Municipal Lien (unconfirmed assessment) Search dated October 7, 2016 discloses no improvements authorized, no ordinances adopted.

TRACT TWO (Block 107, Lot 1) 1201 MADISON STREET/1200 ADAMS STREET:

- ◆ Subject to such state of facts as shown on municipal lien (tax, water and sewer) search dated October 7, 2016. **Taxes paid through third quarter 2016;**
- ◆ Municipal Lien (unconfirmed assessment) Search dated October 7, 2016 discloses no improvements authorized, no ordinances adopted.

TRACT THREE (Block 113, Lot 1) 1301-11 JEFFERSON STREET, HOBOKEN:

- ◆ Subject to such state of facts as shown on municipal lien (tax, water and sewer) search dated October 7, 2016. **Taxes paid through third quarter 2016;**
- ◆ Municipal Lien (unconfirmed assessment) Search dated October 7, 2016 discloses no improvements authorized, no ordinances adopted.

As to Tracts One, Two and Three: We require all taxes to be paid through the current quarter. **In addition,** WE REQUIRE confirmation there are no outstanding water and sewer charges under any inactive meters.

(continued)

EXCEPTIONS

6. Liability for added or omitted assessments for taxes pursuant to N.J.S.A. 54:4-63.1 et seq.
7. Rights, public and private, to that part of the land which lies within the beds of Madison, Twelfth and Jefferson Streets (*affects Tract One*).
8. Maintenance rights granted to the Mayor and Council of the City of Hoboken, a municipal corporation of the State of New Jersey, to the existing public utilities located in the vacated portion of Jefferson Street between the northerly line of Twelfth Street and the southerly line of Thirteenth Street as set forth in Deed Book 2905 Page 945 et seq., in Deed Book 2905 Page 948 et seq. and as recorded in Liber 3 of Street Vacations for the County of Hudson at Page 90 et seq. (*affects Tract Two*).
9. Utility easement granted to Public Service Electric and Gas Company together with the restriction that no building shall be erected closer than fifteen (15) feet on either side of the center line of the utility poles located in the vacated portion of Jefferson Street between Twelfth Street and Thirteenth Street, as depicted on the map contained therein, recorded in Deed Book 2892 Page 586 et seq. (*affects Tract Two*).
10. Description contained in Deed Book 4854 Page 1, Parcel Two, contains a scrivener's error in describing the individual lots which once comprised the former Block 107 by leaving out lot 32. **Any future conveyance deed should read as follows:** *Said parcel being formerly designated as Block 107 Lots 1 to 32 and Block 108 Lots 1 to 32 on the Tax Map of the City of Hoboken (affects Tract Two).*
11. Rights, public and private, to that part of the land which lies within the beds of Madison, Twelfth and Thirteenth Streets.
12. Rights, public and private, to that part of the land which lies within the beds of Jefferson, Adams and Thirteenth Streets (*affects Tract Three*).

AS TO TRACTS ONE, TWO and THREE:

13. Deed Restrictions imposed by the New Jersey Department of Environmental Protection with respect to soil contamination and remediation as set forth in Deed Notice dated August 22, 2016, by BASF Corporation and COGNIS USA LLC, a Delaware limited liability company, as successor to Cognis Corporation, recorded August 29, 2016 in Deed Book 9141 at Page 882 et seq.

(continued)

EXCEPTIONS

AS TO TRACTS ONE, TWO and THREE:

Note: Termination of prior Deed Notice (Deed Book 9048 at Page 33) was recorded on August 29, 2016 in Deed Book 9141 Page 864 et seq. (as to Tracts II and III);

Note: Termination of prior Deed Notice (Deed Book 5065 at Page 26) was recorded on August 29, 2016 in Deed Book 9141 Page 873 et seq. (as to Tract I).

14. Facts depicted on "Plan of Survey for Block 103 Lots 7 - 26, Block 107 Lot 1, Block 113 Lot 1 located in City of Hoboken, Hudson County, New Jersey" by Robert Ent, Jr., P.L.S. for Engineering & Land Planning Associates, Inc. dated January 28, 2015, and Filed Maps 06-10 and 3948. Note: Copies of maps 06-10 and 3948 have been ordered, not yet received.
15. Subsurface conditions affecting the premises herein described which are not disclosed by an instrument of record.
16. Rights of utility companies to use the property along the road or for the purpose of serving the property.
17. Rights of tenants, lessees or parties in possession.

End of Schedule B-Section II

9543

DEED - BARGAIN AND SALE (Covenant as to Grantor's Acts)
Plain Language

DEED

Prepared by: (Print signer's name below signature)
Evan S. Glanz
Evan S. Glanz, Esq.

This Deed is made as of October 25th, 2001,

BETWEEN

HENKEL CORPORATION, a corporation of the state of Delaware having its principal office at 2200 Renaissance Boulevard, The Triad Building, Suite 200, Gulph Mills, Pennsylvania 19406, referred to as the Grantor,

011370
RECEIVED
AND
RECORDED

AND

COGNIS CORPORATION, a Delaware corporation, whose address is 5051 Estecreek Drive, Cincinnati, Ohio 45232, referred to as the Grantee.

The word "Grantee" shall mean all Grantees listed above.

Transfer of Ownership. The Grantor grants and conveys (transfers ownership of) the property described below to the Grantee. This transfer is made for the sum of FIVE MILLION TWO HUNDRED AND FIFTY DOLLARS (\$5,250,000.00). The Grantor acknowledges receipt of this money.

01 OCT 29 AM 9:19
RECORDED
HUDSON COUNTY
REGISTER OF DEEDS

Tax Map Reference. (N.J.S.A. 46:15-1.1) Municipality of Hoboken, State of New Jersey, Block No. 103, Lot No. 7, Block No. 107, Lot 1, and Block No. 113, Lot 1 Account No.

No property tax identification number is available on the date of this Deed. (check box if applicable)

Property. The property consists of the land and all the buildings and structures on the land in the City of Hoboken, County of Hudson and State of New Jersey (the "Property"). The legal Description is:

SEE SCHEDULE A ANNEXED HERETO AND MADE A PART HEREOF

Being the same premises conveyed to Grantor herein by deed from Henkel Corporation dated April 21, 1995 and recorded April 27, 1995 in Deed Book 4854, page 1 (title originally vested in Henkel Corporation by deed from Henkel Corporation, successor in interest to Standard Chemical Products, Inc., Standard-Madison Properties, Inc. and Henkel, Inc. dated August 31, 1990 and recorded September 11, 1990 in Deed Book 4328, page 208).

This conveyance is subject to the use, restriction and conditions of the Declaration of Environmental Restrictions as set forth in Deed Book 5065, page 26, affecting Lot 7, Block 103, City of Hoboken, New Jersey. The provisions of the above paragraph shall be binding upon Grantee, its successors and assigns and shall run with the land.

Tract I, Term in DB 9141-873, see new Deed Notice in DB 9141-882 for all three tracts.

A COPY OF THIS DEED HAS BEEN SENT TO ASSESSOR'S OFFICE

Consideration : \$ 5250000.00 Exempt Code: S

County	State	N.P.N.R.F	Total
5255.25	13119.75	7650.00	26025.00
fee3	Date: 10/29/2001		

#328992 v1
035733-12864

BK5888PG308

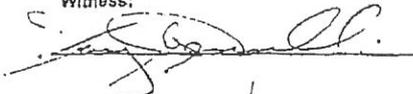
10/29/01

Promises by Grantor. The Grantor promises that the Grantor has done no act to encumber the property. This promise is called a "covenant as to grantor's acts" (N.J.S.A. 46:4-6). This promise means that the Grantor has not allowed anyone else to obtain any legal rights which affect the property except as set forth in Grantor's Affidavit of Title (such as by making a mortgage or allowing a judgment to be entered against the Grantor).

Signatures. This Deed is signed by the Grantor's proper corporate officers as of the date at the top of the first page.

HENKEL CORPORATION, a Delaware corporation

Witness:


Christine W. Schumacher

By:


Name: John E. Knudson
Title: President and Chief Financial and Administrative Officer

COMMONWEALTH OF Pennsylvania, COUNTY OF Montgomery
I CERTIFY that on October 25th, 2001,

John E. Knudson personally came before me and stated under oath to my satisfaction that:

- (a) this person was the maker of the attached deed;
- (b) this deed was signed by John E. Knudson who is President and Chief Financial and Administrative Officer of Henkel Corporation, a Delaware corporation, the entity named in this deed, and was fully authorized to and did execute this deed on its behalf as its voluntary act and deed;
- (c) this deed was made for \$5,250,000.00 as the full and actual consideration paid or to be paid for the transfer of title. (Such consideration is defined in N.J.S.A. 46:15-5); and.

Signed and sworn to before me on
October 25th, 2001


Notary Public

Notarial Seal
Dianna A. Stone, Notary Public
Upper Merion Twp., Montgomery County
My Commission Expires Feb. 17, 2005
Member, Pennsylvania Association of Notaries

#329392 v1
035733-12864

BK5888PG309

DEED

Dated: October 25th, 2001

HENKEL CORPORATION, a Delaware
corporation,

Grantor,

TO

COGNIS CORPORATION, a Delaware
corporation,

Grantee.

Record and return to:

Gregory Gaglione, Esq.
Henkel Corporation
Law Department
2200 Renaissance Blvd.
Suite 200
Gulph Mills, PA 19406

GG

#329392 v1
035733-12864

BK5888PG310

New Jersey Business Gateway
Business Entity Information and Records Service
Business Id : 0600378041

Status Report For: COGNIS USA LLC
Report Date: 10/17/2016
Confirmation Number: 6291986214

IDENTIFICATION NUMBER, ENTITY TYPE AND STATUS INFORMATION

Business ID Number: 0600378041
Business Type: FOREIGN LIMITED LIABILITY COMPANY
Status: ACTIVE
Original Filing Date: 09/14/2011
Stock Amount: N/A
Home Jurisdiction: DE
Status Change Date: 12-03-2015

REVOCATION/SUSPENSION INFORMATION

DOR Suspension Start Date: 04-16-2014
DOR Suspension End Date: 12-03-2015
Tax Suspension Start Date: N/A
Tax Suspension End Date: N/A

ANNUAL REPORT INFORMATION

Annual Report Month: SEPTEMBER
Last Annual Report Filed: 09/25/2016
Year: 2016

AGENT/SERVICE OF PROCESS (SOP) INFORMATION

Agent: THE CORPORATION TRUST COMPANY
Agent/SOP Address: 820 BEAR TAVERN ROAD ,WEST TRENTON,NJ,08628
Address Status: DELIVERABLE
Main Business Address: 100 PARK AVENUE,FLORHAM PARK,NJ,07932
Principal Business Address: 100 PARK AVENUE,FLORHAM PARK,NJ,07932

ASSOCIATED NAMES

Associated Name: N/A
Type: N/A

New Jersey Business Gateway
Business Entity Information and Records Service
Business Id : 0600378041

PRINCIPALS

Following are the most recently reported officers/directors (corporations), managers/members/managing members (LLCs), general partners (LPs), trustees/officers (non-profits).

Title:	PRESIDENT
Name:	TERESSA SZELEST,
Address:	100 PARK AVENUE , FLORHAM PARK, NJ 07932
Title:	SECRETARY
Name:	KAREN G KILLEEN,
Address:	100 PARK AVENUE , FLORHAM PARK, NJ 07932
Title:	TREASURER
Name:	ANTHONY S GERMINARIO,
Address:	100 PARK AVENUE , FLORHAM PARK, NJ 07932
Title:	VICE PRESIDENT
Name:	ROBERT E MALONE,
Address:	100 PARK AVENUE , FLORHAM PARK, NJ 07932

FILING HISTORY -- CORPORATIONS, LIMITED LIABILITY COMPANIES, LIMITED PARTNERSHIPS AND LIMITED LIABILITY PARTNERSHIPS

To order copies of any of the filings below, return to the service page, <https://www.njportal.com/DOR/businessrecords/> and follow the instructions for obtaining copies. Please note that trade names are filed initially with the County Clerk(s) and are not available through this service. Contact the Division for instructions on how to order Trade Mark documents.

Charter Documents for Corporations, LLCs, LPs and LLPs

Original Filing 2011
(Certificate)Date:

Changes and Amendments to the Original Certificate:

Filing Type	Year Filed
REVOKED FOR FAILURE TO	2014
PAY ANNUAL REPORTS	

New Jersey Business Gateway
Business Entity Information and Records Service
Business Id : 0600378041

REINSTATED (ANNUAL REPORTS)	2015
Annual Report Filing with address change	2015
Annual Report filing with officer/member change	2015
Annual Report filing with officer/member change	2016

Note:

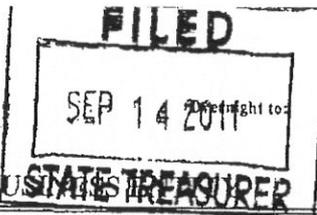
Copies of some of the charter documents above, particularly those filed before August 1988 and recently filed documents (filed less than 20 work days from the current date), may not be available for online download.

- For older filings, contact the Division for instructions on how to order.
- For recent filings, allow 20 work days from the estimated filing date, revisit the service center at <https://www.njportal.com/DOR/businessrecords/> periodically, search for the business again and build a current list of its filings. Repeat this procedure until the document shows on the list of documents available for download.

The Division cannot provide information on filing requests that are in process. Only officially filed documents are available for download.

Mail to: PO Box 308
Trenton, NJ 08646

STATE OF NEW JERSEY
DIVISION OF REVENUE



33 West State St.
5th Floor
Trenton, NJ 08608-1214

"FEE REQUIRED" PUBLIC RECORDS FILING FOR NEW BUSINESS

Fill out all information below INCLUDING INFORMATION FOR ITEM 11, and sign in the space provided. Please note that once filed, this form constitutes your original certificate of incorporation/formation/registration/authority, and the information contained in the filed form is considered public. Refer to the instructions for delivery/return options, filing fees and field-by-field requirements. Remember to remit the appropriate fee amount. Use attachments if more space is required for any field, or if you wish to add articles for the public record.

1. Business Name: Cognis USA LLC

0600378041

2. Type of Business Entity: F L C
(See Instructions for Codes, Page 21, Item 2)

3. Business Purpose: mfr, dist. & sale of Chemicals
(See Instructions, Page 22, Item 3)

4. Stock (Domestic Corporations only; LLCs and Non-Profit leave blank):

5. Duration (If Indefinite or Perpetual, leave blank):

6. State of Formation/Incorporation (Foreign Entities Only):
Delaware

7. Date of Formation/Incorporation (Foreign Entities Only):
September 8, 1999

8. Contact Information:

Registered Agent Name: The Corporation Trust Company

Registered Office:

(Must be a New Jersey street address)

Street 820 Bear Tavern Road

City West Trenton

Zip 08628

Main Business or Principal Business Address:

Street 100 Campus Drive

City Florham Park

State NJ

Zip 07932

9. Management (Domestic Corporations and Limited Partnerships Only)

- For-Profit and Professional Corporations list initial Board of Directors, minimum of 1;
- Domestic Non-Profits list Board of Trustees, minimum of 3;
- Limited Partnerships list all General Partners.

Name	Street Address	City	State	Zip

The signatures below certify that the business entity has complied with all applicable filing requirements pursuant to the laws of the State of New Jersey.

10. Incorporators (Domestic Corporations Only, minimum of 1)

Name	Street Address	City	State	Zip

Signature(s) for the Public Record (See instructions for Information on Signature Requirements)

Signature	Name	Title	Date
	<u>Keith H. Ansbacher</u>	<u>Assistant Secretary</u>	<u>9/7/11</u>

Delaware

The First State

Page 1

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "COGNIS USA LLC" IS DULY FORMED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE TWENTY-SIXTH DAY OF APRIL, A.D. 2016.

AND I DO HEREBY FURTHER CERTIFY THAT THE SAID "COGNIS USA LLC" WAS FORMED ON THE EIGHTH DAY OF SEPTEMBER, A.D. 1999.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL TAXES HAVE NOT BEEN ASSESSED TO DATE.



3094222 8300

SR# 20162564299

You may verify this certificate online at corp.delaware.gov/authver.shtml

A handwritten signature in black ink, appearing to read "JBULLOCK", is written over a horizontal line. Below the line, the text "Jeffrey W. Bullock, Secretary of State" is printed.

Authentication: 202210059

Date: 04-26-16

New Jersey Business Gateway
Business Entity Information and Records Service
Business Id : 0100802641

Status Report For: COGNIS CORPORATION
Report Date: 11/6/2015
Confirmation Number: 5310753277

IDENTIFICATION NUMBER, ENTITY TYPE AND STATUS INFORMATION

Business ID Number: 0100802641
Business Type: FOREIGN PROFIT CORPORATION
Status: WITHDRAWAL
Original Filing Date: 12/30/1999
Stock Amount: N/A
Home Jurisdiction: DE
Status Change Date: 11-14-2011

REVOCATION/SUSPENSION INFORMATION

DOR Suspension Start Date: N/A
DOR Suspension End Date: N/A
Tax Suspension Start Date: N/A
Tax Suspension End Date: N/A

ANNUAL REPORT INFORMATION

Annual Report Month: JANUARY
Last Annual Report Filed: 12/16/2011
Year: 2012

AGENT/SERVICE OF PROCESS (SOP) INFORMATION

Agent: THE CORPORATION TRUST COMPANY
Agent/SOP Address: 820 BEAR TAVERN ROAD ,WEST TRENTON,NJ,08628
Address Status: DELIVERABLE
Main Business Address: 5051 ESTERCREEK DRIVE,CINCINATI,OH,45232
Principal Business Address: 1201 MADISON,HOBOKEN,NJ,07030

ASSOCIATED NAMES

Associated Name: N/A
Type: N/A

New Jersey Business Gateway
Business Entity Information and Records Service
Business Id : 0100802641

PRINCIPALS

Following are the most recently reported officers/directors (corporations), managers/members/managing members (LLCs), general partners (LPs), trustees/officers (non-profits).

Title:	PRESIDENT
Name:	ALLEN, PAUL
Address:	5051 ESTECREEK DRIVE ,CINCINNATI,OH 45232 1446
Title:	VICE PRESIDENT
Name:	PFLUM, GREGORY
Address:	5051 ESTECREEK DRIVE ,CINCINNATI,OH 45232 1446
Title:	TREASURER
Name:	SUENDERMANN, RALF
Address:	5051 ESTECREEK ,CINCINNATI,OH 45232 1446
Title:	SECRETARY
Name:	ROSADO, RAUL
Address:	5051 ESTECREEK ,CINCINNATI,OH 45232 1446
Title:	VICE PRESIDENT
Name:	BUENGEL, DIRK
Address:	300 BROOKSIDE AVENUE ,AMBLER, PA 19002
Title:	VICE PRESIDENT
Name:	ECKERT, DAVID
Address:	5051 ESTECREEK DRIVE ,CINCINNATI,OH 45232 1446
Title:	OTHER
Name:	NOVAK, RICHARD
Address:	5051 ESTECREEK DRIVE ,CINCINNATI,OH 45232 1446
Title:	VICE PRESIDENT
Name:	TOOMEY, CHRISTOPHER
Address:	5051 ESTECREEK DRIVE ,CINCINNATI,OH 45232 1446

FILING HISTORY -- CORPORATIONS, LIMITED LIABILITY COMPANIES, LIMITED PARTNERSHIPS AND LIMITED LIABILITY PARTNERSHIPS

To order copies of any of the filings below, return to the service page, <https://www.njportal.com/DOR/businessrecords/> and follow the instructions for obtaining copies. Please note that trade names are filed initially with the County Clerk(s) and

New Jersey Business Gateway
Business Entity Information and Records Service
Business Id : 0100802641

are not available through this service. Contact the Division for instructions on how to order Trade Mark documents.

Charter Documents for Corporations, LLCs, LPs and LLPs

Original Filing 1999
(Certificate)Date:

Changes and Amendments to the Original Certificate:

Filing Type	Year Filed
CORRECTION	2000
Withdrawn	2012
DISSOLUTION/WITHDRAWAL	2011
PROCEEDINGS PENDING	

Note:

Copies of some of the charter documents above, particularly those filed before August 1988 and recently filed documents (filed less than 20 work days from the current date), may not be available for online download.

- For older filings, contact the Division for instructions on how to order.
- For recent filings, allow 20 work days from the estimated filing date, revisit the service center at <https://www.njportal.com/DOR/businessrecords/> periodically, search for the business again and build a current list of its filings. Repeat this procedure until the document shows on the list of documents available for download.

The Division cannot provide information on filing requests that are in process. Only officially filed documents are available for download.



NEW JERSEY SUPERIOR COURT,
UNITED STATES DISTRICT COURT AND
UNITED STATES BANKRUPTCY COURT

963-6114-20

RE: 12002

CERTIFIED TO:

LANDMARK TITLE AGENCY INC
220 KINDERKAMACK RD STE E2
WESTWOOD NJ 07675

SIGNATURE INFORMATION SOLUTIONS LLC HEREBY CERTIFIES THAT IT HAS SEARCHED THE INDEX OF THE CIVIL JUDGMENT AND ORDER DOCKET OF THE SUPERIOR COURT OF NEW JERSEY, THE INDEX OF THE UNITED STATES DISTRICT COURT FOR THE DISTRICT OF NEW JERSEY, AND THE INDEX OF THE UNITED STATES BANKRUPTCY COURT FOR THE DISTRICT OF NEW JERSEY AND DOES NOT FIND REMAINING UNSATISFIED OF RECORD IN ANY OF THESE COURTS A JUDGMENT OR OTHER DOCKETED RECORD REFERRED TO BY THE RESPECTIVE INDICES WHICH CONSTITUTES A GENERAL LIEN ON REAL PROPERTY IN NEW JERSEY, NOR ANY CERCLA LIEN ON SPECIFIC REAL PROPERTY WITHIN NEW JERSEY NOR ANY PETITION COMMENCING PROCEEDINGS IN BANKRUPTCY EXCEPT AS BELOW SET FORTH AGAINST:

	FROM	TO
COGNIS USA LLC (Entity)	10-12-1996	10-12-2016
*** With Judgments ***		

(SEE ATTACHED 1 PAGE)

=CLEAR SEARCH=

DATED 10-12-2016
TIME 08:45 AM

FEES: \$ 8.00
TAX: \$ 0.00
TOTAL:\$ 8.00

RN16-288-05219 288 1044288 01

CHARLES JONES SEARCH
PROVIDED BY
SIGNATURE INFORMATION SOLUTIONS
P.O. BOX 8488
TRENTON, NJ 08650

RN16-288-05219
963-6114-20

RE: 12002

1

SUPERIOR COURT OF NEW JERSEY

JUDGMENT NUMBER: DJ-123029-2015
DATE DOCKETED: 07/22/15
TYPE OF ACTION: CERTIF OF DEBT
VENUE: MERCER

DEBT: \$ 13,009.35

CREDITOR(S) :

DIV OF EMPLOYER ACCOUNTS
ATTORNEY: PRO SE

DEBTOR(S) :

COGNISCO USA INC
425 PARK AV, NEW YORK, NY 10022
ATTORNEY: PRO SE

FOR INFO ON THIS JUDGMENT CALL DOL : 609-292-2292-----

*** End of Abstract ***

**OMIT - not same
entity as seller.**

Charles Jones
Established 1911



NEW JERSEY SUPERIOR COURT,
UNITED STATES DISTRICT COURT AND
UNITED STATES BANKRUPTCY COURT

963-6114-20

RE: 12002

CERTIFIED TO:

LANDMARK TITLE AGENCY INC
220 KINDERKAMACK RD STE E2
WESTWOOD NJ 07675

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	FROM	TO
BASF CORPORATION (Entity) *** Name is CLEAR ***	10-13-1996	10-13-2016

DATED 10-13-2016
TIME 08:45 AM

FEES: \$ 8.00
TAX: \$ 0.00
TOTAL: \$ 8.00

RN16-291-02049 291 0636291 01

CHARLES JONES SEARCH
PROVIDED BY
SIGNATURE INFORMATION SOLUTIONS
P.O. BOX 8488
TRENTON, NJ 08650



NEW JERSEY SUPERIOR COURT,
UNITED STATES DISTRICT COURT AND
UNITED STATES BANKRUPTCY COURT

963-6114-20

RE: 12002

CERTIFIED TO:

LANDMARK TITLE AGENCY INC
220 KINDERKAMACK RD STE E2
WESTWOOD NJ 07675

SIGNATURE INFORMATION SOLUTIONS LLC HEREBY CERTIFIES THAT IT HAS SEARCHED THE INDEX OF THE CIVIL JUDGMENT AND ORDER DOCKET OF THE SUPERIOR COURT OF NEW JERSEY, THE INDEX OF THE UNITED STATES DISTRICT COURT FOR THE DISTRICT OF NEW JERSEY, AND THE INDEX OF THE UNITED STATES BANKRUPTCY COURT FOR THE DISTRICT OF NEW JERSEY AND DOES NOT FIND REMAINING UNSATISFIED OF RECORD IN ANY OF THESE COURTS A JUDGMENT OR OTHER DOCKETED RECORD REFERRED TO BY THE RESPECTIVE INDICES WHICH CONSTITUTES A GENERAL LIEN ON REAL PROPERTY IN NEW JERSEY, NOR ANY CERCLA LIEN ON SPECIFIC REAL PROPERTY WITHIN NEW JERSEY NOR ANY PETITION COMMENCING PROCEEDINGS IN BANKRUPTCY EXCEPT AS BELOW SET FORTH AGAINST:

	FROM	TO
HENKEL CORPORATION (Entity)	10-13-1996	10-30-2001
*** Name is CLEAR ***		

DATED 10-13-2016
TIME 08:45 AM

FEES: \$ 8.00
TAX: \$ 0.00
TOTAL: \$ 8.00

RN16-291-01990 291 0627291 01

CHARLES JONES SEARCH
PROVIDED BY
SIGNATURE INFORMATION SOLUTIONS
P.O. BOX 8488
TRENTON, NJ 08650



TRACT ONE

Title #: 12002 Order #: MT-281-5540368

AMEND

NEW JERSEY TAX & ASSESSMENT SEARCH

For: LANDMARK TITLE AGENCY INC

BLOCK : 103 ASSESSED OWNER : COGNIS CORP/BASF CORP.
LOT : 7 BILLING ADDRESS : 100 PARK AVE ATT TAX DEPT FLORHAM PK NJ 07932
QUAL : LOT ADDRESS : 1113-1131 MADISON ST
XLOT : L8-26 HUDSON : HOBOKEN CITY (201) 420-2083
(MUNI CODE: 0905) 94 WASHINGTON STREET HOBOKEN NJ 07030

CITY OF HOBOKEN WILL NOT ACCEPT PAYMENTS WITHOUT ORIGINAL BILL.

INFORMATION : C.O. REQUIRED ON NEW CONSTRUCTION
(FOR RESALE) SMOKE DETECTOR INSPECTION REQUIRED AS PER NJAC 5:70-4.19
CALL (201) 420-2268 FOR INSPECTION
INSPECTION FEE 25

ASSESSOR'S CODE : 4B - INDUSTRIAL (NOT TO BE USED FOR DETERMINING NJ MANSION TAX)

APX. LOT SIZE : 50,000 SQ SF

ASSESSED VALUES : LAND : \$708,900 IMP. : \$0 TOT. : \$708,900

TAX RATE : \$1.551 PER \$100 OF ASSESSED VALUE

TAX EXEMPTIONS : NONE

2015 TAXES : \$10,612.23 PAID IN FULL; YEAR BREAKDOWN: QTR 1: \$2,530.78; QTR 2:
\$2,530.77; QTR 3: \$2,775.34; QTR 4: \$2,775.34.

-2016 - DUE DATE :

QTR1 - 02/01 : \$2,653.06 PAID

QTR2 - 05/01 : \$2,653.06 PAID

QTR3 - 08/01 : \$2,844.46 PAID

QTR4 - 11/01 : \$2,844.46 OPEN

-2017 - DUE DATE :

QTR1 - 02/01 : \$2,748.76 OPEN

QTR2 - 05/01 : \$2,748.76 OPEN

ADDED ASSESSMENTS : NONE

WATER ACCOUNT # : SUEZ 69 DEVOE PL. HACKENSACK,NJ 07601 800-422-5987 UNIMPROVED. IF
PREMISES IS IMPROVED UTILITY CHARGES ARE A LIEN.

SEWER ACCOUNT # : NORTH HUDSON SEWER AUTH. 1600 ADAMS ST. HOBOKEN,NJ 07030 201-963-6043
UNIMPROVED. IF PREMISES IS IMPROVED UTILITY CHARGES ARE A LIEN.

CONFIRMED ASSESSMENTS : NONE

LIENS : NONE

Certificate as to current status of pending (unconfirmed) assessments:

ORDINANCE #: NONE

TYPE OF IMPROVEMENT:

Signature Information Solutions LLC guarantees that the above information accurately reflects
the contents of the public record as of 10/07/2016

REPORT FEE: \$30.00



TRACT TWO

Title #: 12002 Order #: MT-281-5540413

AMEND

NEW JERSEY TAX & ASSESSMENT SEARCH

For: LANDMARK TITLE AGENCY INC

BLOCK : 107 ASSESSED OWNER : COGNIS CORP/BASF CORP
 LOT : 1 BILLING ADDRESS : 100 PARK AVE ATT:TAX DEPT FLORHAM PK, NJ 07932
 QUAL : LOT ADDRESS : 1201 MADISON/1200 ADAMS
 XLOT : HUDSON : HOBOKEN CITY (201) 420-2083
 (MUNI CODE: 0905) 94 WASHINGTON STREET HOBOKEN NJ 07030

CITY OF HOBOKEN WILL NOT ACCEPT PAYMENTS WITHOUT ORIGINAL BILL.

INFORMATION : C.O. REQUIRED ON NEW CONSTRUCTION
 (FOR RESALE) SMOKE DETECTOR INSPECTION REQUIRED AS PER NJAC 5:70-4.19
 CALL (201) 420-2268 FOR INSPECTION
 INSPECTION FEE 25

ASSESSOR'S CODE : 1 - VACANT LAND (NOT TO BE USED FOR DETERMINING NJ MANSION TAX)

APX. LOT SIZE : 186,000 SF

ASSESSED VALUES : LAND : \$2,636,100 IMP. : \$0 TOT. : \$2,636,100

TAX RATE : \$1.551 PER \$100 OF ASSESSED VALUE

TAX EXEMPTIONS : NONE

2015 TAXES : \$39,462.42 PAID IN FULL; YEAR BREAKDOWN: QTR 1: \$9,410.88; QTR 2: \$9,410.88; QTR 3: \$10,320.33; QTR 4: \$10,320.33.

-2016 - DUE DATE :

QTR1 - 02/01 : \$9,865.61 PAID

QTR2 - 05/01 : \$9,865.60 PAID

QTR3 - 08/01 : \$10,577.35 PAID

QTR4 - 11/01 : \$10,577.35 OPEN

-2017 - DUE DATE :

QTR1 - 02/01 : \$10,221.48 OPEN

QTR2 - 05/01 : \$10,221.48 OPEN

ADDED ASSESSMENTS : PENDING ADDED/OMITTED ASSESSMENT FROM DATE OF CERTIFICATE OF OCCUPANCY OR ASSESSOR'S INSPECTION OF PROPERTY

WATER ACCOUNT # : SUEZ 69 DEVOE PL. HACKENSACK, NJ 07601 800-422-5987 UNIMPROVED. IF PREMISES IS IMPROVED UTILITY CHARGES ARE A LIEN.

SEWER ACCOUNT # : NORTH HUDSON SEWER AUTH. 1600 ADAMS ST. HOBOKEN, NJ 07030 201-963-6043 UNIMPROVED. IF PREMISES IS IMPROVED UTILITY CHARGES ARE A LIEN.

CONFIRMED ASSESSMENTS : NONE

LIENS : NONE

Certificate as to current status of pending (unconfirmed) assessments:

ORDINANCE #: NONE

TYPE OF IMPROVEMENT:

Signature Information Solutions LLC guarantees that the above information accurately reflects the contents of the public record as of 10/07/2016

REPORT FEE: \$30.00



TRACT THREE

Title #: 12002 Order #: MT-281-5540424

AMEND

NEW JERSEY TAX & ASSESSMENT SEARCH

For: LANDMARK TITLE AGENCY INC

BLOCK : 113 ASSESSED OWNER : COGNIS CORP/BASF CORP
LOT : 1 BILLING ADDRESS : 100 PARK AVE ATT:TAX DEPT FLORHAM PK NJ 07932
QUAL : LOT ADDRESS : 1301-11 JEFFERSON ST
XLOT : HUDSON : HOBOKEN CITY (201) 420-2083
(MUNI CODE: 0905) 94 WASHINGTON STREET HOBOKEN NJ 07030

CITY OF HOBOKEN WILL NOT ACCEPT PAYMENTS WITHOUT ORIGINAL BILL.

INFORMATION : C.O. REQUIRED ON NEW CONSTRUCTION
(FOR RESALE) SMOKE DETECTOR INSPECTION REQUIRED AS PER NJAC 5:70-4.19
CALL (201) 420-2268 FOR INSPECTION
INSPECTION FEE 25

ASSESSOR'S CODE : 1 - VACANT LAND (NOT TO BE USED FOR DETERMINING NJ MANSION TAX)

APX. LOT SIZE : 30,000 SQ FT

ASSESSED VALUES : LAND : \$1,227,400 IMP. : \$0 TOT. : \$1,227,400

TAX RATE : \$1.551 PER \$100 OF ASSESSED VALUE

TAX EXEMPTIONS : NONE

2015 TAXES : \$18,374.18 PAID IN FULL; YEAR BREAKDOWN: QTR 1: \$4,381.82; QTR 2:
\$4,381.82; QTR 3: \$4,805.27; QTR 4: \$4,805.27.

-2016 - DUE DATE :

QTR1 - 02/01 : \$4,593.55 PAID

QTR2 - 05/01 : \$4,593.54 PAID

QTR3 - 08/01 : \$4,924.94 PAID

QTR4 - 11/01 : \$4,924.94 OPEN

-2017 - DUE DATE :

QTR1 - 02/01 : \$4,759.25 OPEN

QTR2 - 05/01 : \$4,759.24 OPEN

ADDED ASSESSMENTS : PENDING ADDED/OMITTED ASSESSMENT FROM DATE OF CERTIFICATE OF
OCCUPANCY OR ASSESSOR'S INSPECTION OF PROPERTY

WATER ACCOUNT # : UNIMPROVED. IF PREMISES IS IMPROVED UTILITY CHARGES ARE A LIEN.

SEWER ACCOUNT # : UNIMPROVED. IF PREMISES IS IMPROVED UTILITY CHARGES ARE A LIEN.

CONFIRMED ASSESSMENTS : NONE

LIENS : NONE

Certificate as to current status of pending (unconfirmed) assessments:

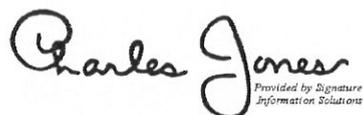
ORDINANCE #: NONE

TYPE OF IMPROVEMENT:

Signature Information Solutions LLC guarantees that the above information accurately reflects
the contents of the public record as of 10/07/2016

REPORT FEE: \$30.00

TRACT ONE



HEREBY ISSUED TO: **TIDELAND SEARCH CERTIFICATE**

ACCOUNT: 963611420

REFERENCE: 12002

LANDMARK TITLE AGENCY INC
220 KINDERKAMACK RD STE E2
WESTWOOD, NJ 07675

SIGNATURE INFORMATION SOLUTIONS LLC CERTIFIES THAT NO PORTION OF THE PROPERTY HEREINAFTER DESIGNATED IS PRESENTLY CLAIMED BY THE STATE OF NEW JERSEY AS AREA NOW OR FORMERLY BELOW MEAN HIGH WATER AS SHOWN ON THE APPLICABLE TIDELANDS MAP PREPARED BY THE OFFICE OF ENVIRONMENTAL ANALYSIS AND APPROVED BY THE TIDELANDS RESOURCE COUNCIL, SUBJECT TO THE RESERVATIONS WHICH APPEAR ON THE ADOPTED MAP AND OVERLAY.

APPLICABLE TIDELANDS MAP

TIDELANDS MAP NUMBER: 693-2172

TIDELANDS MAP DATE: 27-MAY-1982

DESIGNATED PROPERTY

COUNTY: HUDSON

STATE: NEW JERSEY

MUNICIPALITY: CITY OF HOBOKEN

BLOCK: 103

LOT: 7 THRU 26

STREET NUMBER & NAME: 1113-1131 MADISON ST

AS SHOWN ON TAX MAP DATED OR LAST REVISED ON: 01-JAN-2009

SEARCH RESULTS

FINDINGS: UNCLAIMED

NOTE: SEARCH REVISED ON 10/14/2016 TO CORRECT PIQ SHOWN ON MAP. THIS SEARCH SUPERSEDES ANY PRIOR SEARCH.

DATED: 07-OCT-2016

FEE: \$30.00

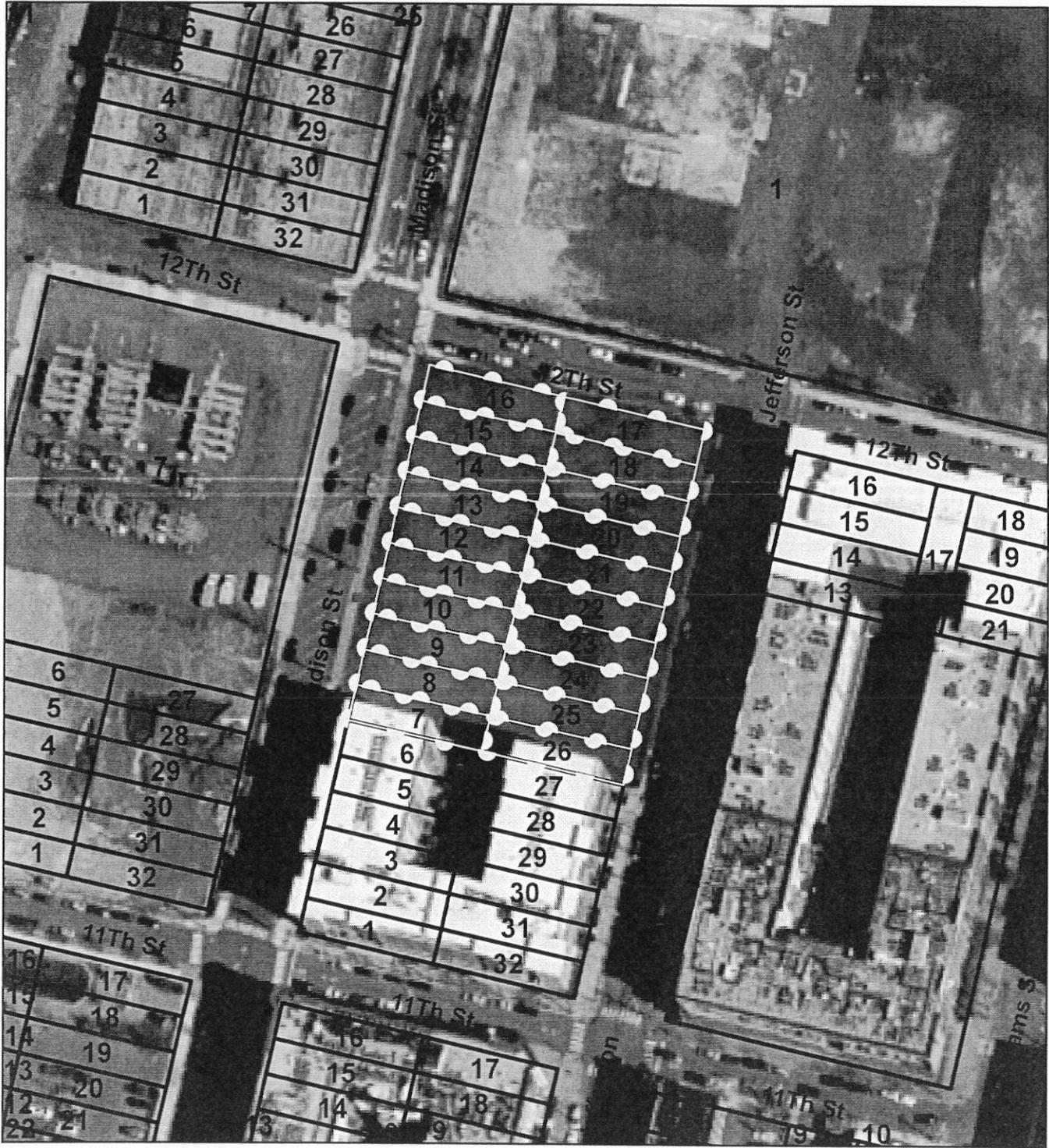
TAX: \$0.00

TOTAL: \$30.00

Signature Information Solutions LLC
has executed this certificate

TD16-281-1535

Tidelands Claim Search



Tidelands Legend

PIQ	Claimed	TimeBarred	Instruments	Gore
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The claim and property lines depicted are a scaled representation and are for informational purposes only. Results are based on the NJ State Tideland Conveyance Maps and are subject to the Tideland Reservation Statement. Signature is not responsible for errors or omissions in the State's data.



TRACT TWO

HEREBY ISSUED TO: **TIDELAND SEARCH CERTIFICATE**

ACCOUNT: 963611420

REFERENCE: 12002

LANDMARK TITLE AGENCY INC
220 KINDERKAMACK RD STE E2
WESTWOOD, NJ 07675

SIGNATURE INFORMATION SOLUTIONS LLC CERTIFIES THAT NO PORTION OF THE PROPERTY HEREINAFTER DESIGNATED IS PRESENTLY CLAIMED BY THE STATE OF NEW JERSEY AS AREA NOW OR FORMERLY BELOW MEAN HIGH WATER AS SHOWN ON THE APPLICABLE TIDELANDS MAP PREPARED BY THE OFFICE OF ENVIRONMENTAL ANALYSIS AND APPROVED BY THE TIDELANDS RESOURCE COUNCIL, SUBJECT TO THE RESERVATIONS WHICH APPEAR ON THE ADOPTED MAP AND OVERLAY.

APPLICABLE TIDELANDS MAP

TIDELANDS MAP NUMBER: 693-2172 & 700-2172 - 13-JUN-73

TIDELANDS MAP DATE: 27-MAY-1982

DESIGNATED PROPERTY

COUNTY: HUDSON

STATE: NEW JERSEY

MUNICIPALITY: CITY OF HOBOKEN

BLOCK: 107

LOT: 1

STREET NUMBER & NAME: 1201 MADISON/1200 ADAMS

AS SHOWN ON TAX MAP DATED OR LAST REVISED ON: 01-JAN-2009

SEARCH RESULTS

FINDINGS: UNCLAIMED

DATED: 07-OCT-2016

FEE: \$30.00

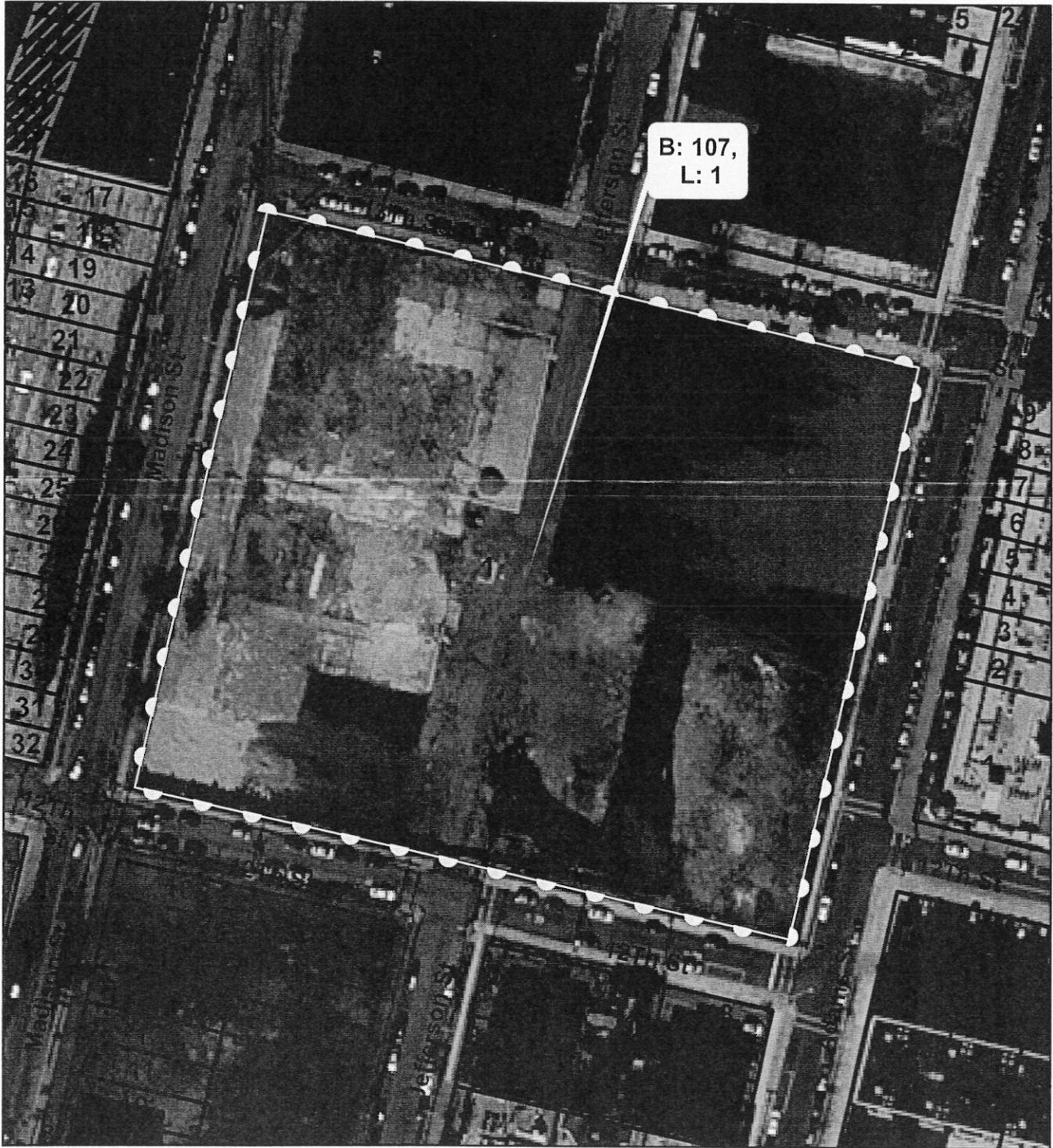
TAX: \$0.00

TOTAL: \$30.00

Signature Information Solutions LLC
has executed this certificate

TD16-281-1555

Tidelands Claim Search



0 100 200 400 Feet



The claim and property lines depicted are a scaled representation and are for informational purposes only. Results are based on the NJ State Tideland Conveyance Maps and are subject to the Tideland Reservation Statement. Signature is not responsible for errors or omissions in the State's data.



TRACT THREE

HEREBY ISSUED TO: TIDELAND SEARCH CERTIFICATE

ACCOUNT: 963611420

REFERENCE: 12002

**LANDMARK TITLE AGENCY INC
220 KINDERKAMACK RD STE E2
WESTWOOD, NJ 07675**

SIGNATURE INFORMATION SOLUTIONS LLC CERTIFIES THAT NO PORTION OF THE PROPERTY HEREINAFTER DESIGNATED IS PRESENTLY CLAIMED BY THE STATE OF NEW JERSEY AS AREA NOW OR FORMERLY BELOW MEAN HIGH WATER AS SHOWN ON THE APPLICABLE TIDELANDS MAP PREPARED BY THE OFFICE OF ENVIRONMENTAL ANALYSIS AND APPROVED BY THE TIDELANDS RESOURCE COUNCIL, SUBJECT TO THE RESERVATIONS WHICH APPEAR ON THE ADOPTED MAP AND OVERLAY.

APPLICABLE TIDELANDS MAP

TIDELANDS MAP NUMBER: 693-2172 & 700-2172 - 13-JUN-73

TIDELANDS MAP DATE: 27-MAY-1982

DESIGNATED PROPERTY

COUNTY: HUDSON

STATE: NEW JERSEY

MUNICIPALITY: CITY OF HOBOKEN

BLOCK: 113

LOT: 1

STREET NUMBER & NAME: 1301-11 JEFFERSON ST

AS SHOWN ON TAX MAP DATED OR LAST REVISED ON: 01-JAN-2009

SEARCH RESULTS

FINDINGS: UNCLAIMED

DATED: 07-OCT-2016

FEE: \$30.00

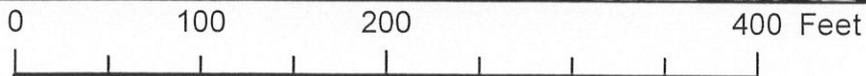
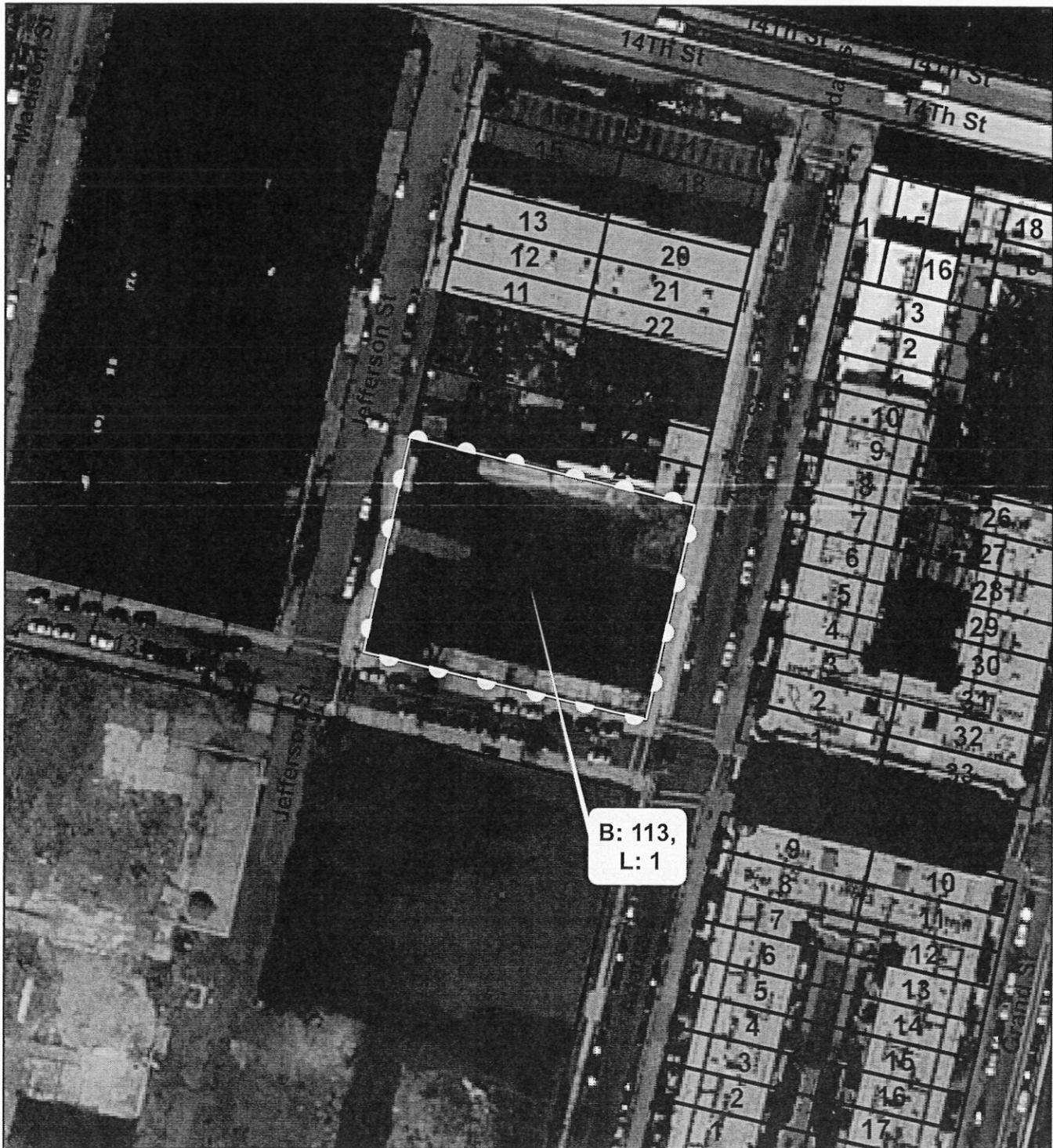
TAX: \$0.00

TOTAL: \$30.00

**Signature Information Solutions LLC
has executed this certificate**

TD16-281-1557

Tidelands Claim Search



Tidelands Legend									
	PIQ		Claimed		TimeBarred		Instruments		Gore

The claim and property lines depicted are a scaled representation and are for informational purposes only. Results are based on the NJ State Tideland Conveyance Maps and are subject to the Tideland Reservation Statement. Signature is not responsible for errors or omissions in the State's data.

Doc Stamps
\$ NIL
Assessors 1

That STANDARD CHEMICAL PRODUCTS, INC., a corporation of the State of New Jersey, having its principal office located at 1301 Jefferson Street, in the City of Hoboken, County of Hudson, and State of New Jersey, for and in consideration of the sum of One (\$1.00) Dollar, and other good and valuable consideration to it in hand paid by the MAYOR AND COUNCIL OF THE CITY OF HOBOKEN, a municipal corporation of the State of New Jersey, receipt of which is acknowledged, and in further consideration of the adoption and passage of an Ordinance vacating that portion of Jefferson Street between the Northerly Line of Twelfth Street and the Southerly Line of Thirteenth Street, more particularly described hereinafter, does hereby give and grant to the said Mayor and Council of the City of Hoboken the right to maintain the existing public utilities new laid in the premises hereinafter described and the right to construct, reconstruct and perpetually maintain the existing public utilities now laid in the premises herein described, to wit:

BEGINNING at a point formed by the intersection of the Southerly Line of Thirteenth Street with the Easterly Line of Jefferson Street and running thence (1) Southerly and along the Easterly Line of Jefferson Street two hundred (200.0') feet; thence (2) Westerly and parallel with the Southerly line of Thirteenth Street thirty-two and one-half (32 1/2) feet to the center line of Jefferson Street, said course being the dividing line of lots 8 and 9 in city Block 108 extended Westerly to the center line of Jefferson Street; thence (3) Northerly and along the center line of Jefferson Street two hundred (200.0') feet to the Southerly Line of Thirteenth Street; thence, (4) Easterly and along the Southerly Line of Thirteenth Street thirty two and one-half (32, 1/2) feet to the point of beginning.

To have and to hold the same perpetually to the Mayor and Council of the City of Hoboken and its successors, together with the rights and privileges at any and all times to enter said premises, or any

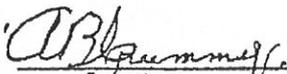
1725
RECEIVED
JUN 14 10 52 AM '12
Hudson County Register

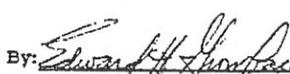
part thereof, for the purpose of constructing, reconstructing and maintaining said public utilities and for making connections therewith, all upon the conditions that the Mayor and Council of the City of Hoboken, a municipal corporation of the State of New Jersey, will at all times after doing any work in connection with the construction, reconstruction or repair or maintenance of said utilities, restore said premises to the condition in which the same were found before such work was undertaken and that in the use of said rights and privileges herein granted the Mayor and Council of the City of Hoboken, a municipal corporation, will not create a nuisance or do any act that will be detrimental to said premises.

IN WITNESS WHEREOF, the said grantor, Standard Chemical Products, Inc., has caused this instrument to be signed by its President, and attested by its Secretary, and the corporate seal of said corporation to be hereto affixed on this 20th day of February, 1962.

ATTEST:

STANDARD CHEMICAL PRODUCTS, INC.


Secretary

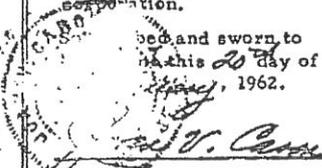
By: 
President



STATE OF NEW JERSEY)
COUNTY OF HUDSON) SS.:

BE IT REMEMBERED, that on this 20th day of February in the year One Thousand Nine Hundred and Sixty Two before me, the subscriber, a ~~notary public~~ personally appeared Andrew B. Crummy who, being by me duly sworn on his oath, doth depose and make proof to my satisfaction, that he is the Secretary of Standard Chemical Products, Inc. the corporation named in the within instrument; that Edward H. Grombacher is the President of said corporation; that the execution, as well as the making of this instrument, has been duly authorized by a proper resolution of the board of directors of said corporation; that deponent well knows the corporate seal of said corporation; and the seal affixed to said instrument is such corporate seal and was thereto affixed and said instrument signed and delivered by said President, as and for his voluntary act and deed and as and for the voluntary act and deed of said corporation.

10002905 - 100 916


Joan V. Caron

JOAN V. CARON
NOTARY PUBLIC OF NEW JERSEY
My commission expires Nov. 3, 1955


Andrew B. Crummy, Secretary

4
D E D 814 876 \$000565M3

STANDARD CHEMICAL PRODUCTS, INC., a corporation of the State of New Jersey,

3104

TO 1925

THE MAYOR AND COUNCIL OF THE CITY OF HOBOKEN, a municipal corporation of the State of New Jersey

DATED: February 20, 1962

RECEIVED in the Office of the County of Hoboken, New Jersey, on the 19th day of February, 1962, at _____ o'clock in the _____ noon and Recorded in Book _____ of DEEDS for said County, on page _____

RECORD AND RETURN TO:

Robert F. Mc Alevy, Jr.,
City Attorney
City Hall
Hoboken, New Jersey



TRACT TWO

Stamp
NIL
Assessors /

That STANDARD-MADISON PROPERTIES, INC., a corporation of the State of New Jersey, having its principal office located at 1301 Jefferson Street, in the City of Hoboken, County of Hudson, and State of New Jersey, for and in consideration of the sum of One (\$1.00) Dollar, and other good and valuable consideration to it in hand paid by the MAYOR AND COUNCIL OF THE CITY OF HOBOKEN, a municipal corporation of the State of New Jersey, receipt of which is acknowledged, and in further consideration of the adoption and passage of an Ordinance vacating that portion of Jefferson Street between the Northerly Line of Twelfth Street and the Southerly Line of Thirteenth Street, more particularly described hereinafter, does hereby give and grant to the said Mayor and Council of the City of Hoboken the right to maintain the existing public utilities now laid in the premises hereinafter described and the right to construct, reconstruct and perpetually maintain the existing public utilities now laid in the premises herein described, to wit:

RECEIVED
JUN 14 10 03 AM '52
1926

Hudson City
REGISTER

BEGINNING at a point formed by the intersection of the Northerly Line of Twelfth Street with the Westerly Line of Jefferson Street and running thence (1) Northerly and along the Westerly Line of Jefferson Street four hundred (400, 0') feet to the Southerly Line of Thirteenth Street, thence (2) Easterly and along said Northerly Line of Thirteenth Street thirty-two and one-half (32 1/2) feet to the center line of Jefferson Street; thence (3) Southerly and along the said center line of Jefferson Street four hundred (400, 0') feet to the Northerly Line of Twelfth Street; thence (4) Westerly and along the Northerly Line of Twelfth Street; thence (5) Westerly and along the Northerly Line of Twelfth Street thirty two and one-half (32 1/2) feet to the point of the place of beginning. Said lands being the Westerly half of area of Jefferson Street between the Northerly Line of Twelfth Street and the Southerly Line of Thirteenth Street.

To have and to hold the same perpetually to the Mayor

and Council of the City of Hoboken and its successors, together with the rights and privileges at any and all times to enter said premises, or any part thereof, for the purpose of constructing, reconstructing and maintaining said public utilities and for making connections therewith, all upon the conditions that the Mayor and Council of the City of Hoboken, a municipal corporation of the State of New Jersey, will at all times after doing any work in connection with the construction, reconstruction or repair or maintenance of said utilities, restore said premises to the condition in which the same were found before such work was undertaken and that in the use of said rights and privileges herein granted the Mayor and Council of the City of Hoboken, a municipal corporation, will not create a nuisance or do any act that will be detrimental to said premises.

IN WITNESS WHEREOF, the said grantor, Standard-Madison Properties, Inc. has caused this instrument to be signed by its President, and attested by its Secretary, and the corporate seal of said corporation to be hereto affixed on this 20th day of February, 1962.

ATTEST: STANDARD-MADISON PROPERTIES, INC.
A. B. Grummy Secretary By: *Edward H. Grombacher* President



STATE OF NEW JERSEY)
 COUNTY OF HUDSON) SS.:

BE IT REMEMBERED, that on this 20th day of February in the year One Thousand Nine Hundred and Sixty Two before me, the subscriber, a ~~notary public~~ personally appeared Andrew B. Crummy, who, being by me duly sworn on his oath, doth depose and make proof to my satisfaction, that he is the Secretary of Standard-Madison Properties, Inc. the corporation named in the within instrument; that Edward H. Grombacher is the President of said corporation; that the execution, as well as the making of this Instrument, has been duly authorized by a proper resolution of the board of directors of said corporation; that deponent well knows the corporate seal of said corporation; and the seal affixed to said Instrument is such corporate seal and was thereto affixed and said Instrument signed and delivered by said President, as and for his voluntary act and deed and as and for the voluntary act and deed of said corporation.

and sworn to
 this 20 day of
 February, 1962.
A. B. Grummy
 Notary Public
 STATE OF NEW JERSEY
 My Commission expires Nov. 3, 1968

Andrew B. Grummy
 Andrew B. Grummy, Secretary

7
D E E D
#14 977 \$0.0056594

STANDARD-MADISON PROPERTIES,
INC., a corporation of the Stat of
New Jersey

ENTERED

3105

TO

THE MAYOR AND COUNCIL OF THE
CITY OF HOBOKEN, a municipal corp-
oration of the City of Hoboken

1926

DATED: February 20, 1962

RECEIVED in the Office of
The County of on
the day of 1962
at o'clock in the noon
and Recorded in-Book of DEEDS
for said County, on page

RECORD AND RETURN TO:

Robert F. Mc Alevy, Jr.,
City Attorney
City Hall
Hoboken, New Jersey

2892-586

TRACT TWO



LIBER 2892 PAGE 586

Book # 10

THIS INDENTURE, made this 8th day of December, nineteen hundred and sixty-one (1961), between STANDARD CHEMICAL PRODUCTS, INC., a corporation of the State of New Jersey, hereinafter called "Owner", and PUBLIC SERVICE ELECTRIC AND GAS COMPANY, a corporation of the State of New Jersey, hereinafter called "Electric",

W I T N E S S E T H :

WHEREAS, Owner proposes to request the City of Hoboken, Hudson County, New Jersey, to vacate Jefferson Street, between Twelfth Street and Thirteenth Street, for the purpose of constructing a new building thereon; and

WHEREAS, Owner is the owner in fee of the land on which Electric is maintaining three (3) poles, one (1) guy anchor, and its wires, guy wires, cables, appliances, and appurtenances thereto attached; and

WHEREAS, Owner agrees that said poles, guy anchor, wires, guy wires, cables, appliances, and any replacements thereof may remain in their present locations on said Jefferson Street after the same has been vacated by the City of Hoboken:

NOW, THEREFORE, in consideration of the sum of One Dollar (\$1.00) in hand paid by Electric to Owner, receipt of which is hereby acknowledged, Owner hereby gives and grants to Electric the right, privilege, authority, and easement to maintain, operate, repair, reconstruct, inspect, and replace three (3) poles, one (1) guy anchor, and the wires, guy wires, cables, appliances, and appurtenances thereto attached, on Jefferson Street, as aforesaid, in the City of Hoboken, Hudson County, New Jersey, after said Jefferson Street has been vacated, said poles and guy anchor being located approximately as shown and indicated on drawing number DH-11-3369, hereto attached and hereby made a part hereof, together with the further right to install additional wires, guy wires,

1-2-62

REF: 2892 PAGE 587

cables, appliances, and appurtenances on the aforesaid poles, and the right of access to any or all of the aforesaid facilities twenty-four (24) hours a day without notice; provided, however, that whenever any work is done by Electric in connection with said poles and guy anchor which causes a disturbance to said property, Electric, at its sole expense, shall restore the property to substantially the condition in which it was immediately prior to the doing of such work.

Owner agrees that no building shall be erected closer than fifteen feet (15') on either side of the center line of said poles.

Electric may trim and keep trimmed, or remove, all trees which shall in any manner interfere with the installation, operation, or maintenance of the wires and cables attached to said poles.

This Indenture shall be binding upon and inure to the benefit of the parties hereto and their successors and assigns.

IN WITNESS WHEREOF, Owner has signed, sealed, and delivered these presents the day and year first above written.



(Seal) STANDARD CHEMICAL PRODUCTS, INC.

By *E. H. Grombacher*

(E. H. Grombacher)
President

Attest:

Andrew B. Crummy

(Andrew B. Crummy)
Secretary

RECEIVED
JAN 2 2 10 PM '32

J. ...

STATE OF NEW JERSEY)
 : SS
COUNTY OF HUDSON)

LIB. 2892 PAGE 588

BE IT REMEMBERED, that on this *9th* day of
December, nineteen hundred and sixty-one (1961),
before me the subscriber, a Notary Public of New Jersey,
personally appeared *Edward N. Grossbacher* who,
I am satisfied, is the President of STANDARD CHEMICAL
PRODUCTS, INC., the corporation named in and which executed
the foregoing instrument, and is the person who signed the
said instrument as such officer for and on behalf of such
corporation, and he did acknowledge that the said instrument
was made by such corporation and sealed with its corporate
seal, and the said instrument is the voluntary act and deed
of such corporation, made by virtue of authority from its
Board of Directors.

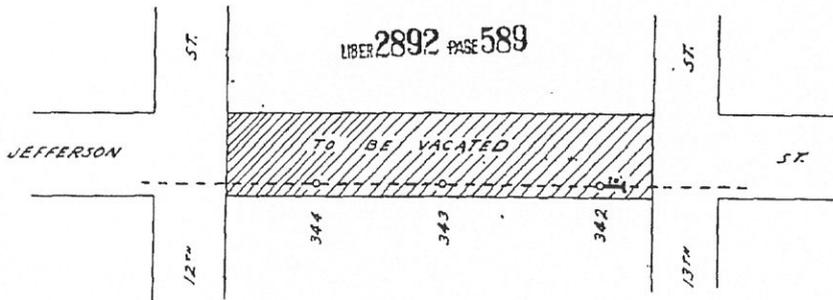


Katherine Laskis
A Notary Public of New Jersey
My Commission Expires Sept. 18, 1966

Please return to
James C. Murray
Public Service Electric Gas
325 Palisade Avenue
Jersey City
New Jersey

888

LIBER 2892 PAGE 589



SYMBOLS

- o - Existing Pole To Remain
- ┌ - Existing Anchor Guy To Remain
- - - Existing Wires To Remain

SUBJECT POLES WIRES AND ANCHOR GUY ON PROPERTY OF STANDARD CHEMICAL PRODUCTS, INC., HOBOKEN, N. J.			
LOCATION HUDSON DIVISION	DRAWN BY GW	CHECKED JLM	APPROVED J. H. Hayes
FILE NUMBER	DATE 11-30-61	SCALE NONE	TITLE DIV. DIST. ENGR.
PUBLIC SERVICE ELECTRIC AND GAS COMPANY ELECTRIC DEPARTMENT			DRAWING NUMBER DH-11-3369

E438A 1000 4-51

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1926

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PUBLIC SERVICE ELECTRIC AND GAS COMPANY
NOV 30 1961

10

7/11

6,65

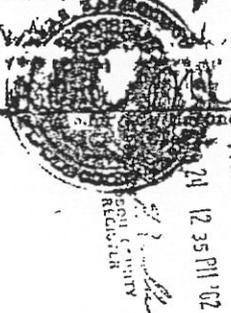
3-89

VE
3 MAR 89
LIER

I, ARTHUR O. MALONE, City Clerk of the City of Hoboken in the County of Hudson, New Jersey, HEREBY CERTIFY that the annexed copy of an ordinance entitled, "AN ORDINANCE TO VACATE AND TO RELEASE AND EXTINGUISH THE PUBLIC RIGHT IN THE FOLLOWING STREET: JEFFERSON STREET BETWEEN THE NORTHERLY LINE OF TWELFTH STREET AND THE SOUTHERLY LINE OF THIRTEENTH STREET, HOBOKEN, NEW JERSEY", finally passed at a meeting of the Council of The Mayor and Council of the City of Hoboken held on January 3, 1962, and approved by the Mayor of the City of Hoboken on January 3, 1962, has been compared by me with the original and is a correct transcript thereof and of the whole of said original ordinance.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of said City of Hoboken, New Jersey, this 23rd day of January,

Arthur O. Malone
City Clerk



RECEIVED
24 12 35 PM '62

1/24/62

LIBER 3 PAGE 90

CITY OF HOBOKEN
HUDSON COUNTY, N. J.

PUBLIC NOTICE
AN ORDINANCE TO VACATE AND TO RELEASE AND EXTINGUISH THE PUBLIC RIGHT IN THE FOLLOWING STRIP OF JEFFERSON STREET BETWEEN THE NORTHERLY LINE OF TWELFTH STREET AND THE SOUTHERLY LINE OF THIRTEENTH STREET, HOBOKEN, NEW JERSEY.

THE MAYOR AND COUNCIL OF THE CITY OF HOBOKEN DO ORDAIN AS FOLLOWS:

1. That that portion of Jefferson Street between the southerly line of Twelfth Street and the southerly line of Thirteenth Street in the City of Hoboken, described as follows: BEGINNING at a point formed by the intersection of the northerly line of Twelfth Street with the westerly line of Jefferson Street and thence thence northerly and along the westerly line of Jefferson Street four hundred (400.00) feet to the southerly line of Thirteenth Street thence easterly and along the southerly line of Thirteenth Street sixty-five (65.00) feet to the easterly line of Jefferson Street thence southerly (600.00) feet to the southerly line of Twelfth Street thence westerly and along the southerly line of Twelfth Street sixty-five (65.00) feet to the point of place of beginning, said lands being the bed of Jefferson Street between the northerly line of Twelfth Street and the southerly line of Thirteenth Street.

be and the same is hereby vacated and any and all public right or rights arising from any dedication by map, ordinance or otherwise, are hereby released and extinguished, reserving however to the Mayor and Council of the City of Hoboken, a municipal corporation of the State of New Jersey, the perpetual right to maintain the existing public utilities now laid to said portion of the street hereby vacated and the right at all times to enter upon the lands hereby vacated as a street, for the purpose of maintaining, repairing and reconstructing the existing public utilities therein.

2. This ordinance shall take effect as provided by law.

PASSED January 3, 1962.
LOUIS DEPASCALE,
Chairman of the Council

APPROVED: January 3, 1962.
JOHN J. GROGAN,
Mayor

ARTHUR C. MALONE,
City Clerk.
Published: January 5, 1962.
L. 625 Jan 5-417-60



057

Consult your Lawyer before signing this deed — it has important legal consequences.

Deed

Date This Deed is made on April 21, 1995 between

Parties **Grantor**
Full name(s) and post office address

HENKEL CORPORATION, a Delaware corporation
having its principal office at:
The Triad, Suite 200
2200 Renaissance Boulevard
Gulph Mills, Pennsylvania 19406

RECEIVED
003130

A COPY OF THIS DEED
HAS BEEN SENT TO ASSESSOR'S OFFICE

3

Grantee
Full name(s) and post office address

HENKEL CORPORATION, a Delaware corporation
having its principal office at:
The Triad, Suite 200
2200 Renaissance Boulevard
Gulph Mills, Pennsylvania 19406

95 APR 27 PM 1:23
K. J. C. Chubb
Hudson County
Recorder of Deeds

Grantee.

(The words "Grantor" and "Grantee" include all Grantors and all Grantees under this Deed.)

Consideration In return for the payment to the Grantor by the Grantee of

Conveyance One Dollar (\$ 1.00),
the Grantor grants and conveys to the Grantee all of the land located in the
City of Hoboken County of Hudson
and State of New Jersey, specifically described as follows:

Description of Land
See "Parcel Two"

All that certain real property lying and being in the City of Hoboken, County of Hudson, State of New Jersey and being more particularly described in EXHIBIT A attached hereto and made a part hereof.

BK 4854 PC 001

CONSIDERATION	EXEMPT CODE	TOTAL
.00	E	.00
COUNTY STATE N.J. N.R.F.		
.00 .00		.00
TJF DATE- 4/27/1995		

This Deed was prepared by Gary T. Hall, Esq., McCarter & English

4854-1

STATE OF NEW JERSEY
AFFIDAVIT OF CONSIDERATION OR EXEMPTION
(c. 49, P.L. 1968)

ALL STATE LEGAL
A Division of Asstate International, Inc.
900-222-0510 in NJ 908-272-0500

PARTIAL EXEMPTION
(c. 176, P. L. 1975)

To Be Recorded With Deed Pursuant to c. 49, P.L. 1968, as amended by c. 225, P.L. 1985 (N.J.S.A. 46:15-3 et seq.)

COMMONWEALTH OF PENNSYLVANIA
STATE OF NEW JERSEY

COUNTY OF MONTGOMERY } ss.

FOR RECORDER'S USE ONLY

Consideration \$ 2000
Realty Transfer Fee \$ 200
Date 4-21-95 By [Signature]

*Use symbol "C" to indicate that fee is exclusively for county use.

(1) PARTY OR LEGAL REPRESENTATIVE (See Instructions #3, 4 and 5 on reverse side)

Deponent, Patricia A. Mosesso, being duly sworn according to law upon his/her oath deposes and

says that he/she is the Assistant Secretary of Henkel Corporation

In a deed dated April 21, 1995, transferring real property identified as Block No. *
*
Lot No. * located at 1301 Jefferson Street, City of Hoboken, Hudson County

* Block 103 Lot 7; Block 107 Lot 1; and Block 113 Lot 1 and annexed hereto.

(2) CONSIDERATION (See Instruction #6)

Deponent states that, with respect to deed hereto annexed, the actual amount of money and the monetary value of any other thing of value constituting the entire compensation paid or to be paid for the transfer of title to the lands, tenements or other realty, including the remaining amount of any prior mortgage to which the transfer is subject or which is to be assumed and agreed to be paid by the grantee and any other lien or encumbrance thereon not paid, satisfied or removed in connection with the transfer of title is \$ 1.00

(3) FULL EXEMPTION FROM FEE Deponent claims that this deed transaction is fully exempt from the Realty Transfer Fee imposed by c.49, P.L. 1968, for the following reason(s): Explain in detail. (See Instruction #7.) Mere reference to exemption symbol is not sufficient.

This conveyance is exempt from transfer tax because it confirms a deed previously recorded pursuant to exemption 7(d) and is, in addition, for consideration of less than \$100.00 pursuant to exemption 7(a).

(4) PARTIAL EXEMPTION FROM FEE NOTE: All boxes below apply to grantor(s) only. ALL BOXES IN APPROPRIATE CATEGORY MUST BE CHECKED. Failure to do so will void claim for partial exemption. (See Instructions #8 and #9)

Deponent claims that this deed transaction is exempt from the increased portion of the Realty Transfer Fee imposed by c.176, P.L. 1975 for the following reason(s):

a) SENIOR CITIZEN (See Instruction #8)

- Grantor(s) 62 yrs. of age or over. Owned and occupied by grantor(s) at time of sale.
- One or two-family residential premises No joint owners other than spouse or other qualified exempt owners.

b) BLIND (See Instruction #8)

- Grantor(s) legally blind. Owned and occupied by grantor(s) at time of sale.
- One or two-family residential premises. No joint owners other than spouse or other qualified exempt owners.

DISABLED (See Instruction #8)

- Grantor(s) permanently and totally disabled. Owned and occupied by grantor(s) at time of sale.
- One or two-family residential premises. Not gainfully employed.
- Receiving disability payments. No joint owners other than spouse or other qualified exempt owners.

*IN THE CASE OF HUSBAND AND WIFE, ONLY ONE GRANTOR NEED QUALIFY.

c) LOW AND MODERATE INCOME HOUSING (See Instruction #8)

- Affordable According to H.U.D. Standards. Reserved for Occupancy.
- Meets Income Requirements of Region. Subject to Resale Controls.

d) NEW CONSTRUCTION (See Instruction #9)

- Entirely new improvement. Not previously occupied.
- Not previously used for any purpose.

Deponent makes this Affidavit to induce the County Clerk or Register of Deeds to record the deed and accept the fee submitted hereof in accordance with the provisions of c. 49, P.L. 1968.

Subscribed and sworn to before me

day of April 1995
[Signature]
Name of Deponent (sign above line)
Patricia A. Mosesso
Says as Grantor

[Signature]
Henkel Corporation
The Plaza, Suite 400
2200 Renaissance Boulevard
Gulph Mills, PA 19065
Address of Grantor at Time of Sale

Notary Seal
Sharon N. McGraw, Notary Public
Upper Merion Twp., Montgomery County
My Commission Expires Nov. 14, 1998
Member, Pennsylvania Association of Notaries

FOR OFFICIAL USE ONLY This space for use of County Clerk or Register of Deeds.
Instrument Number _____ County _____
Deed Number _____ Book _____ Page _____
Deed Dated 4-21-95 Date Recorded 4-21-95

IMPORTANT - BEFORE COMPLETING THIS AFFIDAVIT, PLEASE READ THE INSTRUCTIONS ON THE REVERSE SIDE HEREOF.
This form is prescribed by the Director, Division of Taxation in the Department of the Treasury, as required by law, and may not be altered or amended without the approval of the Director.
ORIGINAL - White copy to be retained by County.
DUPLICATE - Yellow copy to be forwarded by County to Division of Taxation on partial exemption from fee (N.J.A.C. 18:15-8.12).
TRIPPLICATE - Pink copy is your file copy.

BK4854PG002

WHITE AND YELLOW COPIES MUST BE SUBMITTED WITH DEED TO COUNTY RECORDING OFFICE

EXHIBIT A

ALL THOSE CERTAIN lots or pieces of ground with the buildings and improvements thereon erected, bounded and described in accordance with a survey thereof by Caulfield Associates, Engineers and Surveyors, dated January 28, 1995 as follows:

PARCEL ONE

TAX MAP BLOCK 103 LOT 7

BEGINNING at a point formed by the intersection of the easterly line of Madison Street with the southerly line of Twelfth Street and running thence:

- (1) S 13° 04' W and along the easterly line of Madison Street a distance of 250.00 feet to a point, thence
- (2) S 76° 56' E and parallel to Twelfth Street a distance of 200.00 feet to a point in the westerly line of Jefferson Street, thence
- (3) N 13° 04' E and along the westerly line of Jefferson Street, a distance of 250.00 feet to a point in the southerly line of Twelfth Street, thence
- (4) N 76° 56' W and along the southerly line of Twelfth Street a distance of 200.00 feet to a point in the easterly line of Madison Street, said point being the point or place of beginning.

CONTAINING 50,000 square feet.

SAID parcel being formerly designated as Block 103 Lots 7 to 26 on the Tax Map of the City of Hoboken.

PARCEL TWO

TAX MAP BLOCK 107 LOT 1

BEGINNING at a point formed by the intersection of the westerly line of Adams Street with the northerly line of Twelfth Street and running thence:

- (1) N 13° 04' E and along the westerly line of Adams Street a distance of 400.00 feet to a point in the southerly line of Thirteenth Street, thence
- (2) N 76° 56' W and along the southerly line of Thirteenth Street a distance of 465.00 feet to a point in the easterly line of Madison Street, thence
- (3) S 13° 04' W and along the easterly line of Madison Street a distance of 400.00 feet to a point in the northerly line of Twelfth Street, thence

U.S. DEPT. OF THE INTERIOR
BUREAU OF LAND MANAGEMENT
OFFICE OF ASSISTANT ATTORNEY GENERAL
WASHINGTON, D.C.

BK4854PG003

- (4) S 76° 56' E and along the northerly line of Twelfth Street a distance of 465.00 feet to a point in the westerly line of Adams Street, said point being the point or place of beginning.

CONTAINING 186,000 square feet.

SAID parcel being formerly designated as Block 107 Lots 1 to 31 and Block 108 Lots 1 to 32 on the Tax Map of the City of Hoboken.

PARCEL THREE

TAX MAP BLOCK 113 LOT 1

BEGINNING at a point formed by the intersection of the westerly line of Adams Street with the northerly line of Thirteenth Street and running thence:

- (1) N 13° 04' E and along the westerly line of Adams Street a distance of 150.00 feet to a point, thence
- (2) N 76° 56' W and parallel to Thirteenth Street a distance of 200.00 feet to a point in the easterly line of Jefferson Street, thence
- (3) S 13° 04' W and along the easterly line of Jefferson Street a distance of 150.00 feet to a point in the northerly line of Thirteenth Street, thence
- (4) S 76° 56' E and along the northerly line of Thirteenth Street a distance of 200.00 feet to a point in the westerly line of Adams Street, said point being the point or place of beginning.

CONTAINING 30,000 square feet.

SAID parcel being formerly designated as Block 113 Lots 1 to 6 and Lots 27 to 32 on the Tax Map of the City of Hoboken.

BEING as to Parcels One, Two and Three, the same premises which Henkel Corporation, a Delaware corporation (successor in interest to Standard Chemical Products, Inc., Standard-Madison Properties, Inc. and Henkel Inc., all New Jersey corporations) by deed dated August 31, 1990 and recorded September 11, 1990 in Book 4328 Page 208, granted and conveyed unto Henkel Corporation, a Delaware corporation.

AND it is the purpose of this deed to describe that same property conveyed in Book 4328 Page 208 in accordance with a new survey and description prepared by Caulfield Associates, dated January 28, 1995 and to confirm that no additional property is conveyed by this deed and that title to the property remains in the name of the Henkel Corporation, a Delaware corporation.

THIS IS A COPY OF THE DEED
FILED IN THE OFFICE OF THE
CLERK OF THE CITY OF HOBOKEN
JANUARY 28, 1995

BK4854PG004

Municipal Lot
and Block or
Account Number *

The land is now designated as Lot * in Block *
on the municipal tax map (or as Account No.).
Block 103 Lot 7; Block 107 Lot 1; Block 113 Lot 1

Check box
if applicable

No property tax identification number for the land is available at the time of this conveyance.

Covenant as to
Grantor's Acts

The Grantor covenants that the Grantor has done no act to encumber the land.

Receipt of
Consideration

The Grantor has received the full payment from the Grantee.

Signature of
Grantor

The Grantor signs this Deed on the first date above. If the Grantor is a corporation this Deed is signed by its corporate officers and its corporate seal is affixed.

Signed, sealed and delivered in
the presence of or attested by:

HENKEL CORPORATION,
a Delaware corporation

ATTEST: *Patricia A. Mosesso*
Patricia A. Mosesso
Assistant Secretary

BY: *Ernest G. Szoka*
Ernest G. Szoka
Vice President and
Chief Legal Officer



CERTIFICATE OF ACKNOWLEDGMENT BY INDIVIDUAL

State of New Jersey, County of

I am a
an officer authorized to take acknowledgments and proofs in this State. I sign this acknowledgment below to certify that it was made before me.

On 19 21

appeared before me in person. If more than one person appears, the words "this person" shall include all persons named who appeared before the officer and made this acknowledgment. I am satisfied that this person is the person named in and who signed this Deed. This person acknowledged signing, sealing and delivering this Deed as this person's act and deed for the uses and purposes expressed in this Deed.

This person also acknowledged that the full and actual consideration paid or to be paid for the transfer of title to realty evidenced by this Deed, as such consideration is defined in P.L. 1968, c. 49, §1(c), is \$ 1.00

CORPORATE PROOF BY THE SUBSCRIBING WITNESS

COMMONWEALTH OF PENNSYLVANIA
State of New Jersey, County of Montgomery

I am a notary public
an officer authorized to take acknowledgments and proofs in this State.

On April 21 19 95 Patricia A. Mosesso

(from now on called the "Witness") appeared before me in person. The Witness was duly sworn by me according to law under oath and attested and proved to my satisfaction that:

1. The Witness is the Assistant Secretary of the Corporation which is the Grantor in this Deed.
2. Ernest G. Szoka the officer who signed this Deed, is the Vice President and Chief Legal Officer of the Corporation (from now on called the "Corporate Officer").
3. The making, signing, sealing, and delivery of this Deed have been duly authorized by a proper resolution of the Board of Directors of the Corporation.
4. The Witness shows the corporate seal of the Corporation. The seal affixed to this Deed is the corporate seal of the Corporation. The seal was affixed to this Deed by the Corporate Officer. The Corporate Officer signed and delivered this Deed as and for the voluntary act and deed of the Corporation. All this was done in the presence of the Witness who signed this Deed as attesting witness. The Witness signs this proof to attest to the truth of these facts.

The Witness also acknowledged that the full and actual consideration paid or to be paid for the transfer of title to realty covered by this Deed, as such consideration is defined in P.L. 1968, c. 49, §1(c), is \$ 1.00

Sworn to and attested before me on the date written above.



Notarial Seal
Sharon N. McGroarty, Notary Public
Upper Merion Twp., Montgomery County
My Commission Expires Nov. 14, 1998
Member, Pennsylvania Association of Notaries

Patricia A. Mosesso
Patricia A. Mosesso

8K4854P008

8/29/16

9141-864

Hudson County Register 20160829010091910 Bk:9141 Pg:864 1/9

→ TERMINATION OF DEED NOTICE
FILED AT THE OFFICE OF THE REGISTER OF HUDSON COUNTY
IN DEED BOOK 9048, PAGES 33 THROUGH AND INCLUDING 98

AS TO

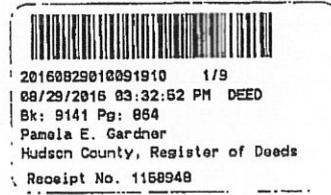
→ BLOCK 107, LOT 1 AND ALSO BLOCK 113, LOT 1, TAX MAP OF THE CITY OF
HOBOKEN, HUDSON COUNTY

IN ACCORDANCE WITH N.J.S.A. 58:10B-13, THIS DOCUMENT IS TO BE RECORDED
IN THE SAME MANNER AS DEEDS AND OTHER INTERESTS IN REAL PROPERTY.

Prepared by: Mary T. Kenny
Mary T. Kenny

Recorded by: _____
[Signature, Officer of County Recording Office]

[Print name below signature]



This Termination of Deed Notice is made as of 22nd day of August, 2016 by BASF Corporation (hereinafter "BASF"), having an address at 100 Park Avenue, Florham Park, New Jersey 07932, and COGNIS USA LLC, a Delaware limited liability company, having an address c/o BASF Corporation, 100 Park Avenue, Florham Park, New Jersey 07932, successor by conversion to COGNIS CORPORATION (hereinafter collectively, with their successors and assigns, being referred to herein as "Owner" or "BASF Corporation").

1. DEED NOTICE RECORDED IN THE OFFICE OF THE REGISTER OF HUDSON COUNTY, AT BOOK 9048, PAGES 33-98. By way of a Deed Notice (hereinafter the "Deed Notice") dated June 19, 2015, BASF Corporation advised of: (a) the existence of soil contamination in concentrations at the real property situated in the City of Hoboken and designated as Block 107, Lot 1 and Block 113, Lot 1 (hereinafter collectively, the "Property") on the Tax Map of the City of Hoboken that do not allow for the unrestricted use of the Property; (b) the existence of institutional and/or engineering controls selected as part of the remedial action for the Property; and (c) the continuing obligation of BASF Corporation, subsequent owners, and others to monitor and maintain those institutional and/or engineering controls. The Deed Notice was part of the remediation of contamination at the Property and was recorded in the Office of the Register of Hudson County on July 1, 2015 in Deed Book 9048, Pages 33-98 by BASF Corporation and COGNIS USA, LLC, the prior owner of the Property. Pursuant to Paragraph 8 of the Deed Notice, the Deed Notice was to remain in effect until such time as the Department approved the termination of the Deed Notice by executing a document expressly terminating the Deed Notice.

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2. TERMINATION OF DEED NOTICE RECORDED IN THE OFFICE OF THE REGISTER OF HUDSON COUNTY AT BOOK 9048, PAGES 33-98 AS TO BLOCK 107, LOT 1 AND BLOCK 113, LOT 1. By way of letter dated July 22, 2016, BASF Corporation requested approval from the Department to terminate the Deed Notice to reflect that conditions of the Property that required the execution and recording of the Deed Notice on the Property have changed. The Department approved the request by way of letter dated AUGUST 3, 2016. Accordingly, the Department hereby executes this Termination of Deed Notice. Subject to the provisions of paragraph 5 below, the Department directs that the Deed Notice recorded in the Office of the Register of Hudson County in Deed Book 9048, Pages 33-98 shall be terminated and discharged. A metes and bounds description of the Property and a scaled map showing the boundaries of the Property are attached hereto as Exhibits A and B, respectively.

3. EXECUTION OF NEW DEED NOTICE FOR BLOCK 107, LOT 1 AND BLOCK 113, LOT 1. Although the Department has determined that a change in conditions warrants the termination of the Deed Notice as to Block 107, Lot 1 and Block 113, Lot 1, the Department also has determined that soil contamination remains on Block 107, Lot 1 and Block 113, Lot 1, in concentrations that do not allow for the unrestricted use of the Property. Thus, the approved remedial action includes a new Deed Notice for the Property. The new Deed Notice shall be executed and recorded by BASF Corporation.

4. EFFECTIVE DATE OF TERMINATION OF DEED NOTICE. This Termination of Deed Notice shall take effect on the date this Termination of Deed Notice or the date the new Deed Notice for Block 107, Lot 1 and Block 113, Lot 1, is recorded in the Office of the Register of Hudson County, whichever is later, or, if this Termination of Deed Notice and the new Deed Notice are simultaneously recorded in the Office of the Register of Hudson County, on the date of such simultaneous recording.

5. SIGNATURES IN WITNESS WHEREOF, BASF Corporation, COGNIS USA LLC and the New Jersey Department of Environmental Protection have executed this Termination of Deed Notice, as of the date first written above.

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WITNESS:

By: Catherine A. Trinkle
Name: Catherine A. Trinkle
Title: Associate General Counsel
& Assistant Secretary

BASF CORPORATION

By: Steven J. Goldberg
Name: Steven J. Goldberg
Title: VP, Deputy Genl Counsel

STATE OF NEW JERSEY

COUNTY OF Morris SS.:

I certify that on August 22, 2016, Steven J. Goldberg personally came before me, and this person acknowledged under oath, to my satisfaction, that:

(a) This person is the VP & Deputy Genl Counsel of BASF Corporation;

(b) This document was signed and delivered by the corporation as its voluntary act and was duly authorized; and

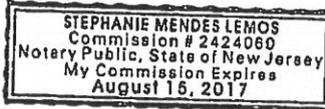
(c) I signed this proof to attest to the truth of these facts.

Catherine A. Trinkle

[Signature]

Catherine A. Trinkle, Assistant Secretary
[Print Name and Title of Attesting Witness]

Stephanie Mendes Lemos
Notary Public of the State of New Jersey



Stephanie Mendes Lemos
[Print Name]

Hudson County Register 20160829010091910 4/9

WITNESS:

COGNIS USA LLC

By: Catherine A. Trinkle
Name: Catherine A. Trinkle
Title: Associate General Counsel
& Assistant Secretary

By: Karen Killeen
Name: Karen Killeen
Title: Vice President

STATE OF NEW JERSEY

COUNTY OF Morris SS.:

I certify that on August 22, 2016, Karen Killeen personally came before me, and this person acknowledged under oath, to my satisfaction, that:

(a) This person is the Vice President of COGNIS USA LLC;

(b) This document was signed and delivered by the limited liability company as its voluntary act and was duly authorized; and

(c) I signed this proof to attest to the truth of these facts.

Catherine A. Trinkle
[Signature]

Catherine A. Trinkle, Assistant Secretary
[Print Name and Title of Attesting Witness]

Stephanie Mendes Lemos
Notary Public of the State of New Jersey

Stephanie Mendes Lemos
[Print Name]



Hudson County Register 20160829010091910 5/9

WITNESS:

NEW JERSEY DEPARTMENT OF ENVIRONMENTAL PROTECTION

Rob. J. Kelly
[Signature]

Robert J. Kelly, Jr. Env. J. Kelly
[Print name and title]

By: [Signature]
[Signature]

ROBERT SOBOLSKI, CHIEF BRAP
[Print name and title]

STATE OF NEW JERSEY

COUNTY OF MERCER

SS.:

I certify that on Aug 3, 2016, Robert Sobolski, Chief, BRAP of the New Jersey Department of Environmental Protection personally came before me, and this person acknowledged under oath, to my satisfaction, that this person:

(a) Is Chief, BRAP and is authorized to execute this document on behalf of the New Jersey Department of Environmental Protection;

(b) Signed, sealed and delivered this document as his or her act and deed in his capacity as Chief, BRAP of the New Jersey Department of Environmental Protection; and

(c) This document was signed and delivered by the New Jersey Department of Environmental Protection as its voluntary act, duly authorized.

Paige Robertson
Notary Public of the State of New Jersey

PAIGE ROBERTSON
NOTARY PUBLIC OF NEW JERSEY
My Commission Expires 7/26/2017

Paige Robertson
[Print Name]

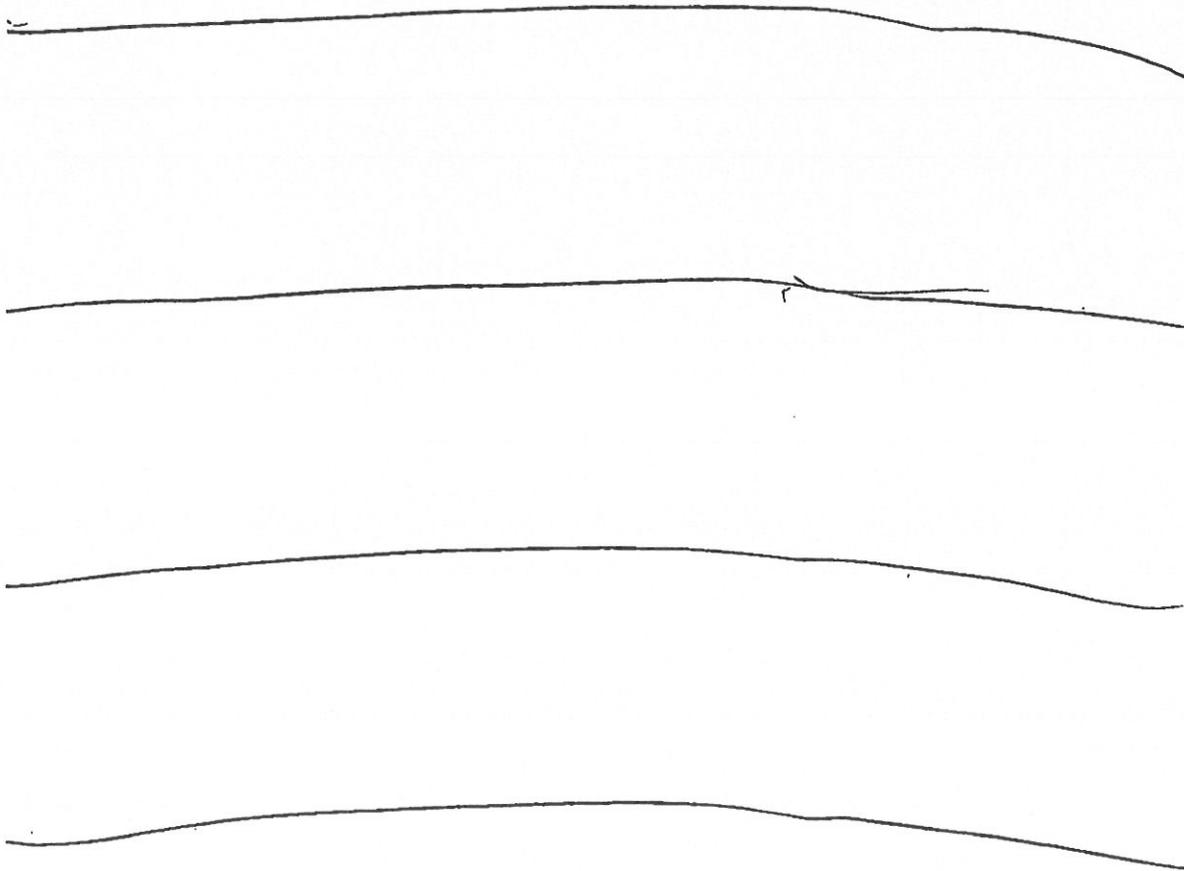
RECORD AND RETURN TO:

Mary T. Kenny, Senior Counsel
BASF Corporation
100 Park Avenue
Florham Park, New Jersey 07932

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EXHIBIT A

Metes and Bounds Description of the Property



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EXHIBIT A

LEGAL DESCRIPTION OF THE LAND

TAX MAP BLOCK 107, LOT 1

BEGINNING at a point formed by the intersection of the westerly line of Adams Street with the northerly line of Twelfth Street and running thence:

- (1) N 13° 04' E and along the westerly line of Adams Street a distance of 400.00 feet to a point in the southerly line of Thirteenth Street, thence
- (2) N 76° 56' W and along the southerly line of Thirteenth Street a distance of 465.00 feet to a point in the easterly line of Madison Street, thence
- (3) S 13° 04' W and along the easterly line of Madison Street a distance of 400.00 feet to a point in the northerly line of Twelfth Street, thence
- (4) S 76° 56' E and along the northerly line of Twelfth Street a distance of 465.00 feet to a point in the westerly line of Adams Street, said point being the point or place of beginning.

CONTAINING 186,000 square feet.

SAID parcel being formerly designated as Block 107, Lots 1 to 32 and Block 108, Lots 1 to 32 on the Tax Map of the City of Hoboken.

TAX MAP BLOCK 113, LOT 1

BEGINNING at a point formed by the intersection of the westerly line of Adams Street with the northerly line of Thirteenth Street and running thence:

- (1) N 13° 04' E and along the westerly line of Adams Street a distance of 150.00 feet to a point, thence
- (2) N 76° 56' W and parallel to Thirteenth Street a distance of 200.00 feet to a point in the easterly line of Jefferson Street, thence
- (3) S 13° 04' W and along the easterly line of Jefferson Street a distance of 150.00 feet to a point in the northerly line of Thirteenth Street, thence
- (4) S 76° 56' E and along the northerly line of Thirteenth Street a distance of 200.00 feet to a point in the westerly line of Adams Street, said point being the point or place of beginning.

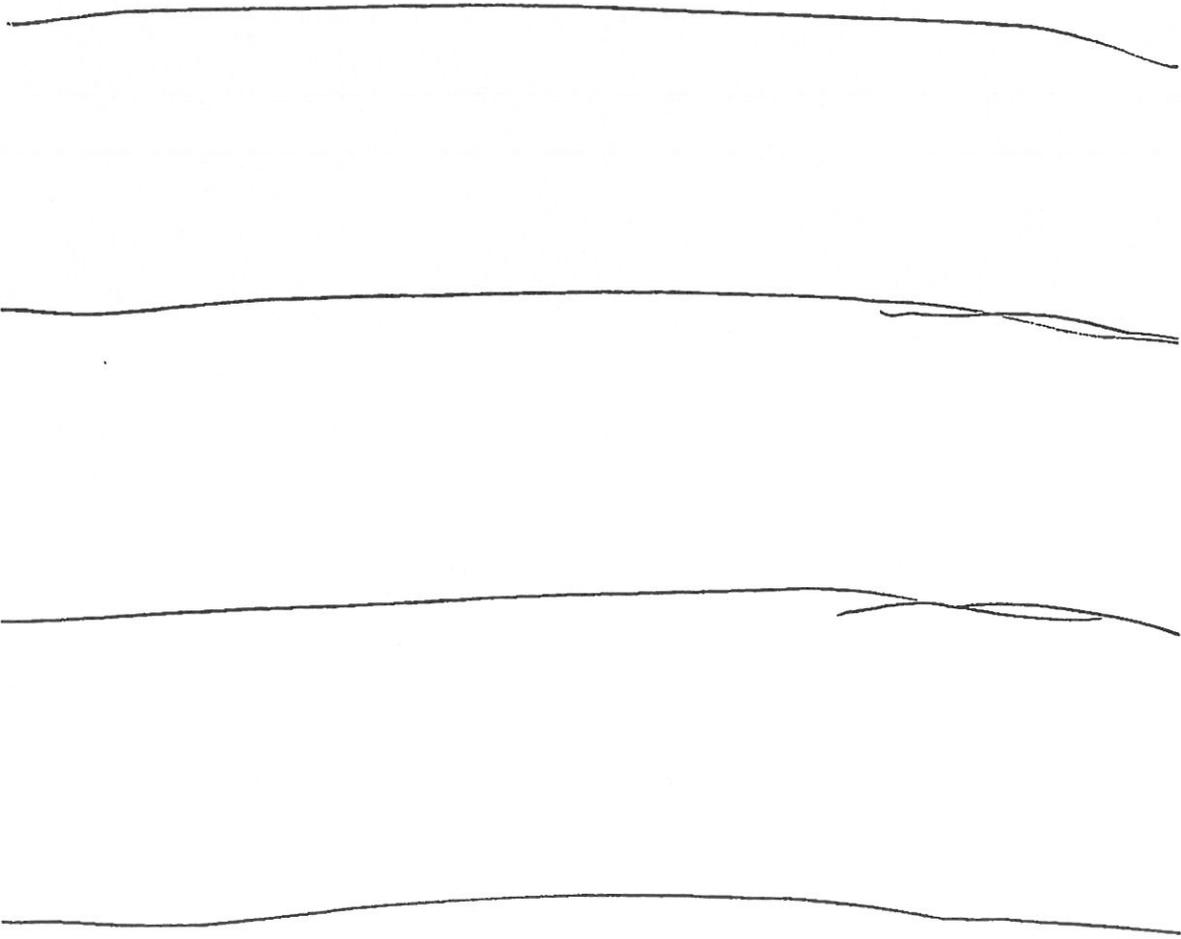
CONTAINING 30,000 square feet.

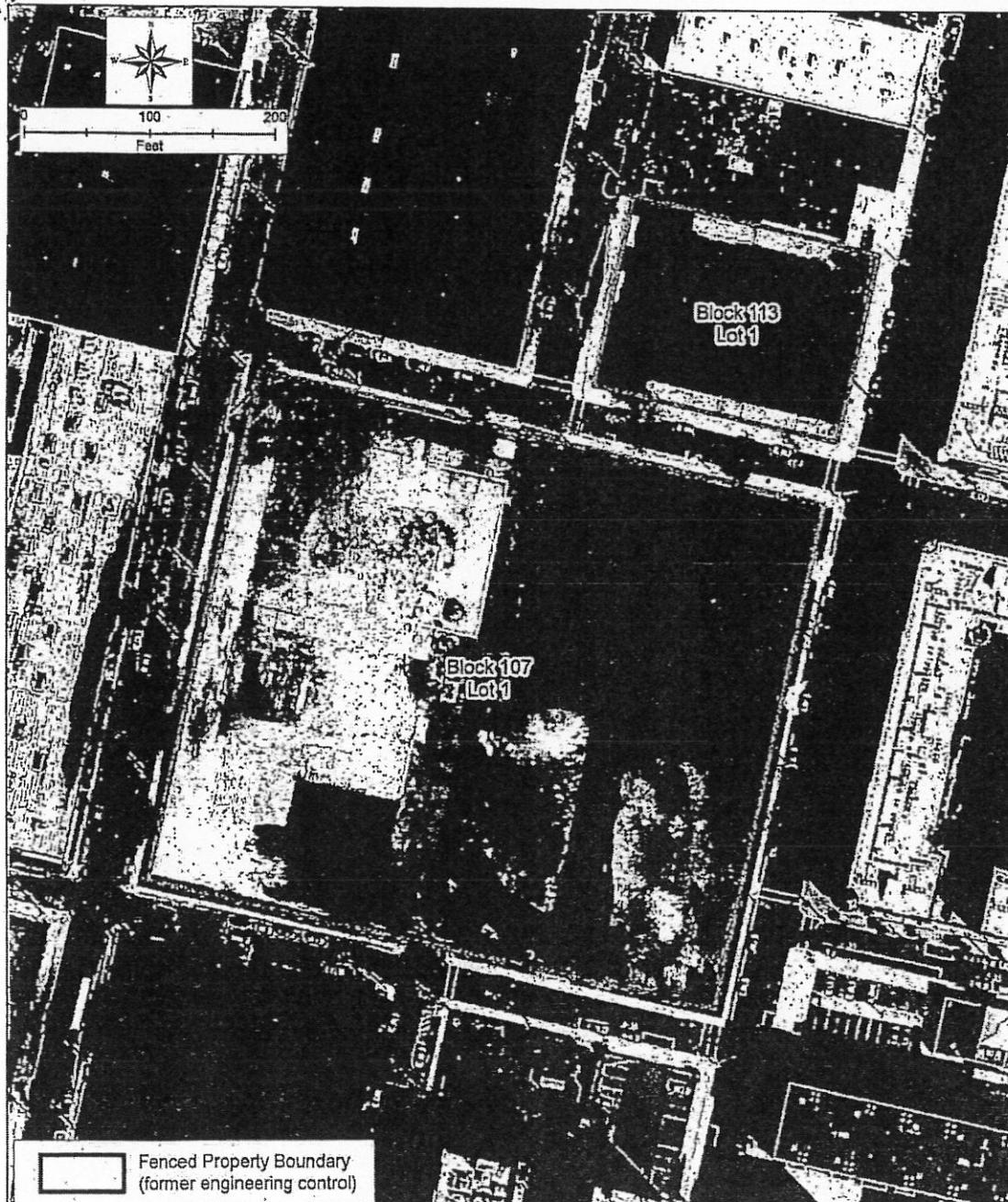
SAID parcel being formerly designated as Block 113, Lots 1 to 6 and Lots 27 to 32 on the Tax Map of the City of Hoboken.

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EXHIBIT B

Scaled Map of the Property and Institutional/Engineering Control Boundaries





8/29/16

9141-873

Hudson County Register 20160829010091920 Bk:9141 Pg:873 1/9

Tract ONE

TERMINATION OF DEED NOTICE
FILED AT THE OFFICE OF THE REGISTER OF HUDSON COUNTY
IN DEED BOOK 5065, PAGES 26 THROUGH AND INCLUDING 35

AS TO

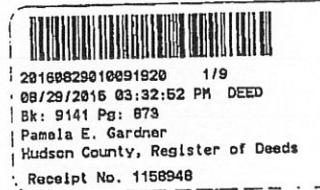
BLOCK 103, LOT 7, TAX MAP OF THE CITY OF HOBOKEN, HUDSON COUNTY

IN ACCORDANCE WITH N.J.S.A. 58:10B-13, THIS DOCUMENT IS TO BE RECORDED
IN THE SAME MANNER AS DEEDS AND OTHER INTERESTS IN REAL PROPERTY.

Prepared by: Mary T. Kenny
Mary T. Kenny

Recorded by: _____
[Signature, Officer of County Recording Office]

[Print name below signature]



This Termination of Deed Notice is made as of 22nd day of August, 2016 by BASF Corporation (hereinafter "BASF"), having an address at 100 Park Avenue, Florham Park, New Jersey 07932, and COGNIS USA LLC, a Delaware limited liability company, having an address c/o BASF Corporation, 100 Park Avenue, Florham Park, New Jersey 07932, successor by conversion to COGNIS CORPORATION (hereinafter collectively, with their successors and assigns, being referred to herein as "Owner" or "BASF Corporation").

1. DEED NOTICE RECORDED IN THE OFFICE OF THE REGISTER OF HUDSON COUNTY, AT BOOK 5065, PAGES 26-35. By way of a Declaration of Environmental Restriction (DER) (hereinafter the "Deed Notice") dated October 21, 1996, Henkel Corporation advised of: (a) the existence of soil contamination in concentrations at the real property situated in the City of Hoboken and designated as Block 103, Lot 7 (hereinafter "the Property") on the Tax Map of the City of Hoboken that do not allow for the unrestricted use of the Property; (b) the existence of institutional and/or engineering controls selected as part of the remedial action for the Property; and (c) the continuing obligation of Henkel Corporation, subsequent owners, and others to monitor and maintain those institutional and/or engineering controls. The Deed Notice was part of the remediation of contamination at the Property and was recorded in the Office of the Register of Hudson County on November 8, 1996 in Deed Book 5065, Pages 26-35 by Henkel Corporation, the then owner of the Property. Pursuant to Paragraph 8 of the Deed Notice, the Deed Notice was to remain in effect until such time as the Department approved the termination of the Deed Notice by executing a document expressly terminating the Deed Notice.

2. TRANSFER OF THE PROPERTY. By Deed dated October 25, 2001 and recorded in the Office of the Register of Hudson County on October 29, 2001 in Book 5888, Page 308, Henkel

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Corporation transferred to Cognis Corporation ownership of Block 103, Lot 7, subject to the Deed Notice.

3. TERMINATION OF DEED NOTICE RECORDED IN THE OFFICE OF THE REGISTER OF HUDSON COUNTY AT BOOK 5065, PAGES 26-35 AS TO BLOCK 103, LOT 7. By way of letter dated July 22, 2016, BASF Corporation requested approval from the Department to terminate the Deed Notice to reflect that conditions of the Property that required the execution and recording of the Deed Notice on the Property have changed. The Department approved the request by way of letter dated AUGUST 3, 2016. Accordingly, the Department hereby executes this Termination of Deed Notice. Subject to the provisions of paragraph 5 below, the Department directs that the Deed Notice recorded in the Office of the Register of Hudson County in Deed Book 5065, Pages 26-35 shall be terminated and discharged. A metes and bounds description of the Property and a scaled map showing the boundaries of the Property are attached hereto as Exhibits A and B, respectively.

4. EXECUTION OF NEW DEED NOTICE FOR BLOCK 103, LOT 7. Although the Department has determined that a change in conditions warrants the termination of the Deed Notice as to Block 103, Lot 7, the Department also has determined that soil contamination remains on Block 103, Lot 7, in concentrations that do not allow for the unrestricted use of the Property. Thus, the approved remedial action includes a new Deed Notice for the Property. The new Deed Notice shall be executed and recorded by BASF Corporation.

5. EFFECTIVE DATE OF TERMINATION OF DEED NOTICE. This Termination of Deed Notice shall take effect on the date this Termination of Deed Notice or the date the new Deed Notice for Block 103, Lot 7 is recorded in the Office of the Register of Hudson County, whichever is later, or, if this Termination of Deed Notice and the new Deed Notice are simultaneously recorded in the Office of the Register of Hudson County, on the date of such simultaneous recording.

6. SIGNATURES IN WITNESS WHEREOF, BASF Corporation, COGNIS USA LLC and the New Jersey Department of Environmental Protection have executed this Termination of Deed Notice, as of the date first written above.

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WITNESS:

By: Catherine A. Trinkel
Name: Catherine A. Trinkel
Title: Associate General Counsel
& Assistant Secretary

BASF CORPORATION

By: Steven J. Goldberg
Name: Steven J. Goldberg
Title: VP, Deputy Genl Counsel

STATE OF NEW JERSEY

COUNTY OF Morris SS.:

I certify that on August 22, 2016, Steven J. Goldberg personally came before me, and this person acknowledged under oath, to my satisfaction, that:

(a) This person is the VP & Deputy Genl Counsel of BASF Corporation;

(b) This document was signed and delivered by the corporation as its voluntary act and was duly authorized; and

(c) I signed this proof to attest to the truth of these facts.

Catherine A. Trinkel

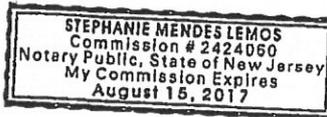
[Signature]

Catherine A. Trinkel, Assistant Secretary

[Print Name and Title of Attesting Witness]

Stephanie Mendes Lemos

Notary Public of the State of New Jersey



Stephanie Mendes Lemos

[Print Name]

Hudson County Register 20160829010091920 4/9

WITNESS:

By: Catherine A. Trinkel
Name: Catherine A. Trinkel
Title: Associate General Counsel
& Assistant Secretary

COGNIS USA LLC

By: Karen Killeen
Name: Karen Killeen
Title: Vice President

STATE OF NEW JERSEY

COUNTY OF Morris SS.:

I certify that on August 22, 2016, Karen Killeen personally came before me, and this person acknowledged under oath, to my satisfaction, that:

(a) This person is the Vice President of COGNIS USA LLC;

(b) This document was signed and delivered by the limited liability company as its voluntary act and was duly authorized; and

(c) I signed this proof to attest to the truth of these facts.

Catherine A. Trinkel

[Signature]

Catherine A. Trinkel, Assistant Secretary

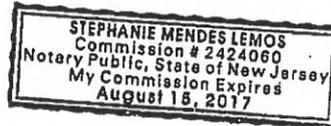
[Print Name and Title of Attesting Witness]

Stephanie Mendes Lemos

Notary Public of the State of New Jersey

Stephanie Mendes Lemos

[Print Name]



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WITNESS:

NEW JERSEY DEPARTMENT OF ENVIRONMENTAL PROTECTION

Rob Hood
[Signature]

Robert D. Hood Dir. Env. Spec. Lit.
[Print name and title]

By: [Signature]
[Signature]

ROBERT SOBOLSKY CHIEF BRAP
[Print name and title]

STATE OF NEW JERSEY

COUNTY OF MERCER

SS.:

I certify that on Aug 3, 2016, Robert Sobolski, Chief BRAP of the New Jersey Department of Environmental Protection personally came before me, and this person acknowledged under oath, to my satisfaction, that this person:

(a) Is Chief, BRAP and is authorized to execute this document on behalf of the New Jersey Department of Environmental Protection;

(b) Signed, sealed and delivered this document as his or her act and deed in his capacity as Chief, BRAP of the New Jersey Department of Environmental Protection; and

(c) This document was signed and delivered by the New Jersey Department of Environmental Protection as its voluntary act, duly authorized.

Paige Robertson
Notary Public of the State of New Jersey

Paige Robertson
[Print Name]

PAIGE ROBERTSON
NOTARY PUBLIC OF NEW JERSEY
My Commission Expires 7/26/2017

RECORD AND RETURN TO:

Mary T. Kenny, Senior Counsel
BASF Corporation
100 Park Avenue
Florham Park, New Jersey 07932

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EXHIBIT A

Metes and Bounds Description of the Property



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EXHIBIT A

LEGAL DESCRIPTION OF THE LAND

TAX MAP BLOCK 103, LOT 7

BEGINNING at a point formed by the intersection of the easterly line of Madison Street with the southerly line of Twelfth Street and running thence:

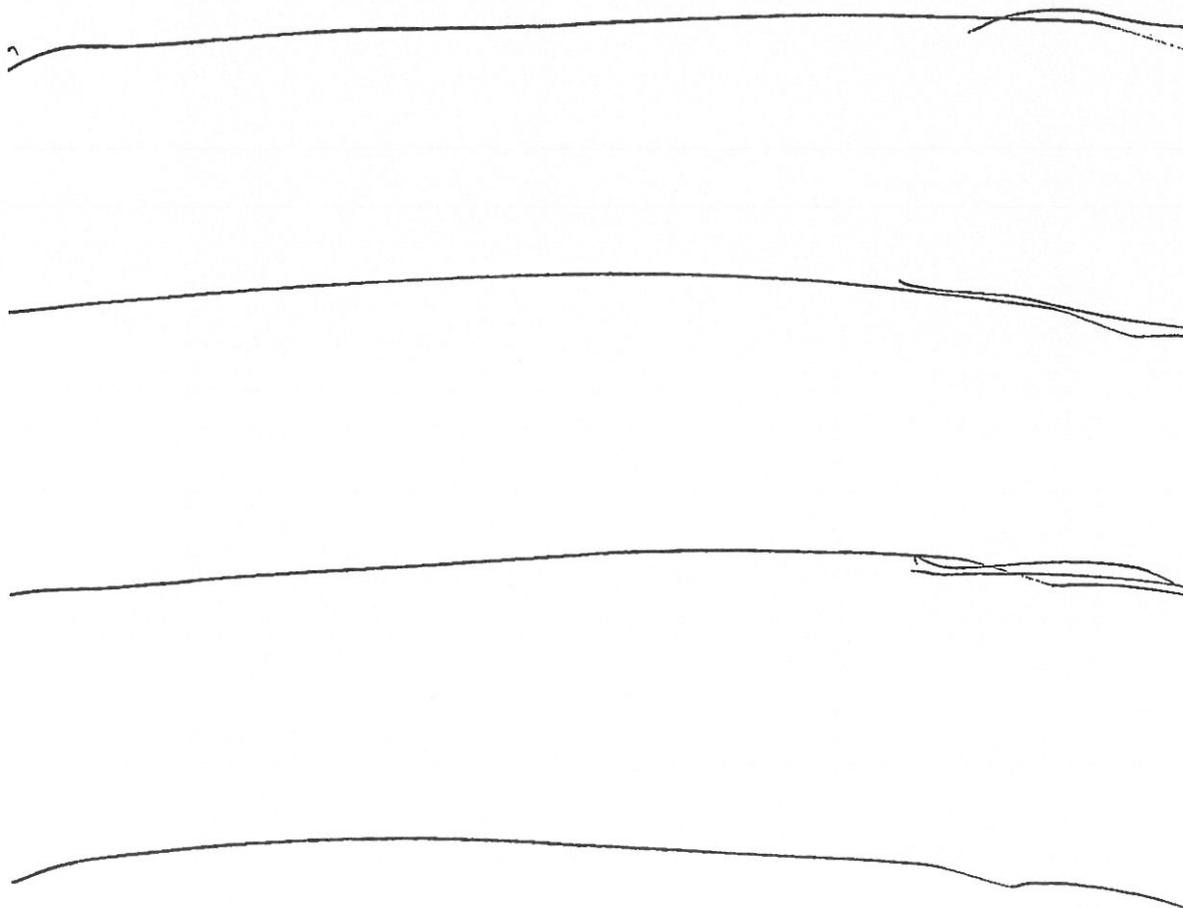
- (1) S 13° 04' W and along the easterly line of Madison Street a distance of 250.00 feet to a point, thence
- (2) S 76° 56' E and parallel to Twelfth Street a distance of 200.00 feet to a point in the westerly line of Jefferson Street, thence
- (3) N 13° 04' E and along the westerly line of Jefferson Street, a distance of 250.00 feet to a point in the southerly line of Twelfth Street, thence
- (4) N 76° 56' W and along the southerly line of Twelfth Street a distance of 200.00 feet to a point in the easterly line of Madison Street, said point being the point or place of beginning.

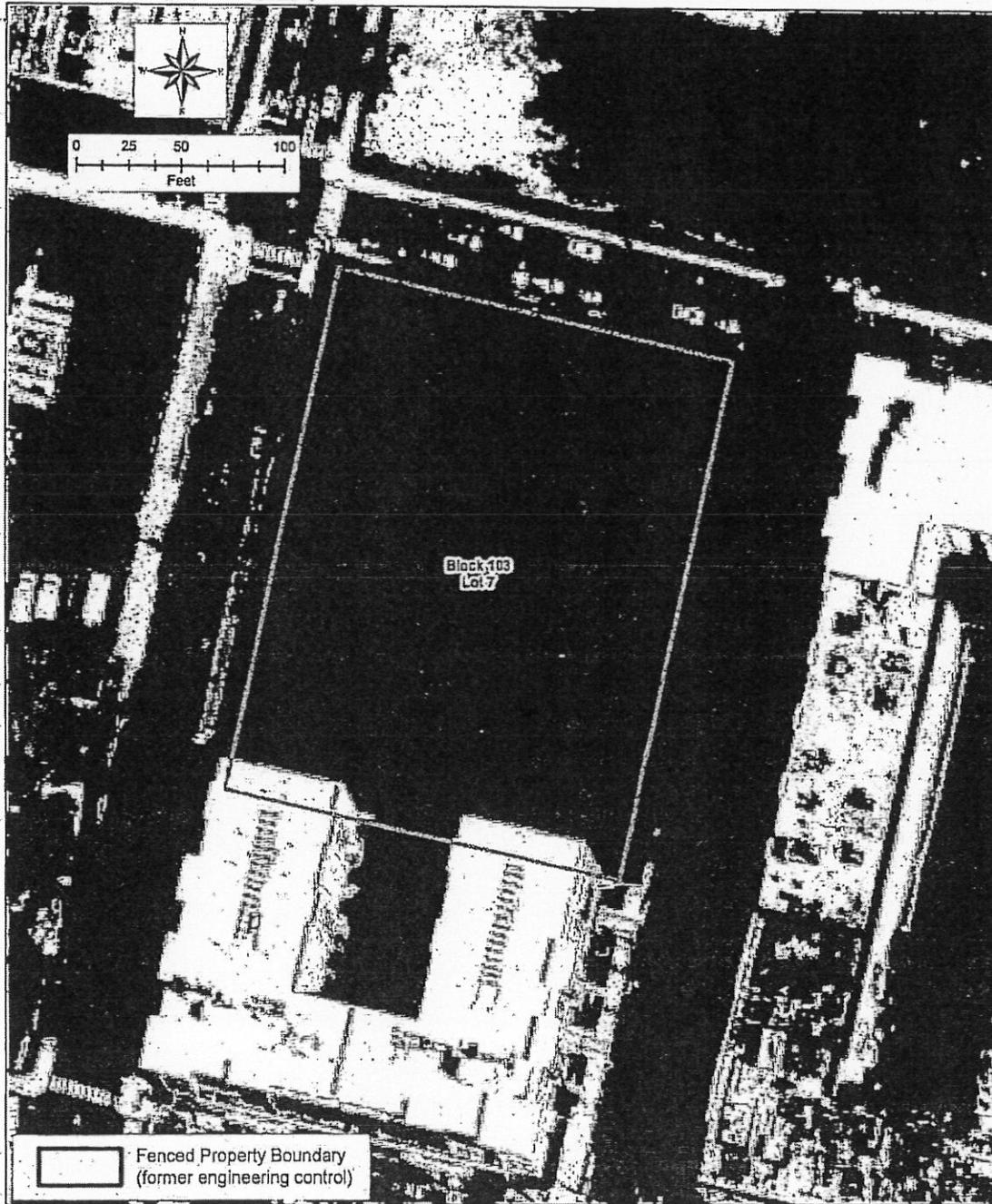
CONTAINING 50,000 square feet.

SAID parcel being formerly designated as Block 103, Lots 7 to 26 on the Tax Map of the City of Hoboken.

EXHIBIT B

Scaled Map of the Property and Institutional/Engineering Control Boundaries





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08/29/2016 03:32:52 PM
DEED
NUMBER OF PAGES : 9
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AMO Environmental Decisions June 2016

EXHIBIT B
Scaled Site Map
Southern Lot
BASF Corporation
Hoboken, New Jersey

8/29/16

9141-882

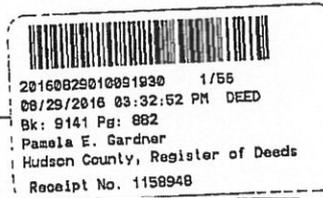
Hudson County Register 20160829010091930 Bk:9141 Pg:882 1/56

DEED NOTICE

Prepared by:

Mary T. Kenny
[Signature]

Mary T. Kenny



Recorded by:

[Signature, Officer of County Recording Office]

[Print name below signature]

DEED NOTICE

This Deed Notice is made as of the 22nd day of August, 2016, by BASF Corporation, 100 Park Avenue, Florham Park, New Jersey 07932, and COGNIS USA LLC, a Delaware limited liability company, whose address is 5051 Estecreek Drive, Cincinnati, Ohio 45232, as successor to Cognis Corporation pursuant to a Certificate of Conversion to Limited Liability Company of Cognis Corporation to Cognis USA LLC, dated June 30, 2011 and filed with the Secretary of State of the State of Delaware on June 30, 2011 (collectively, with their successors and assigns, being referred to herein as "Owner" or "BASF Corporation").

1. THE PROPERTY. Cognis USA LLC is, as set forth above, the successor to Cognis Corporation which is the record owner in fee simple of certain real property designated as Block 103, Lot 7, Block 107, Lot 1, and Block 113, Lot 1 on the tax map of the City of Hoboken, Hudson County; and BASF Corporation has acquired control of Cognis USA LLC and use of this property. The New Jersey Department of Environmental Protection Program Interest Number (Preferred ID) for the contaminated site which comprises this property is PI#030040 (Preferred ID); and said property, being property acquired by Cognis Corporation by Deed from Henkel Corporation dated October 25, 2001 and recorded October 29, 2001 with the Hudson County Register in Deed Book 5888, Page 308, is more particularly described in Exhibit A, which is attached hereto and made a part hereof (the "Property").

2. REMEDIATION.

i. Michael McNally (Licensed Site Remediation Specialist; License No. 576545) has approved this Deed Notice as an institutional control for the Property, which is part of the remediation of the Property.

ii. N.J.A.C. 7:26C-7 requires the Owner, among other persons, to obtain a soil remedial action permit for the soil remedial action at the Property. That permit will contain the monitoring, maintenance and biennial certification requirements that apply to the Property.

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3. SOIL CONTAMINATION. BASF Corporation has remediated contaminated soil at the Property, such that soil contamination remains in certain areas of the Property in concentrations that do not allow for the unrestricted use of the Property; this soil contamination is described, including the type, concentration and specific location of such contaminants, in Exhibit B, which is attached hereto and made a part hereof. As a result, there is a statutory requirement for this Deed Notice and engineering controls in accordance with N.J.S.A. 58:10B-13.

4. CONSIDERATION. In accordance with the remedial action for the Property, and in consideration of the terms and conditions of that remedial action, and other good and valuable consideration, Owner has agreed to subject the Property to certain statutory and regulatory requirements that impose restrictions upon the use of the Property, to restrict certain uses of the Property, and to provide notice to subsequent owners, lessees and operators of the restrictions and the monitoring, maintenance, and biennial certification requirements outlined in this Deed Notice and required by law, as set forth herein.

5A. RESTRICTED AREAS. Due to the presence of contamination remaining at concentrations that do not allow for unrestricted use, the Owner has agreed, as part of the remedial action for the Property, to restrict the use of certain parts of the Property (the "Restricted Areas"); a narrative description of these restrictions is provided in Exhibit C, which is attached hereto and made a part hereof. The Owner has also agreed to maintain a list of these restrictions on site for inspection by governmental officials.

5B. RESTRICTED LAND USES. The following statutory land use restrictions apply to the Restricted Areas:

i. The Brownfield and Contaminated Site Remediation Act, N.J.S.A. 58:10B-12.g(10), prohibits the conversion of a contaminated site, remediated to non-residential soil remediation standards that require the maintenance of engineering or institutional controls, to a child care facility, or public, private, or charter school without the Department's prior written approval, unless a presumptive remedy is implemented; and

ii. The Brownfield and Contaminated Site Remediation Act, N.J.S.A. 58:10B-12.g(12), prohibits the conversion of a landfill, with gas venting systems and or leachate collection systems, to a single family residence or a child care facility without the Department's prior written approval.

5C. ENGINEERING CONTROLS. Due to the presence and concentration of these contaminants, the Owner has also agreed, as part of the remedial action for the Property, to the placement of certain engineering controls on the Property; a narrative description of these engineering controls is provided in Exhibit C, and the Engineering Controls Operations & Maintenance Plan is provided in Exhibit D.

6A. CHANGE IN OWNERSHIP AND REZONING.

i. The Owner and the subsequent owners and lessees, shall cause all leases, grants, and other written transfers of an interest in the Restricted Areas to contain a provision expressly

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requiring all holders thereof to take the Property subject to the restrictions contained herein and to comply with all, and not to violate any of the conditions of this Deed Notice. Nothing contained in this Paragraph shall be construed as limiting any obligation of any person to provide any notice required by any law, regulation, or order of any governmental authority.

ii. The Owner and the subsequent owners shall provide written notice to the Department of Environmental Protection on a form provided by the Department and available at www.nj.gov/srp/forms within thirty (30) calendar days after the effective date of any conveyance, grant, gift, or other transfer, in whole or in part, of the owner's interest in the Restricted Area.

iii. The Owner and the subsequent owners shall provide written notice to the Department, on a form available from the Department at www.nj.gov/srp/forms, within thirty (30) calendar days after the owner's petition for or filing of any document initiating a rezoning of the Property to residential.

6B. SUCCESSORS AND ASSIGNS. This Deed Notice shall be binding upon Owner and upon Owner's successors and assigns, and subsequent owners, lessees and operators while each is an owner, lessee, or operator of the Property.

7A. ALTERATIONS, IMPROVEMENTS, AND DISTURBANCES.

i. The Owner and all subsequent owners and lessees shall notify any person, including, without limitation, tenants, employees of tenants, and contractors, intending to conduct invasive work or excavate within the Restricted Areas, of the nature and location of contamination in the Restricted Areas, and, of the precautions necessary to minimize potential human exposure to contaminants.

ii. Except as provided in Paragraph 7B, below, no person shall make, or allow to be made, any alteration, improvement, or disturbance in, to, or about the Property which disturbs any engineering control at the Property without first obtaining a soil remedial action permit modification pursuant to N.J.A.C. 7:26C-7. Nothing herein shall constitute a waiver of the obligation of any person to comply with all applicable laws and regulations including, without limitation, the applicable rules of the Occupational Safety and Health Administration.

iii. Notwithstanding subparagraph 7Aii., above, a soil remedial action permit modification is not required for any alteration, improvement, or disturbance provided that the owner, lessee or operator:

(A) Notifies the Department of Environmental Protection of the activity by calling the DEP Hotline, at 1-877-WARN-DEP or 1-877-927-6337, within twenty-four (24) hours after the beginning of each alteration, improvement, or disturbance;

(B) Restores any disturbance of an engineering control to pre-disturbance conditions within sixty (60) calendar days after the initiation of the alteration, improvement or disturbance;

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(C) Ensures that all applicable worker health and safety laws and regulations are followed during the alteration, improvement, or disturbance, and during the restoration;

(D) Ensures that human exposure to contamination in excess of the remediation standards does not occur; and

(E) Describes, in the next biennial certification the nature of the alteration, improvement, or disturbance, the dates and duration of the alteration, improvement, or disturbance, the name of key individuals and their affiliations conducting the alteration, improvement, or disturbance, a description of the notice the Owner gave to those persons prior to the disturbance.

7B. EMERGENCIES. In the event of an emergency which presents, or may present, an unacceptable risk to the public health and safety, or to the environment, or immediate environmental concern, see N.J.S.A. 58:10C-2, any person may temporarily breach an engineering control provided that that person complies with each of the following:

i. Immediately notifies the Department of Environmental Protection of the emergency, by calling the DEP Hotline at 1-877-WARNDEP or 1-877-927-6337;

ii. Hires a Licensed Site Remediation Professional (unless the Restricted Areas includes an unregulated heating oil tank) to respond to the emergency;

iii. Limits both the actual disturbance and the time needed for the disturbance to the minimum reasonably necessary to adequately respond to the emergency;

iv. Implements all measures necessary to limit actual or potential, present or future risk of exposure to humans or the environment to the contamination;

v. Notifies the Department of Environmental Protection when the emergency or immediate environmental concern has ended by calling the DEP Hotline at 1-877-WARNDEP or 1-877-927-6337; and

vi. Restores the engineering control to the pre-emergency conditions as soon as possible, and provides notification to the Department of Environmental Protection within sixty (60) calendar days after completion of the restoration of the engineering control, including: (a) the nature and likely cause of the emergency; (b) the potential discharges of or exposures to contaminants, if any, that may have occurred; (c) the measures that have been taken to mitigate the effects of the emergency on human health and the environment; (d) the measures completed or implemented to restore the engineering control; and (e) the changes to the engineering control or site operation and maintenance plan to prevent reoccurrence of such conditions in the future.

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8. TERMINATION OF DEED NOTICE.

i. This Deed Notice may be terminated only upon filing of a Termination of Deed Notice, available at N.J.A.C. 7:26C Appendix C, with the office of the Registers Office of Hudson County, New Jersey, expressly terminating this Deed Notice.

ii. Within thirty (30) calendar days after the filing of a Termination of Deed Notice, the owner of the property shall apply to the Department for termination of the soil remedial action permit pursuant to N.J.A.C. 7:26C-7.

9. ACCESS. The Owner, and the subsequent owners, lessees and operators agree to allow the Department, its agents and representatives access to the Property to inspect and evaluate the continued protectiveness of the remedial action that includes this Deed Notice and to conduct additional remediation to ensure the protection of the public health and safety and of the environment if the subsequent owners, lessees and operators, during their ownership, tenancy, or operation, and the Owner fail to conduct such remediation pursuant to this Deed Notice as required by law. The Owner, and the subsequent owners and lessees, shall also cause all leases, subleases, grants, and other written transfers of an interest in the Restricted Areas to contain a provision expressly requiring that all holders thereof provide such access to the Department.

10. ENFORCEMENT OF VIOLATIONS.

i. This Deed Notice itself is not intended to create any interest in real estate in favor of the Department of Environmental Protection, nor to create a lien against the Property, but merely is intended to provide notice of certain conditions and restrictions on the Property and to reflect the regulatory and statutory obligations imposed as a conditional remedial action for this site.

ii. The restrictions provided herein may be enforceable solely by the Department against any person who violates this Deed Notice. To enforce violations of this Deed Notice, the Department may initiate one or more enforcement actions pursuant to N.J.S.A. 58:10-23.11, and N.J.S.A. 58:10C, and require additional remediation and assess damages pursuant to N.J.S.A. 58:10-23.11, and N.J.S.A. 58:10C.

11. SEVERABILITY. If any court of competent jurisdiction determines that any provision of this Deed Notice requires modification, such provision shall be deemed to have been modified automatically to conform to such requirements. If a court of competent jurisdiction determines that any provision of this Deed Notice is invalid or unenforceable and the provision is of such a nature that it cannot be modified, the provision shall be deemed deleted from this instrument as though the provision had never been included herein. In either case, the remaining provisions of this Deed Notice shall remain in full force and effect.

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12A. EXHIBIT A. Exhibit A includes the following maps of the Property and the vicinity:

- i. Exhibit A-1: Vicinity Map - A map that identifies by name the roads, and other important geographical features in the vicinity of the Property (for example, USGS Quad map, Hagstrom County Maps);
- ii. Exhibit A-2: Metes and Bounds Description - A tax map of lots and blocks as well as metes and bounds description of the Property, including reference to tax lot and block numbers for the Property;
- iii. Exhibit A-3: Property Map - A scaled map of the Property, scaled at one inch to 200 feet or less, and if more than one map is submitted, the maps shall be presented as overlays, keyed to a base map; and the Property Map shall include diagrams of major surface topographical features such as buildings, roads, and parking lots.

12B. EXHIBIT B. Exhibit B includes the following descriptions of the Restricted Areas:

- i. Exhibit B-1: Restricted Area Map - A separate map for each restricted area that includes:
 - (A) As-built diagrams of each engineering control, including caps, fences, slurry walls, (and, if any) ground water monitoring wells, extent of the ground water classification exception area, pumping and treatment systems that may be required as part of a ground water engineering control in addition to the deed notice;
 - (B) As-built diagrams of any buildings, roads, parking lots and other structures that function as engineering controls; and
 - (C) Designation of all soil and sediment sample locations within the restricted areas that exceed any soil or sediment standard that are keyed into one of the tables described in the following paragraph.
- ii. Exhibit B-2: Restricted Area Data Table - A separate table for each restricted area that includes either (A) or (B) through (F):
 - (A) Only for historic fill extending over the entire site or a portion of the site and for which analytical data are limited or do not exist, a narrative that states that historic fill is present at the site, a description of the fill material (e.g., ash, cinders, brick, dredge material), and a statement that such material may include, but is not limited to, contaminants such as PAHs and metals;
 - (B) Sample location designation from Restricted Area map (Exhibit B-1);
 - (C) Sample elevation based upon mean sea level;

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(D) Name and chemical abstract service registry number of each contaminant with a concentration that exceeds the unrestricted use standard;

(E) The restricted and unrestricted use standards for each contaminant in the table;
and

(F) The remaining concentration of each contaminant at each sample location at each elevation.

12C. EXHIBIT C. Exhibit C includes narrative descriptions of the institutional controls and engineering controls as follows:

i. Exhibit C-1: Deed Notice as Institutional Control; Exhibit C-1 includes a narrative description of the restriction and obligations of this Deed Notice that are in addition to those described above, as follows:

(A) Description and estimated size of the Restricted Areas as described above;

(B) Description of the restrictions on the Property by operation of this Deed Notice;
and

(C) The objective of the restrictions.

ii. Exhibit C-2: Asphalt Cap; Exhibit C-2 includes a narrative description of the Asphalt Cap as follows:

(A) Description of the engineering control;

(B) The objective of the engineering control; and

(C) How the engineering control is intended to function.

12D. EXHIBIT D. Exhibit D consists of the Engineering Controls Operation & Maintenance Plan.

13. SIGNATURES. IN WITNESS WHEREOF, Owner has executed this Deed Notice as of the date first written above.

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ATTEST:

BASF Corporation

By: Catherine A. Trinkel
Name: Catherine A. Trinkel
Title: Associate General Counsel
+ Assistant Secretary

By: Steven J. Goldberg
Name: Steven J. Goldberg
Title: VP, Deputy Gen'l Counsel

STATE OF NEW JERSEY

COUNTY OF Morris SS.:

I certify that on August 22, 2016, Steven J. Goldberg personally came before me, and this person acknowledged under oath, to my satisfaction, that:

- (a) This person is the VP + ^{Deputy} Gen'l Counsel of BASF Corporation;
- (b) This document was signed and delivered by the corporation as its voluntary act and was duly authorized; and
- (c) I signed this proof to attest to the truth of these facts.

Catherine A. Trinkel
[Signature]

Catherine A. Trinkel, Assistant Secretary
[Print Name and Title of Attesting Witness]

Stephanie Mendes Lemos
Notary Public of the State of New Jersey



Stephanie Mendes Lemos
[Print Name]

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ATTEST:

COGNIS USA LLC

By: Catherine A. Trinkel
Name: Catherine A. Trinkel
Title: Associate General Counsel
& Assistant Secretary

By: Karen Killeen
Name: Karen Killeen
Title: Vice President

STATE OF NEW JERSEY

COUNTY OF Morris SS.:

I certify that on August 22, 2016, Karen Killeen personally came before me, and this person acknowledged under oath, to my satisfaction, that:

- (a) This person is the Vice President of COGNIS USA LLC;
- (b) This document was signed and delivered by the limited liability company as its voluntary act and was duly authorized; and
- (c) I signed this proof to attest to the truth of these facts.

Catherine A. Trinkel
[Signature]

Catherine A. Trinkel, Assistant Secretary
[Print Name and Title of Attesting Witness]

Stephanie Mendes Lemos
Notary Public of the State of New Jersey



Stephanie Mendes Lemos
[Print Name]

Record and Return to:
Mary T. Kenny, Senior Counsel
BASF Corporation
100 Park Avenue
Florham Park, New Jersey 07932

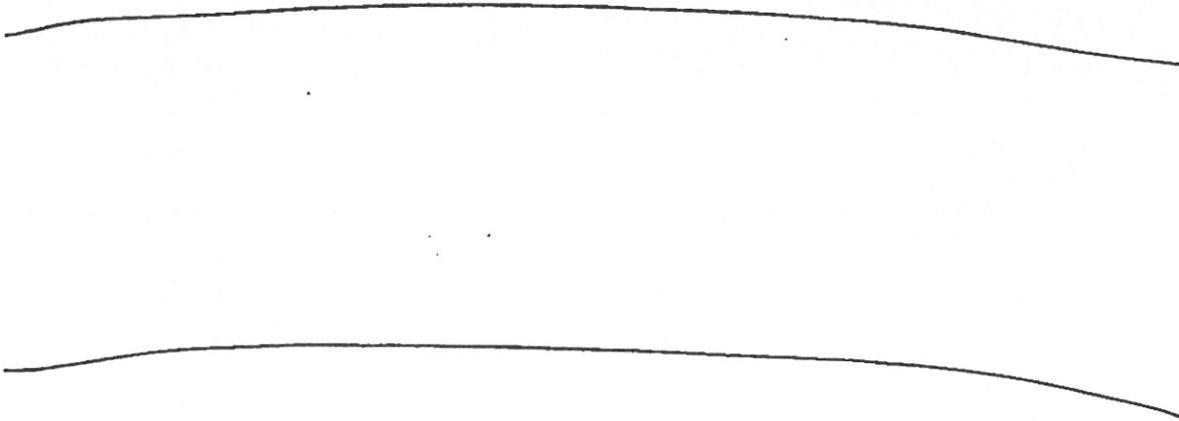
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BASF Corporation
1301 Jefferson Street
Hoboken, New Jersey 07030

DEED NOTICE
Block 103, Lot 7
Block 107, Lot 1
Block 113, Lot 1

EXHIBIT A

Exhibit A-1: Vicinity Map
Exhibit A-2: Legal Description
Exhibit A-3: Property Map





Reference: Portions of Waehawkin and Jersey City 7.5 Minute Topographic Quadrangles (NJ GIS Coverage)

Exhibit A-1
Site Vicinity Map
BASF Corporation
Hoboken, New Jersey

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EXHIBIT A-2

LEGAL DESCRIPTION OF THE LAND

TAX MAP BLOCK 103, LOT 7

BEGINNING at a point formed by the intersection of the easterly line of Madison Street with the southerly line of Twelfth Street and running thence:

- (1) S 13° 04' W and along the easterly line of Madison Street a distance of 250.00 feet to a point, thence
- (2) S 76° 56' E and parallel to Twelfth Street a distance of 200.00 feet to a point in the westerly line of Jefferson Street, thence
- (3) N 13° 04' E and along the westerly line of Jefferson Street, a distance of 250.00 feet to a point in the southerly line of Twelfth Street, thence
- (4) N 76° 56' W and along the southerly line of Twelfth Street a distance of 200.00 feet to a point in the easterly line of Madison Street, said point being the point or place of beginning.

CONTAINING 50,000 square feet.

SAID parcel being formerly designated as Block 103, Lots 7 to 26 on the Tax Map of the City of Hoboken.

TAX MAP BLOCK 107, LOT 1

BEGINNING at a point formed by the intersection of the westerly line of Adams Street with the northerly line of Twelfth Street and running thence:

- (1) N 13° 04' E and along the westerly line of Adams Street a distance of 400.00 feet to a point in the southerly line of Thirteenth Street, thence
- (2) N 76° 56' W and along the southerly line of Thirteenth Street a distance of 465.00 feet to a point in the easterly line of Madison Street, thence
- (3) S 13° 04' W and along the easterly line of Madison Street a distance of 400.00 feet to a point in the northerly line of Twelfth Street, thence
- (4) S 76° 56' E and along the northerly line of Twelfth Street a distance of 465.00 feet to a point in the westerly line of Adams Street, said point being the point or place of beginning.

CONTAINING 186,000 square feet.

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SAID parcel being formerly designated as Block 107, Lots 1 to 32 and Block 108, Lots 1 to 32 on the Tax Map of the City of Hoboken.

TAX MAP BLOCK 113, LOT 1

BEGINNING at a point formed by the intersection of the westerly line of Adams Street with the northerly line of Thirteenth Street and running thence:

- (1) N 13° 04' E and along the westerly line of Adams Street a distance of 150.00 feet to a point, thence
- (2) N 76° 56' W and parallel to Thirteenth Street a distance of 200.00 feet to a point in the easterly line of Jefferson Street, thence
- (3) S 13° 04' W and along the easterly line of Jefferson Street a distance of 150.00 feet to a point in the northerly line of Thirteenth Street, thence
- (4) S 76° 56' E and along the northerly line of Thirteenth Street a distance of 200.00 feet to a point in the westerly line of Adams Street, said point being the point or place of beginning.

CONTAINING 30,000 square feet.

SAID parcel being formerly designated as Block 113, Lots 1 to 6 and Lots 27 to 32 on the Tax Map of the City of Hoboken.



EXHIBIT A-3
Property Map
BASF Corporation
Hoboken, New Jersey

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BASF Corporation
1301 Jefferson Street
Hoboken, New Jersey 07030

DEED NOTICE
Block 103, Lot 7
Block 107, Lot 1
Block 113, Lot 1

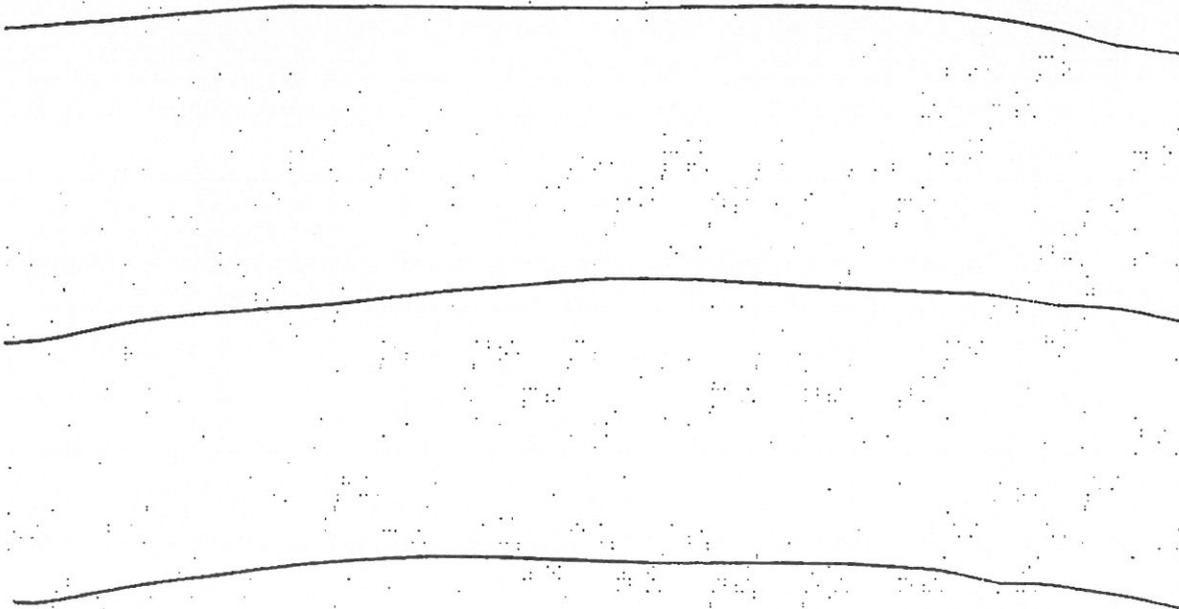
EXHIBIT B

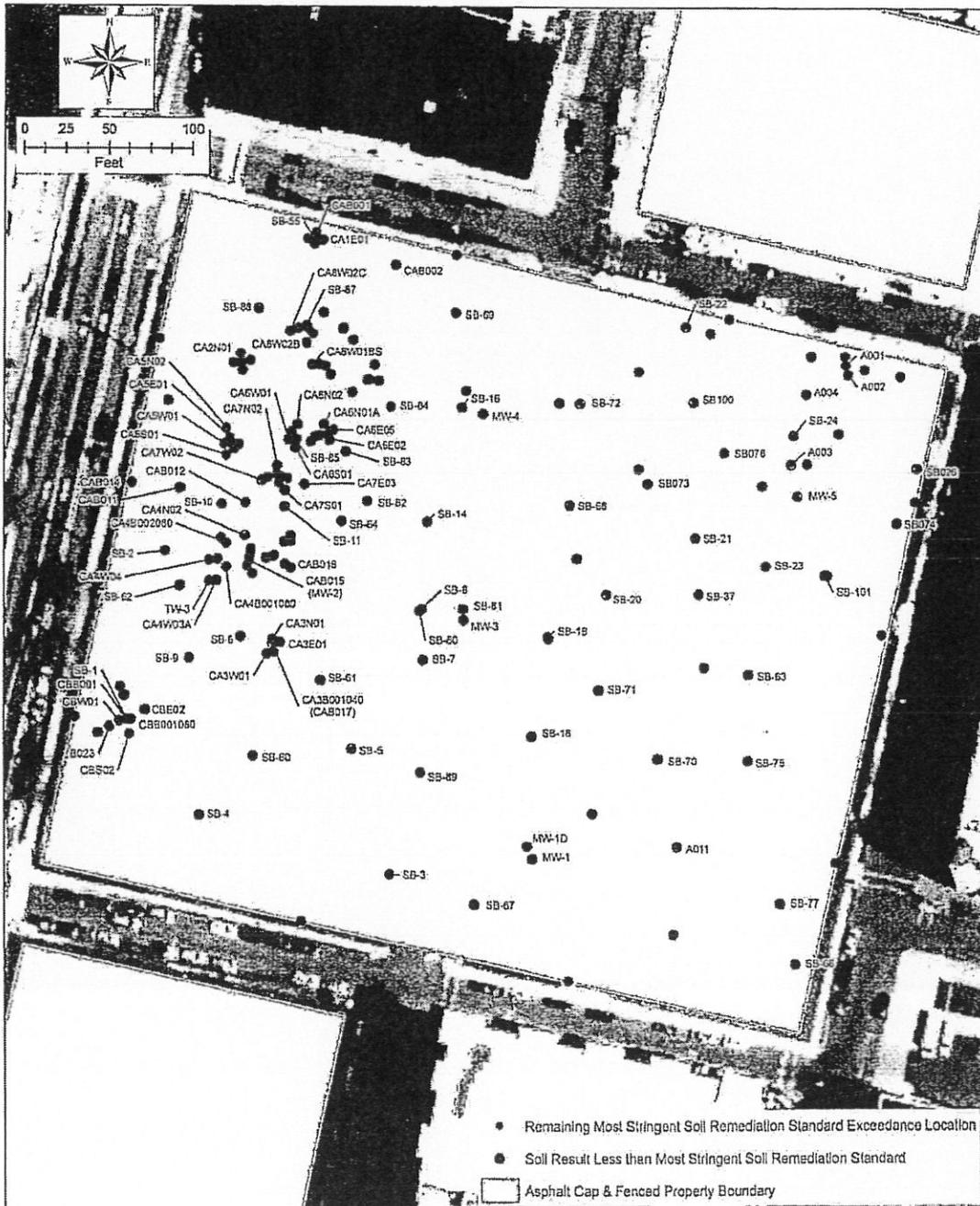
Exhibit B-1: Restricted Area Map

- a) Central Lot Asphalt Cap
- b) Northern Lot Asphalt Cap
- c) Southern Lot Asphalt Cap

Exhibit B-2: Restricted Area Data Table

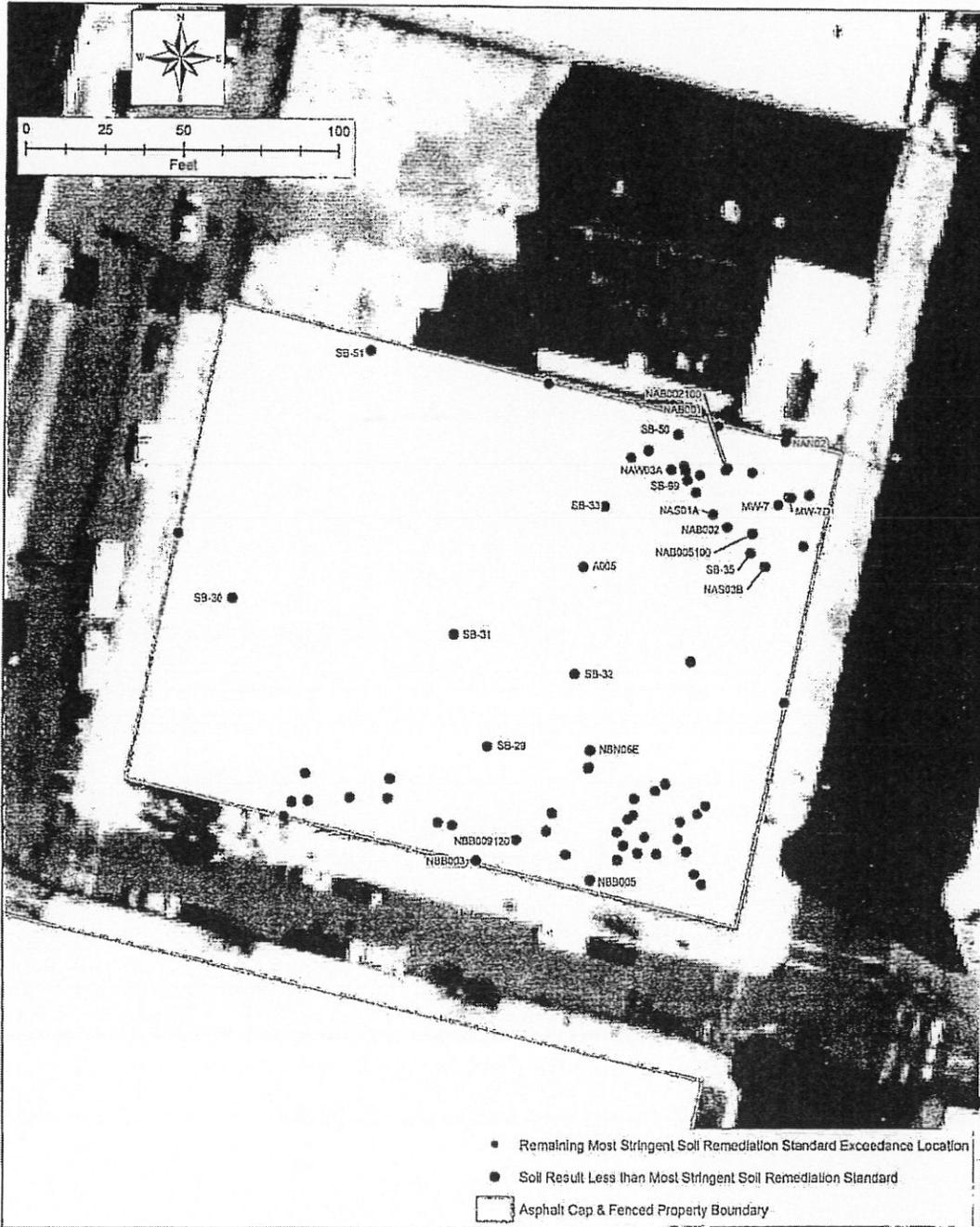
- a) Central Lot
- b) Northern Lot
- c) Southern Lot





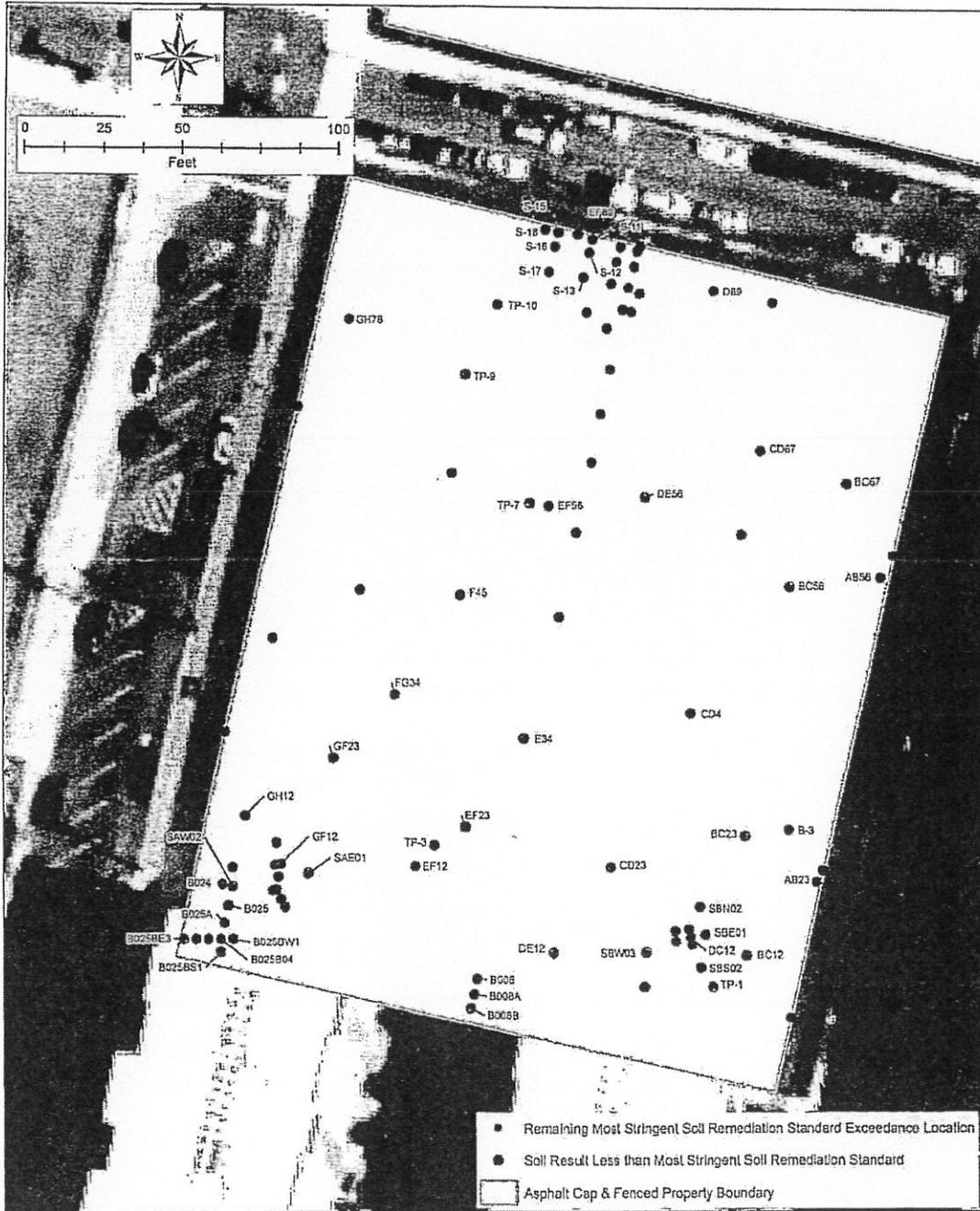
See Exhibit C-2 for engineering control specifications

EXHIBIT B-1a
Central Lot Restricted Area
BASF Corporation
Hoboken, New Jersey



See Exhibit C-2 for engineering control specifications

EXHIBIT B-1b
Northern Lot Restricted Area
BASF Corporation
Hoboken, New Jersey



See Exhibit C-2 for engineering control specifications

EXHIBIT B-1c
Southern Lot Restricted Area
BASF Corporation
Hoboken, New Jersey

BASF Corporation
Hoboken, New Jersey
(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Parcel	Location	Sample	Sample Date	TDS (lpg)	Ground Elevation	Sample Elevation	X_COORD	Y_COORD	Fraction	Parameter	CAS	Result	RESSRS	NRSRS	ITGERS	Fails NRSRS
Central	AD01	A001020	7/7/2011	2.00	5.00	3.00	621,444.05	699,603.04	Metals	Cadmium	7440-43-9	59.400	78.000	78.000	2.000	Yes
Central	AD01	A001020	7/7/2011	2.00	5.00	3.00	621,444.05	699,603.04	Metals	Chromium VI	18540-29-8	1,000.000	240.000	20.000	999,999,999	Yes
Central	AD01	A001020	7/7/2011	2.00	5.00	3.00	621,444.05	699,603.04	Metals	Lead	7439-92-1	14,200.000	400.000	800.000	90.000	Yes
Central	AD01	A001020	7/7/2011	2.00	5.00	3.00	621,444.05	699,603.04	Metals	Mercury	7439-97-6	13.000	23.000	65.000	0.100	Yes
Central	AD01	A001020	7/7/2011	2.00	5.00	3.00	621,444.05	699,603.04	Metals	Zinc	7440-65-6	60,100.000	23,000.000	110,000.000	930.000	Yes
Central	AD02	A002020	7/7/2011	2.00	5.00	3.00	621,445.39	699,597.27	Metals	Cadmium	7440-43-9	2.190	78.000	78.000	2.000	Yes
Central	AD02	A002020	7/7/2011	2.00	5.00	3.00	621,445.39	699,597.27	Metals	Lead	7439-92-1	85.000	400.000	800.000	90.000	Yes
Central	AD03	A003020	7/7/2011	2.00	5.00	3.00	621,445.39	699,597.27	Metals	Mercury	7439-97-6	0.200	23.000	65.000	0.100	Yes
Central	AD03	A003020	7/7/2011	2.00	4.50	4.50	621,411.50	699,544.50	Metals	Beryllium	7440-41-7	0.658	15.000	340.000	0.700	Yes
Central	AD03	A003020	7/7/2011	0.00	4.50	4.50	621,411.50	699,544.50	Metals	Mercury	7439-97-6	1.300	23.000	65.000	0.100	Yes
Central	AD04	A004020	7/7/2011	0.00	4.50	4.50	621,420.50	699,585.74	Metals	Lead	7439-92-1	475.000	400.000	800.000	90.000	Yes
Central	AD04	A004020	7/7/2011	0.00	4.50	4.50	621,420.50	699,585.74	Metals	Mercury	7439-97-6	0.680	23.000	65.000	0.100	Yes
Central	AD11	AD11020	9/25/2015	2.00	6.50	4.50	621,347.13	699,315.67	PCBs	PCBs (Total)	1336-36-3	0.575	0.200	1.000	0.200	Yes
Central	B023	DUPD024	3/4/2016	6.00	5.00	-3.00	621,002.15	699,391.63	PCBs	PCBs (Total)	1336-36-3	0.867	0.200	1.000	0.200	Yes
Central	CA1E01	CA1E1035	6/27/2013	3.50	4.00	0.50	621,131.51	699,677.27	PCBs	PCBs (Total)	1336-36-3	2.594	0.200	1.000	0.200	Yes
Central	CA1E01	DUPD027C	6/27/2013	3.50	4.00	0.50	621,131.51	699,677.27	PCBs	PCBs (Total)	1336-36-3	3.012	0.200	1.000	0.200	Yes
Central	CA2ND1	CA2ND1120	6/7/2013	12.00	8.00	-4.00	621,081.57	699,610.04	PCBs	PCBs (Total)	1336-36-3	0.718	0.200	1.000	0.200	Yes
Central	CA3B001D40	CA3B001D40	10/16/2015	4.00	4.50	0.50	621,101.21	699,440.09	PCBs	PCBs (Total)	1336-36-3	0.705	0.200	1.000	0.200	Yes
Central	CA3ED1	CA3ED1020	7/11/2013	2.00	4.50	2.50	621,105.82	699,440.86	PCBs	PCBs (Total)	1336-36-3	1.390	0.200	1.000	0.200	Yes
Central	CA3ND1	CA3ND1020	7/11/2013	2.00	4.50	2.50	621,101.31	699,442.66	PCBs	PCBs (Total)	1336-36-3	1.870	0.200	1.000	0.200	Yes
Central	CA3W01	CA3W01020	7/11/2013	2.00	4.50	2.50	621,097.97	699,434.19	PCBs	PCBs (Total)	1336-36-3	1.020	0.200	1.000	0.200	Yes
Central	CA4B001D80	CA4B001D80	11/25/2015	8.00	4.00	-4.00	621,073.50	699,485.46	PCBs	PCBs (Total)	1336-36-3	1.656	0.200	1.000	0.200	Yes
Central	CA4B001D80	CA4B001D80	11/25/2015	8.00	4.00	-4.00	621,073.44	699,499.25	PCBs	PCBs (Total)	1336-36-3	2.099	0.200	1.000	0.200	Yes
Central	CA4ND2	CA4ND2020	7/10/2013	2.00	4.00	2.00	621,084.76	699,503.69	PCBs	PCBs (Total)	1336-36-3	1.343	0.200	1.000	0.200	Yes
Central	CA4ND2	CA4ND2055	7/10/2013	5.50	4.00	-1.50	621,084.76	699,503.69	PCBs	PCBs (Total)	1336-36-3	1.200	0.200	1.000	0.200	Yes
Central	CA4ND2	CA4ND2070	7/10/2013	7.00	4.00	-3.00	621,084.76	699,503.69	PCBs	PCBs (Total)	1336-36-3	1.508	0.200	1.000	0.200	Yes
Central	CA4W03A	CA4W03A020	7/11/2013	2.00	4.00	2.00	621,067.28	699,477.24	PCBs	PCBs (Total)	1336-36-3	4.430	0.200	1.000	0.200	Yes
Central	CA4W03A	CA4W03A055	7/11/2013	5.50	4.00	-1.50	621,067.28	699,477.24	PCBs	PCBs (Total)	1336-36-3	2.000	0.200	1.000	0.200	Yes
Central	CA4W03A	CA4W03A070	7/11/2013	7.00	4.00	-3.00	621,067.28	699,477.24	PCBs	PCBs (Total)	1336-36-3	0.366	0.200	1.000	0.200	Yes
Central	CA4W04	CA4W04055	9/10/2013	5.50	4.00	-1.50	621,062.86	699,485.48	PCBs	PCBs (Total)	1336-36-3	1.450	0.200	1.000	0.200	Yes
Central	CA5E01	CA5E1020	6/7/2013	2.00	7.00	5.00	621,080.66	699,556.79	PCBs	PCBs (Total)	1336-36-3	0.637	0.200	1.000	0.200	Yes
Central	CA5E01	CA5E1050	6/7/2013	6.00	7.00	1.00	621,080.66	699,556.79	PCBs	PCBs (Total)	1336-36-3	4.660	0.200	1.000	0.200	Yes
Central	CA5ND2	CA5ND2020	6/7/2013	2.00	7.50	5.50	621,073.40	699,566.34	PCBs	PCBs (Total)	1336-36-3	1.705	0.200	1.000	0.200	Yes
Central	CA5S01	CA5S01020	6/7/2013	2.00	6.50	4.50	621,073.30	699,550.57	PCBs	PCBs (Total)	1336-36-3	0.261	0.200	1.000	0.200	Yes
Central	CA5S01	CA5S01050	7/1/2013	6.00	6.50	0.50	621,073.30	699,550.57	PCBs	PCBs (Total)	1336-36-3	1.560	0.200	1.000	0.200	Yes
Central	CA5W01	CA5W01020	7/1/2013	2.00	7.00	5.00	621,072.05	699,557.09	PCBs	PCBs (Total)	1336-36-3	3.350	0.200	1.000	0.200	Yes
Central	CA5W01	CA5W01050	7/1/2013	6.00	7.00	1.00	621,072.05	699,557.09	PCBs	PCBs (Total)	1336-36-3	3.010	0.200	1.000	0.200	Yes
Central	CA6E02	CA6E02140	7/9/2013	14.00	4.50	-9.50	621,127.05	699,561.28	PCBs	PCBs (Total)	1336-36-3	0.596	0.200	1.000	0.200	Yes
Central	CA6E05	CA6E05060	9/10/2013	6.00	4.50	-1.50	621,137.83	699,565.73	PCBs	PCBs (Total)	1336-36-3	4.520	0.200	1.000	0.200	Yes
Central	CA6ND1A	CA6ND1A060	9/10/2013	6.00	4.50	-1.50	621,132.26	699,568.49	PCBs	PCBs (Total)	1336-36-3	4.880	0.200	1.000	0.200	Yes
Central	CA6ND2	CA6ND2020	7/9/2013	2.00	4.50	2.50	621,116.12	699,568.47	PCBs	PCBs (Total)	1336-36-3	0.558	0.200	1.000	0.200	Yes
Central	CA6S01	CA6S01060	7/9/2013	6.00	4.50	-1.50	621,114.89	699,554.79	PCBs	PCBs (Total)	1336-36-3	2.540	0.200	1.000	0.200	Yes
Central	CA6S01	CA6S01140	7/9/2013	14.00	4.50	-9.50	621,114.89	699,554.79	PCBs	PCBs (Total)	1336-36-3	0.793	0.200	1.000	0.200	Yes
Central	CA6W01	CA6W01050	7/9/2013	6.00	4.00	-2.00	621,110.85	699,559.52	PCBs	PCBs (Total)	1336-36-3	0.514	0.200	1.000	0.200	Yes
Central	CA7B01	DUPD09A	7/9/2013	6.00	4.00	-2.00	621,110.85	699,559.52	PCBs	PCBs (Total)	1336-36-3	0.481	0.200	1.000	0.200	Yes
Central	CA7E03	CA7E03060	7/9/2013	6.00	4.50	-1.50	621,120.43	699,533.55	PCBs	PCBs (Total)	1336-36-3	1.670	0.200	1.000	0.200	Yes
Central	CA7E03	CA7E03140	7/9/2013	14.00	4.50	-9.50	621,120.43	699,533.55	PCBs	PCBs (Total)	1336-36-3	1.000	0.200	1.000	0.200	Yes
Central	CA7ND2	CA7ND2050	7/10/2013	6.00	4.00	-2.00	621,104.30	699,544.30	PCBs	PCBs (Total)	1336-36-3	3.960	0.200	1.000	0.200	Yes
Central	CA7S01	CA7S01020	7/9/2013	2.00	4.50	2.50	621,108.79	699,530.12	PCBs	PCBs (Total)	1336-36-3	0.465	0.200	1.000	0.200	Yes
Central	CA7S01	CA7S01060	7/9/2013	6.00	4.50	-1.50	621,108.79	699,530.12	PCBs	PCBs (Total)	1336-36-3	4.690	0.200	1.000	0.200	Yes

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BASF Corporation
Hoboken, New Jersey
(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Central	CATW02	CATW0200	7/10/2013	2.00	4.00	2.00	621,094.85	699,535.81	PCBs	PCBs (Total)	1336-36-3	5.033	0.200	1.000	0.200	Yes
Central	CASW01B5	CASW01B040	10/7/2013	4.00	4.50	0.50	621,125.08	699,603.61	PCBs	PCBs (Total)	1336-36-3	4.098	0.200	1.000	0.200	Yes
Central	CASW01B5	CASW01B060	10/7/2013	6.00	4.50	-1.50	621,125.08	699,603.61	PCBs	PCBs (Total)	1336-36-3	4.237	0.200	1.000	0.200	Yes
Central	CASW02B	CASW02B100	7/8/2013	10.00	4.50	-5.50	621,121.64	699,616.60	PCBs	PCBs (Total)	1336-36-3	2.320	0.200	1.000	0.200	Yes
Central	CASW02C	CASW02C100	7/8/2013	10.00	4.50	-5.50	621,111.77	699,623.46	PCBs	PCBs (Total)	1336-36-3	8.860	0.200	1.000	0.200	Yes
Central	CAB001	CAB001050	4/23/2013	6.00	4.00	-2.00	621,127.33	699,580.08	PCBs	PCBs (Total)	1336-36-3	0.264	0.200	1.000	0.200	Yes
Central	CAB001	CAB001070	4/23/2013	7.00	4.00	-3.00	621,127.33	699,580.08	PCBs	PCBs (Total)	1336-36-3	0.574	0.200	1.000	0.200	Yes
Central	CAB001	CAB001080	4/23/2013	8.00	4.00	-4.00	621,127.33	699,580.08	PCBs	PCBs (Total)	1336-36-3	4.350	0.200	1.000	0.200	Yes
Central	CAB002	CAB002040	4/23/2013	4.00	4.50	0.50	621,175.22	699,662.52	PCBs	PCBs (Total)	1336-36-3	7.420	0.200	1.000	0.200	Yes
Central	CAB011	CAB011050	4/24/2013	6.00	4.50	-1.50	621,045.30	699,531.55	PCBs	PCBs (Total)	1336-36-3	0.667	0.200	1.000	0.200	Yes
Central	CAB011	CAB011080	4/24/2013	8.00	4.50	-3.50	621,045.30	699,531.55	PCBs	PCBs (Total)	1336-36-3	3.810	0.200	1.000	0.200	Yes
Central	CAB011	CAB011100	4/24/2013	10.00	4.50	-5.50	621,045.30	699,531.55	PCBs	PCBs (Total)	1336-36-3	2.710	0.200	1.000	0.200	Yes
Central	CAB011	CAB011120	4/24/2013	12.00	4.50	-7.50	621,045.30	699,531.55	PCBs	PCBs (Total)	1336-36-3	0.749	0.200	1.000	0.200	Yes
Central	CAB012	CAB012020	4/24/2013	2.00	4.00	2.00	621,084.57	699,522.87	PCBs	PCBs (Total)	1336-36-3	1.881	0.200	1.000	0.200	Yes
Central	CAB012	CAB012040	4/24/2013	4.00	4.00	0.00	621,084.57	699,522.87	PCBs	PCBs (Total)	1336-36-3	4.729	0.200	1.000	0.200	Yes
Central	CAB012	CAB012060	4/24/2013	6.00	4.00	-2.00	621,084.57	699,522.87	PCBs	PCBs (Total)	1336-36-3	3.547	0.200	1.000	0.200	Yes
Central	CAB012	CAB012080	4/24/2013	8.00	4.00	-4.00	621,084.57	699,522.87	PCBs	PCBs (Total)	1336-36-3	1.850	0.200	1.000	0.200	Yes
Central	CAB012	DUP009	4/24/2013	8.00	4.00	-4.00	621,084.57	699,522.87	PCBs	PCBs (Total)	1336-36-3	1.740	0.200	1.000	0.200	Yes
Central	CAB012	CAB012100	4/24/2013	10.00	4.00	-6.00	621,084.57	699,522.87	PCBs	PCBs (Total)	1336-36-3	2.730	0.200	1.000	0.200	Yes
Central	CAB012	CAB012140	4/24/2013	14.00	4.00	-10.00	621,084.57	699,522.87	PCBs	PCBs (Total)	1336-36-3	0.558	0.200	1.000	0.200	Yes
Central	CAB014	CAB014020	4/25/2013	2.00	5.50	3.50	621,016.70	699,534.72	PCBs	PCBs (Total)	1336-36-3	0.689	0.200	1.000	0.200	Yes
Central	CAB014	CAB014040	4/25/2013	4.00	5.50	1.50	621,016.70	699,534.72	PCBs	PCBs (Total)	1336-36-3	2.872	0.200	1.000	0.200	Yes
Central	CAB014	CAB014060	4/25/2013	6.00	5.50	-0.50	621,016.70	699,534.72	PCBs	PCBs (Total)	1336-36-3	0.774	0.200	1.000	0.200	Yes
Central	CAB014	CAB014070	4/25/2013	7.00	5.50	-1.50	621,016.70	699,534.72	PCBs	PCBs (Total)	1336-36-3	0.765	0.200	1.000	0.200	Yes
Central	CAB015	CAB015080	4/24/2013	8.00	5.00	-3.00	621,087.39	699,489.02	PCBs	PCBs (Total)	1336-36-3	2.360	0.200	1.000	0.200	Yes
Central	CAB015	CAB015100	4/24/2013	10.00	5.00	-5.00	621,087.39	699,489.02	PCBs	PCBs (Total)	1336-36-3	0.274	0.200	1.000	0.200	Yes
Central	CAB016	CAB016020	4/24/2013	2.00	4.50	2.50	621,112.35	699,484.77	PCBs	PCBs (Total)	1336-36-3	1.550	0.200	1.000	0.200	Yes
Central	CAB016	CAB016040	4/24/2013	4.00	4.50	0.50	621,112.35	699,484.77	PCBs	PCBs (Total)	1336-36-3	0.263	0.200	1.000	0.200	Yes
Central	CAB016	CAB016060	4/24/2013	6.00	4.50	-1.50	621,112.35	699,484.77	PCBs	PCBs (Total)	1336-36-3	0.255	0.200	1.000	0.200	Yes
Central	CAB016	CAB016080	4/24/2013	8.00	4.50	-3.50	621,112.35	699,484.77	PCBs	PCBs (Total)	1336-36-3	1.070	0.200	1.000	0.200	Yes
Central	CAB017	CAB017040	4/25/2013	4.00	4.50	0.50	621,100.98	699,440.39	PCBs	PCBs (Total)	1336-36-3	0.713	0.200	1.000	0.200	Yes
Central	CAB017	CAB017060	4/25/2013	6.00	4.50	-1.50	621,100.98	699,440.39	PCBs	PCBs (Total)	1336-36-3	0.255	0.200	1.000	0.200	Yes
Central	CB001	CB001080	4/25/2013	8.00	5.00	-3.00	621,013.51	699,396.02	PCBs	PCBs (Total)	1336-36-3	0.915	0.200	1.000	0.200	Yes
Central	CB001080	CB001080	11/24/2015	8.00	5.00	-3.00	621,016.52	699,396.01	PCBs	PCBs, TOTAL	1336-36-3	2.050	0.200	1.000	0.200	Yes
Central	CB02	CB02045	7/11/2013	4.50	5.50	1.00	621,024.73	699,401.59	PCBs	PCBs (Total)	1336-36-3	0.241	0.200	1.000	0.200	Yes
Central	CB02	DUP07119	7/11/2013	4.50	5.50	1.00	621,024.73	699,401.59	PCBs	PCBs (Total)	1336-36-3	0.221	0.200	1.000	0.200	Yes
Central	CB02	CB02070	7/11/2013	7.00	5.50	-1.50	621,024.73	699,401.59	PCBs	PCBs (Total)	1336-36-3	4.077	0.200	1.000	0.200	Yes
Central	CB02	CB02045	7/11/2013	4.50	5.00	0.50	621,015.33	699,387.34	PCBs	PCBs (Total)	1336-36-3	2.220	0.200	1.000	0.200	Yes
Central	CB02	CB02070	7/11/2013	7.00	5.00	-2.00	621,015.33	699,387.34	PCBs	PCBs (Total)	1336-36-3	0.586	0.200	1.000	0.200	Yes
Central	CBW01	CBW01045	7/11/2013	4.50	5.00	0.50	621,009.12	699,385.17	PCBs	PCBs (Total)	1336-36-3	1.536	0.200	1.000	0.200	Yes
Central	CBW01	CBW01070	7/11/2013	7.00	5.00	-2.00	621,009.12	699,385.17	PCBs	PCBs (Total)	1336-36-3	2.172	0.200	1.000	0.200	Yes
Central	MW-1	MW-1 4-4.5	2/26/2002	4.00	4.50	0.50	621,256.10	699,312.80	Metals	Arsenic	7440-38-2	21.700	19.000	19.000	19.000	Yes
Central	MW-1	MW-1 4-4.5	2/26/2002	4.00	4.50	0.50	621,256.10	699,312.80	Metals	Copper	7440-50-8	5,360.000	3,100.000	45,000.000	11,000.000	Yes
Central	MW-1	MW-1 4-4.5	2/26/2002	4.00	4.50	0.50	621,256.10	699,312.80	Metals	Lead	7439-92-1	6,380.000	400.000	800.000	90.000	Yes
Central	MW-1	MW-1 4-4.5	2/26/2002	4.00	4.50	0.50	621,256.10	699,312.80	SVOC	Benzo(A)Anthracene	56-55-3	4.800	0.600	2.000	0.800	Yes
Central	MW-1	MW-1 4-4.5	2/26/2002	4.00	4.50	0.50	621,256.10	699,312.80	SVOC	Benzo(A)Pyrene	50-32-8	4.900	0.200	0.200	0.200	Yes
Central	MW-1	MW-1 4-4.5	2/26/2002	4.00	4.50	0.50	621,256.10	699,312.80	SVOC	Benzo(B)Fluoranthene	205-99-2	5.900	0.600	2.000	2.000	Yes
Central	MW-1	MW-1 4-4.5	2/26/2002	4.00	4.50	0.50	621,256.10	699,312.80	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.530	0.200	0.200	0.800	Yes
Central	MW-1	MW-1 4-4.5	2/26/2002	4.00	4.50	0.50	621,256.10	699,312.80	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	2.600	0.600	2.000	7.000	Yes
Central	MW-1	MW-1 5-5.5	2/26/2002	5.50	4.50	-1.00	621,256.10	699,312.80	Metals	Lead	7439-92-1	1,470.000	400.000	800.000	90.000	Yes
Central	MW-1	MW-1 5-5.5	2/26/2002	5.50	4.50	-1.00	621,256.10	699,312.80	SVOC	Benzo(A)Pyrene	50-32-8	0.430	0.200	0.200	0.200	Yes
Central	MW-1	MW-1	6.00	4.50	-1.50	621,256.10	699,312.80	Metals	Lead	7439-92-1	1,240.000	400.000	800.000	90.000	Yes	
Central	MW-1	MW-1	10.00	4.50	-5.50	621,256.10	699,312.80	Metals	Lead	7439-92-1	626.000	400.000	800.000	90.000	Yes	

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See Final Page for Explanations
Subabi B-2a

BASF Corporation
Hoboken, New Jersey
(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Central	MW-1	MW-1	14.00	4.50	-9.50	621,256.10	699,312.80	Metals	Arsenic	7440-38-2	25.100	19,000	19,000	19,000	Yes	
Central	MW-1D	MW-1D 1.5-2	4/30/2003	1.50	4.50	3.00	621,253.10	699,320.10	Metals	Mercury	7439-97-6	1.100	23,000	65,000	0.100	Yes
Central	MW-1D	MW-1D 1.5-2	4/30/2003	1.50	4.50	3.00	621,253.10	699,320.10	SVOC	Benzo(A)Anthracene	56-55-3	5.100	0.600	2.000	0.800	Yes
Central	MW-1D	MW-1D 1.5-2	4/30/2003	1.50	4.50	3.00	621,253.10	699,320.10	SVOC	Benzo(A)Pyrene	50-32-8	7.200	0.200	0.200	0.200	Yes
Central	MW-1D	MW-1D 1.5-2	4/30/2003	1.50	4.50	3.00	621,253.10	699,320.10	SVOC	Benzo(B)Fluoranthene	205-99-2	7.900	0.600	2.000	2.000	Yes
Central	MW-1D	MW-1D 1.5-2	4/30/2003	1.50	4.50	3.00	621,253.10	699,320.10	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.600	0.200	0.200	0.800	Yes
Central	MW-1D	MW-1D 1.5-1	4/30/2003	12.50	4.50	-8.00	621,253.10	699,320.10	Metals	Indeno(1,2,3-Cd)Pyrene	193-39-5	5.100	0.600	2.000	7.000	Yes
Central	MW-1D	MW-1D 1.5-1	4/30/2003	12.50	4.50	-8.00	621,253.10	699,320.10	Metals	Lead	7439-92-1	1,050.000	400.000	800.000	50.000	Yes
Central	MW-1D	MW-1D 1.5-1	4/30/2003	12.50	4.50	-8.00	621,253.10	699,320.10	SVOC	Benzo(A)Anthracene	56-55-3	0.800	0.600	2.000	0.800	Yes
Central	MW-1D	MW-1D 1.5-1	4/30/2003	12.50	4.50	-8.00	621,253.10	699,320.10	SVOC	Benzo(A)Pyrene	50-32-8	0.800	0.200	0.200	0.200	Yes
Central	MW-2	MW-2 8.5-9	2/27/2002	8.50	5.00	-3.50	621,087.38	699,489.02	Metals	Arsenic	7440-38-2	27.200	19,000	19,000	19,000	Yes
Central	MW-2	MW-2 8.5-9	2/27/2002	8.50	5.00	-3.50	621,087.38	699,489.02	PCBs	Pcbx (Total)	1336-36-3	1.600	0.200	1.000	0.200	Yes
Central	MW-3	MW-3 4.5-5	2/26/2002	4.50	5.00	0.50	621,215.60	699,453.50	Metals	Lead	7439-92-1	742.000	400.000	800.000	90.000	Yes
Central	MW-3	MW-3 4.5-5	2/26/2002	4.50	5.00	0.50	621,215.60	699,453.50	SVOC	Benzo(A)Anthracene	56-55-3	1.200	0.600	2.000	0.800	Yes
Central	MW-3	MW-3 4.5-5	2/26/2002	4.50	5.00	0.50	621,215.60	699,453.50	SVOC	Benzo(A)Pyrene	50-32-8	1.600	0.200	0.200	0.200	Yes
Central	MW-3	MW-3 4.5-5	2/26/2002	4.50	5.00	0.50	621,215.60	699,453.50	SVOC	Benzo(B)Fluoranthene	205-99-2	1.800	0.600	2.000	2.000	Yes
Central	MW-3	MW-3 4.5-5	2/26/2002	4.50	5.00	0.50	621,215.60	699,453.50	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.790	0.600	2.000	7.000	Yes
Central	MW-4	MW-4 3.5-4	2/28/2002	3.50	3.50	0.00	621,227.20	699,574.20	Metals	Arsenic	7440-38-2	28.100	19,000	19,000	19,000	Yes
Central	MW-4	MW-4 3.5-4	2/28/2002	3.50	3.50	0.00	621,227.20	699,574.20	Metals	Lead	7439-92-1	3,520.000	400.000	800.000	50.000	Yes
Central	MW-4	MW-4 3.5-4	2/28/2002	3.50	3.50	0.00	621,227.20	699,574.20	SVOC	Benzo(A)Anthracene	56-55-3	0.780	0.600	2.000	0.800	Yes
Central	MW-4	MW-4 3.5-4	2/28/2002	3.50	3.50	0.00	621,227.20	699,574.20	SVOC	Benzo(A)Pyrene	50-32-8	1.500	0.200	0.200	0.200	Yes
Central	MW-4	MW-4 3.5-4	2/28/2002	3.50	3.50	0.00	621,227.20	699,574.20	SVOC	Benzo(B)Fluoranthene	205-99-2	2.300	0.600	2.000	2.000	Yes
Central	MW-4	MW-4 3.5-4	2/28/2002	3.50	3.50	0.00	621,227.20	699,574.20	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.830	0.600	2.000	7.000	Yes
Central	MW-4	MW-4 7.5-8	2/28/2002	7.50	3.50	-4.00	621,227.20	699,574.20	Metals	Lead	7439-92-1	8,260.000	400.000	800.000	90.000	Yes
Central	MW-4	MW-4 7.5-8	2/28/2002	7.50	3.50	-4.00	621,227.20	699,574.20	SVOC	Benzo(A)Anthracene	56-55-3	1.200	0.600	2.000	0.800	Yes
Central	MW-4	MW-4 7.5-8	2/28/2002	7.50	3.50	-4.00	621,227.20	699,574.20	SVOC	Benzo(A)Pyrene	50-32-8	0.930	0.200	0.200	0.200	Yes
Central	MW-4	MW-4 7.5-8	2/28/2002	7.50	3.50	-4.00	621,227.20	699,574.20	SVOC	Benzo(B)Fluoranthene	205-99-2	1.100	0.600	2.000	2.000	Yes
Central	MW-5	MW-5 4.5-5	3/1/2002	4.50	4.50	0.00	621,415.20	699,526.10	Metals	Lead	7439-92-1	1,510.000	400.000	800.000	90.000	Yes
Central	MW-5	MW-5 4.5-5	3/1/2002	4.50	4.50	0.00	621,415.20	699,526.10	PEST	Aldrin	309-00-1	0.053	0.040	0.200	0.200	Yes
Central	MW-5	MW-5 4.5-5	3/1/2002	4.50	4.50	0.00	621,415.20	699,526.10	SVOC	Benzo(A)Anthracene	56-55-3	7.300	0.600	2.000	0.800	Yes
Central	MW-5	MW-5 4.5-5	3/1/2002	4.50	4.50	0.00	621,415.20	699,526.10	SVOC	Benzo(A)Pyrene	50-32-8	7.200	0.200	0.200	0.200	Yes
Central	MW-5	MW-5 4.5-5	3/1/2002	4.50	4.50	0.00	621,415.20	699,526.10	SVOC	Benzo(B)Fluoranthene	205-99-2	9.500	0.600	2.000	2.000	Yes
Central	MW-5	MW-5 4.5-5	3/1/2002	4.50	4.50	0.00	621,415.20	699,526.10	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.510	0.200	0.200	0.800	Yes
Central	MW-5	MW-5 4.5-5	3/1/2002	4.50	4.50	0.00	621,415.20	699,526.10	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1.700	0.600	2.000	7.000	Yes
Central	MW-5	MW-5 10.5-11	3/1/2002	10.50	4.50	-6.00	621,415.20	699,526.10	SVOC	Benzo(A)Anthracene	56-55-3	340.000	0.600	2.000	0.800	Yes
Central	MW-5	MW-5 10.5-11	3/1/2002	10.50	4.50	-6.00	621,415.20	699,526.10	SVOC	Benzo(A)Pyrene	50-32-8	340.000	0.200	0.200	0.200	Yes
Central	MW-5	MW-5 10.5-11	3/1/2002	10.50	4.50	-6.00	621,415.20	699,526.10	SVOC	Benzo(B)Fluoranthene	205-99-2	280.000	0.600	2.000	2.000	Yes
Central	MW-5	MW-5 10.5-11	3/1/2002	10.50	4.50	-6.00	621,415.20	699,526.10	SVOC	Benzo(K)Fluoranthene	207-08-9	120.000	6.000	23.000	25.000	Yes
Central	MW-5	MW-5 10.5-11	3/1/2002	10.50	4.50	-6.00	621,415.20	699,526.10	SVOC	Carbazole	86-74-8	110.000	24.000	96.000	999,999.999	Yes
Central	MW-5	MW-5 10.5-11	3/1/2002	10.50	4.50	-6.00	621,415.20	699,526.10	SVOC	Chrysene	218-01-9	300.000	62.000	230.000	80.000	Yes
Central	MW-5	MW-5 10.5-11	3/1/2002	10.50	4.50	-6.00	621,415.20	699,526.10	SVOC	Dibenz(A,H)Anthracene	53-70-3	36.000	0.200	0.200	0.800	Yes
Central	MW-5	MW-5 10.5-11	3/1/2002	10.50	4.50	-6.00	621,415.20	699,526.10	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	120.000	0.600	2.000	7.000	Yes
Central	MW-5	MW-5 10.5-11	3/1/2002	10.50	4.50	-6.00	621,415.20	699,526.10	SVOC	Naphthalene	91-20-3	110.000	6.000	17.000	15.000	Yes
Central	S8076	S8076055	6/26/2013	5.50	5.00	-0.50	621,486.14	699,543.87	SVOC	Bit(2-Chloroethyl) Ether	111-44-4	56.000	0.400	2.000	0.200	Yes
Central	S8073	S8073055	6/26/2013	5.50	5.00	-0.50	621,335.33	699,533.52	SVOC	Bit(2-Chloroethyl) Ether	111-44-4	3.700	0.400	2.000	0.200	Yes
Central	S8073	S8073085	6/26/2013	8.50	4.50	-4.00	621,335.33	699,533.52	SVOC	Bit(2-Chloroethyl) Ether	111-44-4	5.800	0.400	2.000	0.200	Yes
Central	S8074	S8074050	6/26/2013	5.00	5.00	0.00	621,474.05	699,509.99	SVOC	Bit(2-Chloroethyl) Ether	111-44-4	1.200	0.400	2.000	0.200	Yes
Central	S8074	S8074115	6/26/2013	11.50	5.50	-6.00	621,474.05	699,509.99	SVOC	Bit(2-Chloroethyl) Ether	111-44-4	59.000	0.400	2.000	0.200	Yes
Central	S8076	S8076125	6/26/2013	12.50	4.50	-8.00	621,371.18	699,551.43	SVOC	Bit(2-Chloroethyl) Ether	111-44-4	15.000	0.400	2.000	0.200	Yes
Central	S8-1	S8-1 11-11.5	2/12/2002	11.00	5.00	-6.00	621,013.51	699,396.02	Metals	Lead	7439-92-1	2,380.000	400.000	800.000	90.000	Yes
Central	S8-1	S8-1 11-11.5	2/12/2002	11.00	5.00	-6.00	621,013.51	699,396.02	PCBs	Pcbx (Total)	1336-36-3	0.550	0.200	1.000	0.200	Yes
Central	S8-1	S8-1 11-11.5	2/12/2002	11.00	5.00	-6.00	621,013.51	699,396.02	SVOC	Benzo(A)Anthracene	56-55-3	2.600	0.600	2.000	0.800	Yes
Central	S8-1	S8-1 11-11.5	2/12/2002	11.00	5.00	-6.00	621,013.51	699,396.02	SVOC	Benzo(A)Pyrene	50-32-8	3.000	0.200	0.200	0.200	Yes

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BASF Corporation
Hoboken, New Jersey
(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Central	SB-101	SB-101 9.5-1	4/17/2003	9.50	5.00	-4.50	621,431.33	669,479.57	Metals	Mercury	7439-97-6	1,260,009	23,000	55,000	0.100	Yes
Central	SB-101	SB-101 9.5-1	4/17/2003	9.50	5.00	-4.50	621,431.33	669,479.57	SVOC	Benzo(A)Anthracene	56-55-3	1,500	0.500	2,000	0.020	Yes
Central	SB-101	SB-101 9.5-1	4/17/2003	9.50	5.00	-4.50	621,431.33	669,479.57	SVOC	Benzo(A)Pyrene	50-32-8	1,400	0.200	0.200	0.200	Yes
Central	SB-101	SB-101 9.5-1	4/17/2003	9.50	5.00	-4.50	621,431.33	669,479.57	SVOC	Benzo(B)Fluoranthene	205-99-2	0.770	0.600	2,000	2,000	Yes
Central	SB-11	SB-11 5-6	2/18/2002	5.00	4.50	-0.50	621,108.70	699,520.50	PCBs	Pcbis (Total)	1336-36-3	7,200	0.200	1,000	0.200	Yes
Central	SB-11	SB-11 5-6	2/18/2002	5.00	4.50	-0.50	621,108.70	699,520.50	SVOC	Benzo(A)Anthracene	56-55-3	0.830	0.500	2,000	0.820	Yes
Central	SB-11	SB-11 5-6	2/18/2002	5.00	4.50	-0.50	621,108.70	699,520.50	SVOC	Benzo(A)Pyrene	50-32-8	0.740	-0.200	0.200	0.200	Yes
Central	SB-11	SB-11 5-6	2/18/2002	5.00	4.50	-0.50	621,108.70	699,520.50	SVOC	Benzo(B)Fluoranthene	205-99-2	0.950	-0.600	2,000	2,000	Yes
Central	SB-11	SB-11 5-6	2/18/2002	5.00	4.50	-0.50	621,108.70	699,520.50	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.270	0.200	0.200	0.800	Yes
Central	SB-11	SB-11 12-12.5	2/18/2002	12.00	4.50	-7.50	621,108.70	699,520.50	Metals	Lead	7439-92-1	2,600,000	400,000	800,000	90,000	Yes
Central	SB-11	SB-11 12-12.5	2/18/2002	12.00	4.50	-7.50	621,108.70	699,520.50	PCBs	Pcbis (Total)	1336-36-3	6,800	-0.200	1,600	0.200	Yes
Central	SB-11	SB-11 12-12.5	2/18/2002	12.00	4.50	-7.50	621,108.70	699,520.50	PCBs	Pcbis (Total)	1336-36-3	0.380	0.200	1,000	0.200	Yes
Central	SB-14	SB-14 4.5-5	2/19/2002	4.50	4.00	-0.50	621,194.20	699,511.60	Metals	Arsenic	7440-38-2	35,000	19,000	19,000	19,000	Yes
Central	SB-14	SB-14 4.5-5	2/19/2002	4.50	4.00	-0.50	621,194.20	699,511.60	Metals	Lead	7439-92-1	1,750,000	400,000	800,000	90,000	Yes
Central	SB-14	SB-14 4.5-5	2/19/2002	4.50	4.00	-0.50	621,194.20	699,511.60	Metals	Mercury	7439-97-6	181,000	23,000	65,000	0.100	Yes
Central	SB-14	SB-14 4.5-5	2/19/2002	4.50	4.00	-0.50	621,194.20	699,511.60	SVOC	Benzo(A)Pyrene	50-32-8	0.410	0.200	0.200	0.200	Yes
Central	SB-14	SB-14 13.5-14	2/19/2002	13.50	4.00	-9.50	621,194.20	699,511.60	Metals	Arsenic	7440-38-2	32,100	19,000	19,000	19,000	Yes
Central	SB-14	SB-14 13.5-14	2/19/2002	13.50	4.00	-9.50	621,194.20	699,511.60	Metals	Lead	7439-92-1	1,770,000	400,000	800,000	90,000	Yes
Central	SB-14	SB-14 13.5-14	2/19/2002	13.50	4.00	-9.50	621,194.20	699,511.60	SVOC	Benzo(A)Anthracene	56-55-3	25,000	0.600	2,000	0.800	Yes
Central	SB-14	SB-14 13.5-14	2/19/2002	13.50	4.00	-9.50	621,194.20	699,511.60	SVOC	Benzo(A)Pyrene	50-32-8	21,000	0.200	0.200	0.200	Yes
Central	SB-14	SB-14 13.5-14	2/19/2002	13.50	4.00	-9.50	621,194.20	699,511.60	SVOC	Benzo(B)Fluoranthene	205-99-2	22,000	0.600	2,000	2,000	Yes
Central	SB-14	SB-14 13.5-14	2/19/2002	13.50	4.00	-9.50	621,194.20	699,511.60	SVOC	Benzo(B)Fluoranthene	205-99-2	9,800	6,000	23,000	25,000	Yes
Central	SB-14	SB-14 13.5-14	2/19/2002	13.50	4.00	-9.50	621,194.20	699,511.60	SVOC	Dibenz(A,H)Anthracene	53-70-3	2,300	0.200	0.200	0.800	Yes
Central	SB-14	SB-14 13.5-14	2/19/2002	13.50	4.00	-9.50	621,194.20	699,511.60	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	9,400	0.600	2,000	7,000	Yes
Central	SB-14	SB-14 14-14.5	2/19/2002	14.00	4.00	-10.00	621,194.20	699,511.60	SVOC	Benzo(A)Anthracene	56-55-3	3,800	0.500	2,000	0.800	Yes
Central	SB-14	SB-14 14-14.5	2/19/2002	14.00	4.00	-10.00	621,194.20	699,511.60	SVOC	Benzo(A)Pyrene	50-32-8	3,400	0.200	0.200	0.200	Yes
Central	SB-14	SB-14 14-14.5	2/19/2002	14.00	4.00	-10.00	621,194.20	699,511.60	SVOC	Benzo(B)Fluoranthene	205-99-2	3,700	0.600	2,000	2,000	Yes
Central	SB-14	SB-14 14-14.5	2/19/2002	14.00	4.00	-10.00	621,194.20	699,511.60	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.340	0.200	0.200	0.800	Yes
Central	SB-14	SB-14 14-14.5	2/19/2002	14.00	4.00	-10.00	621,194.20	699,511.60	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1,400	0.500	2,000	7,000	Yes
Central	SB-16	SB-16 3.5-4	2/21/2002	3.50	3.50	0.00	621,214.70	699,578.10	Metals	Lead	7439-92-1	802,000	400,000	800,000	90,000	Yes
Central	SB-16	SB-16 3.5-4	2/21/2002	3.50	3.50	0.00	621,214.70	699,578.10	SVOC	Benzo(A)Anthracene	56-55-3	0.720	0.600	2,000	0.800	Yes
Central	SB-16	SB-16 3.5-4	2/21/2002	3.50	3.50	0.00	621,214.70	699,578.10	SVOC	Benzo(A)Pyrene	50-32-8	0.630	0.200	0.200	0.200	Yes
Central	SB-16	SB-16 3.5-4	2/21/2002	3.50	3.50	0.00	621,214.70	699,578.10	SVOC	Benzo(B)Fluoranthene	205-99-2	0.990	0.600	2,000	2,000	Yes
Central	SB-16	SB-16 12.5-13	2/21/2002	12.50	3.50	-9.00	621,214.70	699,578.10	Metals	Arsenic	7440-38-2	52,600	19,000	19,000	19,000	Yes
Central	SB-16	SB-16 12.5-13	2/21/2002	12.50	3.50	-9.00	621,214.70	699,578.10	Metals	Lead	7439-92-1	3,370,000	400,000	800,000	90,000	Yes
Central	SB-16	SB-16 12.5-13	2/21/2002	12.50	3.50	-9.00	621,214.70	699,578.10	SVOC	Benzo(A)Anthracene	56-55-3	47,000	0.600	2,000	0.800	Yes
Central	SB-16	SB-16 12.5-13	2/21/2002	12.50	3.50	-9.00	621,214.70	699,578.10	SVOC	Benzo(A)Pyrene	50-32-8	35,000	0.200	0.200	0.200	Yes
Central	SB-16	SB-16 12.5-13	2/21/2002	12.50	3.50	-9.00	621,214.70	699,578.10	SVOC	Benzo(B)Fluoranthene	205-99-2	48,000	0.600	2,000	2,000	Yes
Central	SB-16	SB-16 12.5-13	2/21/2002	12.50	3.50	-9.00	621,214.70	699,578.10	SVOC	Benzo(K)Fluoranthene	207-08-6	18,000	6,000	23,000	25,000	Yes
Central	SB-16	SB-16 12.5-13	2/21/2002	12.50	3.50	-9.00	621,214.70	699,578.10	SVOC	Dibenz(A,H)Anthracene	53-70-3	6,800	0.200	0.200	0.800	Yes
Central	SB-16	SB-16 12.5-13	2/21/2002	12.50	3.50	-9.00	621,214.70	699,578.10	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	24,000	0.600	2,000	7,000	Yes
Central	SB-16	SB-16 12.5-13	2/21/2002	12.50	3.50	-9.00	621,214.70	699,578.10	SVOC	Naphthalene	91-20-3	20,000	6,000	17,000	25,000	Yes
Central	SB-18	SB-18 4-4.5	1/29/2002	4.00	4.50	0.50	621,256.00	699,385.00	Metals	Arsenic	7440-38-2	37,800	31,000	450,000	6,000	Yes
Central	SB-18	SB-18 4-4.5	1/29/2002	4.00	4.50	0.50	621,256.00	699,385.00	Metals	Arsenic	7440-38-2	74,700	19,000	19,000	19,000	Yes
Central	SB-18	SB-18 4-4.5	1/29/2002	4.00	4.50	0.50	621,256.00	699,385.00	Metals	Lead	7439-92-1	3,150,000	400,000	800,000	90,000	Yes
Central	SB-18	SB-18 4-4.5	1/29/2002	4.00	4.50	0.50	621,256.00	699,385.00	PCBs	Mercury	7439-97-6	126,000	23,000	65,000	0.100	Yes
Central	SB-18	SB-18 4-4.5	1/29/2002	4.00	4.50	0.50	621,256.00	699,385.00	PCBs	Pcbis (Total)	1336-36-3	3,500	0.200	1,000	0.200	Yes
Central	SB-18	SB-18 4-4.5	1/29/2002	4.00	4.50	0.50	621,256.00	699,385.00	SVOC	Benzo(A)Pyrene	50-32-8	0.250	0.200	0.200	0.200	Yes
Central	SB-18	SB-18 9-9.5	1/29/2002	9.00	4.50	-4.50	621,256.00	699,385.00	Metals	Arsenic	7440-38-2	72,300	19,000	19,000	19,000	Yes
Central	SB-18	SB-18 9-9.5	1/29/2002	9.00	4.50	-4.50	621,256.00	699,385.00	Metals	Lead	7439-92-1	2,590,000	400,000	800,000	90,000	Yes
Central	SB-19	SB-19 4-4.5	1/31/2002	4.00	5.00	1.00	621,265.60	699,443.50	Metals	Arsenic	7440-38-2	23,500	19,000	19,000	19,000	Yes

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BASF Corporation
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(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Central	SB-4	SB-4 10-5-11	1/31/2002	10.50	4.50	-6.00	621,056.90	699,339.50	Metals	Lead	7439-92-1	1,400,000	400,000	800,000	90,000	Yes
Central	SB-4	SB-4 10-5-11	1/31/2002	10.50	4.50	-6.00	621,056.90	699,339.50	PCBs	Pcb's (Total)	1336-36-3	0.560	0.200	1.000	0.200	
Central	SB-4	SB-4 12-12-5	1/31/2002	12.00	4.50	-7.50	621,056.90	699,339.50	Metals	Arsenic	50-32-8	0.340	0.200	0.200	0.200	Yes
Central	SB-4	SB-4 12-12-5	1/31/2002	12.00	4.50	-7.50	621,056.90	699,339.50	Metals	Lead	7439-92-1	4,510,000	400,000	800,000	29,000	Yes
Central	SB-4	SB-4 12-12-5	1/31/2002	12.00	4.50	-7.50	621,056.90	699,339.50	Metals	Mercury	7439-97-6	65,500	23,000	65,000	0.100	Yes
Central	SB-4	SB-4 12-12-5	1/31/2002	12.00	4.50	-7.50	621,056.90	699,339.50	SVOC	Benzo(A)Anthracene	56-55-3	3.300	0.600	2.000	0.800	Yes
Central	SB-4	SB-4 12-12-5	1/31/2002	12.00	4.50	-7.50	621,056.90	699,339.50	SVOC	Benzo(A)Pyrene	50-32-8	3.100	0.200	0.200	0.200	Yes
Central	SB-4	SB-4 12-12-5	1/31/2002	12.00	4.50	-7.50	621,056.90	699,339.50	SVOC	Benzo(B)Fluoranthene	205-99-2	4.500	0.600	2.000	2.000	Yes
Central	SB-4	SB-4 12-12-5	1/31/2002	12.00	4.50	-7.50	621,056.90	699,339.50	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.450	0.200	0.200	0.800	Yes
Central	SB-4	SB-4 12-12-5	1/31/2002	12.00	4.50	-7.50	621,056.90	699,339.50	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1.600	0.600	2.000	7.000	Yes
Central	SB-5	SB-5 5-5-6	1/30/2002	5.50	4.00	-1.50	621,149.00	699,378.00	Metals	Lead	7439-92-1	1,540,000	400,000	800,000	90,000	Yes
Central	SB-5	SB-5 11-5-12	1/30/2002	11.50	4.00	-7.50	621,149.00	699,378.00	Metals	Arsenic	7440-38-2	22,500	19,000	19,000	19,000	Yes
Central	SB-5	SB-5 11-5-12	1/30/2002	11.50	4.00	-7.50	621,149.00	699,378.00	Metals	Lead	7439-92-1	1,040,000	400,000	800,000	90,000	Yes
Central	SB-5	SB-5 11-5-12	1/30/2002	11.50	4.00	-7.50	621,149.00	699,378.00	SVOC	Benzo(A)Anthracene	56-55-3	3.500	0.600	2.000	0.800	Yes
Central	SB-5	SB-5 11-5-12	1/30/2002	11.50	4.00	-7.50	621,149.00	699,378.00	SVOC	Benzo(A)Pyrene	50-32-8	2.600	0.200	0.200	0.200	Yes
Central	SB-5	SB-5 11-5-12	1/30/2002	11.50	4.00	-7.50	621,149.00	699,378.00	SVOC	Benzo(B)Fluoranthene	205-99-2	3.400	0.600	2.000	2.000	Yes
Central	SB-5	SB-5 11-5-12	1/30/2002	11.50	4.00	-7.50	621,149.00	699,378.00	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.320	0.200	0.200	0.800	Yes
Central	SB-5	SB-5 11-5-12	1/30/2002	11.50	4.00	-7.50	621,149.00	699,378.00	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1.400	0.600	2.000	7.000	Yes
Central	SB-55	SB-55 7-8	3/21/2003	7.00	4.00	-3.00	621,126.72	699,677.53	PCBs	Pcb's (Total)	1336-36-3	3.000	0.200	1.000	0.200	Yes
Central	SB-55	SB-55 10-10	3/21/2003	10.00	4.00	-6.00	621,126.72	699,677.53	Metals	Arsenic	7440-38-2	24,700	19,000	19,000	19,000	Yes
Central	SB-55	SB-55 10-10	3/21/2003	10.00	4.00	-6.00	621,126.72	699,677.53	PCBs	Pcb's (Total)	1336-36-3	3.200	0.200	1.000	0.200	Yes
Central	SB-55	SB-55 10-10	3/21/2003	10.00	4.00	-6.00	621,126.72	699,677.53	SVOC	Benzo(A)Pyrene	50-32-8	0.360	0.200	0.200	0.200	Yes
Central	SB-6	SB-6 4-5-5	3/14/2002	4.50	5.50	1.00	621,082.00	699,444.30	PCBs	Pcb's (Total)	1336-36-3	1.770	0.200	1.000	0.200	Yes
Central	SB-6	SB-6 4-5-5	3/14/2002	4.50	5.50	1.00	621,082.00	699,444.30	SVOC	Benzo(A)Pyrene	50-32-8	0.390	0.200	0.200	0.200	Yes
Central	SB-6	SB-6 12-5-13	3/14/2002	12.50	5.50	-7.00	621,082.00	699,444.30	Metals	Antimony	7440-35-0	1,550,000	31,000	450,000	8,000	Yes
Central	SB-6	SB-6 12-5-13	3/14/2002	12.50	5.50	-7.00	621,082.00	699,444.30	Metals	Arsenic	7440-38-2	65,800	19,000	19,000	19,000	Yes
Central	SB-6	SB-6 12-5-13	3/14/2002	12.50	5.50	-7.00	621,082.00	699,444.30	SVOC	Lead	7439-92-1	69,500,000	400,000	800,000	90,000	Yes
Central	SB-6	SB-6 12-5-13	3/14/2002	12.50	5.50	-7.00	621,082.00	699,444.30	SVOC	Benzo(A)Anthracene	56-55-3	0.670	0.600	2.000	0.800	Yes
Central	SB-6	SB-6 12-5-13	3/14/2002	12.50	5.50	-7.00	621,082.00	699,444.30	SVOC	Benzo(A)Pyrene	50-32-8	0.430	0.200	0.200	0.200	Yes
Central	SB-6	SB-6 12-5-13	3/14/2002	12.50	5.50	-7.00	621,082.00	699,444.30	SVOC	Benzo(B)Fluoranthene	205-99-2	0.820	0.600	2.000	2.000	Yes
Central	SB-60	SB-60 4-5-5	4/8/2003	4.50	4.00	-0.50	621,089.57	699,374.11	Metals	Lead	7439-92-1	10,500,000	400,000	800,000	90,000	Yes
Central	SB-60	SB-60 4-5-5	4/8/2003	4.50	4.00	-0.50	621,089.57	699,374.11	PCBs	Pcb's (Total)	1336-36-3	0.870	0.200	1.000	0.200	Yes
Central	SB-60	SB-60 4-5-5	4/8/2003	4.50	4.00	-0.50	621,089.57	699,374.11	SVOC	Benzo(A)Anthracene	56-55-3	1.000	0.600	2.000	0.800	Yes
Central	SB-60	SB-60 4-5-5	4/8/2003	4.50	4.00	-0.50	621,089.57	699,374.11	SVOC	Benzo(A)Pyrene	50-32-8	1.100	0.200	0.200	0.200	Yes
Central	SB-60	SB-60 4-5-5	4/8/2003	4.50	4.00	-0.50	621,089.57	699,374.11	SVOC	Benzo(B)Fluoranthene	205-99-2	0.890	0.600	2.000	2.000	Yes
Central	SB-60	SB-60 4-5-5	4/8/2003	4.50	4.00	-0.50	621,089.57	699,374.11	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.650	0.600	2.000	7.000	Yes
Central	SB-60	SB-60 11-5-1	4/8/2003	11.50	4.00	-7.50	621,089.57	699,374.11	Metals	Lead	7439-92-1	1,350,000	400,000	800,000	90,000	Yes
Central	SB-61	SB-61 4-4-5	4/10/2003	4.00	4.50	0.50	621,130.24	699,418.53	Metals	Lead	7439-92-1	2,040,000	400,000	800,000	90,000	Yes
Central	SB-61	SB-61 4-4-5	4/10/2003	4.00	4.50	0.50	621,130.24	699,418.53	PCBs	Pcb's (Total)	1336-36-3	4.260	0.200	1.000	0.200	Yes
Central	SB-61	SB-61 4-4-5	4/10/2003	4.00	4.50	0.50	621,130.24	699,418.53	SVOC	Benzo(A)Anthracene	56-55-3	0.770	0.600	2.000	0.800	Yes
Central	SB-61	SB-61 4-4-5	4/10/2003	4.00	4.50	0.50	621,130.24	699,418.53	SVOC	Benzo(A)Pyrene	50-32-8	0.920	0.200	0.200	0.200	Yes
Central	SB-61	SB-61 4-4-5	4/10/2003	4.00	4.50	0.50	621,130.24	699,418.53	SVOC	Benzo(B)Fluoranthene	205-99-2	0.770	0.600	2.000	2.000	Yes
Central	SB-61	SB-61 4-4-5	4/10/2003	4.00	4.50	0.50	621,130.24	699,418.53	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.700	0.600	2.000	7.000	Yes
Central	SB-61	SB-61 6-6-5	4/10/2003	6.00	4.50	-1.50	621,130.24	699,418.53	Metals	Copper	7440-50-8	8,880,000	3,100,000	45,000,000	11,000,000	Yes
Central	SB-62	SB-62 2-5-3	4/10/2003	2.50	4.00	1.50	621,045.14	699,474.47	Metals	Copper	7440-50-8	4,650,000	3,100,000	45,000,000	11,000,000	Yes
Central	SB-62	SB-62 2-5-3	4/10/2003	2.50	4.00	1.50	621,045.14	699,474.47	Metals	Mercury	7439-97-6	8,000	0.200	1.000	0.100	Yes
Central	SB-62	SB-62 2-5-3	4/10/2003	2.50	4.00	1.50	621,045.14	699,474.47	PCBs	Pcb's (Total)	1336-36-3	6.800	0.200	1.000	0.100	Yes
Central	SB-62	SB-62 2-5-3	4/10/2003	2.50	4.00	1.50	621,045.14	699,474.47	PEST	Dieldrin	60-57-1	0.024	0.040	0.200	0.000	Yes
Central	SB-62	SB-62 12-12	4/10/2003	12.00	4.00	-8.00	621,045.14	699,474.47	Metals	Arsenic	7440-38-2	34,200	19,000	19,000	19,000	Yes
Central	SB-62	SB-62 12-12	4/10/2003	12.00	4.00	-8.00	621,045.14	699,474.47	Metals	Lead	7439-92-1	7,340,000	400,000	800,000	90,000	Yes
Central	SB-62	SB-62 12-12	4/10/2003	12.00	4.00	-8.00	621,045.14	699,474.47	PCBs	Pcb's (Total)	1336-36-3	0.470	0.200	1.000	0.200	Yes
Central	SB-63	SB-63 1-1-5	3/19/2003	1.00	5.50	4.50	621,385.58	699,421.25	Metals	Lead	7439-92-1	721,000	400,000	800,000	90,000	Yes

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BASF Corporation
Hoboken, New Jersey
(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Central	SB-63	SB-63 1-1.5	3/19/2003	1.00	5.50	4.50	621,385.58	699,421.25	Metals	Mercury	7439-97-6	1.100	23.000	65.000	0.100	Yes
Central	SB-63	SB-63 1-1.5	3/19/2003	1.00	5.50	4.50	621,385.58	699,421.25	PCBs	Pcb (Total)	1336-36-3	0.490	0.200	1.000	0.200	
Central	SB-63	SB-63 1-1.5	3/19/2003	1.00	5.50	4.50	621,385.58	699,421.25	SVOC	Benzo(A)Anthracene	56-55-3	0.700	0.600	2.000	0.800	
Central	SB-63	SB-63 1-1.5	3/19/2003	1.00	5.50	4.50	621,385.58	699,421.25	SVOC	Benzo(A)Pyrene	50-32-8	0.700	0.200	0.200	0.200	Yes
Central	SB-63	SB-63 1-1.5	3/19/2003	1.00	5.50	4.50	621,385.58	699,421.25	SVOC	Benzo(B)Fluoranthene	205-99-2	0.670	0.600	2.000	2.000	
Central	SB-63	SB-63 3.5-4	3/19/2003	3.50	5.50	2.00	621,385.58	699,421.25	Metals	Lead	7439-92-1	1,210.000	400.000	800.000	90.000	Yes
Central	SB-63	SB-63 3.5-4	3/19/2003	3.50	5.50	2.00	621,385.58	699,421.25	PCBs	Pcb (Total)	1336-36-3	0.860	0.200	1.000	0.200	
Central	SB-63	SB-63 3.5-4	3/19/2003	3.50	5.50	2.00	621,385.58	699,421.25	SVOC	Benzo(A)Anthracene	56-55-3	0.760	0.600	2.000	0.800	
Central	SB-63	SB-63 3.5-4	3/19/2003	3.50	5.50	2.00	621,385.58	699,421.25	SVOC	Benzo(A)Pyrene	50-32-8	0.720	0.200	0.200	0.200	Yes
Central	SB-63	SB-63 3.5-4	3/19/2003	3.50	5.50	2.00	621,385.58	699,421.25	SVOC	Benzo(B)Fluoranthene	205-99-2	0.760	0.600	2.000	2.000	
Central	SB-63	SB-63 16.5-1	3/19/2003	16.50	5.50	-11.00	621,385.58	699,421.25	Metals	Lead	7439-92-1	937.000	400.000	800.000	90.000	Yes
Central	SB-64	SB-64 8-8.5	4/10/2003	8.00	5.00	-3.00	621,142.93	699,511.94	PCBs	Pcb (Total)	1336-36-3	1.200	0.200	1.000	0.200	Yes
Central	SB-66	SB-66 1.5-2	3/31/2003	1.50	6.50	5.00	621,413.07	699,250.10	Metals	Mercury	7439-97-6	0.160	23.000	65.000	0.100	Yes
Central	SB-66	SB-66 1.5-2	3/31/2003	1.50	6.50	5.00	621,413.07	699,250.10	PCBs	Pcb (Total)	1336-36-3	0.410	0.200	1.000	0.200	
Central	SB-66	SB-66 5-5.5	3/24/2003	5.00	6.50	1.50	621,413.07	699,250.10	Metals	Arsenic	7440-38-2	21.200	19.000	19.000	19.000	Yes
Central	SB-66	SB-66 5-5.5	3/24/2003	5.00	6.50	1.50	621,413.07	699,250.10	SVOC	Lead	7439-92-1	1,230.000	400.000	800.000	90.000	Yes
Central	SB-66	SB-66 5-5.5	3/24/2003	5.00	6.50	1.50	621,413.07	699,250.10	SVOC	Benzo(A)Pyrene	50-32-8	0.360	0.200	0.200	0.200	Yes
Central	SB-66	SB-66 8-12	3/31/2003	8.00	6.50	-1.50	621,413.07	699,250.10	Metals	Arsenic	7440-38-2	49.100	19.000	19.000	19.000	Yes
Central	SB-66	SB-66 8-12	3/31/2003	8.00	6.50	-1.50	621,413.07	699,250.10	Metals	Lead	7439-92-1	15,800.000	400.000	800.000	90.000	Yes
Central	SB-66	SB-66 8-12	3/31/2003	8.00	6.50	-1.50	621,413.07	699,250.10	SVOC	Benzo(A)Anthracene	56-55-3	0.950	0.600	2.000	0.800	
Central	SB-66	SB-66 8-12	3/31/2003	8.00	6.50	-1.50	621,413.07	699,250.10	SVOC	Benzo(A)Pyrene	50-32-8	0.700	0.200	0.200	0.200	Yes
Central	SB-66	SB-66 11-11	3/31/2003	11.00	6.50	-4.50	621,413.07	699,250.10	Metals	Arsenic	7440-38-2	191.000	19.000	19.000	19.000	Yes
Central	SB-66	SB-66 11-11	3/31/2003	11.00	6.50	-4.50	621,413.07	699,250.10	Metals	Lead	7439-92-1	1,480.000	400.000	800.000	90.000	Yes
Central	SB-66	SB-66 11-11	3/31/2003	11.00	6.50	-4.50	621,413.07	699,250.10	SVOC	Benzo(A)Anthracene	56-55-3	4.600	0.600	2.000	0.800	Yes
Central	SB-66	SB-66 11-11	3/31/2003	11.00	6.50	-4.50	621,413.07	699,250.10	SVOC	Benzo(A)Pyrene	50-32-8	3.600	0.200	0.200	0.200	Yes
Central	SB-66	SB-66 11-11	3/31/2003	11.00	6.50	-4.50	621,413.07	699,250.10	SVOC	Benzo(B)Fluoranthene	205-99-2	2.500	0.600	2.000	2.000	Yes
Central	SB-66	SB-66 11-11	3/31/2003	11.00	6.50	-4.50	621,413.07	699,250.10	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1.400	0.600	2.000	7.000	
Central	SB-66	SB-66 11-11	3/31/2003	11.00	6.50	-4.50	621,413.07	699,250.10	SVOC	Naphthalene	91-20-3	8.000	6.000	17.000	25.000	
Central	SB-67	SB-67 1.5-2	3/19/2003	1.50	4.50	3.00	621,221.45	699,285.86	Metals	Arsenic	7440-38-2	30.700	19.000	19.000	19.000	Yes
Central	SB-67	SB-67 1.5-2	3/19/2003	1.50	4.50	3.00	621,221.45	699,285.86	Metals	Beryllium	7440-41-7	1.100	36.000	140.000	0.700	Yes
Central	SB-67	SB-67 1.5-2	3/19/2003	1.50	4.50	3.00	621,221.45	699,285.86	Metals	Lead	7439-92-1	692.000	400.000	800.000	90.000	Yes
Central	SB-67	SB-67 1.5-2	3/19/2003	1.50	4.50	3.00	621,221.45	699,285.86	Metals	Mercury	7439-97-6	2.000	23.000	65.000	0.100	Yes
Central	SB-67	SB-67 1.5-2	3/19/2003	1.50	4.50	3.00	621,221.45	699,285.86	Metals	Zinc	7440-66-6	4,330.000	23,000.000	110,000.000	930.000	Yes
Central	SB-67	SB-67 1.5-2	3/19/2003	1.50	4.50	3.00	621,221.45	699,285.86	PCBs	Pcb (Total)	1336-36-3	0.730	0.200	1.000	0.200	
Central	SB-67	SB-67 1.5-2	3/19/2003	1.50	4.50	3.00	621,221.45	699,285.86	SVOC	Benzo(A)Anthracene	56-55-3	1.200	0.600	2.000	0.800	
Central	SB-67	SB-67 1.5-2	3/19/2003	1.50	4.50	3.00	621,221.45	699,285.86	SVOC	Benzo(A)Pyrene	50-32-8	1.300	0.200	0.200	0.200	Yes
Central	SB-67	SB-67 1.5-2	3/19/2003	1.50	4.50	3.00	621,221.45	699,285.86	SVOC	Benzo(B)Fluoranthene	205-99-2	1.300	0.600	2.000	2.000	
Central	SB-67	SB-67 1.5-2	3/19/2003	1.50	4.50	3.00	621,221.45	699,285.86	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.290	0.200	0.200	0.800	Yes
Central	SB-67	SB-67 2-2.5	3/19/2003	2.00	4.50	2.50	621,221.45	699,285.86	Metals	Arsenic	7440-38-2	8.300	11.000	19.000	19.000	Yes
Central	SB-67	SB-67 2-2.5	3/19/2003	2.00	4.50	2.50	621,221.45	699,285.86	Metals	Lead	7439-92-1	2,730.000	400.000	800.000	90.000	Yes
Central	SB-67	SB-67 2-2.5	3/19/2003	2.00	4.50	2.50	621,221.45	699,285.86	Metals	Mercury	7439-97-6	2.900	23.000	65.000	0.100	Yes
Central	SB-67	SB-67 2-2.5	3/19/2003	2.00	4.50	2.50	621,221.45	699,285.86	Metals	Zinc	7440-66-6	1,850.000	23,000.000	110,000.000	930.000	Yes
Central	SB-67	SB-67 2-2.5	3/19/2003	2.00	4.50	2.50	621,221.45	699,285.86	SVOC	Benzo(A)Anthracene	56-55-3	2.500	0.600	2.000	0.800	Yes
Central	SB-67	SB-67 2-2.5	3/19/2003	2.00	4.50	2.50	621,221.45	699,285.86	SVOC	Benzo(A)Pyrene	50-32-8	2.400	0.200	0.200	0.200	Yes
Central	SB-67	SB-67 2-2.5	3/19/2003	2.00	4.50	2.50	621,221.45	699,285.86	SVOC	Benzo(B)Fluoranthene	205-99-2	2.400	0.600	2.000	2.000	Yes
Central	SB-67	SB-67 2-2.5	3/19/2003	2.00	4.50	2.50	621,221.45	699,285.86	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.260	0.200	0.200	0.800	Yes
Central	SB-67	SB-67 2-2.5	3/19/2003	2.00	4.50	2.50	621,221.45	699,285.86	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.650	0.600	2.000	7.000	
Central	SB-67	SB-67 11.5-1	3/19/2003	11.50	4.50	-7.00	621,221.45	699,285.86	Metals	Arsenic	7440-38-2	21.400	19.000	19.000	19.000	Yes
Central	SB-67	SB-67 11.5-1	3/19/2003	11.50	4.50	-7.00	621,221.45	699,285.86	Metals	Lead	7439-92-1	816.000	400.000	800.000	90.000	Yes
Central	SB-67	SB-67 11.5-1	3/19/2003	11.50	4.50	-7.00	621,221.45	699,285.86	SVOC	Benzo(A)Anthracene	56-55-3	3.000	0.600	2.000	0.800	Yes
Central	SB-67	SB-67 11.5-1	3/19/2003	11.50	4.50	-7.00	621,221.45	699,285.86	SVOC	Benzo(A)Pyrene	50-32-8	2.100	0.200	0.200	0.200	Yes
Central	SB-67	SB-67 11.5-1	3/19/2003	11.50	4.50	-7.00	621,221.45	699,285.86	SVOC	Benzo(B)Fluoranthene	205-99-2	1.600	0.600	2.000	2.000	

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Table B-2a

BASF Corporation
Hoboken, New Jersey
(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Central	SB-67	SB-67 19-19	3/19/2003	19.00	4.50	-14.50	621,221.45	699,285.86	Metals	Lead	7439-92-1	566,000	400,000	800,000	90,000
Central	SB-67	SB-67 19-19	3/19/2003	19.00	4.50	-14.50	621,221.45	699,285.86	SVOC	Benzo(A)Anthracene	56-55-3	0.880	0.600	2.000	0.800
Central	SB-67	SB-67 19-19	3/19/2003	19.00	4.50	-14.50	621,221.45	699,285.86	SVOC	Benzo(A)Pyrene	50-32-8	0.430	0.200	0.200	0.200
Central	SB-68	SB-68 5-5.5	4/8/2003	5.00	4.50	-0.50	621,278.80	699,521.06	Metals	Lead	7439-92-1	3,880,000	400,000	800,000	90,000
Central	SB-68	SB-68 5-5.5	4/8/2003	5.00	4.50	-0.50	621,278.80	699,521.06	SVOC	Benzo(A)Anthracene	56-55-3	40.000	0.600	2.000	0.800
Central	SB-68	SB-68 5-5.5	4/8/2003	5.00	4.50	-0.50	621,278.80	699,521.06	SVOC	Benzo(A)Pyrene	50-32-8	18.000	0.200	0.200	0.200
Central	SB-68	SB-68 5-5.5	4/8/2003	5.00	4.50	-0.50	621,278.80	699,521.06	SVOC	Benzo(B)Fluoranthene	205-99-2	24.000	0.600	2.000	2.000
Central	SB-68	SB-68 5-5.5	4/8/2003	5.00	4.50	-0.50	621,278.80	699,521.06	SVOC	Benzo(K)Fluoranthene	207-08-9	29.000	6.000	23.000	25.000
Central	SB-68	SB-68 5-5.5	4/8/2003	5.00	4.50	-0.50	621,278.80	699,521.06	SVOC	Dibenz(A,H)Anthracene	53-70-3	5.700	0.200	0.200	0.800
Central	SB-68	SB-68 5-5.5	4/8/2003	5.00	4.50	-0.50	621,278.80	699,521.06	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	20.000	0.600	2.000	7.000
Central	SB-69	SB-69 3.5-4	3/18/2003	3.50	3.50	0.00	621,211.01	699,634.05	Metals	Arsenic	7440-38-2	71,300	39,000	39,000	19,000
Central	SB-69	SB-69 3.5-4	3/18/2003	3.50	3.50	0.00	621,211.01	699,634.05	Metals	Lead	7439-92-1	7,320,000	400,000	800,000	90,000
Central	SB-69	SB-69 3.5-4	3/18/2003	3.50	3.50	0.00	621,211.01	699,634.05	SVOC	Benzo(A)Anthracene	56-55-3	4.200	0.600	2.000	0.800
Central	SB-69	SB-69 3.5-4	3/18/2003	3.50	3.50	0.00	621,211.01	699,634.05	SVOC	Benzo(B)Fluoranthene	205-99-2	5.200	0.600	2.000	2.000
Central	SB-69	SB-69 3.5-4	3/18/2003	3.50	3.50	0.00	621,211.01	699,634.05	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1.700	0.600	2.000	7.000
Central	SB-69	SB-69 7.5-4	3/18/2003	7.50	3.50	-4.00	621,211.01	699,634.05	SVOC	Benzo(A)Pyrene	50-32-8	0.420	0.200	0.200	0.200
Central	SB-69	SB-69 11-11	3/18/2003	11.00	3.50	-7.50	621,211.01	699,634.05	Metals	Lead	7439-92-1	1,590,000	400,000	800,000	90,000
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	Metals	Arsenic	7440-38-2	57,200	39,000	39,000	19,000
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	Metals	Copper	7440-50-4	3,420,000	3,100,000	45,000,000	11,000,000
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	Metals	Lead	7439-92-1	1,570,000	400,000	800,000	90,000
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	Metals	Mercury	7439-97-6	43.800	23.000	65.000	0.100
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	PCBs	Pcbz (Total)	1336-36-3	0.380	0.200	1.000	0.200
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	SVOC	Benzo(A)Anthracene	56-55-3	13.000	0.600	2.000	0.800
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	SVOC	Benzo(A)Pyrene	50-32-8	13.000	0.200	0.200	0.200
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	SVOC	Benzo(B)Fluoranthene	205-99-2	22.000	0.600	2.000	2.000
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	SVOC	Benzo(K)Fluoranthene	207-08-9	8.600	6.000	23.000	25.000
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	SVOC	Dibenz(A,H)Anthracene	53-70-3	11.600	0.200	0.200	0.800
Central	SB-7	SB-7 3-3.5	3/13/2002	3.00	4.50	1.50	621,191.70	699,430.30	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	5.000	0.600	2.000	7.000
Central	SB-7	SB-7 13-13.5	3/13/2002	13.00	4.50	-8.50	621,191.70	699,430.30	Metals	Lead	7439-92-1	814,000	400,000	800,000	90,000
Central	SB-7	SB-7 13-13.5	3/13/2002	13.00	4.50	-8.50	621,191.70	699,430.30	PCBs	Pcbz (Total)	1336-36-3	0.470	0.200	1.000	0.200
Central	SB-7	SB-7 13-13.5	3/13/2002	13.00	4.50	-8.50	621,191.70	699,430.30	SVOC	Benzo(A)Pyrene	50-32-8	0.520	0.200	0.200	0.200
Central	SB-7	SB-7 13-13.5	3/13/2002	13.00	4.50	-8.50	621,191.70	699,430.30	SVOC	Benzo(B)Fluoranthene	205-99-2	0.740	0.600	2.000	2.000
Central	SB-70	SB-70 6.5-7	4/8/2003	6.50	6.00	-0.50	621,330.79	699,371.50	Metals	Arsenic	7440-38-2	33,900	19,000	19,000	9,000
Central	SB-70	SB-70 6.5-7	4/8/2003	6.50	6.00	-0.50	621,330.79	699,371.50	Metals	Lead	7439-92-1	4,310,000	400,000	800,000	90,000
Central	SB-70	SB-70 6.5-7	4/8/2003	6.50	6.00	-0.50	621,330.79	699,371.50	SVOC	Benzo(A)Pyrene	50-32-8	0.280	0.200	0.200	0.200
Central	SB-70	SB-70 8-8.5	4/8/2003	8.00	6.00	-2.00	621,330.79	699,371.50	Metals	Lead	7439-92-1	1,250,000	400,000	800,000	90,000
Central	SB-70	SB-70 8-8.5	4/8/2003	8.00	6.00	-2.00	621,330.79	699,371.50	SVOC	Benzo(A)Anthracene	56-55-3	1.700	0.600	2.000	0.800
Central	SB-70	SB-70 8-8.5	4/8/2003	8.00	6.00	-2.00	621,330.79	699,371.50	SVOC	Benzo(A)Pyrene	50-32-8	1.500	0.200	0.200	0.200
Central	SB-70	SB-70 8-8.5	4/8/2003	8.00	6.00	-2.00	621,330.79	699,371.50	SVOC	Benzo(B)Fluoranthene	205-99-2	1.500	0.600	2.000	2.000
Central	SB-70	SB-70 8-8.5	4/8/2003	8.00	6.00	-2.00	621,330.79	699,371.50	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.980	0.600	2.000	7.000
Central	SB-70	SB-70 16-16	4/8/2003	16.00	6.00	-10.00	621,330.79	699,371.50	Metals	Arsenic	7440-38-2	24,500	19,000	19,000	9,000
Central	SB-70	SB-70 16-16	4/8/2003	16.00	6.00	-10.00	621,330.79	699,371.50	Metals	Lead	7439-92-1	518,000	400,000	800,000	90,000
Central	SB-70	SB-70 16-16	4/8/2003	16.00	6.00	-10.00	621,330.79	699,371.50	SVOC	Benzo(A)Anthracene	56-55-3	0.760	0.600	2.000	0.800
Central	SB-70	SB-70 16-16	4/8/2003	16.00	6.00	-10.00	621,330.79	699,371.50	SVOC	Benzo(A)Pyrene	50-32-8	0.710	0.200	0.200	0.200
Central	SB-71	SB-71 5.5-6	4/8/2003	5.50	5.00	-0.50	621,295.68	699,412.27	Metals	Arsenic	7440-38-2	21,600	19,000	19,000	9,000
Central	SB-71	SB-71 5.5-6	4/8/2003	5.50	5.00	-0.50	621,295.68	699,412.27	Metals	Lead	7439-92-1	848,000	400,000	800,000	90,000
Central	SB-71	SB-71 5.5-6	4/8/2003	5.50	5.00	-0.50	621,295.68	699,412.27	SVOC	Benzo(A)Anthracene	56-55-3	11.000	0.600	2.000	0.800
Central	SB-71	SB-71 5.5-6	4/8/2003	5.50	5.00	-0.50	621,295.68	699,412.27	SVOC	Benzo(A)Pyrene	50-32-8	9.200	0.200	0.200	0.200
Central	SB-71	SB-71 5.5-6	4/8/2003	5.50	5.00	-0.50	621,295.68	699,412.27	SVOC	Benzo(B)Fluoranthene	205-99-2	5.000	0.600	2.000	2.000
Central	SB-71	SB-71 5.5-6	4/8/2003	5.50	5.00	-0.50	621,295.68	699,412.27	SVOC	Benzo(K)Fluoranthene	207-08-9	7.500	5.000	23.000	25.000
Central	SB-71	SB-71 5.5-6	4/8/2003	5.50	5.00	-0.50	621,295.68	699,412.27	SVOC	Dibenz(A,H)Anthracene	53-70-3	1.700	0.200	0.200	0.800
Central	SB-71	SB-71 5.5-6	4/8/2003	5.50	5.00	-0.50	621,295.68	699,412.27	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	4.800	0.600	2.000	7.000
Central	SB-71	SB-71 8-9	4/8/2003	8.00	5.00	-3.00	621,295.68	699,412.27	Metals	Lead	7439-92-1	6,710,000	400,000	800,000	90,000

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BASF Corporation
Hoboken, New Jersey
(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Central	SB-71	SB-71 16-16	4/8/2003	16.00	5.00	-11.00	621,295.68	699,412.27	Metals	Antimony	7440-38-2	47.900	31.000	450.000	6.000
Central	SB-71	SB-71 16-16	4/8/2003	16.00	5.00	-11.00	621,295.68	699,412.27	Metals	Arsenic	7440-38-2	27.800	29.000	19.000	19.000
Central	SB-71	SB-71 16-16	4/8/2003	16.00	5.00	-11.00	621,295.68	699,412.27	Metals	Lead	7439-92-1	5,470.000	400.000	800.000	91.000
Central	SB-71	SB-71 16-16	4/8/2003	16.00	5.00	-11.00	621,295.68	699,412.27	SVOC	Benzo(A)Anthracene	56-55-3	1.100	0.600	2.000	0.800
Central	SB-71	SB-71 16-16	4/8/2003	16.00	5.00	-11.00	621,295.68	699,412.27	SVOC	Benzo(B)Fluoranthene	50-32-8	1.100	0.200	0.200	0.200
Central	SB-71	SB-71 16-16	4/8/2003	16.00	5.00	-11.00	621,295.68	699,412.27	SVOC	Benzo(B)Fluoranthene	205-99-2	0.820	0.600	2.600	2.000
Central	SB-72	SB-72 3.5-4	3/18/2003	3.50	4.50	1.00	621,284.71	699,580.50	SVOC	Benzo(A)Anthracene	56-55-3	20.000	0.600	2.600	0.800
Central	SB-72	SB-72 3.5-4	3/18/2003	3.50	4.50	1.00	621,284.71	699,580.50	SVOC	Benzo(A)Pyrene	50-32-8	14.000	0.200	0.200	0.200
Central	SB-72	SB-72 3.5-4	3/18/2003	3.50	4.50	1.00	621,284.71	699,580.50	SVOC	Benzo(B)Fluoranthene	205-99-2	9.300	0.600	2.000	2.000
Central	SB-72	SB-72 3.5-4	3/18/2003	3.50	4.50	1.00	621,284.71	699,580.50	SVOC	Benzo(B)Fluoranthene	207-08-9	12.000	6.000	23.000	25.000
Central	SB-72	SB-72 3.5-4	3/18/2003	3.50	4.50	1.00	621,284.71	699,580.50	SVOC	Dibenz(A,H)Anthracene	53-70-3	2.800	0.200	0.200	0.500
Central	SB-72	SB-72 3.5-4	3/18/2003	3.50	4.50	1.00	621,284.71	699,580.50	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	6.600	0.600	2.000	7.000
Central	SB-72	SB-72 15-16	3/18/2003	15.00	4.50	-10.50	621,284.71	699,580.50	SVOC	Benzo(A)Anthracene	56-55-3	63.000	0.600	2.600	0.800
Central	SB-72	SB-72 15-16	3/18/2003	15.00	4.50	-10.50	621,284.71	699,580.50	SVOC	Benzo(A)Pyrene	50-32-8	53.000	0.200	0.200	0.200
Central	SB-72	SB-72 15-16	3/18/2003	15.00	4.50	-10.50	621,284.71	699,580.50	SVOC	Benzo(B)Fluoranthene	205-99-2	25.000	0.600	2.000	2.000
Central	SB-72	SB-72 15-16	3/18/2003	15.00	4.50	-10.50	621,284.71	699,580.50	SVOC	Benzo(B)Fluoranthene	207-08-9	37.000	6.000	23.000	25.000
Central	SB-72	SB-72 15-16	3/18/2003	15.00	4.50	-10.50	621,284.71	699,580.50	SVOC	Dibenz(A,H)Anthracene	53-70-3	3.400	0.200	0.200	0.800
Central	SB-72	SB-72 15-16	3/18/2003	15.00	4.50	-10.50	621,284.71	699,580.50	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	12.000	0.600	2.000	7.000
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	Metals	Antimony	7440-38-2	26.300	31.000	450.000	6.000
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	Metals	Lead	7439-92-1	1,260.000	400.000	800.000	90.000
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	Metals	Mercury	7439-97-6	73.100	23.000	65.000	0.100
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	Metals	Zinc	7440-66-6	10,300.000	23,000.000	110,000.000	930.000
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	SVOC	Benzo(A)Anthracene	56-55-3	13.000	0.600	2.000	0.800
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	SVOC	Benzo(A)Pyrene	50-31-8	20.000	0.200	0.200	0.200
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	SVOC	Benzo(B)Fluoranthene	205-99-2	6.300	0.600	2.000	2.000
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	SVOC	Benzo(B)Fluoranthene	207-08-9	8.500	6.000	23.000	25.000
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	5.000	0.400	2.000	0.200
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	SVOC	Dibenz(A,H)Anthracene	53-70-3	2.000	0.200	0.200	0.800
Central	SB-73	SB-73 1.5-2	4/7/2003	1.50	4.50	3.00	621,325.33	699,533.52	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	4.700	0.600	2.000	7.000
Central	SB-73	SB-73 5.5-6	4/7/2003	5.50	4.50	-1.00	621,325.33	699,533.52	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	11.000	0.400	2.000	0.200
Central	SB-73	SB-73 8.5-9	4/7/2003	8.50	4.50	-4.00	621,325.33	699,533.52	SVOC	Benzo(A)Anthracene	56-55-3	1.100	0.600	2.000	0.800
Central	SB-73	SB-73 8.5-9	4/7/2003	8.50	4.50	-4.00	621,325.33	699,533.52	SVOC	Benzo(A)Pyrene	50-31-8	1.100	0.200	0.200	0.200
Central	SB-73	SB-73 8.5-9	4/7/2003	8.50	4.50	-4.00	621,325.33	699,533.52	SVOC	Benzo(B)Fluoranthene	205-99-2	0.850	0.600	2.000	2.000
Central	SB-73	SB-73 8.5-9	4/7/2003	8.50	4.50	-4.00	621,325.33	699,533.52	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	8.400	0.400	2.000	0.200
Central	SB-73	SB-73 8.5-9	4/7/2003	8.50	4.50	-4.00	621,325.33	699,533.52	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.260	0.200	0.200	0.800
Central	SB-73	SB-73 8.5-9	4/7/2003	8.50	4.50	-4.00	621,325.33	699,533.52	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.720	0.600	2.000	7.000
Central	SB-73	SB-73 11.5-1	4/7/2003	11.50	4.50	-7.00	621,325.33	699,533.52	SVOC	Benzo(A)Pyrene	50-32-8	0.360	0.200	0.200	0.200
Central	SB-74	SB-74 1.5-2	4/17/2003	1.50	5.50	4.00	621,474.05	699,509.99	Metals	Arsenic	7440-38-2	24.500	19.000	19.000	19.000
Central	SB-74	SB-74 1.5-2	4/17/2003	1.50	5.50	4.00	621,474.05	699,509.99	Metals	Lead	7439-92-1	1,540.000	400.000	800.000	90.000
Central	SB-74	SB-74 1.5-2	4/17/2003	1.50	5.50	4.00	621,474.05	699,509.99	Metals	Mercury	7439-97-6	0.620	23.000	65.000	0.100
Central	SB-74	SB-74 1.5-2	4/17/2003	1.50	5.50	4.00	621,474.05	699,509.99	Metals	Zinc	7440-66-6	1,640.000	33,000.000	110,000.000	930.000
Central	SB-74	SB-74 1.5-2	4/17/2003	1.50	5.50	4.00	621,474.05	699,509.99	SVOC	Benzo(A)Anthracene	56-55-3	9.800	0.600	2.000	0.800
Central	SB-74	SB-74 1.5-2	4/17/2003	1.50	5.50	4.00	621,474.05	699,509.99	SVOC	Benzo(A)Pyrene	50-31-8	8.800	0.200	0.200	0.200
Central	SB-74	SB-74 1.5-2	4/17/2003	1.50	5.50	4.00	621,474.05	699,509.99	SVOC	Benzo(B)Fluoranthene	205-99-2	6.500	0.600	2.000	2.000
Central	SB-74	SB-74 1.5-2	4/17/2003	1.50	5.50	4.00	621,474.05	699,509.99	SVOC	Benzo(B)Fluoranthene	207-08-9	8.900	6.000	23.000	25.000
Central	SB-74	SB-74 1.5-2	4/17/2003	1.50	5.50	4.00	621,474.05	699,509.99	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.420	0.200	0.200	0.800
Central	SB-74	SB-74 1.5-2	4/17/2003	1.50	5.50	4.00	621,474.05	699,509.99	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	4.700	0.600	2.000	7.000
Central	SB-74	SB-74 5.5-5	4/17/2003	5.00	5.50	0.50	621,474.05	699,509.99	Metals	Arsenic	7440-38-2	72.600	19.000	19.000	19.000
Central	SB-74	SB-74 5.5-5	4/17/2003	5.00	5.50	0.50	621,474.05	699,509.99	SVOC	Benzo(A)Anthracene	56-55-3	0.780	0.600	2.000	0.800
Central	SB-74	SB-74 5.5-5	4/17/2003	5.00	5.50	0.50	621,474.05	699,509.99	SVOC	Benzo(A)Pyrene	50-32-8	0.650	0.200	0.200	0.200
Central	SB-74	SB-74 5.5-5	4/17/2003	5.00	5.50	0.50	621,474.05	699,509.99	SVOC	Benzo(B)Fluoranthene	205-99-2	0.650	0.600	2.000	2.000
Central	SB-74	SB-74 5.5-5	4/17/2003	5.00	5.50	0.50	621,474.05	699,509.99	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	35.000	0.400	2.000	0.200
Central	SB-74	SB-74 11.5-1	4/17/2003	11.50	5.50	-6.00	621,474.05	699,509.99	Metals	Arsenic	7440-38-2	32.400	19.000	19.000	19.000

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EXHIBIT B-2a
Central Lot Restricted Area
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Central	SB-74	SB-74 11-5-1	4/17/2003	11.50	5.50	-6.00	621,474.05	699,509.99	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	77,000	0.400	2,000	0.200	Yes
Central	SB-74	SB-74 11-5-1	4/17/2003	11.50	5.50	-6.50	621,474.05	699,509.99	Metals	Lead	7440-38-2	42,500	13,000	19,000	18,000	Yes
Central	SB-74	SB-74 11-5-1	4/17/2003	11.50	5.50	-9.50	621,474.05	699,509.99	Metals	Lead	7439-92-1	605,000	400,000	800,000	80,000	Yes
Central	SB-74	SB-74 11-5-1	4/17/2003	11.50	5.50	-9.50	621,474.05	699,509.99	SVOC	Benzo(A)Anthracene	56-55-3	5,900	0.600	2,000	0.800	Yes
Central	SB-74	SB-74 11-5-1	4/17/2003	11.50	5.50	-9.50	621,474.05	699,509.99	SVOC	Benzo(A)Pyrene	50-32-8	4,400	0.200	0,200	0,200	Yes
Central	SB-74	SB-74 11-5-1	4/17/2003	11.50	5.50	-9.50	621,474.05	699,509.99	SVOC	Benzo(B)Fluoranthene	205-99-2	2,600	0.600	2,000	2,000	Yes
Central	SB-74	SB-74 11-5-1	4/17/2003	11.50	5.50	-9.50	621,474.05	699,509.99	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	2,100	0.600	2,000	7,000	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	Metals	Antimony	7440-36-0	16,200	31,000	450,000	6,000	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	Metals	Arsenic	7440-38-2	98,400	19,000	19,000	19,000	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	Metals	Copper	7440-50-8	15,000,000	1,100,000	45,000,000	11,000,000	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	Metals	Lead	7439-92-1	2,220,000	450,000	800,000	50,000	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	Metals	Mercury	7439-97-6	0.160	23,000	65,000	0.100	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	Metals	Nickel	7440-02-8	72,200	1,600,000	23,000,000	48,000	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	Metals	Zinc	7440-66-6	15,100,000	23,000,000	110,000,000	930,000	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	SVOC	Benzo(A)Anthracene	56-55-3	1,400	0.600	2,000	0.800	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	SVOC	Benzo(A)Pyrene	50-32-8	1,300	0.200	0,200	0,200	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	SVOC	Benzo(B)Fluoranthene	205-99-2	1,100	0.600	2,000	2,000	Yes
Central	SB-76	SB-76 1-5-2	4/7/2003	1.50	4.50	3.00	621,371.18	699,551.43	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1,100	0.600	2,000	7,000	Yes
Central	SB-76	SB-76 5-5-6	4/7/2003	5.50	4.50	-1.00	621,371.18	699,551.43	Metals	Arsenic	7440-38-2	29,100	19,000	19,000	19,000	Yes
Central	SB-76	SB-76 5-5-6	4/7/2003	5.50	4.50	-1.00	621,371.18	699,551.43	Metals	Copper	7440-50-8	4,180,000	3,100,000	45,000,000	11,000,000	Yes
Central	SB-76	SB-76 5-5-6	4/7/2003	5.50	4.50	-1.00	621,371.18	699,551.43	Metals	Lead	7439-92-1	2,330,000	400,000	800,000	90,000	Yes
Central	SB-76	SB-76 11-12	4/7/2003	11.00	4.50	-6.50	621,371.18	699,551.43	Metals	Antimony	7440-36-0	429,000	31,000	450,000	6,000	Yes
Central	SB-76	SB-76 11-12	4/7/2003	11.00	4.50	-6.50	621,371.18	699,551.43	Metals	Arsenic	7440-38-2	24,700	19,000	19,000	19,000	Yes
Central	SB-76	SB-76 11-12	4/7/2003	11.00	4.50	-6.50	621,371.18	699,551.43	Metals	Lead	7439-92-1	5,460,000	400,000	800,000	90,000	Yes
Central	SB-76	SB-76 11-12	4/7/2003	11.00	4.50	-6.50	621,371.18	699,551.43	SVOC	Benzo(A)Pyrene	50-32-8	0.350	0.200	0,200	0,200	Yes
Central	SB-76	SB-76 11-12	4/7/2003	11.00	4.50	-6.50	621,371.18	699,551.43	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	3,700	0.400	2,000	0,200	Yes
Central	SB-76	SB-76 12-5-1	4/7/2003	12.50	4.50	-8.00	621,371.18	699,551.43	Metals	Antimony	7440-36-0	76,000	31,000	450,000	6,000	Yes
Central	SB-76	SB-76 12-5-1	4/7/2003	12.50	4.50	-8.00	621,371.18	699,551.43	Metals	Arsenic	7440-38-2	31,200	19,000	19,000	19,000	Yes
Central	SB-76	SB-76 12-5-1	4/7/2003	12.50	4.50	-8.00	621,371.18	699,551.43	Metals	Copper	7440-50-8	5,900,000	3,100,000	45,000,000	11,000,000	Yes
Central	SB-76	SB-76 12-5-1	4/7/2003	12.50	4.50	-8.00	621,371.18	699,551.43	Metals	Lead	7439-92-1	2,470,000	400,000	800,000	90,000	Yes
Central	SB-76	SB-76 12-5-1	4/7/2003	12.50	4.50	-8.00	621,371.18	699,551.43	SVOC	Benzo(A)Anthracene	56-55-3	1,300	0.600	2,000	0,600	Yes
Central	SB-76	SB-76 12-5-1	4/7/2003	12.50	4.50	-8.00	621,371.18	699,551.43	SVOC	Benzo(A)Pyrene	50-32-8	2,400	0.200	0,200	0,200	Yes
Central	SB-76	SB-76 12-5-1	4/7/2003	12.50	4.50	-8.00	621,371.18	699,551.43	SVOC	Benzo(B)Fluoranthene	205-99-2	1,500	0.600	2,000	2,000	Yes
Central	SB-76	SB-76 12-5-1	4/7/2003	12.50	4.50	-8.00	621,371.18	699,551.43	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	18,000	0.400	2,000	0,200	Yes
Central	SB-76	SB-76 12-5-1	4/7/2003	12.50	4.50	-8.00	621,371.18	699,551.43	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.580	0.200	0,200	0,800	Yes
Central	SB-76	SB-76 12-5-1	4/7/2003	12.50	4.50	-8.00	621,371.18	699,551.43	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1,600	0.600	2,000	7,000	Yes
Central	SB-77	SB-77 1-5-2	4/15/2003	1.50	6.50	5.00	621,404.09	699,285.87	Metals	Antimony	7440-36-0	6,700	31,000	450,000	6,000	Yes
Central	SB-77	SB-77 1-5-2	4/15/2003	1.50	6.50	5.00	621,404.09	699,285.87	Metals	Lead	7439-92-1	480,000	400,000	800,000	90,000	Yes
Central	SB-77	SB-77 1-5-2	4/15/2003	1.50	6.50	5.00	621,404.09	699,285.87	Metals	Mercury	7439-97-6	4,700	23,000	65,000	0,200	Yes
Central	SB-77	SB-77 1-5-2	4/15/2003	1.50	6.50	5.00	621,404.09	699,285.87	PCBs	PcbA (Total)	1336-36-3	0.470	0.200	1,000	0,200	Yes
Central	SB-77	SB-77 1-5-2	4/15/2003	1.50	6.50	5.00	621,404.09	699,285.87	PEST	Dieldrin	60-57-1	0.021	0.040	0,200	0,003	Yes
Central	SB-77	SB-77 1-5-2	4/15/2003	1.50	6.50	5.00	621,404.09	699,285.87	SVOC	Benzo(A)Anthracene	56-55-3	2,700	0.600	2,000	0,800	Yes
Central	SB-77	SB-77 1-5-2	4/15/2003	1.50	6.50	5.00	621,404.09	699,285.87	SVOC	Benzo(A)Pyrene	50-32-8	3,000	0.200	0,200	0,200	Yes
Central	SB-77	SB-77 1-5-2	4/15/2003	1.50	6.50	5.00	621,404.09	699,285.87	SVOC	Benzo(B)Fluoranthene	205-99-2	2,500	0.600	2,000	2,000	Yes
Central	SB-77	SB-77 1-5-2	4/15/2003	1.50	6.50	5.00	621,404.09	699,285.87	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.510	0.200	0,200	0,800	Yes
Central	SB-77	SB-77 1-5-2	4/15/2003	1.50	6.50	5.00	621,404.09	699,285.87	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1,500	0.600	2,000	7,000	Yes
Central	SB-77	SB-77 8-8.5	4/15/2003	8.00	6.50	-1.50	621,404.09	699,285.87	Metals	Lead	7439-92-1	1,560,000	400,000	800,000	90,000	Yes
Central	SB-77	SB-77 8-8.5	4/15/2003	8.00	6.50	-1.50	621,404.09	699,285.87	PCBs	PcbA (Total)	1336-36-3	0.770	0.200	1,000	0,200	Yes
Central	SB-77	SB-77 8-8.5	4/15/2003	8.00	6.50	-1.50	621,404.09	699,285.87	SVOC	Benzo(A)Anthracene	56-55-3	9,700	0.600	2,000	0,800	Yes
Central	SB-77	SB-77 8-8.5	4/15/2003	8.00	6.50	-1.50	621,404.09	699,285.87	SVOC	Benzo(A)Pyrene	50-32-8	7,500	0.200	0,200	0,200	Yes
Central	SB-77	SB-77 8-8.5	4/15/2003	8.00	6.50	-1.50	621,404.09	699,285.87	SVOC	Benzo(B)Fluoranthene	205-99-2	5,700	0.600	2,000	2,000	Yes
Central	SB-77	SB-77 8-8.5	4/15/2003	8.00	6.50	-1.50	621,404.09	699,285.87	SVOC	Dibenz(A,H)Anthracene	53-70-3	1,100	0.200	0,200	0,800	Yes
Central	SB-77	SB-77 8-8.5	4/15/2003	8.00	6.50	-1.50	621,404.09	699,285.87	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	2,800	0.600	2,000	7,000	Yes

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See Final Page for Explanations
Bab163b

BASF Corporation
Hoboken, New Jersey
(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Area	Block	Lot	Date	Depth	Sample	Result	Standard	Exceedance	Contaminant	Unit	Value	Standard	Exceedance	Contaminant	Unit	Value	Standard	Exceedance
Central	SB-77	SB-77 15-5-1	4/15/2003	15.50	6.50	-9.00	621,404.09	699,285.87	Metals	Arsenic	7440-38-2	29.900	19.000	19.000	19.000	Yes		
Central	SB-77	SB-77 15-5-1	4/15/2003	15.50	6.50	-9.00	621,404.09	699,285.87	Metals	Lead	7439-92-1	2,110.000	400.000	800.000	90.000	Yes		
Central	SB-77	SB-77 15-5-1	4/15/2003	15.50	6.50	-9.00	621,404.09	699,285.87	Metals	Mercury	7439-97-6	98.300	23.000	65.000	0.100	Yes		
Central	SB-77	SB-77 15-5-1	4/15/2003	15.50	6.50	-9.00	621,404.09	699,285.87	SVOC	Benzo(A)Anthracene	56-55-3	7.600	0.600	2.000	0.800	Yes		
Central	SB-77	SB-77 15-5-1	4/15/2003	15.50	6.50	-9.00	621,404.09	699,285.87	SVOC	Benzo(A)Pyrene	50-32-8	8.600	0.200	0.200	0.200	Yes		
Central	SB-77	SB-77 15-5-1	4/15/2003	15.50	6.50	-9.00	621,404.09	699,285.87	SVOC	Benzo(B)Fluoranthene	205-99-2	5.200	0.600	2.000	2.000	Yes		
Central	SB-77	SB-77 15-5-1	4/15/2003	15.50	6.50	-9.00	621,404.09	699,285.87	SVOC	Benzo(K)Fluoranthene	207-08-9	8.300	6.000	23.000	25.000	Yes		
Central	SB-77	SB-77 15-5-1	4/15/2003	15.50	6.50	-9.00	621,404.09	699,285.87	SVOC	Dibenz(A,H)Anthracene	53-70-3	1.800	0.200	0.200	0.800	Yes		
Central	SB-77	SB-77 15-5-1	4/15/2003	15.50	6.50	-9.00	621,404.09	699,285.87	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	4.900	0.600	2.000	7.000	Yes		
Central	SB-77	SB-77 16-5-1	4/15/2003	16.50	6.50	-10.00	621,404.09	699,285.87	Metals	Arsenic	7440-38-2	20.000	19.000	19.000	19.000	Yes		
Central	SB-77	SB-77 16-5-1	4/15/2003	16.50	6.50	-10.00	621,404.09	699,285.87	Metals	Lead	7439-92-1	4,900.000	400.000	800.000	90.000	Yes		
Central	SB-77	SB-77 16-5-1	4/15/2003	16.50	6.50	-10.00	621,404.09	699,285.87	SVOC	Benzo(A)Anthracene	56-55-3	1.600	0.600	2.000	0.800	Yes		
Central	SB-77	SB-77 16-5-1	4/15/2003	16.50	6.50	-10.00	621,404.09	699,285.87	SVOC	Benzo(A)Pyrene	50-32-8	1.700	0.200	0.200	0.200	Yes		
Central	SB-77	SB-77 16-5-1	4/15/2003	16.50	6.50	-10.00	621,404.09	699,285.87	SVOC	Benzo(B)Fluoranthene	205-99-2	1.200	0.600	2.000	2.000	Yes		
Central	SB-77	SB-77 16-5-1	4/15/2003	16.50	6.50	-10.00	621,404.09	699,285.87	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.320	0.200	0.200	0.800	Yes		
Central	SB-77	SB-77 16-5-1	4/15/2003	16.50	6.50	-10.00	621,404.09	699,285.87	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.700	0.600	2.000	7.000	Yes		
Central	SB-78	SB-78 5-5-6	4/14/2003	5.50	6.50	1.00	621,385.03	699,370.26	Metals	Arsenic	7440-38-2	53.800	19.000	19.000	19.000	Yes		
Central	SB-78	SB-78 5-5-6	4/14/2003	5.50	6.50	1.00	621,385.03	699,370.26	Metals	Lead	7439-92-1	3,580.000	400.000	800.000	90.000	Yes		
Central	SB-78	SB-78 5-5-6	4/14/2003	5.50	6.50	1.00	621,385.03	699,370.26	SVOC	Benzo(A)Anthracene	56-55-3	3.600	0.600	2.000	0.800	Yes		
Central	SB-78	SB-78 5-5-6	4/14/2003	5.50	6.50	1.00	621,385.03	699,370.26	SVOC	Benzo(A)Pyrene	50-32-8	3.800	0.200	0.200	0.200	Yes		
Central	SB-78	SB-78 5-5-6	4/14/2003	5.50	6.50	1.00	621,385.03	699,370.26	SVOC	Benzo(B)Fluoranthene	205-99-2	3.800	0.600	2.000	2.000	Yes		
Central	SB-78	SB-78 5-5-6	4/14/2003	5.50	6.50	1.00	621,385.03	699,370.26	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.510	0.200	0.200	0.800	Yes		
Central	SB-78	SB-78 5-5-6	4/14/2003	5.50	6.50	1.00	621,385.03	699,370.26	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1.400	0.600	2.000	7.000	Yes		
Central	SB-78	SB-78 11-11	4/14/2003	11.00	6.50	-4.50	621,385.03	699,370.26	Metals	Arsenic	7440-38-2	25.300	19.000	19.000	19.000	Yes		
Central	SB-78	SB-78 11-11	4/14/2003	11.00	6.50	-4.50	621,385.03	699,370.26	Metals	Lead	7439-92-1	1,940.000	400.000	800.000	90.000	Yes		
Central	SB-78	SB-78 11-11	4/14/2003	11.00	6.50	-4.50	621,385.03	699,370.26	SVOC	Benzo(A)Anthracene	56-55-3	3.000	0.600	2.000	0.800	Yes		
Central	SB-78	SB-78 11-11	4/14/2003	11.00	6.50	-4.50	621,385.03	699,370.26	SVOC	Benzo(A)Pyrene	50-32-8	2.600	0.200	0.200	0.200	Yes		
Central	SB-78	SB-78 11-11	4/14/2003	11.00	6.50	-4.50	621,385.03	699,370.26	SVOC	Benzo(B)Fluoranthene	205-99-2	2.200	0.600	2.000	2.000	Yes		
Central	SB-78	SB-78 11-11	4/14/2003	11.00	6.50	-4.50	621,385.03	699,370.26	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.470	0.200	0.200	0.800	Yes		
Central	SB-78	SB-78 11-11	4/14/2003	11.00	6.50	-4.50	621,385.03	699,370.26	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1.300	0.600	2.000	7.000	Yes		
Central	SB-8	SB-8 0-5-1	1/29/2002	0.50	4.50	4.00	621,191.00	699,460.00	Metals	Lead	7439-92-1	827.000	400.000	800.000	90.000	Yes		
Central	SB-8	SB-8 0-5-1	1/29/2002	0.50	4.50	4.00	621,191.00	699,460.00	Metals	Mercury	7439-97-6	2.800	23.000	65.000	0.100	Yes		
Central	SB-8	SB-8 0-5-1	1/29/2002	0.50	4.50	4.00	621,191.00	699,460.00	PCBs	Pcb (Total)	1336-36-3	0.290	0.200	1.000	0.200	Yes		
Central	SB-8	SB-8 0-5-1	1/29/2002	0.50	4.50	4.00	621,191.00	699,460.00	SVOC	Benzo(A)Anthracene	56-55-3	2.000	0.600	2.000	0.800	Yes		
Central	SB-8	SB-8 0-5-1	1/29/2002	0.50	4.50	4.00	621,191.00	699,460.00	SVOC	Benzo(A)Pyrene	50-32-8	2.100	0.200	0.200	0.200	Yes		
Central	SB-8	SB-8 0-5-1	1/29/2002	0.50	4.50	4.00	621,191.00	699,460.00	SVOC	Benzo(B)Fluoranthene	205-99-2	3.700	0.600	2.000	2.000	Yes		
Central	SB-8	SB-8 0-5-1	1/29/2002	0.50	4.50	4.00	621,191.00	699,460.00	VOC	Tetrachloroethene	127-18-4	0.170	2.000	5.000	0.005	Yes		
Central	SB-8	SB-8 4-5-5	1/29/2002	4.50	4.50	0.00	621,191.00	699,460.00	Metals	Antimony	7440-36-0	36.200	31.000	450.000	6.000	Yes		
Central	SB-8	SB-8 4-5-5	1/29/2002	4.50	4.50	0.00	621,191.00	699,460.00	Metals	Arsenic	7440-38-2	53.100	19.000	19.000	19.000	Yes		
Central	SB-8	SB-8 4-5-5	1/29/2002	4.50	4.50	0.00	621,191.00	699,460.00	Metals	Lead	7439-92-1	1,900.000	400.000	800.000	90.000	Yes		
Central	SB-8	SB-8 4-5-5	1/29/2002	4.50	4.50	0.00	621,191.00	699,460.00	Metals	Mercury	7439-97-6	135.000	23.000	65.000	0.100	Yes		
Central	SB-8	SB-8 4-5-5	1/29/2002	4.50	4.50	0.00	621,191.00	699,460.00	PCBs	Pcb (Total)	1336-36-3	3.400	0.200	1.000	0.200	Yes		
Central	SB-8	SB-8 4-5-5	1/29/2002	4.50	4.50	0.00	621,191.00	699,460.00	PEST	Aldrin	309-00-2	0.072	0.040	0.200	0.200	Yes		
Central	SB-80	SB-80 1-5-2	3/19/2003	1.50	4.50	3.00	621,189.65	699,459.25	PCBs	Pcb (Total)	1336-36-3	0.260	0.200	1.000	0.200	Yes		
Central	SB-81	SB-81 1-5-2	3/19/2003	1.50	5.00	3.50	621,215.35	699,459.88	PCBs	Pcb (Total)	1336-36-3	0.750	0.200	1.000	0.200	Yes		
Central	SB-82	SB-82 15-5-1	4/17/2003	15.50	5.50	-10.00	621,158.35	699,523.66	Metals	Arsenic	7440-38-2	54.000	19.000	19.000	19.000	Yes		
Central	SB-82	SB-82 15-5-1	4/17/2003	15.50	5.50	-10.00	621,158.35	699,523.66	PCBs	Pcb (Total)	1336-36-3	0.260	0.200	1.000	0.200	Yes		
Central	SB-82	SB-82 15-5-1	4/17/2003	15.50	5.50	-10.00	621,158.35	699,523.66	SVOC	Benzo(A)Anthracene	56-55-3	0.980	0.600	2.000	0.800	Yes		
Central	SB-82	SB-82 15-5-1	4/17/2003	15.50	5.50	-10.00	621,158.35	699,523.66	SVOC	Benzo(A)Pyrene	50-32-8	0.860	0.200	0.200	0.200	Yes		
Central	SB-82	SB-82 15-5-1	4/17/2003	15.50	5.50	-10.00	621,158.35	699,523.66	SVOC	Benzo(B)Fluoranthene	205-99-2	0.680	0.600	2.000	2.000	Yes		
Central	SB-82	SB-82 16-5-1	4/17/2003	16.50	5.50	-11.00	621,158.35	699,523.66	Metals	Arsenic	7440-38-2	30.300	19.000	19.000	19.000	Yes		
Central	SB-82	SB-82 16-5-1	4/17/2003	16.50	5.50	-11.00	621,158.35	699,523.66	PCBs	Pcb (Total)	1336-36-3	0.350	0.200	1.000	0.200	Yes		
Central	SB-82	SB-82 16-5-1	4/17/2003	16.50	5.50	-11.00	621,158.35	699,523.66	SVOC	Benzo(A)Pyrene	50-32-8	0.300	0.200	0.200	0.200	Yes		

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BASF Corporation
Hoboken, New Jersey
(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Central	SB-83	SB-83 8-5-9	4/17/2003	8.50	5.00	-3.50	621,145.49	699,552.48	Metals	Lead	7439-92-1	697,000	400,000	800,000	90,000	
Central	SB-83	SB-83 11-12	4/17/2003	12.00	5.00	-7.00	621,172.30	699,578.74	Metals	Pbcs (Total)	7439-92-1	2,538	0.200	1,000	0.200	Yes
Central	SB-84	SB-84 8-5	4/17/2003	8.00	4.50	-3.50	621,172.30	699,578.74	Metals	Lead	7439-92-1	413,000	400,000	800,000	90,000	
Central	SB-84	SB-84 11-5-1	4/17/2003	11.50	4.50	-7.00	621,172.30	699,578.74	Metals	Lead	7439-92-1	1,240,000	400,000	800,000	90,000	Yes
Central	SB-84	SB-84 14-5-1	4/17/2003	14.50	4.50	-10.00	621,172.30	699,578.74	Metals	Lead	7439-92-1	865,000	400,000	800,000	90,000	Yes
Central	SB-85	SB-85 15-5-1	4/16/2003	15.50	4.50	-11.00	621,115.64	699,559.84	PCBs	Pbcs (Total)	1336-36-3	0.260	0.200	1.000	0.200	
Central	SB-85	SB-85 20-20	4/16/2003	20.00	4.50	-15.50	621,115.64	699,559.84	PCBs	Pbcs (Total)	1336-36-3	2,300	0.200	1,000	0.200	Yes
Central	SB-87	SB-87 16-16	4/15/2003	16.00	4.50	-11.50	621,121.62	699,576.93	Metals	Lead	7439-92-1	1,420,000	400,000	800,000	90,000	Yes
Central	SB-87	SB-87 16-16	4/15/2003	16.00	4.50	-11.50	621,121.62	699,576.93	Metals	Hexachlor	76-44-8	0.260	0.100	0.700	0.500	
Central	SB-88	SB-88 4-5-5	4/15/2003	4.50	5.00	0.50	621,092.73	699,636.76	Metals	Lead	7439-92-1	1,520,000	400,000	800,000	90,000	Yes
Central	SB-88	SB-88 4-5-5	4/15/2003	4.50	5.00	0.50	621,092.73	699,636.76	PCBs	Pbcs (Total)	1336-36-3	0.520	0.200	1.000	0.200	
Central	SB-88	SB-88 4-5-5	4/15/2003	4.50	5.00	0.50	621,092.73	699,636.76	SVOC	Benzo(A)Pyrene	50-32-8	0.650	0.300	0.200	0.200	Yes
Central	SB-88	SB-88 8-8.5	4/15/2003	8.00	5.00	-3.00	621,092.73	699,636.76	Metals	Arsenic	7440-38-2	74,000	19,000	19,000	19,000	Yes
Central	SB-88	SB-88 8-8.5	4/15/2003	8.00	5.00	-3.00	621,092.73	699,636.76	Metals	Copper	7440-50-8	5,300,000	3,100,000	45,000,000	11,000,000	
Central	SB-88	SB-88 8-8.5	4/15/2003	8.00	5.00	-3.00	621,092.73	699,636.76	Metals	Lead	7439-92-1	6,340,000	400,000	800,000	90,000	Yes
Central	SB-88	SB-88 8-8.5	4/15/2003	8.00	5.00	-3.00	621,092.73	699,636.76	PCBs	Pbcs (Total)	1336-36-3	2,800	0.200	1,000	0.200	Yes
Central	SB-88	SB-88 8-8.5	4/15/2003	8.00	5.00	-3.00	621,092.73	699,636.76	SVOC	Benzo(A)Anthracene	56-55-3	2,300	0.600	2,000	0.800	Yes
Central	SB-88	SB-88 8-8.5	4/15/2003	8.00	5.00	-3.00	621,092.73	699,636.76	SVOC	Benzo(A)Pyrene	50-32-8	2,300	0.200	0.200	0.200	Yes
Central	SB-88	SB-88 8-8.5	4/15/2003	8.00	5.00	-3.00	621,092.73	699,636.76	SVOC	Benzo(B)Fluoranthene	205-99-2	1,900	0.600	2,000	2,000	
Central	SB-88	SB-88 8-8.5	4/15/2003	8.00	5.00	-3.00	621,092.73	699,636.76	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.350	0.200	0.200	0.800	Yes
Central	SB-88	SB-88 8-8.5	4/15/2003	8.00	5.00	-3.00	621,092.73	699,636.76	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1,100	0.600	2,000	7,000	
Central	SB-88	SB-88 11-15	4/15/2003	11.00	5.00	-6.00	621,092.73	699,636.76	Metals	Arsenic	7440-38-2	24,400	19,000	19,000	19,000	Yes
Central	SB-88	SB-88 11-15	4/15/2003	11.00	5.00	-6.00	621,092.73	699,636.76	Metals	Lead	7439-92-1	1,320,000	400,000	800,000	90,000	Yes
Central	SB-88	SB-88 11-15	4/15/2003	11.00	5.00	-6.00	621,092.73	699,636.76	PCBs	Pbcs (Total)	1336-36-3	3,200	0.200	1,000	0.200	Yes
Central	SB-88	SB-88 11-15	4/15/2003	11.00	5.00	-6.00	621,092.73	699,636.76	SVOC	Benzo(A)Anthracene	56-55-3	8,700	0.600	2,000	0.800	Yes
Central	SB-88	SB-88 11-15	4/15/2003	11.00	5.00	-6.00	621,092.73	699,636.76	SVOC	Benzo(A)Pyrene	50-32-8	7,700	0.300	0.200	0.200	Yes
Central	SB-88	SB-88 11-15	4/15/2003	11.00	5.00	-6.00	621,092.73	699,636.76	SVOC	Benzo(B)Fluoranthene	205-99-2	7,000	0.600	2,000	2,000	Yes
Central	SB-88	SB-88 11-15	4/15/2003	11.00	5.00	-6.00	621,092.73	699,636.76	SVOC	Benzo(K)Fluoranthene	207-08-9	7,100	6,000	23,000	25,000	
Central	SB-88	SB-88 11-15	4/15/2003	11.00	5.00	-6.00	621,092.73	699,636.76	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.960	0.200	0.200	0.800	Yes
Central	SB-88	SB-88 11-15	4/15/2003	11.00	5.00	-6.00	621,092.73	699,636.76	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	2,700	0.600	2,000	7,000	Yes
Central	SB-88	SB-88 15-5-1	4/15/2003	15.50	5.00	-10.50	621,092.73	699,636.76	Metals	Arsenic	7440-38-2	32,500	19,000	19,000	19,000	Yes
Central	SB-88	SB-88 15-5-1	4/15/2003	15.50	5.00	-10.50	621,092.73	699,636.76	Metals	Copper	7440-50-8	17,700,000	3,100,000	45,000,000	11,000,000	
Central	SB-88	SB-88 15-5-1	4/15/2003	15.50	5.00	-10.50	621,092.73	699,636.76	Metals	Lead	7439-92-1	15,800,000	400,000	800,000	90,000	Yes
Central	SB-88	SB-88 15-5-1	4/15/2003	15.50	5.00	-10.50	621,092.73	699,636.76	PCBs	Pbcs (Total)	1336-36-3	3,300	0.200	1,000	0.200	Yes
Central	SB-88	SB-88 15-5-1	4/15/2003	15.50	5.00	-10.50	621,092.73	699,636.76	SVOC	Benzo(A)Anthracene	56-55-3	8,800	0.600	2,000	0.800	Yes
Central	SB-88	SB-88 15-5-1	4/15/2003	15.50	5.00	-10.50	621,092.73	699,636.76	SVOC	Benzo(A)Pyrene	50-32-8	8,300	0.200	0.200	0.200	Yes
Central	SB-88	SB-88 15-5-1	4/15/2003	15.50	5.00	-10.50	621,092.73	699,636.76	SVOC	Benzo(B)Fluoranthene	205-99-2	6,600	0.600	2,000	2,000	Yes
Central	SB-88	SB-88 15-5-1	4/15/2003	15.50	5.00	-10.50	621,092.73	699,636.76	SVOC	Benzo(K)Fluoranthene	207-08-9	7,800	6,500	23,000	25,000	
Central	SB-88	SB-88 15-5-1	4/15/2003	15.50	5.00	-10.50	621,092.73	699,636.76	SVOC	Dibenz(A,H)Anthracene	53-70-3	1,700	0.200	0.200	0.800	Yes
Central	SB-88	SB-88 15-5-1	4/15/2003	15.50	5.00	-10.50	621,092.73	699,636.76	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	4,700	0.600	2,000	7,000	Yes
Central	SB-88	SB-88 23-23	4/15/2003	23.00	5.00	-18.00	621,092.73	699,636.76	SVOC	Benzo(A)Pyrene	50-32-8	0.350	0.200	0.200	0.200	Yes
Central	SB-89	SB-89 5-5-6	4/10/2003	5.50	4.50	-1.00	621,189.97	699,364.15	Metals	Arsenic	7440-38-2	81,800	19,000	19,000	19,000	Yes
Central	SB-89	SB-89 5-5-6	4/10/2003	5.50	4.50	-1.00	621,189.97	699,364.15	Metals	Lead	7439-92-1	1,850,000	400,000	800,000	90,000	Yes
Central	SB-89	SB-89 5-5-6	4/10/2003	5.50	4.50	-1.00	621,189.97	699,364.15	Metals	Mercury	7439-97-6	31,200	23,000	65,000	0.100	
Central	SB-89	SB-89 5-5-6	4/10/2003	5.50	4.50	-1.00	621,189.97	699,364.15	SVOC	Benzo(A)Anthracene	56-55-3	5,700	0.600	2,000	0.800	Yes
Central	SB-89	SB-89 5-5-6	4/10/2003	5.50	4.50	-1.00	621,189.97	699,364.15	SVOC	Benzo(A)Pyrene	50-32-8	8,000	0.200	0.200	0.200	Yes
Central	SB-89	SB-89 5-5-6	4/10/2003	5.50	4.50	-1.00	621,189.97	699,364.15	SVOC	Benzo(B)Fluoranthene	205-99-2	7,000	0.600	2,000	2,000	Yes
Central	SB-89	SB-89 5-5-6	4/10/2003	5.50	4.50	-1.00	621,189.97	699,364.15	SVOC	Benzo(K)Fluoranthene	207-08-9	7,700	6,000	23,000	25,000	
Central	SB-89	SB-89 5-5-6	4/10/2003	5.50	4.50	-1.00	621,189.97	699,364.15	SVOC	Dibenz(A,H)Anthracene	53-70-3	2,200	0.200	0.200	0.800	Yes
Central	SB-89	SB-89 5-5-6	4/10/2003	5.50	4.50	-1.00	621,189.97	699,364.15	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	5,400	0.600	2,000	7,000	Yes
Central	SB-89	SB-89 8-8.5	4/10/2003	8.00	4.50	-3.50	621,189.97	699,364.15	Metals	Arsenic	7440-38-2	23,300	19,000	19,000	19,000	Yes
Central	SB-89	SB-89 8-8.5	4/10/2003	8.00	4.50	-3.50	621,189.97	699,364.15	Metals	Copper	7440-50-8	3,300,000	3,100,000	45,000,000	11,000,000	
Central	SB-89	SB-89 8-8.5	4/10/2003	8.00	4.50	-3.50	621,189.97	699,364.15	Metals	Lead	7439-92-1	4,250,000	400,000	800,000	90,000	Yes

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See Final Page for Explanations
Table B-2a

BASF Corporation
Hoboken, New Jersey
(Block 107, Lot 1)

EXHIBIT B-2a
Central Lot Restricted Area
NJDEP SRS Exceedances

Central	SB-89	SB-89	SB-89	8-8.5	4/10/2003	8.00	4.50	-3.50	621,189.97	699,364.15	SVOC	Benzo(A)Anthracene	56-55-3	220,000	0.690	2,000	0.800	Yes
Central	SB-89	SB-89	SB-89	8-8.5	4/10/2003	8.00	4.50	-3.50	621,189.97	699,364.15	SVOC	Benzo(A)Pyrene	50-32-8	300,000	0.200	0.200	0.200	Yes
Central	SB-89	SB-89	SB-89	8-8.5	4/10/2003	8.00	4.50	-3.50	621,189.97	699,364.15	SVOC	Benzo(B)Fluoranthene	205-99-2	140,000	0.600	2,000	2,000	Yes
Central	SB-89	SB-89	SB-89	8-8.5	4/10/2003	8.00	4.50	-3.50	621,189.97	699,364.15	SVOC	Benzo(K)Fluoranthene	207-08-9	160,000	6.000	23,000	25,000	Yes
Central	SB-89	SB-89	SB-89	8-8.5	4/10/2003	8.00	4.50	-3.50	621,189.97	699,364.15	SVOC	Chrysene	218-01-9	240,000	62,000	230,000	80,000	Yes
Central	SB-89	SB-89	SB-89	8-8.5	4/10/2003	8.00	4.50	-3.50	621,189.97	699,364.15	SVOC	Dibenz(A,H)Anthracene	53-70-3	35,000	0.200	0.200	0.800	Yes
Central	SB-89	SB-89	SB-89	8-8.5	4/10/2003	8.00	4.50	-3.50	621,189.97	699,364.15	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	95,000	0.600	2,000	7,000	Yes
Central	SB-9	SB-9	SB-9	4-4.5	2/20/2002	4.00	4.00	0.00	621,050.97	699,431.90	Metals	Arsenic	7440-38-2	48,400	19,000	19,000	19,000	Yes
Central	SB-9	SB-9	SB-9	4-4.5	2/20/2002	4.00	4.00	0.00	621,050.97	699,431.90	Metals	Lead	7439-92-3	6,810,000	400,000	800,000	90,000	Yes
Central	SB-9	SB-9	SB-9	4-4.5	2/20/2002	4.00	4.00	0.00	621,050.97	699,431.90	PCBs	PCBs (Total)	1336-36-3	9,550	0.200	1,000	0.200	Yes
Central	SB-9	SB-9	SB-9	11.5-12	2/20/2002	11.50	4.00	-7.50	621,050.97	699,431.90	Metals	Lead	7439-92-1	445,000	400,000	800,000	90,000	Yes
Central	TW-3	TW-3	TW-3	5.5-6	5/21/2003	5.50	4.00	-1.50	621,052.86	699,477.10	Metals	Arsenic	7440-38-2	21,900	19,000	19,000	19,000	Yes
Central	TW-3	TW-3	TW-3	5.5-6	5/21/2003	5.50	4.00	-1.50	621,052.86	699,477.10	Metals	Lead	7439-92-1	1,570,000	400,000	800,000	90,000	Yes
Central	TW-3	TW-3	TW-3	5.5-6	5/21/2003	5.50	4.00	-1.50	621,052.86	699,477.10	PCBs	PCBs (Total)	1336-36-3	0.970	0.200	1,000	0.200	Yes
Central	TW-3	TW-3	TW-3	5.5-6	5/21/2003	5.50	4.00	-1.50	621,052.86	699,477.10	SVOC	Benzo(A)Anthracene	56-55-3	0.730	0.600	2,000	0.800	Yes
Central	TW-3	TW-3	TW-3	5.5-6	5/21/2003	5.50	4.00	-1.50	621,052.86	699,477.10	SVOC	Benzo(A)Pyrene	50-32-8	0.700	0.200	0.200	0.200	Yes

All values presented in mg/kg

TOS - Top of sample (feet below ground surface);
as measured from base of asphalt cap sub base
GndElev - Ground elevation (feet above/below(-) sea level)
SampElev - Sample elevation (feet above/below(-) sea level)
699,699.699 - NJDEP SRS not listed

VOC - Volatile organic compound
SVOC - Semi-volatile organic compound
PCBs - Polychlorinated Biphenyls

RESSRS - Residential Soil Remediation Standard
NRRS - Non-Residential Soil Remediation Standard
ITGSR - Impact to Groundwater Soil Remediation Standard
mg/kg - Milligrams per kilogram

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BASF Corporation
Hoboken, New Jersey
(Block 113, Lot 1)

EXHIBIT B-2b
Northern Lot Restricted Area
NJDEP SRS Exceedances

Parcel	Location	Sample	Sample Date	TDS (lbs)	Ground Elevation	Sample Elevation	X_COORD	Y_COORD	Fraction	Parameter	CAS	Result	RESSRS	NRSRS	ITGRS	Falls NRSRS	
Northern	AD05	AD05045	7/28/2011	4.50	5.00	0.50	621.464.91	699,780.39	PCBs	Pcbx (Total)	1336-36-3	3.264	0.200	1.000	0.200	Yes	
Northern	AD05	AD05045	7/28/2011	4.50	5.00	0.50	621.464.91	699,780.39	SVOC	Benzofluoranthene	56-55-3	11.000	0.600	2.000	0.800	Yes	
Northern	AD05	AD05045	7/28/2011	4.50	5.00	0.50	621.464.91	699,780.39	SVOC	Benzofluoranthene	50-33-8	8.600	0.200	0.200	0.200	Yes	
Northern	AD05	AD05045	7/28/2011	4.50	5.00	0.50	621.464.91	699,780.39	SVOC	Benzo[ghi]perylene	205-99-2	10.000	0.600	2.000	2.000	Yes	
Northern	AD05	AD05045	7/28/2011	4.50	5.00	0.50	621.464.91	699,780.39	SVOC	Indeno[1,2,3-cd]pyrene	193-39-6	5.200	0.600	2.000	7.000	Yes	
Northern	MW-7	MW-7 13-13.5	2/25/2002	13.00	5.50	-7.50	621.527.84	699,779.86	PCBs	Pcbx (Total)	1336-36-3	4.400	0.200	1.000	0.200	Yes	
Northern	MW-7	MW-7 13-13.5	2/25/2002	13.00	5.50	-7.50	621.527.84	699,779.86	SVOC	Benzofluoranthene	56-55-3	0.810	0.600	2.000	0.800	Yes	
Northern	MW-7	MW-7 13-13.5	2/25/2002	13.00	5.50	-7.50	621.527.84	699,779.86	SVOC	Benzofluoranthene	50-32-8	0.720	0.200	0.200	0.200	Yes	
Northern	MW-7D	MW-7D 16-16	4/29/2003	16.00	5.50	-10.50	621.530.84	699,782.16	PCBs	Pcbx (Total)	1336-36-3	2.500	0.200	1.000	0.200	Yes	
Northern	MW-7D	MW-7D 16-16	4/29/2003	16.00	5.50	-10.50	621.530.84	699,782.16	PCBs	Pcbx (Total)	1336-36-3	-0.330	0.200	1.000	0.200	Yes	
Northern	MW-7D	MW-7D 16-16	4/29/2003	16.00	5.50	-10.50	621.530.84	699,782.16	PCBs	Pcbx (Total)	1336-36-3	6.030	0.200	1.000	0.200	Yes	
Northern	NAB001	NAB001100	4/22/2013	12.00	6.00	-6.00	621.510.70	699,780.70	PCBs	PCBs (Total)	1336-36-3	2.750	0.200	1.000	0.200	Yes	
Northern	NAB002	NAB002020	4/22/2013	2.00	6.00	-4.00	621.511.73	699,772.78	PCBs	PCBs (Total)	1336-36-3	1.510	0.200	1.000	0.200	Yes	
Northern	NAB002	NAB002050	4/22/2013	6.00	6.00	-6.00	621.511.73	699,772.78	PCBs	PCBs (Total)	1336-36-3	6.160	0.200	1.000	0.200	Yes	
Northern	NAB002100	NAB002100	11/19/2015	10.00	6.00	-4.00	621.511.73	699,780.70	PCBs	PCBS, TOTAL	1336-36-3	5.440	0.200	1.000	0.200	Yes	
Northern	NAB005100	DUP1130	11/19/2015	10.00	6.00	-4.00	621.519.29	699,770.81	PCBs	PCBS, TOTAL	1336-36-3	1.050	0.200	1.000	0.200	Yes	
Northern	NAB005100	NAB005100	11/19/2015	10.00	6.00	-4.00	621.519.29	699,770.81	PCBs	PCBS, TOTAL	1336-36-3	3.030	0.200	1.000	0.200	Yes	
Northern	NAN02	NAN02055	11/16/2015	5.50	5.50	0.00	621.529.83	699,799.56	PCBs	PCBS, TOTAL	1336-36-3	2.184	0.200	1.000	0.200	Yes	
Northern	NAS01A	NAS01A015	7/2/2013	1.50	6.00	4.50	621.506.67	699,776.87	PCBs	PCBs (Total)	1336-36-3	4.598	0.200	1.000	0.200	Yes	
Northern	NAS01A	NAS01A055	7/2/2013	5.50	6.00	0.50	621.506.67	699,776.87	PCBs	PCBs (Total)	1336-36-3	0.554	0.200	1.000	0.200	Yes	
Northern	NAS03B	NAS03B015	7/2/2013	1.50	6.00	4.50	621.523.41	699,780.70	PCBs	PCBs (Total)	1336-36-3	1.553	0.200	1.000	0.200	Yes	
Northern	NAW03A	NAW03A015	7/2/2013	1.50	6.00	4.50	621.493.15	699,780.68	PCBs	PCBs (Total)	1336-36-3	2.360	0.200	1.000	0.200	Yes	
Northern	NB003	NB003120	4/22/2013	12.00	5.50	-6.50	621.430.93	699,689.31	PCBs	PCBs (Total)	1336-36-3	0.399	0.200	1.000	0.200	Yes	
Northern	NB005	NB005120	4/22/2013	12.00	5.50	-6.50	621.467.34	699,683.50	PCBs	PCBs (Total)	1336-36-3	0.382	0.200	1.000	0.200	Yes	
Northern	NB009120	NB009120	11/19/2015	12.00	5.50	-6.50	621.443.50	699,675.88	PCBs	PCBS, TOTAL	1336-36-3	0.259	0.200	1.000	0.200	Yes	
Northern	NB066	NB066040	8/10/2013	4.00	5.00	1.00	621.467.35	699,703.76	PCBs	PCBs (Total)	1336-36-3	8.820	0.200	1.000	0.200	Yes	
Northern	SB-29	SB-29 5-5.5	3/8/2002	5.00	5.00	0.00	621.434.50	699,704.80	PCBs	Pcbx (Total)	1336-36-3	5.200	0.200	1.000	0.200	Yes	
Northern	SB-29	SB-29 5-5.5	3/8/2002	5.00	5.00	0.00	621.434.50	699,704.80	SVOC	Benzofluoranthene	56-55-3	2.100	0.600	2.000	0.800	Yes	
Northern	SB-29	SB-29 5-5.5	3/8/2002	5.00	5.00	0.00	621.434.50	699,704.80	SVOC	Benzofluoranthene	50-33-8	1.800	0.200	0.200	0.200	Yes	
Northern	SB-29	SB-29 5-5.5	3/8/2002	5.00	5.00	0.00	621.434.50	699,704.80	SVOC	Benzo[ghi]perylene	205-99-2	2.400	0.600	2.000	2.000	Yes	
Northern	SB-29	SB-29 5-5.5	3/8/2002	5.00	5.00	0.00	621.434.50	699,704.80	SVOC	Di(2-ethylhexyl) ether	111-44-4	0.460	0.200	0.200	0.200	Yes	
Northern	SB-29	SB-29 5-5.5	3/8/2002	5.00	5.00	0.00	621.434.50	699,704.80	SVOC	Dibenz[ah]anthracene	53-70-3	0.270	0.200	0.200	0.800	Yes	
Northern	SB-29	SB-29 5-5.5	3/8/2002	5.00	5.00	0.00	621.434.50	699,704.80	SVOC	Indeno[1,2,3-cd]pyrene	193-39-6	1.000	0.600	2.000	7.000	Yes	
Northern	SB-29	SB-29 7.5-8	3/8/2002	7.50	5.00	-2.50	621.434.50	699,704.80	PCBs	Pcbx (Total)	1336-36-3	4.000	0.200	1.000	0.200	Yes	
Northern	SB-29	SB-29 7.5-8	3/8/2002	7.50	5.00	-2.50	621.434.50	699,704.80	SVOC	Benzofluoranthene	56-55-3	3.100	0.600	2.000	0.800	Yes	
Northern	SB-29	SB-29 7.5-8	3/8/2002	7.50	5.00	-2.50	621.434.50	699,704.80	SVOC	Benzofluoranthene	50-33-8	2.500	0.200	0.200	0.200	Yes	
Northern	SB-29	SB-29 7.5-8	3/8/2002	7.50	5.00	-2.50	621.434.50	699,704.80	SVOC	Benzo[ghi]perylene	205-99-2	3.300	0.600	2.000	2.000	Yes	
Northern	SB-29	SB-29 7.5-8	3/8/2002	7.50	5.00	-2.50	621.434.50	699,704.80	SVOC	Dibenz[ah]anthracene	53-70-3	0.380	0.200	0.200	0.800	Yes	
Northern	SB-29	SB-29 7.5-8	3/8/2002	7.50	5.00	-2.50	621.434.50	699,704.80	SVOC	Indeno[1,2,3-cd]pyrene	193-39-6	1.400	0.600	2.000	7.000	Yes	
Northern	SB-30	SB-30 4.5-5	2/13/2002	4.50	4.50	0.00	621.352.80	699,750.40	Metals	Lead	7439-92-1	519.000	400.000	800.000	90.000	Yes	
Northern	SB-30	SB-30 4.5-5	2/13/2002	4.50	4.50	0.00	621.352.80	699,750.40	PCBs	Pcbx (Total)	1336-36-3	6.200	0.200	1.000	0.200	Yes	
Northern	SB-30	SB-30 4.5-5	2/13/2002	4.50	4.50	0.00	621.352.80	699,750.40	SVOC	Benzofluoranthene	56-55-3	8.500	0.600	2.000	0.800	Yes	
Northern	SB-30	SB-30 4.5-5	2/13/2002	4.50	4.50	0.00	621.352.80	699,750.40	SVOC	Benzofluoranthene	50-33-8	12.000	0.200	0.200	0.200	Yes	
Northern	SB-30	SB-30 4.5-5	2/13/2002	4.50	4.50	0.00	621.352.80	699,750.40	SVOC	Benzo[ghi]perylene	205-99-2	15.000	0.600	2.000	2.000	Yes	
Northern	SB-30	SB-30 4.5-5	2/13/2002	4.50	4.50	0.00	621.352.80	699,750.40	SVOC	Dibenz[ah]anthracene	53-70-3	1.200	0.200	0.200	0.800	Yes	
Northern	SB-30	SB-30 4.5-5	2/13/2002	4.50	4.50	0.00	621.352.80	699,750.40	SVOC	Indeno[1,2,3-cd]pyrene	193-39-6	4.500	0.600	2.000	7.000	Yes	
Northern	SB-30	SB30 15-15.5	2/13/2002	15.00	4.50	-10.50	621.352.80	699,750.40	Metals	Arsenic	7440-38-2	106.000	19.000	19.000	19.000	19.000	Yes
Northern	SB-30	SB30 15-15.5	2/13/2002	15.00	4.50	-10.50	621.352.80	699,750.40	SVOC	Lead	7439-92-1	6.320.000	400.000	800.000	90.000	Yes	
Northern	SB-30	SB30 15-15.5	2/13/2002	15.00	4.50	-10.50	621.352.80	699,750.40	SVOC	Benzofluoranthene	56-55-3	3.300	0.600	2.000	0.800	Yes	
Northern	SB-30	SB30 15-15.5	2/13/2002	15.00	4.50	-10.50	621.352.80	699,750.40	SVOC	Benzofluoranthene	50-33-8	2.300	0.200	0.200	0.200	Yes	

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BASF Corporation
Hoboken, New Jersey
(Block 113, Lot 1)

EXHIBIT B-2b
Northern Lot Restricted Area
NJDEP SRS Exceedances

Parcel	Location	Sample	Sample Date	TDS (ftgs)	Ground Elevation	Sample Elevation	X_COORD	Y_COORD	Fraction	Parameter	CAS	Result	RESRS	NRHS	ITGSRs	Fail/ NRHS
Northern	SB-30	SB30 15-15.5	2/13/2002	15.00	4.50	-10.50	621,352.80	699,750.40	SVOC	Benzo(B)Fluoranthene	205-99-2	8.800	0.600	2.000	2.000	Yes
Northern	SB-30	SB30 15-15.5	2/13/2002	15.00	4.50	-10.50	621,352.80	699,750.40	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	2.400	0.400	2.000	0.200	Yes
Northern	SB-31	SB-31 5-5.5	2/19/2002	5.50	5.00	-0.50	621,423.70	699,739.30	Metals	Lead	7439-92-1	1,250.000	400.000	800.000	90.000	Yes
Northern	SB-31	SB-31 5-5.5	2/19/2002	5.50	5.00	-0.50	621,423.70	699,739.30	SVOC	Benzo(A)Anthracene	56-55-3	7.200	0.600	2.000	0.800	Yes
Northern	SB-31	SB-31 5-5.5	2/19/2002	5.50	5.00	-0.50	621,423.70	699,739.30	SVOC	Benzo(B)Fluoranthene	205-99-2	7.100	0.200	0.200	0.200	Yes
Northern	SB-31	SB-31 5-5.5	2/19/2002	5.50	5.00	-0.50	621,423.70	699,739.30	SVOC	Benzo(A)Pyrene	125-99-2	9.000	0.600	2.000	2.000	Yes
Northern	SB-31	SB-31 5-5.5	2/19/2002	5.50	5.00	-0.50	621,423.70	699,739.30	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	1.300	0.400	2.000	0.200	Yes
Northern	SB-31	SB-31 5-5.5	2/19/2002	5.50	5.00	-0.50	621,423.70	699,739.30	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.870	0.200	0.200	0.800	Yes
Northern	SB-31	SB-31 5-5.5	2/19/2002	5.50	5.00	-0.50	621,423.70	699,739.30	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	3.400	0.600	2.000	7.000	Yes
Northern	SB-31	SB31 15-15.5	2/19/2002	15.00	5.00	-10.00	621,423.70	699,739.30	SVOC	Benzo(A)Pyrene	125-99-2	0.360	0.200	0.200	0.200	Yes
Northern	SB-31	SB31 16-16.5	2/19/2002	16.00	5.00	-11.00	621,423.70	699,739.30	SVOC	Naphthalene	91-20-3	17.000	6.000	17.000	25.000	Yes
Northern	SB-32	SB-32 3-5.4	3/8/2002	3.50	5.00	1.50	621,463.30	699,727.50	Metals	Arsenic	7440-38-2	19.800	19.800	19.800	19.800	Yes
Northern	SB-32	SB-32 3-5.4	3/8/2002	3.50	5.00	1.50	621,463.30	699,727.50	Metals	Lead	7439-92-1	1,340.000	400.000	800.000	90.000	Yes
Northern	SB-32	SB-32 3-5.4	3/8/2002	3.50	5.00	1.50	621,463.30	699,727.50	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	1.600	0.400	2.000	0.200	Yes
Northern	SB-32	SB-32 3-5.4	3/8/2002	3.50	5.00	1.50	621,463.30	699,727.50	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	1.700	0.400	2.000	0.200	Yes
Northern	SB-33	SB-33 3-5.4	3/11/2002	3.50	5.00	1.50	621,471.80	699,779.20	SVOC	Benzo(A)Anthracene	56-55-3	1.000	0.600	2.000	0.800	Yes
Northern	SB-33	SB-33 3-5.4	3/11/2002	3.50	5.00	1.50	621,471.80	699,779.20	SVOC	Benzo(A)Pyrene	125-99-2	0.860	0.200	0.200	0.200	Yes
Northern	SB-33	SB-33 3-5.4	3/11/2002	3.50	5.00	1.50	621,471.80	699,779.20	SVOC	Benzo(B)Fluoranthene	205-99-2	1.000	0.600	2.000	2.000	Yes
Northern	SB-33	SB33 16-16.5	3/11/2002	16.00	5.00	-11.00	621,471.80	699,779.20	PCBs	Pcbz (Total)	1336-36-3	0.280	0.280	1.000	0.200	Yes
Northern	SB-33	SB33 16-16.5	3/11/2002	16.00	5.00	-11.00	621,471.80	699,779.20	SVOC	Benzo(A)Pyrene	125-99-2	0.370	0.200	0.200	0.200	Yes
Northern	SB-33	SB33 16-16.5	3/11/2002	16.00	5.00	-11.00	621,471.80	699,779.20	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	0.510	0.400	2.000	0.200	Yes
Northern	SB-35	SB-35 4-5.5	2/4/2002	4.50	6.00	1.50	621,518.74	699,764.78	Metals	Arsenic	7440-38-2	19.800	19.800	19.800	19.800	Yes
Northern	SB-35	SB-35 4-5.5	2/4/2002	4.50	6.00	1.50	621,518.74	699,764.78	Metals	Lead	7439-92-1	548.000	400.000	800.000	90.000	Yes
Northern	SB-35	SB-35 4-5.5	2/4/2002	4.50	6.00	1.50	621,518.74	699,764.78	PCBs	Pcbz (Total)	1336-36-3	1.540	0.200	1.000	0.200	Yes
Northern	SB-35	SB-35 4-5.5	2/4/2002	4.50	6.00	1.50	621,518.74	699,764.78	SVOC	Benzo(A)Anthracene	56-55-3	1.940	0.600	2.000	0.800	Yes
Northern	SB-35	SB-35 4-5.5	2/4/2002	4.50	6.00	1.50	621,518.74	699,764.78	SVOC	Benzo(A)Pyrene	125-99-2	0.530	0.200	0.200	0.200	Yes
Northern	SB-35	SB-35 4-5.5	2/4/2002	4.50	6.00	1.50	621,518.74	699,764.78	SVOC	Benzo(B)Fluoranthene	205-99-2	1.500	0.600	2.000	2.000	Yes
Northern	SB-35	SB-35 4-5.5	2/4/2002	4.50	6.00	1.50	621,518.74	699,764.78	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	2.600	0.400	2.000	0.200	Yes
Northern	SB-50	SB-50 1-5.2	4/3/2003	1.50	6.00	4.50	621,495.32	699,801.64	VOC	Tetrachloroethene	117-18-4	0.280	2.000	5.000	0.005	Yes
Northern	SB-50	SB-50 1-5.2	4/3/2003	1.50	6.00	4.50	621,495.32	699,801.64	VOC	Trichloroethene	79-01-6	0.510	7.000	20.000	0.010	Yes
Northern	SB-50	SB-50 10-11	4/3/2003	10.00	6.00	-4.00	621,495.32	699,801.64	PCBs	Pcbz (Total)	1336-36-3	2.800	0.200	1.000	0.200	Yes
Northern	SB-51	SB-51 3-5.4	4/3/2003	3.50	4.50	-1.00	621,395.64	699,826.94	Metals	Lead	7439-92-1	835.000	400.000	800.000	90.000	Yes
Northern	SB-51	SB-51 3-5.4	4/3/2003	3.50	4.50	-1.00	621,395.64	699,826.94	PCBs	Pcbz (Total)	1336-36-3	0.820	0.200	1.000	0.200	Yes
Northern	SB-51	SB-51 3-5.4	4/3/2003	3.50	4.50	-1.00	621,395.64	699,826.94	SVOC	Benzo(A)Anthracene	56-55-3	2.200	0.600	2.000	0.800	Yes
Northern	SB-51	SB-51 3-5.4	4/3/2003	3.50	4.50	-1.00	621,395.64	699,826.94	SVOC	Benzo(A)Pyrene	125-99-2	2.700	0.200	0.200	0.200	Yes
Northern	SB-51	SB-51 3-5.4	4/3/2003	3.50	4.50	-1.00	621,395.64	699,826.94	SVOC	Benzo(B)Fluoranthene	205-99-2	3.100	0.600	2.000	2.000	Yes
Northern	SB-51	SB-51 3-5.4	4/3/2003	3.50	4.50	-1.00	621,395.64	699,826.94	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.460	0.200	0.200	0.800	Yes
Northern	SB-51	SB-51 3-5.4	4/3/2003	3.50	4.50	-1.00	621,395.64	699,826.94	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.940	0.600	2.000	7.000	Yes
Northern	SB-51	SB-51 11-5.1	4/3/2003	11.50	4.50	-7.00	621,395.64	699,826.94	Metals	Arsenic	7440-38-2	84.700	19.800	19.800	19.800	Yes
Northern	SB-51	SB-51 11-5.1	4/3/2003	11.50	4.50	-7.00	621,395.64	699,826.94	Metals	Lead	7439-92-1	772.000	400.000	800.000	90.000	Yes
Northern	SB-51	SB-51 11-5.1	4/3/2003	11.50	4.50	-7.00	621,395.64	699,826.94	SVOC	Benzo(A)Anthracene	56-55-3	0.880	0.600	2.000	0.800	Yes
Northern	SB-51	SB-51 11-5.1	4/3/2003	11.50	4.50	-7.00	621,395.64	699,826.94	SVOC	Benzo(A)Pyrene	125-99-2	0.820	0.200	0.200	0.200	Yes
Northern	SB-51	SB-51 11-5.1	4/3/2003	11.50	4.50	-7.00	621,395.64	699,826.94	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	0.940	0.400	2.000	0.200	Yes
Northern	SB-51	SB-51 16-20	4/3/2003	16.00	4.50	-11.50	621,395.64	699,826.94	Metals	Arsenic	7440-38-2	227.000	19.800	19.800	19.800	Yes
Northern	SB-51	SB-51 16-20	4/3/2003	16.00	4.50	-11.50	621,395.64	699,826.94	Metals	Lead	7439-92-1	2,760.000	400.000	800.000	90.000	Yes
Northern	SB-51	SB-51 16-20	4/3/2003	16.00	4.50	-11.50	621,395.64	699,826.94	SVOC	Benzo(A)Anthracene	56-55-3	8.800	0.600	2.000	0.800	Yes
Northern	SB-51	SB-51 16-20	4/3/2003	16.00	4.50	-11.50	621,395.64	699,826.94	SVOC	Benzo(A)Pyrene	125-99-2	5.600	0.200	0.200	0.200	Yes
Northern	SB-51	SB-51 16-20	4/3/2003	16.00	4.50	-11.50	621,395.64	699,826.94	SVOC	Benzo(B)Fluoranthene	205-99-2	4.600	0.600	2.000	2.000	Yes
Northern	SB-51	SB-51 16-20	4/3/2003	16.00	4.50	-11.50	621,395.64	699,826.94	SVOC	Bis(2-Chloroethyl) Ether	111-44-4	1.000	0.400	2.000	0.200	Yes
Northern	SB-51	SB-51 16-20	4/3/2003	16.00	4.50	-11.50	621,395.64	699,826.94	SVOC	Dibenz(A,H)Anthracene	53-70-3	1.400	0.200	0.200	0.800	Yes
Northern	SB-51	SB-51 16-20	4/3/2003	16.00	4.50	-11.50	621,395.64	699,826.94	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	3.600	0.600	2.000	7.000	Yes

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See Final Page for Explanations
B-2b-B-2c

BASF Corporation
Hoboken, New Jersey
(Block 113, Lot 1)

EXHIBIT B-2b
Northern Lot Restricted Area
NJDEP SRS Exceedances

Parcel	Location	Sample	Sample Date	TDS (ftgs)	Ground Elevation	Sample Elevation	X_COORD	Y_COORD	Fraction	Parameter	CAS	Result	RESSRS	NRSRS	ITGSRS	Fails NRSRS
Northern	58-99	58-99_12-13	4/9/2003	12.00	6.00	-6.00	621,498.25	699,787.35	PCBs	Pcbs (Total)	1336-36-3	1.400	0.200	1.000	0.200	Yes
Northern	58-99	58-99_12-13	4/9/2003	12.00	6.00	-6.00	621,498.25	699,787.35	VOC	Naphthalene	91-20-3	13.000	5.000	17.000	25.000	
Northern	58-99	58-99_12-13	4/9/2003	12.00	6.00	-6.00	621,498.25	699,787.35	VOC	Tetrachloroethene	1127-18-4	3.700	2.000	5.000	0.005	
Northern	58-99	58-99_12-13	4/9/2003	12.00	6.00	-6.00	621,498.25	699,787.35	VOC	Trichloroethene	79-01-6	17.000	7.000	20.000	0.010	

All values presented in mg/kg

TDS - Top of sample (feet below ground surface);
as measured from based of asphalt; cap sub base
GndElev - Ground elevation (feet above/below(-) sea level)
SampElev - Sample elevation (feet above/below(-) sea level)
999,999,999 - NJDEP SRS not listed

VOC - Volatile organic compound
SVOC - Semi-volatile organic compound
PCBs - Polychlorinated Biphenyls

RESSRS - Residential Soil Remediation Standard
NRSRS - Non-Residential Soil Remediation Standard
ITGSRS - Impact to Groundwater Soil Remediation Standard
mg/kg - Milligrams per Kilogram

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BASF Corporation
Hoboken, New Jersey
(Block 103, Lot 7)

EXHIBIT B-2c
Southern Lot Restricted Area
NJDEP SRS Exceedances

Parcel	Location	Sample	Sample Date	TDS (lbs)	Ground Elevation	Sample Elevation	X_COORD	Y_COORD	Fraction	Parameter	CAS	Result	RESRS	NRSRS	ITGSRs	Fails NRSRS
Southern	AB23	AB2300	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	Metals	Arsenic	7440-38-2	140.033	19.000	19.000	19.000	Yes
Southern	AB23	AB2300	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	Metals	Lead	7439-92-1	649.031	400.000	800.000	90.000	Yes
Southern	AB23	AB2300	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Benzo(A)Anthracene	56-55-3	9.100	0.600	2.000	0.800	Yes
Southern	AB23	AB2300d	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Benzo(A)Anthracene	56-55-3	10.000	0.600	2.000	0.800	Yes
Southern	AB23	AB2300-2	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Benzo(A)Anthracene	56-55-3	5.400	0.600	2.000	0.800	Yes
Southern	AB23	AB2300	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Benzo(A)Pyrene	50-32-8	9.300	0.200	0.200	0.200	Yes
Southern	AB23	AB2300d	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Benzo(A)Pyrene	50-32-8	9.300	0.200	0.200	0.200	Yes
Southern	AB23	AB2300-2	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Benzo(A)Pyrene	50-32-8	4.700	0.200	0.200	0.200	Yes
Southern	AB23	AB2300d	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Benzo(B)Fluoranthene	205-99-2	9.600	0.600	2.000	2.000	Yes
Southern	AB23	AB2300-2	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Benzo(B)Fluoranthene	205-99-2	13.000	0.600	2.000	2.000	Yes
Southern	AB23	AB2300d	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Benzo(B)Fluoranthene	205-99-2	6.000	0.600	2.000	2.000	Yes
Southern	AB23	AB2300	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Dibenz(A,H)Anthracene	53-70-3	1.200	0.200	0.200	0.800	Yes
Southern	AB23	AB2300-2	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.980	0.200	0.200	0.800	Yes
Southern	AB23	AB2300d	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Dibenz(A,H)Anthracene	53-70-3	3.000	1.600	2.000	7.000	Yes
Southern	AB23	AB2300-2	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Indene(1,2,3-Cd)Pyrene	193-39-5	3.200	0.600	2.000	7.000	Yes
Southern	AB23	AB2300d	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Indene(1,2,3-Cd)Pyrene	193-39-5	2.200	0.600	2.000	7.000	Yes
Southern	AB23	AB2300-2	5/12/2004	2.00	5.00	3.00	621.102.15	699.042.24	SVOC	Indene(1,2,3-Cd)Pyrene	193-39-5	2.800	0.600	2.000	7.000	Yes
Southern	AB23	AB2304	5/12/2004	6.00	5.00	-1.00	621.102.15	699.042.24	Metals	Arsenic	7440-38-2	45.843	19.000	19.000	19.000	Yes
Southern	AB23	AB2304	5/12/2004	6.00	5.00	-1.00	621.102.15	699.042.24	Metals	Lead	7439-92-1	880.179	400.000	800.000	90.000	Yes
Southern	AB23	AB2304	5/12/2004	6.00	5.00	-1.00	621.102.15	699.042.24	SVOC	Benzo(A)Anthracene	56-55-3	1.100	0.600	2.000	0.800	Yes
Southern	AB23	AB2304	5/12/2004	6.00	5.00	-1.00	621.102.15	699.042.24	SVOC	Benzo(A)Pyrene	50-32-8	1.100	0.200	0.200	0.200	Yes
Southern	AB23	AB2304	5/12/2004	6.00	5.00	-1.00	621.102.15	699.042.24	SVOC	Benzo(B)Fluoranthene	205-99-2	1.700	0.600	2.000	2.000	Yes
Southern	AB23	AB2310	5/12/2004	12.00	5.00	-7.00	621.102.15	699.042.24	Metals	Arsenic	7440-38-2	65.796	19.000	19.000	19.000	Yes
Southern	AB23	AB2314	5/12/2004	16.00	5.00	-11.00	621.102.15	699.042.24	Metals	Arsenic	7440-38-2	198.760	19.000	19.000	19.000	Yes
Southern	AB23	AB2314	5/12/2004	16.00	5.00	-11.00	621.102.15	699.042.24	Metals	Lead	7439-92-1	1,077.658	400.000	800.000	90.000	Yes
Southern	AB56	AB5600	5/12/2004	2.00	5.00	3.00	621.122.68	699.137.80	SVOC	Benzo(A)Anthracene	56-55-3	1.000	0.600	2.000	0.800	Yes
Southern	AB56	AB5600	5/12/2004	2.00	5.00	3.00	621.122.68	699.137.80	SVOC	Benzo(A)Pyrene	50-32-8	1.100	0.200	0.200	0.200	Yes
Southern	AB56	AB5600	5/12/2004	2.00	5.00	3.00	621.122.68	699.137.80	SVOC	Benzo(B)Fluoranthene	205-99-2	1.300	0.600	2.000	2.000	Yes
Southern	AB56	AB5604	5/12/2004	6.00	5.00	-1.00	621.122.68	699.137.80	SVOC	Benzo(A)Pyrene	50-32-8	0.640	0.200	0.200	0.200	Yes
Southern	AB56	AB5604	5/12/2004	6.00	5.00	-1.00	621.122.68	699.137.80	SVOC	Benzo(B)Fluoranthene	205-99-2	0.740	0.600	2.000	2.000	Yes
Southern	8008	800802D	2/3/2016	2.00	4.50	2.50	620.993.88	699.011.58	PCBs	PCBS TOTAL	1336-36-3	1.575	0.200	1.000	0.200	Yes
Southern	8008A	8008A02D	2/3/2016	2.00	4.50	2.50	620.993.88	699.011.58	PCBs	PCBS TOTAL	1336-36-3	0.617	0.200	1.000	0.200	Yes
Southern	8008B	8008B02D	2/3/2016	2.00	4.50	2.50	620.991.80	699.002.39	PCBs	PCBS TOTAL	1336-36-3	1.200	0.200	1.000	0.200	Yes
Southern	8024	802402D	2/3/2016	2.00	4.50	2.50	620.912.54	699.041.87	PCBs	PCBS TOTAL	1336-36-3	0.241	0.200	1.000	0.200	Yes
Southern	8025	802503A	2/3/2016	2.00	4.50	2.50	620.914.52	699.035.15	PCBs	PCBS TOTAL	1336-36-3	4.420	0.200	1.000	0.200	Yes
Southern	8025	802502D	2/3/2016	2.00	4.50	2.50	620.914.52	699.035.15	PCBs	PCBS TOTAL	1336-36-3	10.110	0.200	1.000	0.200	Yes
Southern	8025A	8025A02D	2/3/2016	2.00	4.50	2.50	620.913.14	699.029.85	PCBs	PCBS TOTAL	1336-36-3	0.819	0.200	1.000	0.200	Yes
Southern	8025B04	8025B04D	3/18/2016	4.00	4.50	0.50	620.912.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	0.367	0.200	1.000	0.200	Yes
Southern	8025B63	8025B63D	3/18/2016	2.00	4.50	2.50	620.900.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	0.954	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.911.02	699.020.39	PCBs	PCBS TOTAL	1336-36-3	4.360	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	3.770	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016	2.00	4.50	2.50	620.916.02	699.024.39	PCBs	PCBS TOTAL	1336-36-3	2.250	0.200	1.000	0.200	Yes
Southern	8025B51	8025B51D	3/18/2016</													

BASF Corporation
Hoboken, New Jersey
(Block 103, Lot 7)

EXHIBIT B-2c
Southern Lot Restricted Area
NJDEP SRS Exceedances

Parcel	Location	Sample	Sample Date	TDS (fbps)	Ground Elevation	Sample Elevation	X_COORD	Y_COORD	Fraction	Parameter	CAS	Result	RESSRS	NRSRS	ITRSRS	Falls NRSRS
Southern	BC12	BC1200	5/10/2004	2.00	5.00	3.00	621,079.78	699,018.93	SVOC	Indeno[1,2,3-cd]Pyrene	193-39-5	0.580	0.600	2.000	7.000	
Southern	BC12	BC1204	5/10/2004	4.00	5.00	1.00	621,079.78	699,018.93	Metals	Arsenic	7440-38-2	65.799	19.000	19.000	19.000	Yes
Southern	BC12	BC1204	5/10/2004	4.00	5.00	1.00	621,079.78	699,018.93	Metals	Lead	7439-92-1	955.079	400.000	800.000	90.000	Yes
Southern	BC12	BC1204	5/10/2004	4.00	5.00	1.00	621,079.78	699,018.93	SVOC	Benzol(A)Anthracene	56-55-3	14.000	0.600	2.000	0.800	Yes
Southern	BC12	BC1204D	5/10/2004	4.00	5.00	-1.00	621,079.78	699,018.93	SVOC	Benzol(A)Anthracene	56-55-3	12.000	0.600	2.000	0.800	Yes
Southern	BC12	BC1204	5/10/2004	4.00	5.00	1.00	621,079.78	699,018.93	SVOC	Benzol(A)Pyrene	50-32-8	10.000	0.200	0.200	0.200	Yes
Southern	BC12	BC1204D	5/10/2004	4.00	5.00	-1.00	621,079.78	699,018.93	SVOC	Benzol(A)Pyrene	50-32-8	10.000	0.200	0.200	0.200	Yes
Southern	BC12	BC1204	5/10/2004	4.00	5.00	1.00	621,079.78	699,018.93	SVOC	Benzol(B)Fluoranthene	205-99-2	14.000	0.600	2.000	2.000	Yes
Southern	BC12	BC1204D	5/10/2004	4.00	5.00	-1.00	621,079.78	699,018.93	SVOC	Benzol(B)Fluoranthene	205-99-2	13.000	0.600	2.000	2.000	Yes
Southern	BC12	BC1204D	5/10/2004	4.00	5.00	1.00	621,079.78	699,018.93	SVOC	Dibenz(A,H)Anthracene	53-70-3	1.200	0.200	0.200	0.800	Yes
Southern	BC12	BC1204	5/10/2004	4.00	5.00	1.00	621,079.78	699,018.93	SVOC	Indeno[1,2,3-cd]Pyrene	193-39-5	3.900	0.600	2.000	7.000	Yes
Southern	BC12	BC1204D	5/10/2004	4.00	5.00	-1.00	621,079.78	699,018.93	SVOC	Indeno[1,2,3-cd]Pyrene	193-39-5	2.900	0.600	2.000	7.000	Yes
Southern	BC12	BC1204	5/10/2004	6.00	5.00	-1.00	621,079.78	699,018.93	PCBs	PCBs (Total)	1336-36-3	0.250	0.200	1.000	0.200	Yes
Southern	BC12	BC1204	5/10/2004	6.00	5.00	-1.00	621,079.78	699,018.93	SVOC	Benzol(A)Anthracene	56-55-3	13.000	0.600	2.000	0.800	Yes
Southern	BC12	BC1204	5/10/2004	6.00	5.00	-1.00	621,079.78	699,018.93	SVOC	Benzol(A)Pyrene	50-32-8	10.000	0.200	0.200	0.200	Yes
Southern	BC12	BC1204	5/10/2004	6.00	5.00	-1.00	621,079.78	699,018.93	SVOC	Benzol(B)Fluoranthene	205-99-2	12.000	0.600	2.000	2.000	Yes
Southern	BC12	BC1204	5/10/2004	6.00	5.00	-1.00	621,079.78	699,018.93	SVOC	Dibenz(A,H)Anthracene	53-70-3	2.100	0.200	0.200	0.800	Yes
Southern	BC12	BC1204	5/10/2004	6.00	5.00	-1.00	621,079.78	699,018.93	SVOC	Indeno[1,2,3-cd]Pyrene	193-39-5	5.300	0.600	2.000	7.000	Yes
Southern	BC12	BC1208	5/10/2004	10.00	5.00	-5.00	621,079.78	699,018.93	Metals	Arsenic	7440-38-2	43.846	19.000	19.000	19.000	Yes
Southern	BC12	BC1208	5/10/2004	10.00	5.00	-5.00	621,079.78	699,018.93	Metals	Lead	7439-92-1	580.588	400.000	800.000	90.000	Yes
Southern	BC12	BC1212	5/10/2004	14.00	5.00	-9.00	621,079.78	699,018.93	Metals	Benzol(A)Pyrene	50-32-8	0.410	0.200	0.200	0.200	Yes
Southern	BC12	BC1212	5/10/2004	14.00	5.00	-9.00	621,079.78	699,018.93	Metals	Arsenic	7440-38-2	249.134	19.000	19.000	19.000	Yes
Southern	BC12	BC1212	5/10/2004	14.00	5.00	-9.00	621,079.78	699,018.93	Metals	Lead	7439-92-1	1,019.433	400.000	800.000	90.000	Yes
Southern	BC23	BC2300	5/11/2004	2.00	5.00	3.00	621,079.31	699,056.69	Metals	Arsenic	7440-38-2	39.080	15.000	15.000	15.000	Yes
Southern	BC23	BC2300	5/11/2004	2.00	5.00	3.00	621,079.31	699,056.69	Metals	Lead	7439-92-1	669.661	400.000	800.000	90.000	Yes
Southern	BC23	BC2300	5/11/2004	2.00	5.00	3.00	621,079.31	699,056.69	PCBs	PCBs (Total)	1336-36-3	1.000	0.200	1.000	0.200	Yes
Southern	BC23	BC2300	5/11/2004	2.00	5.00	3.00	621,079.31	699,056.69	PCBs	PCBs (Total)	1336-36-3	1.000	0.200	1.000	0.200	Yes
Southern	BC23	BC2300	5/11/2004	2.00	5.00	3.00	621,079.31	699,056.69	SVOC	Benzol(A)Anthracene	56-55-3	3.500	0.600	2.000	0.800	Yes
Southern	BC23	BC2300	5/11/2004	2.00	5.00	3.00	621,079.31	699,056.69	SVOC	Benzol(A)Pyrene	50-32-8	3.500	0.200	0.200	0.200	Yes
Southern	BC23	BC2300	5/11/2004	2.00	5.00	3.00	621,079.31	699,056.69	SVOC	Benzol(B)Fluoranthene	205-99-2	4.300	0.600	2.000	2.000	Yes
Southern	BC23	BC2300	5/11/2004	2.00	5.00	3.00	621,079.31	699,056.69	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.430	0.200	0.200	0.800	Yes
Southern	BC23	BC2300	5/11/2004	2.00	5.00	3.00	621,079.31	699,056.69	SVOC	Indeno[1,2,3-cd]Pyrene	193-39-5	1.100	0.600	2.000	7.000	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	Metals	Arsenic	7440-38-2	89.137	19.000	19.000	19.000	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	Metals	Lead	7439-92-1	1,143.643	400.000	800.000	90.000	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Benzol(A)Anthracene	56-55-3	15.000	0.600	2.000	0.800	Yes
Southern	BC23	BC2302d	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Benzol(A)Anthracene	56-55-3	16.000	0.600	2.000	0.800	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Benzol(A)Pyrene	50-32-8	3.500	0.600	2.000	0.800	Yes
Southern	BC23	BC2302d	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Benzol(A)Pyrene	50-32-8	17.000	0.200	0.200	0.200	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Benzol(B)Fluoranthene	205-99-2	3.100	0.200	0.200	0.200	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Benzol(B)Fluoranthene	205-99-2	17.000	0.600	2.000	2.000	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Benzol(B)Fluoranthene	205-99-2	19.000	0.600	2.000	2.000	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Benzol(B)Fluoranthene	205-99-2	3.900	0.600	2.000	2.000	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Benzol(K)Fluoranthene	207-08-9	9.200	6.000	23.000	25.000	Yes
Southern	BC23	BC2302d	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Benzol(K)Fluoranthene	207-08-9	8.100	6.000	23.000	25.000	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Dibenz(A,H)Anthracene	53-70-3	1.600	0.200	0.200	0.800	Yes
Southern	BC23	BC2302d	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Dibenz(A,H)Anthracene	53-70-3	1.700	0.200	0.200	0.800	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.730	0.200	0.200	0.800	Yes
Southern	BC23	BC2302	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Indeno[1,2,3-cd]Pyrene	193-39-5	4.400	0.600	2.000	7.000	Yes
Southern	BC23	BC2302d	5/11/2004	4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Indeno[1,2,3-cd]Pyrene	193-39-5	5.100	0.600	2.000	7.000	Yes

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BASF Corporation
Hoboken, New Jersey
(Block 103, Lot 7)

EXHIBIT B-2c
Southern Lot Restricted Area
NJDEP SRS Exceedances

Parcel	Location	Sample	Sample Date	TDS (Rpt)	Ground Elevation	Sample Elevation	X_COORD	Y_COORD	Fraction	Parameter	CAS	Result	RESRS	NRESRS	ITCSRS	Falls NRESRS	
Southern	BC23	BC2302		4.00	5.00	1.00	621,079.31	699,056.69	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1.900	0.600	2.000		7.000	
Southern	BC23	BC2306	5/11/2004	8.00	5.00	-3.00	621,079.31	699,056.69	Metals	Arsenic	7440-38-2	466.820	19.000	19.000	19.000	Yes	
Southern	BC23	BC2306	5/11/2004	8.00	5.00	-3.00	621,079.31	699,056.69	Metals	Lead	7439-92-1	8,573.826	400.000	800.000	90.000	Yes	
Southern	BC23	BC2306	5/11/2004	8.00	5.00	-3.00	621,079.31	699,056.69	Metals	Lead	7439-92-1	6,200.000	400.000	800.000	90.000	Yes	
Southern	BC23	BC2314	5/11/2004	16.00	5.00	-11.00	621,079.31	699,056.69	Metals	Arsenic	7440-38-2	124.250	19.000	19.000	19.000	Yes	
Southern	BC23	BC2314	5/11/2004	16.00	5.00	-11.00	621,079.31	699,056.69	Metals	Lead	7439-92-1	620.423	400.000	800.000	90.000	Yes	
Southern	BC23	BC2314	5/11/2004	16.00	5.00	-11.00	621,079.31	699,056.69	Metals	Selenium	7782-49-2	413.291	390.000	5,700.000	11.000	Yes	
Southern	BC23	BC2314	5/11/2004	16.00	5.00	-11.00	621,079.31	699,056.69	SVOC	Benzo(A)Pyrene	50-32-8	0.470	0.200	0.200		0.200	
Southern	BC56	BC5600	5/12/2004	2.00	5.00	3.00	621,093.76	699,135.01	SVOC	Benzo(A)Anthracene	56-55-3	0.970	0.600	2.000	0.800		
Southern	BC56	BC5600	5/12/2004	2.00	5.00	3.00	621,093.76	699,135.01	SVOC	Benzo(A)Pyrene	50-32-8	1.000	0.200	0.200	0.200	Yes	
Southern	BC56	BC5600	5/12/2004	2.00	5.00	3.00	621,093.76	699,135.01	SVOC	Benzo(B)Fluoranthene	205-99-2	1.300	0.600	2.000	2.000		
Southern	BC67	BC6702	5/10/2004	2.00	5.00	3.00	621,111.94	699,167.17	Metals	Arsenic	7440-38-2	59.691	19.000	19.000	19.000	Yes	
Southern	BC67	BC6702	5/10/2004	2.00	5.00	3.00	621,111.94	699,167.17	Metals	Lead	7439-92-1	2,066.649	400.000	800.000	90.000	Yes	
Southern	BC67	BC6702	5/10/2004	2.00	5.00	3.00	621,111.94	699,167.17	SVOC	Benzo(A)Pyrene	50-32-8	0.510	0.200	0.200	0.200	Yes	
Southern	BC67	BC6706	5/10/2004	6.00	5.00	-1.00	621,111.94	699,167.17	Metals	Arsenic	7440-38-2	108.854	19.000	19.000	19.000	Yes	
Southern	BC67	BC6706	5/10/2004	6.00	5.00	-1.00	621,111.94	699,167.17	Metals	Lead	7439-92-1	1,449.824	400.000	800.000	90.000	Yes	
Southern	BC67	BC6706	5/10/2004	6.00	5.00	-1.00	621,111.94	699,167.17	SVOC	Benzo(A)Pyrene	50-32-8	0.300	0.200	0.200	0.200	Yes	
Southern	BC67	BC6706	5/10/2004	6.00	5.00	-1.00	621,111.94	699,167.17	Metals	Arsenic	7440-38-2	33.000	19.000	19.000	19.000	Yes	
Southern	BC67	BC6706	5/10/2004	6.00	5.00	-1.00	621,111.94	699,167.17	Metals	Lead	7439-92-1	1,000.000	400.000	800.000	90.000	Yes	
Southern	BC67	BC6710	5/10/2004	10.00	5.00	-5.00	621,111.94	699,167.17	Metals	Arsenic	7440-38-2	97.788	19.000	19.000	19.000	Yes	
Southern	BC67	BC6710	5/10/2004	10.00	5.00	-5.00	621,111.94	699,167.17	Metals	Lead	7439-92-1	540.811	400.000	800.000	90.000	Yes	
Southern	BC67	BC6710	5/10/2004	10.00	5.00	-5.00	621,111.94	699,167.17	Metals	Selenium	7782-49-2	453.288	390.000	5,700.000	11.000	Yes	
Southern	CD3	CD300		2.00	5.00	3.00	621,036.42	699,046.90	PCBs	Pcb (Total)	1336-36-3	2.500	0.200	1.000	0.200	Yes	
Southern	CD4	CD404		6.00	5.00	-1.00	621,067.06	699,055.38	PCBs	Pcb (Total)	1336-36-3	2.000	0.200	1.000	0.200	Yes	
Southern	CD67	CD6700	5/12/2004	2.00	5.00	3.00	621,084.44	699,177.43	SVOC	Benzo(A)Anthracene	56-55-3	1.500	0.600	2.000	0.800		
Southern	CD67	CD6700	5/12/2004	2.00	5.00	3.00	621,084.44	699,177.43	SVOC	Benzo(A)Pyrene	50-32-8	1.700	0.200	0.200	0.200	Yes	
Southern	CD67	CD6700	5/12/2004	2.00	5.00	3.00	621,084.44	699,177.43	SVOC	Benzo(B)Fluoranthene	205-99-2	2.000	0.600	2.000	2.000		
Southern	D89	D8900		2.00	5.00	-3.00	621,111.94	699,167.17	Metals	Arsenic	7440-38-2	3.000	0.200	1.000	0.200	Yes	
Southern	DC12	DC1210	5/12/2004	17.00	4.50	-12.50	621,059.52	699,027.78	PCBs	Pcb (Total)	1336-36-3	82.669	19.000	19.000	19.000	Yes	
Southern	DC12	DC1214	5/12/2004	16.00	5.00	-11.00	621,051.91	699,024.83	Metals	Arsenic	7440-38-2	89.364	19.000	19.000	19.000	Yes	
Southern	DE12	DE1200		2.00	4.50	-2.50	621,018.24	699,019.86	PCBs	Pcb (Total)	1336-36-3	4.000	0.200	1.000	0.200	Yes	
Southern	DE56	DE5600		2.00	5.00	3.00	621,047.61	699,162.98	PCBs	Pcb (Total)	1336-36-3	0.500	0.200	1.000	0.200	Yes	
Southern	E34	E3400		2.00	5.00	3.00	621,008.92	699,087.46	PCBs	Pcb (Total)	1336-36-3	3.000	0.200	1.000	0.200	Yes	
Southern	EF12	EF1200		2.00	4.50	-2.50	620,974.42	699,047.37	PCBs	Pcb (Total)	1336-36-3	6.000	0.200	1.000	0.200	Yes	
Southern	EF23	EF2300	5/11/2004	2.00	5.00	3.00	620,990.27	699,059.49	Metals	Arsenic	7440-38-2	89.093	19.000	19.000	19.000	Yes	
Southern	EF23	EF2300	5/11/2004	2.00	5.00	3.00	620,990.27	699,059.49	Metals	Lead	7439-92-1	1,607.337	400.000	800.000	90.000	Yes	
Southern	EF23	EF2300	5/11/2004	2.00	5.00	3.00	620,990.27	699,059.49	Metals	Lead	7439-92-1	1,500.000	400.000	800.000	90.000	Yes	
Southern	EF23	EF2300	5/11/2004	2.00	5.00	3.00	620,990.27	699,059.49	PCBs	Pcb (Total)	1336-36-3	4.000	0.200	1.000	0.200	Yes	
Southern	EF23	EF2300	5/11/2004	2.00	5.00	3.00	620,990.27	699,059.49	PCBs	Pcb (Total)	1336-36-3	4.000	0.200	1.000	0.200	Yes	
Southern	EF23	EF2300	5/11/2004	2.00	5.00	3.00	620,990.27	699,059.49	SVOC	Benzo(A)Anthracene	56-55-3	3.200	0.600	2.000	0.800	Yes	
Southern	EF23	EF2300	5/11/2004	2.00	5.00	3.00	620,990.27	699,059.49	SVOC	Benzo(A)Pyrene	50-32-8	4.100	0.200	0.200	0.200	Yes	
Southern	EF23	EF2300	5/11/2004	2.00	5.00	3.00	620,990.27	699,059.49	SVOC	Benzo(B)Fluoranthene	205-99-2	5.000	0.600	2.000	2.000	Yes	
Southern	EF23	EF2300	5/11/2004	2.00	5.00	3.00	620,990.27	699,059.49	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1.700	0.600	2.000	2.000		
Southern	EF23	EF2304	5/11/2004	6.00	5.00	-1.00	620,990.27	699,059.49	Metals	Arsenic	7440-38-2	26.672	19.000	19.000	19.000	Yes	
Southern	EF23	EF2304	5/11/2004	6.00	5.00	-1.00	620,990.27	699,059.49	SVOC	Benzo(A)Anthracene	56-55-3	1.200	0.600	2.000	0.800		
Southern	EF23	EF2304	5/11/2004	6.00	5.00	-1.00	620,990.27	699,059.49	SVOC	Benzo(A)Pyrene	50-32-8	1.100	0.200	0.200	0.200	Yes	
Southern	EF23	EF2304	5/11/2004	6.00	5.00	-1.00	620,990.27	699,059.49	SVOC	Benzo(B)Fluoranthene	205-99-2	1.700	0.600	2.000	2.000		
Southern	EF23	EF2306	5/11/2004	8.00	5.00	-3.00	620,990.27	699,059.49	SVOC	Benzo(A)Pyrene	50-32-8	0.970	0.200	0.200	0.200	Yes	
Southern	EF23	EF2312	5/11/2004	14.00	5.00	-9.00	620,990.27	699,059.49	Metals	Arsenic	7440-38-2	76.891	19.000	19.000	19.000	Yes	

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Table B-2c

BASF Corporation
Hoboken, New Jersey
(Block 103, Lot 7)

EXHIBIT B-2c
Southern Lot Restricted Area
NJDEP SRS Exceedances

Parcel	Location	Sample	Sample Date	TOS (lbs)	Ground Elevation	Sample Elevation	X_COORD	Y_COORD	Fraction	Parameter	CAS	Result	RESRS	MRSRS	ITGRS	Fails MRSRS
Southern	EF23	EF2313	5/11/2004	15.00	5.00	-10.00	620,990.27	699,058.49	Metals	Arsenic	7440-38-2	78.808	19,000	19,000	19,000	Yes
Southern	EF23	EF2313	5/11/2004	15.00	5.00	-10.00	620,990.27	699,058.49	Metals	Lead	7439-92-1	489.349	400,000	800,000	90,000	Yes
Southern	EF23	EF2313	5/11/2004	15.00	5.00	-10.00	620,990.27	699,058.49	SVOC	Benzo(A)Pyrene	50-32-8	0.500	0.200	0.200	0.200	Yes
Southern	EF23	EF2313	5/11/2004	15.00	5.00	-10.00	620,990.27	699,058.49	SVOC	Benzo(B)Fluoranthene	205-99-2	0.680	0.600	2,000	2,000	Yes
Southern	EF56	EF5601	5/11/2004	2.00	4.50	2.50	621,016.84	699,160.18	Metals	Arsenic	7440-38-2	36.285	19,000	19,000	19,000	Yes
Southern	EF56	EF5601	5/11/2004	2.00	4.50	2.50	621,016.84	699,160.18	Metals	Lead	7439-92-1	582.497	400,000	800,000	90,000	Yes
Southern	EF56	EF5601	5/11/2004	2.00	-4.50	2.50	621,016.84	699,160.18	PCBs	Pcbx (Total)	1336-36-3	1.500	0.200	1,000	0.200	Yes
Southern	EF56	EF5601	5/11/2004	2.00	-4.50	2.50	621,016.84	699,160.18	PCBs	Pcbx (Total)	1336-36-3	1.500	0.200	1,000	0.200	Yes
Southern	EF56	EF5602	5/11/2004	2.00	4.50	2.50	621,016.84	699,160.18	PCBs	Pcbx (Total)	1336-36-3	0.510	0.200	1,000	0.200	Yes
Southern	EF56	EF5602	5/11/2004	2.00	4.50	2.50	621,016.84	699,160.18	SVOC	Benzo(A)Pyrene	50-32-8	0.320	0.200	0.200	0.200	Yes
Southern	EF56	EF5604	5/11/2004	6.00	4.50	-1.50	621,016.84	699,160.18	Metals	Antimony	7440-36-0	56.556	31,000	450,000	6,000	Yes
Southern	EF56	EF5604	5/11/2004	6.00	4.50	-1.50	621,016.84	699,160.18	Metals	Arsenic	7440-38-2	99.109	19,000	19,000	19,000	Yes
Southern	EF56	EF5604	5/11/2004	6.00	4.50	-1.50	621,016.84	699,160.18	Metals	Lead	7439-92-1	1,736.699	400,000	800,000	90,000	Yes
Southern	EF56	EF5604	5/11/2004	6.00	4.50	-1.50	621,016.84	699,160.18	SVOC	Benzo(A)Anthracene	56-55-3	2.700	0.600	2,000	0.800	Yes
Southern	EF56	EF5604	5/11/2004	6.00	4.50	-1.50	621,016.84	699,160.18	SVOC	Benzo(A)Pyrene	50-32-8	0.720	0.200	0.200	0.200	Yes
Southern	EF56	EF5604	5/11/2004	6.00	4.50	-1.50	621,016.84	699,160.18	SVOC	Benzo(B)Pyrene	50-32-8	3.200	0.200	0.200	0.200	Yes
Southern	EF56	EF5604	5/11/2004	6.00	4.50	-1.50	621,016.84	699,160.18	SVOC	Benzo(B)Fluoranthene	205-99-2	0.830	0.600	2,000	2,000	Yes
Southern	EF56	EF5604	5/11/2004	6.00	4.50	-1.50	621,016.84	699,160.18	SVOC	Benzo(A)Anthracene	56-55-3	4.300	0.600	2,000	2,000	Yes
Southern	EF56	EF5604	5/11/2004	6.00	4.50	-1.50	621,016.84	699,160.18	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.790	0.200	0.200	0.800	Yes
Southern	EF56	EF5604	5/11/2004	6.00	4.50	-1.50	621,016.84	699,160.18	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	2.700	0.600	2,000	7,000	Yes
Southern	EF56	EF5608	5/11/2004	10.00	4.50	-5.50	621,016.84	699,160.18	Metals	Arsenic	7440-38-2	45.694	19,000	19,000	19,000	Yes
Southern	EF56	EF5608	5/11/2004	10.00	4.50	-5.50	621,016.84	699,160.18	Metals	Lead	7439-92-1	491.338	400,000	800,000	90,000	Yes
Southern	EF56	EF5610	5/11/2004	12.00	4.50	-7.50	621,016.84	699,160.18	Metals	Arsenic	7440-38-2	204.892	19,000	19,000	19,000	Yes
Southern	EF56	EF5610	5/11/2004	12.00	4.50	-7.50	621,016.84	699,160.18	Metals	Lead	7439-92-1	1,182.287	400,000	800,000	90,000	Yes
Southern	EF56	EF5610	5/11/2004	12.00	4.50	-7.50	621,016.84	699,160.18	Metals	Selenium	7782-49-2	449.501	390,000	5,700,000	11,000	Yes
Southern	EF89	EF8906	5/11/2004	8.00	4.50	-3.50	621,015.89	699,245.54	Metals	Arsenic	7440-38-2	111.421	19,000	19,000	19,000	Yes
Southern	EF89	EF8906	5/11/2004	8.00	4.50	-3.50	621,015.89	699,245.54	Metals	Lead	7439-92-1	2,440.364	400,000	800,000	90,000	Yes
Southern	EF89	EF8906	5/11/2004	8.00	4.50	-3.50	621,015.89	699,245.54	Metals	Lead	7439-92-1	2,800.000	400,000	800,000	90,000	Yes
Southern	EF89	EF8910	5/11/2004	12.00	4.50	-7.50	621,015.89	699,245.54	Metals	Arsenic	7440-38-2	60.237	19,000	19,000	19,000	Yes
Southern	F45	F4500	5/11/2004	2.00	4.50	2.50	620,988.74	699,132.43	Metals	Arsenic	7440-38-2	54.418	19,000	19,000	19,000	Yes
Southern	F45	F4500	5/11/2004	2.00	4.50	2.50	620,988.74	699,132.43	Metals	Lead	7439-92-1	894.720	400,000	800,000	90,000	Yes
Southern	F45	F4500	5/11/2004	2.00	4.50	2.50	620,988.74	699,132.43	Metals	Lead	7439-92-1	770.000	400,000	800,000	90,000	Yes
Southern	F45	F4500	5/11/2004	2.00	4.50	2.50	620,988.74	699,132.43	SVOC	Benzo(A)Anthracene	56-55-3	0.890	0.600	2,000	0.800	Yes
Southern	F45	F4500	5/11/2004	2.00	4.50	2.50	620,988.74	699,132.43	SVOC	Benzo(B)Pyrene	50-32-8	1.100	0.200	0.200	0.200	Yes
Southern	F45	F4500	5/11/2004	2.00	4.50	2.50	620,988.74	699,132.43	SVOC	Benzo(B)Fluoranthene	205-99-2	1.500	0.600	2,000	2,000	Yes
Southern	F45	F4505	5/11/2004	8.00	4.50	-3.50	620,988.74	699,132.43	Metals	Arsenic	7440-38-2	36.788	19,000	19,000	19,000	Yes
Southern	F45	F4505	5/11/2004	8.00	4.50	-3.50	620,988.74	699,132.43	Metals	Lead	7439-92-1	675.529	400,000	800,000	90,000	Yes
Southern	F45	F4508	5/11/2004	10.00	4.50	-5.50	620,988.74	699,132.43	Metals	Antimony	7440-36-0	64.214	31,000	450,000	6,000	Yes
Southern	F45	F4508	5/11/2004	10.00	4.50	-5.50	620,988.74	699,132.43	Metals	Arsenic	7440-38-2	63.474	19,000	19,000	19,000	Yes
Southern	FG34	FG3400	5/12/2004	2.00	5.00	3.00	620,931.22	699,048.14	PCBs	Pcbx (Total)	1336-36-3	7.000	0.200	1,000	0.200	Yes
Southern	GF12	GF1202	5/12/2004	4.00	4.50	0.50	620,931.22	699,048.14	Metals	Arsenic	7440-38-2	164.129	19,000	19,000	19,000	Yes
Southern	GF12	GF1202	5/12/2004	4.00	4.50	0.50	620,931.22	699,048.14	Metals	Lead	7439-92-1	2,774.326	400,000	800,000	90,000	Yes
Southern	GF12	GF1202	5/12/2004	4.00	4.50	0.50	620,931.22	699,048.14	Metals	Lead	7439-92-1	2,000.000	400,000	800,000	90,000	Yes
Southern	GF12	GF1202	5/12/2004	4.00	4.50	0.50	620,931.22	699,048.14	SVOC	Benzo(A)Anthracene	56-55-3	1.300	0.600	2,000	0.800	Yes
Southern	GF12	GF1202	5/12/2004	4.00	4.50	0.50	620,931.22	699,048.14	SVOC	Benzo(B)Pyrene	50-32-8	1.500	0.200	0.200	0.200	Yes
Southern	GF12	GF1206	5/12/2004	4.00	4.50	0.50	620,931.22	699,048.14	SVOC	Benzo(B)Fluoranthene	205-99-2	2.000	0.600	2,000	2,000	Yes
Southern	GF12	GF1206	5/12/2004	8.00	4.50	-3.50	620,931.22	699,048.14	Metals	Arsenic	7440-38-2	44.024	19,000	19,000	19,000	Yes
Southern	GF12	GF1206	5/12/2004	8.00	4.50	-3.50	620,931.22	699,048.14	Metals	Lead	7439-92-1	643.525	400,000	800,000	90,000	Yes
Southern	GF12	GF1206	5/12/2004	8.00	4.50	-3.50	620,931.22	699,048.14	SVOC	Benzo(A)Pyrene	50-32-8	0.290	0.200	0.200	0.200	Yes
Southern	GF12	GF1210	5/12/2004	12.00	-4.50	-7.50	620,931.22	699,048.14	Metals	Arsenic	7440-38-2	116.134	19,000	19,000	19,000	Yes

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Exhibit B-2c

BASF Corporation
Hoboken, New Jersey
(Block 103, Lot 7)

EXHIBIT B-2c
Southern Lot Restricted Area
NJDEP SRS Exceedances

Parcel	Location	Sample	Sample Date	TOS (lbs)	Ground Elevation	Sample Elevation	X_COORD	Y_COORD	Fraction	Parameter	CAS	Result	RESSRS	NRRS	ITGRS	Falls NRSRS
Southern	GF12	GF1210	5/12/2004	12.00	4.50	-7.50	620,931.22	699,048.14	Metals	Lead	7439-92-1	414.110	400.000	800.000	90.000	
Southern	GF12	GF1210	5/12/2004	12.00	4.50	-7.50	620,931.22	699,048.14	Metals	Selenium	7782-49-2	444.774	390.000	5,700.000	11.000	
Southern	GF23	GF2300	5/12/2004	2.00	5.00	3.00	620,948.32	699,081.40	Metals	Arsenic	7440-38-2	37.124	19.000	19.000	19.000	Yes
Southern	GF23	GF2300	5/12/2004	2.00	5.00	3.00	620,948.32	699,081.40	PCBs	Pcbst (Total)	1336-36-3	3.000	0.200	1.000	0.200	Yes
Southern	GF23	GF2300	5/12/2004	2.00	5.00	3.00	620,948.32	699,081.40	PCBs	Pcbst (Total)	1336-36-3	3.000	0.200	1.000	0.200	Yes
Southern	GF23	GF2300-1	5/12/2004	2.00	5.00	3.00	620,948.32	699,081.40	PCBs	Pcbst (Total)	1336-36-3	0.850	0.200	1.000	0.200	Yes
Southern	GF23	GF2300	5/12/2004	2.00	5.00	3.00	620,948.32	699,081.40	SVOC	Benzo(A)Pyrene	50-32-8	0.393	0.200	0.200	0.200	Yes
Southern	GF23	GF2300	5/12/2004	4.00	5.00	1.00	620,948.32	699,081.40	PCBs	Pcbst (Total)	1336-36-3	1.000	0.200	1.000	0.200	Yes
Southern	GF23	GF2300	5/12/2004	4.00	5.00	1.00	620,948.32	699,081.40	SVOC	Benzo(A)Anthracene	56-55-3	0.700	0.600	2.000	0.800	
Southern	GF23	GF2300	5/12/2004	4.00	5.00	1.00	620,948.32	699,081.40	SVOC	Benzo(A)Pyrene	50-32-8	0.650	0.200	0.200	0.200	Yes
Southern	GF23	GF2302	5/12/2004	4.00	5.00	1.00	620,948.32	699,081.40	SVOC	Benzo(B)Fluoranthene	205-99-2	0.880	0.600	2.000	2.000	
Southern	GF23	GF2312	5/12/2004	14.00	5.00	-9.00	620,948.32	699,081.40	Metals	Arsenic	7440-38-2	110.348	19.000	19.000	19.000	Yes
Southern	GF23	GF2312	5/12/2004	14.00	5.00	-9.00	620,948.32	699,081.40	Metals	Arsenic	7440-38-2	21.000	19.000	19.000	19.000	Yes
Southern	GF23	GF2312	5/12/2004	14.00	5.00	-9.00	620,948.32	699,081.40	Metals	Lead	7439-92-1	2,151.357	400.000	800.000	90.000	Yes
Southern	GF23	GF2312	5/12/2004	14.00	5.00	-9.00	620,948.32	699,081.40	Metals	Lead	7439-92-1	1,500.000	400.000	800.000	90.000	Yes
Southern	GF23	GF2312	5/12/2004	14.00	5.00	-9.00	620,948.32	699,081.40	Metals	Mercury	7439-97-6	29.000	23.000	65.000	0.100	
Southern	GH12	GH1200	5/10/2004	2.00	4.50	2.50	620,919.88	699,063.22	Metals	Arsenic	7440-38-2	30.165	19.000	19.000	19.000	Yes
Southern	GH12	GH1200	5/10/2004	2.00	4.50	2.50	620,919.88	699,063.22	Metals	Lead	7439-92-1	615.953	400.000	800.000	90.000	Yes
Southern	GH12	GH1200	5/10/2004	2.00	4.50	2.50	620,919.88	699,063.22	PCBs	Pcbst (Total)	1336-36-3	1.250	0.200	1.000	0.200	Yes
Southern	GH12	GH1200	5/10/2004	2.00	4.50	2.50	620,919.88	699,063.22	PCBs	Pcbst (Total)	1336-36-3	1.020	0.200	1.000	0.200	Yes
Southern	GH12	GH1200	5/10/2004	2.00	4.50	2.50	620,919.88	699,063.22	SVOC	Benzo(A)Anthracene	56-55-3	1.000	0.600	2.000	0.800	
Southern	GH12	GH1200	5/10/2004	2.00	4.50	2.50	620,919.88	699,063.22	SVOC	Benzo(A)Pyrene	50-32-8	1.300	0.200	0.200	0.200	Yes
Southern	GH12	GH1200	5/10/2004	2.00	4.50	2.50	620,919.88	699,063.22	SVOC	Benzo(B)Fluoranthene	205-99-2	1.500	0.600	2.000	2.000	Yes
Southern	GH12	GH1200	5/10/2004	2.00	4.50	2.50	620,919.88	699,063.22	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.730	0.600	2.000	7.000	
Southern	GH12	GH1204	5/10/2004	6.00	4.50	-1.50	620,919.88	699,063.22	Metals	Arsenic	7440-38-2	124.992	19.000	19.000	19.000	Yes
Southern	GH12	GH1204	5/10/2004	6.00	4.50	-1.50	620,919.88	699,063.22	Metals	Lead	7439-92-1	1,631.411	400.000	800.000	90.000	Yes
Southern	GH12	GH1204	5/10/2004	6.00	4.50	-1.50	620,919.88	699,063.22	SVOC	Benzo(A)Anthracene	56-55-3	2.800	0.600	2.000	0.800	Yes
Southern	GH12	GH1204	5/10/2004	6.00	4.50	-1.50	620,919.88	699,063.22	SVOC	Benzo(A)Pyrene	50-32-8	2.600	0.200	0.200	0.200	Yes
Southern	GH12	GH1204	5/10/2004	6.00	4.50	-1.50	620,919.88	699,063.22	SVOC	Benzo(B)Fluoranthene	205-99-2	3.900	0.600	2.000	2.000	Yes
Southern	GH12	GH1204	5/10/2004	6.00	4.50	-1.50	620,919.88	699,063.22	SVOC	Dibenz(A,H)Anthracene	53-70-3	0.340	0.200	0.200	0.800	Yes
Southern	GH12	GH1204	5/10/2004	6.00	4.50	-1.50	620,919.88	699,063.22	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	0.850	0.600	2.000	7.000	Yes
Southern	GH12	GH1208	5/10/2004	10.00	4.50	-5.50	620,919.88	699,063.22	Metals	Arsenic	7440-38-2	145.107	19.000	19.000	19.000	Yes
Southern	GH12	GH1208	5/10/2004	10.00	4.50	-5.50	620,919.88	699,063.22	Metals	Lead	7439-92-1	2,461.848	400.000	800.000	90.000	Yes
Southern	GH12	GH1208	5/10/2004	10.00	4.50	-5.50	620,919.88	699,063.22	SVOC	Benzo(A)Anthracene	56-55-3	0.380	0.200	0.200	0.800	Yes
Southern	GH12	GH1210	5/10/2004	12.00	4.50	-7.50	620,919.88	699,063.22	Metals	Arsenic	7440-38-2	91.018	19.000	19.000	19.000	Yes
Southern	GH12	GH1210	5/10/2004	12.00	4.50	-7.50	620,919.88	699,063.22	Metals	Selenium	7782-49-2	416.384	390.000	5,700.000	11.000	Yes
Southern	GH12	GH1210	5/10/2004	12.00	4.50	-7.50	620,919.88	699,063.22	SVOC	Benzo(A)Pyrene	50-32-8	0.370	0.200	0.200	0.200	Yes
Southern	GH78	GH7800	5/10/2004	2.00	4.00	2.00	620,952.98	699,218.45	Metals	Arsenic	7440-38-2	90.714	19.000	19.000	19.000	Yes
Southern	GH78	GH7800	5/10/2004	2.00	4.00	2.00	620,952.98	699,218.45	Metals	Lead	7439-92-1	1,325.150	400.000	800.000	90.000	Yes
Southern	GH78	GH7800	5/10/2004	2.00	4.00	2.00	620,952.98	699,218.45	SVOC	Benzo(A)Anthracene	56-55-3	2.300	0.600	2.000	0.800	Yes
Southern	GH78	GH7800	5/10/2004	2.00	4.00	2.00	620,952.98	699,218.45	SVOC	Benzo(A)Pyrene	50-32-8	2.600	0.200	0.200	0.200	Yes
Southern	GH78	GH7800	5/10/2004	2.00	4.00	2.00	620,952.98	699,218.45	SVOC	Benzo(B)Fluoranthene	205-99-2	3.100	0.600	2.000	2.000	Yes
Southern	GH78	GH7800	5/10/2004	2.00	4.00	2.00	620,952.98	699,218.45	SVOC	Indeno(1,2,3-Cd)Pyrene	193-39-5	1.100	0.600	2.000	7.000	Yes
Southern	GH78	GH7802	5/10/2004	4.00	4.00	0.00	620,952.98	699,218.45	Metals	Arsenic	7440-38-2	30.938	19.000	19.000	19.000	Yes
Southern	GH78	GH7802	5/10/2004	4.00	4.00	0.00	620,952.98	699,218.45	SVOC	Benzo(A)Pyrene	50-32-8	0.390	0.200	0.200	0.200	Yes
Southern	GH78	GH7806	5/10/2004	8.00	4.00	-4.00	620,952.98	699,218.45	Metals	Arsenic	7440-38-2	168.652	19.000	19.000	19.000	Yes
Southern	GH78	GH7806	5/10/2004	8.00	4.00	-4.00	620,952.98	699,218.45	Metals	Lead	7439-92-1	7,984.973	400.000	800.000	90.000	Yes
Southern	GH78	GH7805	5/10/2004	8.00	4.00	-4.00	620,952.98	699,218.45	SVOC	Benzo(A)Pyrene	50-32-8	0.580	0.200	0.200	0.200	Yes
Southern	GH78	GH7805	5/10/2004	8.00	4.00	-4.00	620,952.98	699,218.45	SVOC	Benzo(B)Fluoranthene	205-99-2	0.850	0.600	2.000	2.800	Yes
Southern	GH78	GH7810	5/10/2004	12.00	4.00	-8.00	620,952.98	699,218.45	Metals	Arsenic	7440-38-2	68.240	19.000	19.000	19.000	Yes

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BASF Corporation
Hoboken, New Jersey
(Block 103, Lot 7)

EXHIBIT B-2c
Southern Lot Restricted Area
NJDEP SRS Exceedances

Parcel	Location	Sample	Sample Date	TDS (ftgs)	Ground Elevation	Sample Elevation	X_COORD	Y_COORD	Fraction	Parameter	CAS	Result	RESSRS	NRSRS	ITGSRs	Falls NRSRS
Southern	GH78	GH7810	5/10/2004	12.00	4.00	-8.00	620,952.98	699,218.43	Metals	Lead	7439-92-1	422.224	400.000	800.000	90.000	
Southern	GH78	GH7810	5/10/2004	12.00	4.00	-8.00	620,952.98	699,218.43	VOC	Benzol(A)Pyrene	50-32-8	0.310	0.200	0.200	0.200	Yes
Southern	S-11	S-11		10.50	4.50	-6.00	621,030.53	699,243.89	Metals	Lead	7439-92-1	590.020	400.000	800.000	90.000	
Southern	S-13	S-13		10.50	4.50	-5.50	621,027.60	699,231.87	Metals	Lead	7439-92-1	487.020	400.000	800.000	90.000	
Southern	S-15	S-15		10.50	4.50	-6.00	621,019.60	699,246.09	Metals	Lead	7439-92-1	684.020	400.000	800.000	90.000	
Southern	S-16	S-16		11.00	4.50	-6.50	621,018.66	699,241.55	Metals	Lead	7439-92-1	443.020	400.000	800.000	90.000	
Southern	S-17	S-17		10.50	4.00	-6.50	621,016.78	699,233.63	Metals	Lead	7439-92-1	2,690.000	400.000	800.000	90.000	Yes
Southern	S-18	S-18		11.00	4.50	-6.50	621,015.58	699,246.97	Metals	Lead	7439-92-1	2,170.000	400.000	800.000	90.000	Yes
Southern	SAE01	DUP0711B	7/12/2013	2.00	4.50	2.50	620,940.03	699,045.18	PCBs	PCBs (Total)	1336-36-3	8.795	0.200	1.000	0.200	Yes
Southern	SAE01	SAE01020	7/12/2013	2.00	4.50	2.50	620,940.03	699,045.18	PCBs	PCBs (Total)	1336-36-3	5.404	0.200	1.000	0.200	Yes
Southern	SAW02	SAW02020	7/12/2013	2.00	4.50	2.50	620,915.81	699,041.21	PCBs	PCBs (Total)	1336-36-3	1.293	0.200	1.000	0.200	Yes
Southern	SBED1	DUP0712A	7/12/2013	2.00	5.00	3.00	621,066.60	699,025.57	PCBs	PCBs (Total)	1336-36-3	0.843	0.200	1.000	0.200	Yes
Southern	SBED1	SBED1020	7/12/2013	2.00	5.00	3.00	621,066.60	699,025.57	PCBs	PCBs (Total)	1336-36-3	1.213	0.200	1.000	0.200	Yes
Southern	SBND2	SBND2050	7/12/2013	6.00	5.00	-1.00	621,064.94	699,034.43	PCBs	PCBs (Total)	1336-36-3	0.477	0.200	1.000	0.200	Yes
Southern	SBND2	SBND2070	7/12/2013	2.00	5.00	3.00	621,065.24	699,015.12	PCBs	PCBs (Total)	1336-36-3	2.030	0.200	1.000	0.200	Yes
Southern	SBWD3	SBWD3050	7/12/2013	6.00	5.00	-1.00	621,047.75	699,019.98	PCBs	PCBs (Total)	1336-36-3	0.646	0.200	1.000	0.200	Yes
Southern	TP-1	TP-1		4.50	4.50	0.00	621,059.05	699,009.14	Metals	Lead	7439-92-1	1,190.000	400.000	800.000	90.000	Yes
Southern	TP-10	TP-10		5.00	4.00	-1.00	621,000.53	699,223.11	Metals	Lead	7439-92-1	991.000	400.000	800.000	90.000	Yes
Southern	TP-3	TP-3		6.00	4.50	-1.50	620,980.48	699,053.89	PCBs	PCBs (Total)	1336-36-3	6.860	0.200	1.000	0.200	Yes
Southern	TP-7	TP-7		4.50	4.50	0.00	621,010.78	699,161.11	Metals	Arsenic	7440-38-2	27.800	19.000	19.000	19.000	Yes
Southern	TP-7	TP-7		4.50	4.50	0.00	621,010.78	699,161.11	Metals	Lead	7439-92-1	690.000	400.000	800.000	90.000	Yes
Southern	TP-7	TP-7		4.50	4.50	0.00	621,010.78	699,161.11	PCBs	PCBs (Total)	1336-36-3	2.093	0.200	1.000	0.200	Yes
Southern	TP-7	TP-7		6.00	4.50	-1.50	621,010.78	699,161.11	Metals	Lead	7439-92-1	1,320.000	400.000	800.000	90.000	Yes
Southern	TP-9	TP-9		10.00	4.00	-6.00	620,990.27	699,201.20	Metals	Antimony	7440-38-0	65.000	31.000	450.000	6.000	
Southern	TP-9	TP-9		10.00	4.00	-6.00	620,990.27	699,201.20	Metals	Lead	7439-92-1	560.000	400.000	800.000	90.000	

All values presented in mg/kg

TDS - Top of sample (feet below ground surface);
as measured from base of asphalt cap sub base
GrndElev - Ground elevation (feet above/below) sea level
SampleElev - Sample elevation (feet above/below) sea level
999,999,999 - NJDEP SRS not listed

VOC - Volatile organic compound
SVOC - Semi-volatile organic compound
PCBs - Polychlorinated Biphenyls

RESSRS - Residential Soil Remediation Standard
NRSRS - Non-Residential Soil Remediation Standard
ITGSRs - Impact to Groundwater Soil Remediation Standard
mg/kg - Milligram per Kilogram

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BASF Corporation
1301 Jefferson Street
Hoboken, New Jersey 07030

DEED NOTICE
Block 103, Lot 7
Block 107, Lot 1
Block 113, Lot 1

EXHIBIT C

**Exhibit C-1: Narrative – Deed Notice as
Institutional Control**

Exhibit C-2: Narrative – Engineering Controls
a) Asphalt Cap



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EXHIBIT C-1 Narrative
BASF Corporation
Hoboken, New Jersey

DEED NOTICE AS INSTITUTIONAL CONTROL
Block 103, Lot 7; Block 107, Lot 1; & Block 113, Lot 1
August 2016

The property associated with this Deed Notice is located at 1301 Jefferson Street, Hoboken, Hudson County, New Jersey (the "Property"). The Property is comprised of approximately 6.1 acres. Parcels subject to this Deed Notice include: Block 103, Lot 7; Block 107, Lot 1; and Block 113, Lot 1.

A Deed Notice is necessary when NJDEP's most stringent applicable (unrestricted-use) environmental standards have not been met at a given site. Establishment of a Deed Notice requires: (a) delineation of conditions to these unrestricted-use standards and (b) direct removal of, and/or installation of engineering controls to prevent unacceptable exposure risks under given property use conditions. It is noted that a Deed Notice is most commonly associated with conditions in soil. A Classification Exception Area (CEA) and a Well Restriction Area (WRA) are institutional controls associated with conditions in groundwater. A CEA and WRA will be established for groundwater beneath the Property.

The Deed Notice is intended to notify all future users of the Property of these conditions and to define engineering control(s) that will be used to minimize potential exposure to contamination that remains at levels above NJDEP's Unrestricted and Non-Residential Soil Remediation Standards (NRSRSs).

The Property was most recently used for manufacture of various chemical products. All related structures were demolished between 1988 and 2005. Currently the entire Property is covered by a 6-inch thick asphalt cap.

This Deed Notice applies to the current status of the Property. An Engineering Controls Operations & Maintenance Plan, relating to the current status of the site, is attached as Exhibit D to this Deed Notice. The Property is presently zoned for non-residential, commercial/industrial use. BASF has completed the physical work on the Property required as part of the on-site remediation of the Property pursuant to applicable law, including the use of engineering controls and institutional controls embodied in this Deed Notice, to allow (i) Residential Use (as defined herein) above grade (i.e., not including residential units on the ground floor or on subsurface levels), and (ii) development of a public park, provided, however, that (A) prior to redevelopment of the Property for those purposes or any other purposes, it shall be the responsibility of the party undertaking such redevelopment to procure approval of, and to record, a new Deed Notice to replace this Deed Notice and to specify the new institutional and engineering controls required to be implemented as a condition of any such redevelopment, (B) the party undertaking any such redevelopment shall be exclusively responsible for remediation and all compliance with applicable law arising from, or related to, such redevelopment, and (C) in no event shall Residential Use be allowed at or below grade (i.e., on the ground floor or any subsurface levels). "Residential Use" as used herein shall mean and include any improvement, structure or dwelling used for living accommodations (single or multi-family occupancy, including, without limitation, detached housing, condominiums, apartment buildings, dormitories, and senior citizen housing); any day care facility (whether for infants, children, the infirm, or the elderly); any hospital, hospice, and nursing home facility; any school for individuals under the age of twenty-one (21); any prison; and any other similar or like use. The groundwater beneath the Property shall not be used for any purpose, and no groundwater wells shall be drilled, constructed, or installed on the Property excepting any groundwater wells that may be required by a governmental authority having jurisdiction over the Property for the purpose of required environmental testing, monitoring, or remediation.

Site-wide environmental investigations of soil and groundwater were performed at the Property between 2002 and the present. Soil investigations were performed under New Jersey's Industrial Site Recovery Act (ISRA) Case Numbers E20010373, E20010439, and E20020350. Soil investigations included assessment at 378 sample locations, which generated 841 samples and 31,129 analytical data records. Exhibits B-1 and B-2 define, among other features, existing soil quality conditions at the Property. These data were used to establish the institutional control.

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EXHIBIT C-1 Narrative
BASF Corporation
Hoboken, New Jersey

DEED NOTICE AS INSTITUTIONAL CONTROL
Block 103, Lot 7; Block 107, Lot 1; & Block 113, Lot 1
August 2016

The provisions collectively outlined in Exhibits B and C will be maintained through Biennial Certifications, as defined under NJAC 7:26C-7. These certifications will be submitted to NJDEP by the current owner every two years on or before the anniversary date of the Remedial Action Permit, which will be established following recording of the Deed Notice.

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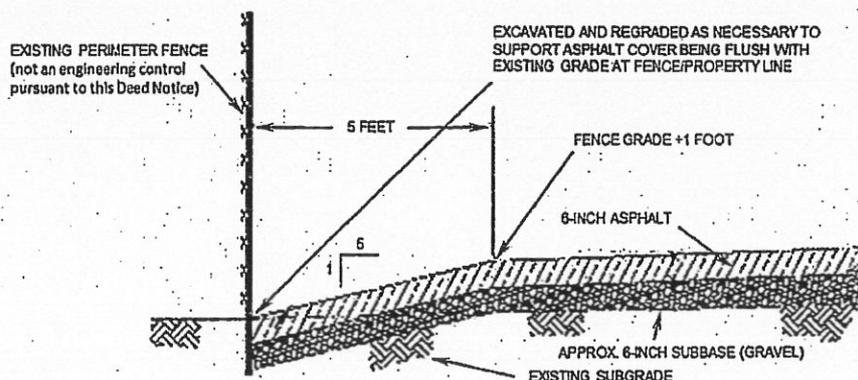
EXHIBIT C-2 Narrative
BASF Corporation
Hoboken, New Jersey

ENGINEERING CONTROLS
Block 103, Lot 7; Block 107, Lot 1; & Block 113, Lot 1
August 2016

Exhibit C-2 describes the engineering control(s), including their objective and function, established by the Deed Notice.

There is one (1) engineering control at the Property: an asphalt cap. This feature is mapped in Exhibit B-1 (a, b & c).

Asphalt Cap: Remedial actions at the Property were completed through installation of a 6-inch thick asphalt cap. General specifications associated with the cap are shown below. It is noted that the existing perimeter fence and subbase materials used to support finish grading, are not considered part of the engineering control.



The asphalt cap was installed in compliance with 40 CFR 761.61(a)(7), 40 CFR 264.310(a) and NJAC 7:26E-5.1. The installation serves as a protective barrier from soil known to be contaminated by polychlorinated biphenyls (PCBs) at levels up to 10 mg/kg. The installation also serves as a protective barrier from soil in areas of the Property where contaminant concentrations exceed applicable NJDEP Non-Residential Soil Remediation Standards.

Provided this engineering control remains in-place and is appropriately maintained, the Property is cleared for high occupancy use under USEPA's Toxic Substances Control Act (TSCA) and Non-Residential use under NJDEP's Site Remediation Reform Act (SRRA). Residential Use above grade and public park use are also allowed in accordance with the terms of Exhibit C-1 hereof, subject to such design standards, zoning standards, and revised engineering and institutional controls as may be approved by NJDEP, a Licensed Site Remediation Professional ("LSRP"), and local authorities having, and to the extent of their respective, jurisdiction. Any changes to this engineering control and institutional control will be subject to review and approval by governmental authorities having jurisdiction (and to the extent of their respective jurisdiction) including, but not necessarily limited to, the USEPA, NJDEP, and local authorities.

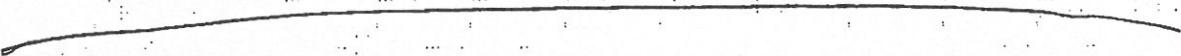
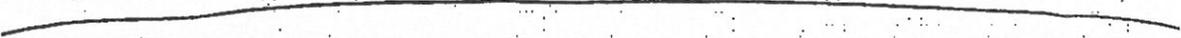
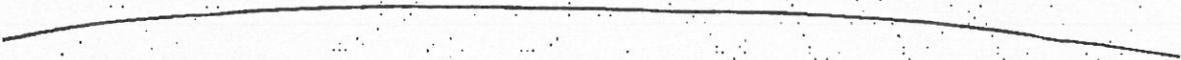
The provisions collectively outlined in Exhibits B and C will be maintained through Biennial Certifications and a Remedial Action Permit for Soils, as defined under NJAC 7:26C-7. These certifications will be submitted to NJDEP by the current owner of the Property every two years on or before the anniversary date of the Remedial Action Permit.

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BASF Corporation
1301 Jefferson Street
Hoboken, New Jersey 07030

DEED NOTICE
Block 103, Lot 7
Block 107, Lot 1
Block 113, Lot 1

EXHIBIT D
*Engineering Controls
Operations & Maintenance Plan*



Engineering Controls Operation & Maintenance Plan

(Deed Notice – Exhibit D)

***BASF Corporation
Hoboken, New Jersey Property***

NJDEP Preferred ID No. 030040

Prepared for:

New Jersey Department of Environmental Protection
Trenton, New Jersey

&

BASF Corporation
Florham Park, New Jersey

August 2016

***Environmental
Decisions***



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Engineering Controls Operation & Maintenance Plan

(Deed Notice – Exhibit D)

*BASF Corporation
Hoboken, New Jersey Property*

NJDEP Preferred ID No. 030040

August 2016

Prepared for:

New Jersey Department of Environmental Protection

Trenton, New Jersey

&

BASF Corporation

Florham Park, New Jersey

Prepared by:

AMO Environmental Decisions

Danboro, Pennsylvania

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EXHIBIT D
BASF Corporation
Hoboken, New Jersey

ENGINEERING CONTROLS
OPERATION & MAINTENANCE PLAN
August 2016

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2.0 INSPECTION SCHEDULE & PROCEDURES.....	2
3.0 REPORTING REQUIREMENTS & METHODS	2

Attachments

FIGURE 1.....	SITE CONDITIONS
ATTACHMENT 1.....	INSPECTION LOG
ATTACHMENT 2.....	RECORD OF CORRECTIVE ACTION OR SOIL REUSE FORM

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EXHIBIT D
BASF Corporation
Hoboken, New Jersey

ENGINEERING CONTROLS
OPERATIONS & MAINTENANCE PLAN
August 2016

1.0 INTRODUCTION

The property for which this Operations and Maintenance (O&M) Plan is prepared is located at 1301 Jefferson Street in the City of Hoboken, Hudson County, New Jersey (the "Property"). The O&M Plan is prepared in support of BASF Corporation's July 2016 Deed Notice for Block 103, Lot 7, Block 107, Lot 1, and Block 113, Lot 1.

The O&M Plan provides guidelines for conducting inspection, maintenance, and record keeping tasks associated with the asphalt cap and perimeter fencing at the Property. The asphalt cap is intended to protect users of the Property against contact with underlying contaminated soil. The perimeter fencing (which is not an engineering control pursuant to this Deed Notice) is intended as an interim security measure to prevent access to the Property by unauthorized personnel.

The Deed Notice applies to the current status of the Property. BASF has completed the physical work on the Property required as part of the on-site remediation of the Property pursuant to applicable law, including the use of the engineering and institutional controls embodied in this Deed Notice, to allow Residential Use above grade or public park use; provided, however, that (A) prior to redevelopment of the Property for those purposes, it shall be the responsibility of the party undertaking such redevelopment to procure approval of, and to record, a new Deed Notice to replace this Deed Notice and to specify the new engineering and institutional controls required to be implemented as a condition of any such redevelopment and (B) the party undertaking any such redevelopment shall be exclusively responsible for remediation and all compliance with applicable law arising from, or related to, such redevelopment. At that time, a revised O&M Plan (if deemed necessary by NJDEP or an LSRP) will also need to be developed for the Property.

The Property contains soil with contaminant concentrations greater than NJDEP's most stringent applicable (unrestricted use) Soil Remediation Standards (SRSs). Non-Residential SRSs are also exceeded in soil. Volatile organic compounds (VOCs), semi-volatile organic compounds (SVOCs), metals, and polychlorinated biphenyls (PCBs) remain present at levels that require controls to prevent unacceptable exposures. An engineering control, consisting of a 6-inch thick asphalt cap, covers the entire Property to prevent contact with impacted soil. Access to the Property is restricted by 6-foot tall chain-linked fencing, and is achieved only through chain-linked gates with keyed padlocks.

The O&M Plan is designed to ensure provisions of the Deed Notice, and related due care obligations, are maintained through systematic inspections and reporting. Prior to redevelopment of the Property for Residential Use above grade, public park use, or any other use not prohibited by the terms of this Deed Notice, property-use activities must be restricted to those compatible with applicable land-use categories specifically permitted by USEPA-TSCA, NJDEP-SRRA, and local ordinances. Subject to the terms of Section 7.B of this Deed Notice pertaining to emergencies, these restrictions include the following:

- Excavation or intrusive activities, except those activities necessary to remediate the Property, are prohibited.
- Construction of new structures, except those structures deemed necessary to enhance existing engineering controls and/or to support remedial operations, is prohibited.

The following outlines provisions for inspecting, maintaining, and reporting compliance with the above use restrictions. Section 2.0 describes the inspection schedule and procedures. Section 3.0 describes the reporting requirements and methods.

EXHIBIT D
BASF Corporation
Hoboken, New Jersey

ENGINEERING CONTROLS
OPERATIONS & MAINTENANCE PLAN
August 2016

2.0 INSPECTION SCHEDULE & PROCEDURES

The then owner of the Property will perform inspections consisting of visual observations of the use of the Property, the engineering control, and the fence. While it is likely that more frequent inspections will occur, a minimum of one inspection per year will be performed. For planning purposes, the annual inspection will take place prior to and within three months of the anniversary of the NJDEP Remediation Action Permit (RAP) to be established based on this Deed Notice.

Personnel conducting the inspections will be familiar with the function of the asphalt cover material, qualified to evaluate its integrity and function, and capable of recommending corrective actions, if necessary.

During each inspection, the inspector will observe and document the physical condition of the asphalt cap and evaluate if maintenance or repairs are required to maintain its integrity and performance. The inspector will record observations in the Inspection Log provided as Attachment 1.

Photographs will be taken during each inspection to document the condition of the asphalt cap. The inspector will photograph any areas of concern before and after implementing a corrective action. The inspector will be present during any necessary corrective actions.

If, at the time of the annual inspection, the integrity and performance of the asphalt cap is determined to be marginal, and corrective action measures are deferred, a second inspection will be performed within six months to evaluate the areas of concern. At that time, corrective measures will be implemented or, if it is decided to further defer the maintenance, another inspection will be conducted within the next six months.

A chain-link fence (which is not an engineering control pursuant to this Deed Notice) exists along/near the perimeter of the Property. The fence serves as security for the Property. The fence, gates, and locks will be inspected to ensure their integrity and functionality, and that access to the Property's interior is adequately restricted.

Planning for any work that involves disturbance of the asphalt cap shall comply with the following requirements:

1. Appropriate due care under N.J.A.C. 7:26B through 7:26E.
2. Appropriate due care under 40 CFR Part 761.
3. Prior to redevelopment of the Property, soil may not be relocated or reused anywhere on-site.
4. Any work involving soil shall be performed by individuals properly trained and certified to conduct work on hazardous sites (e.g. compliance with 29 CFR 1910.120).
5. Any work that involves off-site transport, disposal, or treatment of soil shall be in compliance with all applicable federal, state, and local regulations pertaining to such work.

3.0 REPORTING REQUIREMENTS & METHODS

A Record of Corrective Action or Soil Removal Form (or similar form), annexed hereto as Attachment 2, should be used to report any activities that extend beyond routine inspection tasks. Such records will include descriptions and photographs taken during implementation of corrective actions and/or soil removal.

Hudson County Register 20160829010091930 53/56

EXHIBIT D
BASF Corporation
Hoboken, New Jersey

ENGINEERING CONTROLS
OPERATIONS & MAINTENANCE PLAN
August 2016

The inspection logs and corrective action records will be maintained by the owner of the Property or its designees. The contact information for the current owner is as follows:

Entity:	BASF	Consultant
Address:	BASF Corporation 100 Park Avenue Florham Park, NJ 07932	AMO Environmental Decisions PO Box 410 4327 Point Pleasant Pike Danboro, PA 18916
Contact:	Edward Vanyo	John M. (Jay) Ash
Telephone:	973-245-5610	215-230-8282
Email:	Ed.vanyo@basf.com	jash@amoed.com.

All inspection and corrective action records will be maintained in electronic format, and reported to NJDEP biennially as per the RAP. Upon closing of title, any future owner shall promptly give written notice of its contact information to the NJDEP office administering the RAP.

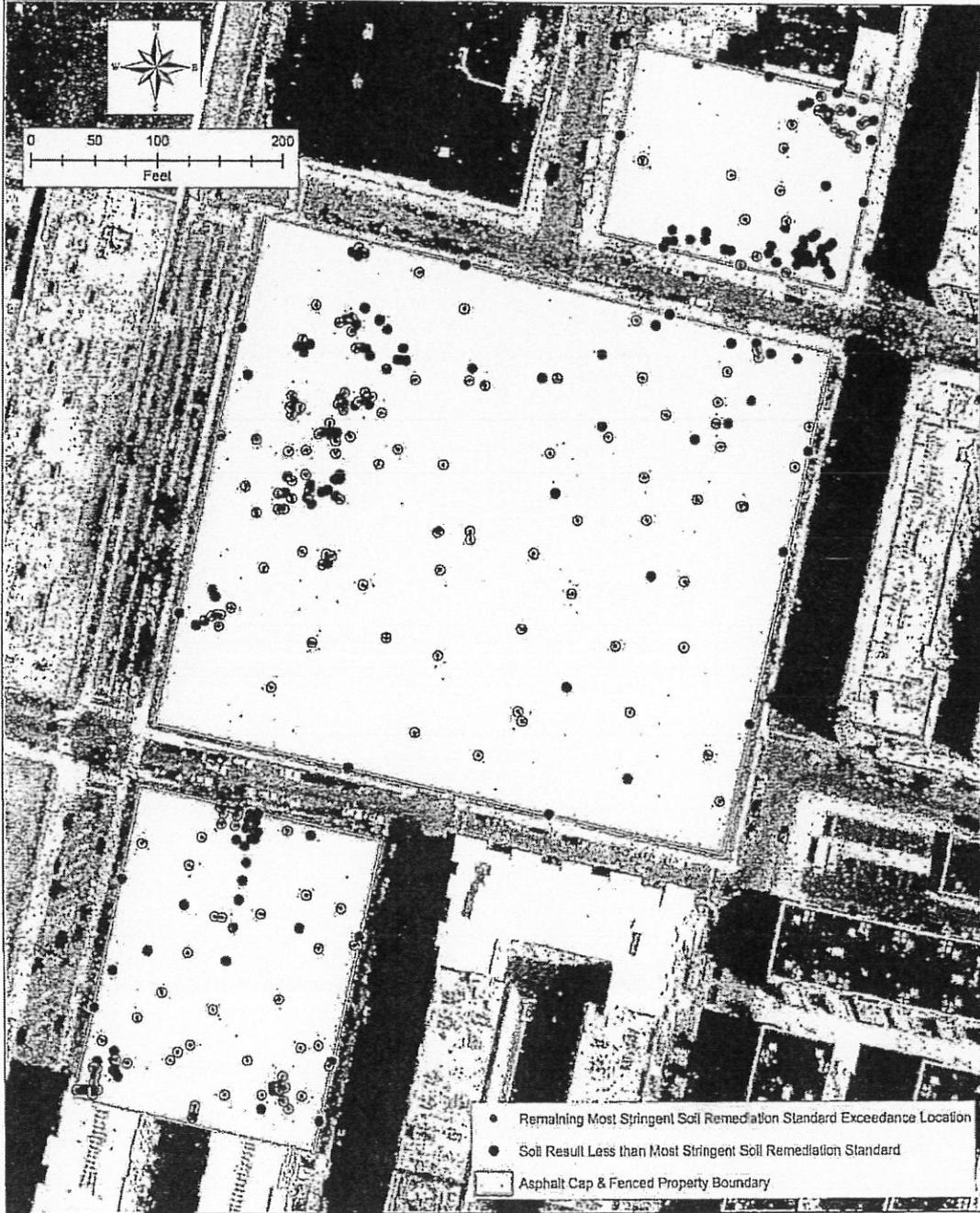


FIGURE 1
Known Site Conditions
BASF Corporation
Hoboken, New Jersey

Hudson County Register 20160829010091930 55/56

EXHIBIT D
 BASF Corporation
 Hoboken, New Jersey

ENGINEERING CONTROLS
 OPERATIONS & MAINTENANCE PLAN
 August 2016

ATTACHMENT 1
 FACILITY INSPECTION LOG
 BASF Corporation
 Hoboken, New Jersey

<i>Engineering, Security, and Other Site Observations</i>			
<i>Inspector Name:</i>		<i>Inspection Date:</i>	
<i>Inspector Signature:</i>		<i>Inspection Time: (24-hr time)</i>	
<i>Weather Conditions:</i>			
<i>Problem Item #: (see below)</i>	<i>Potential Problem Location</i>	<i>Description</i>	<i>Date that Record of Response Action Form was signed</i>
No potential problems identified (Inspector Initials, if applicable)			
<i>Identify Inspected Areas (where no potential problems were identified):</i>			

** If Applicable*

#	Potential Problem Item
1	Asphalt Cap
2	Fence/Locks/Security
3	Other
X	No Problems Identified

Hudson County Register 20160829010091930 56/56

EXHIBIT D
BASF Corporation
Hoboken, New Jersey

ENGINEERING CONTROLS
OPERATIONS & MAINTENANCE PLAN
August 2016

ATTACHMENT 2
RECORD OF CORRECTIVE ACTION OR SOIL REUSE FORM
BASF Corporation
Hoboken, New Jersey

WORK LOCATION: _____

DESCRIPTION OF WORK: _____

QUANTITY OF MATERIALS: _____

PERSONAL PROTECTIVE EQUIPMENT (if applicable): _____

WORK PERFORMED BY: (Contractor Name) _____

ADDRESS: _____

TELEPHONE: _____

START DATE: _____

COMPLETION DATE: _____

DESIGNATED INSPECTOR: _____

COMMENTS: _____

SIGNATURE: _____ DATE SIGNED (inspected): _____

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NUMBER OF PAGES : 56
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LANDMARK TITLE AGENCY, INC.
220 Kinderkamack Road, Suite E-2
Westwood, NJ 07675

201-683-8300
(fax) 201-683-4974

I N V O I C E

TO: Buzak Law Group, Attn: Scott Eveland, Esq.
RE: Title Insurance - Blocks 103, 107 (108) & 113
in the City of Hoboken, County of Hudson, NJ

Our file number: 11753fa

Invoice date: 10/7/2016

File opened: 9/22/2015

Title Reports issued: 11/16/2015

Municipal Lien searches to be continued	\$ 90.00
---	----------

Upper Court and Patriot searches to be continued	\$ 12.00
--	----------

Corporate Standing searches to be continued	\$ 50.00
---	----------

County search update	\$ 50.00
----------------------	----------

Premium, 30 Million Dollar Fee Policy at Standard Rate	\$ 62,350.00
--	--------------

Tidelands Certifications	\$ 120.00
--------------------------	-----------

Notice of Settlement	\$ 20.00
----------------------	----------

Settlement Services, if required: \$300

TOTAL	<u>\$ 62,692.00</u>
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Thank you for using Landmark Title

A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.
AT A MEETING HELD ON: NOV 02 2016

A5

INTRODUCED BY:
SECONDED BY:

CITY OF HOBOKEN
RESOLUTION NO. _____

CITY CLERK
**RESOLUTION CONFIRMING THE SUBMISSION OF THE CY2016/SFY
2017 BEST PRACTICES INVENTORY**

WHEREAS, pursuant to the State's Fiscal Year 2017 Appropriations Act (P.L. 2016, c.10), the Division of Local Government Services is responsible to determine whether some portion of a municipality's CMPTRA and ETR aid will be withheld based on the results of a Best Practices Inventory (the "Inventory"); and,

WHEREAS, the Inventory encourages municipalities to embrace practices that promote financial accountability, sound management, and transparency; and,

WHEREAS, the attached City's Best Practices Inventory was submitted to the State on October 21, 2016, answering positively to 25 questions, negatively to 4 questions, and with one question deemed not applicable; and,

WHEREAS, the inventory was certified to be accurate, to the best of their knowledge, by the Business Administrator and the Certified Municipal Finance Officer; and,

WHEREAS, the completed form is hereby provided to the Council as an agenda item for discussion.

NOW, THEREFORE, BE IT RESOLVED, that the City Council of the City of Hoboken has reviewed the Inventory of the results, and the certification thereof by the Business Administrator and Chief Municipal Finance Officer, and this Resolution will be incorporated into the minutes of this meeting.

Meeting date: November 2, 2016

APPROVED:

STEPHEN D. MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:

BRIAN ALOIA, ESQ.
CORPORATION COUNSEL

Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Jennifer Giattino	/			

LFN 2016-13

September 19, 2016

Contact Information

Director's Office

V. 609.292.6613
F. 609.292.9073

**Legislative and
Regulatory Affairs**

V. 609.292.6110
F. 609.292.9073

**Financial Regulation
and Assistance**

V. 609.292.4806
F. 609.984.7388

Local Finance Board

V. 609.292.0479
F. 609.633.6243

Mail and Delivery

101 South Broad St.
PO Box 803
Trenton, New Jersey
08625-0803

Web:

www.nj.gov/dca/divisions/dlgs

E-mail: dlgs@dca.nj.gov

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Director

CY 2016/SFY 2017 Best Practices Inventory

The State's Fiscal Year 2017 Appropriations Act (P.L. 2016, c.10) requires the Division of Local Government Services ("Division") to determine whether some portion of a municipality's CMPTRA and ETR aid will be withheld based on the results of a Best Practices Inventory ("Inventory") to be completed by each municipality. The Inventory encourages municipalities to embrace practices that promote financial accountability, sound management and transparency. This Local Finance Notice provides guidance on how the Division will implement this statutory requirement.

Municipalities operating on a Calendar Year or Transition Fiscal Year (SFY reversions) must return their completed Inventory to the Division by **Friday, October 21, 2016**. Those municipalities operating on State Fiscal Year budgets must return their completed Inventory by **Friday, April 7, 2017**. Completion and filing instructions are included in an Appendix to this Notice. **As in previous years, the maximum amount of aid that is subject to being withheld by the Division is the full amount of the final aid payment (December 1 for Calendar Year municipalities).**

CY2016/SFY2017 Best Practices Format

Noteworthy changes to this year's Best Practices Inventory include the following:

- The inventory contains 30 questions (reduced from 50 in the prior year's Best Practices).
- "Prospective" answers are not permitted. The only permissible answers are "Yes", "No", and for a limited number of questions "N/A" (not applicable)
- **Municipalities must receive positive credit on a minimum of 22 questions in order to avoid withholding of aid.** Given the introduction of several new questions and the reduced overall number of questions, the Division reserves the right to determine withholding percentages upon receiving all completed CY2016 Best Practices Inventories.

The CY2016/SFY2017 Best Practices Inventory is in the form of an Excel worksheet that must be filled out and emailed to the Division. Note that the majority of questions focus on statutory requirements and have been asked in some fashion in previous years. **The majority of the questions asked in this year's Best Practices are also curable, meaning that compliance can be achieved prior to the submission deadline.**

Please read each question carefully. Certain questions may expressly state the circumstances under which a "yes", "no" or "N/A" answer must be selected, or under what circumstances additional information must be entered in the right column labeled "Comments". For questions with subparts, a "yes" answer means that the municipality is answering affirmatively to all parts of the question. The municipality must answer "no" if it cannot affirmatively answer all parts of the questions. Weblinks are provided on the bottom of the Inventory to items cited in the following questions: 5, 13, 14, 15, 17, 18, 21, and 24.

In addition to allowing "yes" or "no" answers, certain questions allow the option of answering "not applicable". The spreadsheet automatically computes the score, with "not applicable" counted as positive answers for purposes of scoring. **Unlike in prior years, no "prospective" answers will be permitted.**

Questions are color-coded as follows pursuant to their permissible range of answers:

	Red = "Yes"; "No"; and "N/A" answers permissible
	Green = "N/A" answers are NOT permitted

The Division has identified certain questions that should be applicable to all municipalities. As a result, answers of "non-applicable" will not be allowed for those questions color-coded green.

For those questions color-coded red, "Not applicable" is only an appropriate answer if a municipality concludes that the requirement is not possible to meet given the municipality's circumstances, unless the question specifically limits an "N/A" answer to a particular circumstance. Using "not applicable" requires an explanation of why the question is not applicable in the comment space provided.

Once the municipality's Best Practices Inventory is transmitted to the Division, the worksheet cannot be amended and resubmitted except by making an appeal to the Director through the process outlined on Page 4.

Permissible answers for questions in each category are set forth below:

Categories	Yes/No	Yes/No/N/A
General Management	1, 3, 4, 7, 8	2, 5, 6, 9
Finance & Audit	13, 15	10, 11, 12, 14, 16
Procurement	19	17, 18
Budget Preparation & Presentation	20	21
Health Insurance	22	23, 24
Personnel	25, 27, 28, 30	26, 29

Certifying to the Best Practices Inventory & Governing Body Acknowledgement

The municipality’s Chief Administrative Officer, in addition to the Chief Financial Officer, must certify the Inventory. Space for these certifications is provided on the worksheet. Both officials must provide their certification number for all licenses they have been issued by the Division of Local Government Services. If the certifying official does not possess such a license, the space can be left blank. All certifying officers must type in their names and certification numbers, rather than manually sign and enter same.

Note: The Chief Administrative Officer is the individual, whatever their title, who is in charge of the municipality’s day-to-day operations. If a municipality does not have a business administrator or municipal manager, this person would be whatever individual (e.g. municipal clerk, chief financial officer) is charged with this responsibility.

Please be advised that Best Practices responses are subject to random auditing by the Division. Officials that certify Best Practices Inventories containing inaccurate responses may be subject to penalties including the Division taking action against their professional license.

As for the governing body’s acknowledgement, the completed form must be an agenda item for discussion at a municipal governing body meeting. The Municipal Clerk must certify **on the worksheet** that the Inventory and the results thereof were or will be discussed at a public meeting, with the inventory results and the certification of same by the chief administrative and financial officers referenced in the meeting minutes. There is no separate certification document for municipal clerks to submit. The purpose of the acknowledgement requirement is to ensure that local officials are apprised of their municipality’s Best Practices Inventory response.

Appeals Permitted

The State Appropriations Act permits the Director of the Division of Local Government Services to exercise discretion where the particular circumstances of a municipality warrant. Reasonable accommodations will be considered where circumstances warrant. **As in previous years, the maximum amount of aid that is subject to withholding is the full amount of the final aid payment.**

Municipalities may submit appeals before the submission deadline but not before their Best Practices Inventory is submitted. The Division encourages municipalities that wish to submit an appeal to do so in conjunction with their Inventory submission. Appeals to the Director must be submitted **no later than the close of business Friday October 21, 2016 (or Friday April 7, 2017 for SFY Municipalities).**

Approved: Timothy J. Cunningham, Director

Document	Internet Address
CY2016/SFY2017 Best Practices Worksheet	http://www.nj.gov/dca/divisions/dlgs/programs/best_practices.html

APPENDIX**INSTRUCTIONS TO COMPLETE AND SUBMIT THE CY 2016/SFY 2017****BEST PRACTICE INVENTORY**

Step 1 -- Download the Excel spreadsheet from the Division's Best Practice webpage at http://www.nj.gov/dca/divisions/dlgs/programs/best_practices.html. The worksheet is locked and allows access only to relevant fields.

Step 2 – Select Name of Municipality: follow the instruction at the top of the worksheet. (Click in cell C1, then click on the down arrow on the right side of the cell, then choose the name of municipality.)

Step 3 – for each inventory question, click in the “Select” cell in Column C and choose the appropriate response.

For those questions that permit a non-applicable answer, if the answer to a question is “Not Applicable” insert an explanation in the “comment” cell (Column E). The cell can expand to fit the size of the comment.

Step 4 – The Chief Administrative Officer and Chief Financial Officer for the municipality insert their name, certifying to the application's accuracy, and provide any license number that has been issued to them by the Division of Local Government Services. For example, if a certified Chief Financial Officer is also a Certified Tax Collector, their CTC license number should also be provided. Do not manually sign the certification.

The Chief Administrative Officer is the individual, whatever their title, who is in charge of the municipality's day-to-day operations. If a municipality does not have a business administrator or municipal manager, this person would be whatever individual (e.g. municipal clerk, chief financial officer) is charged with this responsibility.

Step 5 – The Municipal Clerk will certify that the Inventory results, and the certification of same by the Chief Administrative Officer and Chief Financial Officer, was discussed with the governing body at a public meeting and will be incorporated into the minutes thereof. Any license number that has been issued to the Clerk by the Division of Local Government Services must be provided. Do not manually sign the certification.

Step 6 – Save the file using the following naming structure: **2016_best_practice_xxxx.xls** and replace **xxxx** with the municipality's 4-digit municipal code # (it appears in Cell B2 after the municipality's name is chosen).

Step 7 – Email the worksheet to: bestpractices@dca.nj.gov. Please include in the Subject Line the name of the municipality and the phrase “Best Practice Submission.”

Email questions concerning completing the worksheet to dlgs@dca.nj.gov with the subject heading “Best Practices Question”. The deadline for submitting the CY 2016 filing is Friday, October 21, 2016; the SFY 2017 deadline is Friday, April 7, 2017.

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	Please see Color Key at bottom of sheet for limits on answers	
Answer	Question	Comments
	General Management - GM	
1 Yes	<p>Has your municipality 1) explored all potential shared service opportunities; and 2) filed a copy of all shared service agreements presently in effect for which it provides the service, along with any amendments thereto, with the Division (excluding cooperative purchasing agreements governed by the Local Public Contracts Law)? In the Comments section, please identify all explored all potential shared service opportunities, whether an agreement resulted and, where no agreement was reached, the reason(s) why.</p>	<p>The City explored four shared service opportunities, two of which resulted in agreements, and two of which continue to be explored. The first agreement is between the City and North Hudson Sewage Authority to build a Wet Weather Pump Station. The City secured financing for this project, and the Authority designed, built, operates, and maintains the station. The second agreement is between the City and the County of Hudson. The County made improvements to a right of way that they own, and the City has installed amenities such as a basketball court, dog run, children's play area, and two soccer mini-pitches. The City continues to explore a shared service agreement with the State of New Jersey to move the City's public safety communication system to the New Jersey Interoperable Communications System (NJICS). A recent assessment commissioned by the City recommends the move, and the city is working towards that end. The City is also continuing to explore a shared service agreement with North Hudson Sewerage Authority to create an eco-zone on property the City is moving to acquire. In this zone, the objective would be to separate the currently combined sewer system alleviate</p>

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	<i>Please see Color Key at bottom of sheet for limits on answers</i>	
Answer	Question	Comments
Yes	Has your municipality adopted a written vehicle use policy prohibiting personal use of municipal vehicles (except for commuting), and providing that employees authorized to use such vehicles for commuting to/from work have a fringe benefit value added to the gross income reported on the employee's W-2 (unless the vehicle meets the "qualified non-personal vehicle" criteria specified by the IRS)? Only answer "N/A" if your municipality does not have any municipally-owned vehicles.	
3 Yes	Active monitoring management of a municipality's ratable base is fundamental to helping ensure fiscal stability. Does your municipality have an established written policy requiring its tax assessor to notify the chief financial officer and the governing body of all tax appeals upon filing, but no later than June 1st each year?	

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	Please see Color Key at bottom of sheet for limits on answers	
Answer	Question	Comments
4 Yes	Does your municipality maintain an up-to-date municipal website containing at minimum the following: past three years adopted budgets; the current year's proposed budget (including the full adopted budget for the current year when approved by the governing body); most recent annual financial statement and audits; notification(s) for solicitation of bids and RFPs; and meeting dates, minutes and agendas for the governing body, planning board, board of adjustment and all commissions?	
Yes	A municipality's participation in FEMA's <u>National Flood Insurance Program Community Rating System</u> can lead to significant flood insurance premium reductions for its homeowners. An explanation of the program may be found on FEMA's website at http://www.fema.gov/national-flood-insurance-program/national-flood-insurance-program-community-rating-system , and more information on how the NJDEP's statewide CRS coordinator can assist with improving your rating can be found at http://www.nj.gov/dep/floodcontrol/about.htm . Does your municipality have, or has your municipality made an application to FEMA for, a Community Rating System ranking of at least Class 9?	

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	Please see Color Key at bottom of sheet for limits on answers	
	Answer	Question
		Comments
	Yes	The "Director's Ratio" (the average ratio of assessed to true market value) for each municipality as determined by the Director of the Division of Taxation, in the Table of Equalized Valuations promulgated annually pursuant to <u>N.J.S.A. 54:1-35.1</u> . A Director's Ratio of lower than 85 percent generally denotes lack of uniformity in assessments and indicates a need for revaluation. <u>N.J.A.C. 18:12A-1.14</u> . <u>If the ratio of assessed values to market values in your municipality is presently less than 85%, has your municipality at minimum awarded a contract for the updating of tax maps and earmarked funds in its budget for the hiring of relevant firms and/or professionals?</u>
7	Yes	The Local Government Ethics Law, designed to ensure transparency in government, requires local government officers to file Financial Disclosure Forms. Compliance by local elected officials is particularly important. <u>Have all of your local elected officials filed their Financial Disclosure Form in 2016 that covers the 2015 calendar year?</u>
8	Yes	While outside employment by municipal officials can sometimes be acceptable, it is imperative that no conflicts of interest impinge on municipal governance. Does your municipality have 1) an established documented process requiring department heads to submit notice of outside employment, and 2) upon receiving such notice, does your municipality have a documented process within its human resources function to determine whether or not a conflict of interest exists?

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	Please see Color Key at bottom of sheet for limits on answers	
Answer	Question	Comments
No	<p>Many municipalities have created one or more authorities (including fire districts, utilities authorities, redevelopment authorities, housing authorities, port authorities, etc.) to provide greater focus and attention on addressing a public need, or to reduce governing body burdens. While creation of an authority is often appropriate, and many authorities successfully fulfill their missions, authorities with weak membership or insufficient local-level monitoring can become wasteful, inefficient and unresponsive to the public they serve. N.J.S.A. 40A:5A-20 allows a local governing body to dissolve an authority subject to certain parameters and with Local Finance Board approval. Municipalities should at least annually assess the authority or authorities they created and publicly discuss their findings and conclusions. Findings and conclusions should address whether their existing authorities 1) continue to serve the public interest, and 2) are more efficient than other potential alternatives in providing services and financing public facilities. <u>Within the past year, 1) has the above-referenced discussion appeared as a listed agenda item on a scheduled governing body meeting, and 2) do the findings and conclusion appear in publicly-available meeting minutes? Please identify the meeting date under "Comments".</u></p>	

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	Please see Color Key at bottom of sheet for limits on answers	
Answer	Question	Comments
Finance & Audit - FA		
Yes	Audit findings address areas needing improvement. Ignoring these findings devalues the process; therefore, municipalities should correct noted deficiencies. <u>Have all audit findings from the 2014 audit been 1) identified in the corrective action plan and 2) addressed such that they are not repeated in the 2015 audit?</u> If the answer is no, please list the repeat findings, along with the date the corrective action plan was submitted to DLGS, under Comments. Only answer "N/A" if there were no audit findings in 2014.	
Yes	Payments In Lieu of Taxed (PILOTs) are often used as a tool for economic development. It is imperative that municipalities monitor PILOT agreements to ensure recipients complying with all agreement terms, including but not limited to timely payment and reporting. Does your municipality 1) have an official designated to monitor exemptions granted pursuant to the Long-Term Tax Exemption Law (N.J.S.A. 40A:20-1 et seq.) and Five-Year Exemptions/ Abatements granted pursuant to N.J.S.A. 40A:21-1 et seq., and 2) have in place a documented process for ensuring compliance with the terms of each PILOT agreement?	
Yes	<u>N.J.S.A. 40A:5-4</u> requires municipalities to complete their annual audit for the preceding fiscal year within 6 months after the close of their fiscal year. Further, <u>N.J.S.A. 40A:5-6</u> requires the municipality's auditor to submit a certified duplicate copy of the audit report and recommendations with the Division within 5 days after filing the original with the municipal clerk. <u>Has your municipality received its completed audit for the preceding fiscal year within the statutory timeframe, and confirmed that your auditor has filed a certified duplicate copy of the audit report with the Division?</u> You may only answer this question "N/A" if the Director expressly granted an extension in response to a governing body resolution petitioning for same.	

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	Please see Color Key at bottom of sheet for limits on answers	
Answer	Question	Comments
13 Yes	Pursuant to <u>N.J.S.A. 40A: 2-40</u> , the chief financial officer each municipality shall, before the end of the first month of the fiscal year, file its Annual Debt Statement with the Division of Local Government Services. The annual debt statement must be filed electronically following the procedure described in Local Finance Notice 2013-3. <u>Did your municipality file its electronic Annual Debt Statement for the preceding fiscal year with the Division no later than January 31 (July 31 for SFY municipalities)?</u>	
Yes	Local Finance Notice 2014-09 contains important information about the need for municipalities that have certain outstanding debt to abide by requirements to annually disclose certain information with respect to financial conditions. The continuing financial disclosure obligations are required by federal law and local agreements executed as part of past issuances of debt. Failure to comply can result in penalties against local governments and individual officers responsible for various filings. Failure to comply can also result in a lack of access to capital markets. <u>Is your municipality up to date and fully compliant with continuing disclosure obligations as discussed in Local Finance Notice 2014-09?</u>	
15 Yes	The Prompt Payment Law, enacted as P.L. 2006 c.96, establishes timing standards for the payment of obligations under a wide range of construction-related contracts. The law seeks to ensure that contractors submitting bills for completed work are paid on a timely, established schedule, and that the full chain of subcontractors receive timely payment from their hiring contractor. Local Finance Notice 2006-21 discusses the law and its impact on local governments. <u>Have your municipality's claim payment procedures been reviewed by legal counsel and appropriate municipal staff to ensure compliance with the Prompt Payment Law?</u>	
Yes	While the issuance and renewal of bond anticipation notes can be a reasonable and prudent financing mechanism, failing to take advantage of low interest rates on permanent financing can cause municipalities to incur unnecessary carrying costs and inflated costs of issuance. Has your municipality evaluated its outstanding bond anticipation notes and developed a strategy to move toward permanent financing?	
Procurement - P		

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	Please see Color Key at bottom of sheet for limits on answers	
Answer	Question	Comments
Yes	Pursuant to <u>N.J.S.A. 52:15C-10(a)</u> , municipalities (among other government entities) must notify the State Comptroller within no later than 20 business days of awarding most contracts greater than \$2 million but less than \$10 million. For contracts \$10 million or more, <u>N.J.S.A. 52:15C-10(b)</u> requires written notification to the State Comptroller of any negotiation or solicitation no later than 30 days before advertisement; from which point the State Comptroller has 30 days to approve the procurement moving forward unless said period is waived. Further information on the law and applicable forms is available on the State Comptroller's website. <u>Did your municipality comply with the notice and approval provisions of N.J.S.A. 52:15C-10 in the prior year?</u>	
N/A	Pursuant to <u>N.J.S.A. 40A:11-25</u> , the Director of the Division of Local Government Services must approve all prequalification regulations enacted by contracting units subject to the Local Public Contracts Law. Prequalification requirements can be fixed according to experience, financial ability, capital, and equipment. Absent Director approval, bid prequalification regulations are of no force and effect and may not be required as a condition of bid acceptance on any public contract. Local Finance Notice 2016-12 goes into further detail concerning prequalification regulations under the Local Public Contracts Law. Is your municipality following the process set forth in <u>N.J.S.A. 40A:11-25</u> , including seeking Director approval prior to implementing and enforcing all prequalification regulations? "N/A" is only applicable where the municipality has not adopted any prequalification regulations.	
19 Yes	<u>N.J.S.A. 40A:11-5 (a)(i)</u> states that, if a municipality utilizes the professional services exemption from the Local Public Contracts Law, "The governing body shall in each instance state supporting reasons for its action in the resolution awarding each contract and shall forthwith cause to be printed once, in the official newspaper, a brief notice stating the nature, duration, service and amount of the contract, and that the resolution and contract are on file and available for public inspection in the office of the clerk of the [] municipality...". <u>With respect to the award of professional services contracts, is your municipality complying with the above referenced provision of the Local Public Contracts Law?</u>	

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)			
0905		<i>Please see Color Key at bottom of sheet for limits on answers</i>	
Answer	Question	Comments	
Budget Preparation and Presentation - BP			
20	Yes	N.J.A.C. 5:30-3.8(a) requires that the introduced annual municipal budget incorporate a User-Friendly Budget section. Is your municipality providing the public with its introduced User-Friendly Budget at least one week prior to the date of the public hearing on adopting the annual budget?	
	Yes	Unless the Director sets forth a later date pursuant to N.J.S.A. 40A:4-5.1, N.J.S.A. 40A:4-5 requires that calendar year municipalities approve their introduced budgets no later than February 10 (or August 10 for state fiscal year municipalities) and N.J.S.A. 40A:4-10 requires that calendar year municipalities adopt their budgets no later than March 20 (or September 20 for state fiscal year municipalities). <u>Did your municipality introduce and adopt its current year budget no later than the dates provided by law or as extended by the Director in Local Finance Notice 2015-27?</u> This question may only be answered N/A if your municipality is under State Supervision or if the Division instructed the municipality to delay budget adoption.	
Health Insurance - HI			
22	No	Does your municipality exclude from healthcare coverage part-time elected and appointed officials (less than 35 hours per week)? Only answer "yes" if no part-time elected or appointed officials receive health benefits. If your municipality has part-time elected or appointed officials who elect to take State Health Benefits Program (SHBP) health benefits (or receive a waiver for not doing so) by virtue of serving in their position continuously since May 21, 2010, you must answer "No". If you answered "No", please list in the Comments section the name and title of each elected or appointed official receiving either health benefits or a waiver payment in lieu of health benefits.	Ravinder Bhalla - Councilperson; Peter Cunningham - Councilperson; Michael DeFusco - Councilperson; James Doyle - Councilperson; Tiffanie Fisher - Councilperson; Jennifer Giattino - Councilperson; David Mello - Councilperson; Ruben Ramos, Jr. - Councilperson; Michael Russo - Councilperson;
	Yes	Is your municipality collecting at least the amount set forth by the Chapter 78 Grid for health benefit contributions (or 1.5% of base salary, whichever is greater) for all officers and employees?	

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	Please see Color Key at bottom of sheet for limits on answers	
Answer	Question	Comments
Yes	<p>Payments for waivers filed before May 21, 2010, and maintained continuously since, cannot exceed fifty percent (50%) of the amount saved by the local unit as a result of the employee's waiver of coverage. For waivers filed on or after May 21, 2010, which is the effective date of P.L. 2010, c. 2, payments cannot exceed the lesser of twenty-five percent (25%) of the amount saved by the local unit as a result of the waiver, or \$5,000. When calculating an employee's waiver payment, the local unit must deduct the employee's healthcare contribution obligation from the total premium cost. Local units have sole discretion as to whether or not to offer employees payments for waiver of health benefits, and may offer waiver payments lower than the statutory maximum. Health benefit waiver payments are statutorily excluded from collective bargaining. See Local Finance Notices 2010-12 and 2016-10 for further discussion on health benefit waiver payments. <u>Does your municipality 1) refrain from paying waiver payments in excess of the statutory maximum; 2) deduct employee healthcare contribution obligations from the total premium cost when calculating waiver payments; and 3) refrain from incorporating healthcare waiver payments in any labor agreement?</u> "N/A" is only applicable where the municipality has a policy of not making payments in lieu of health benefits.</p>	

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	Please see Color Key at bottom of sheet for limits on answers	
Answer	Question	Comments
Personnel - PE		
26	No	The Fair Labor Standards Act (FLSA) is a federal law requiring that overtime pay must be paid for all hours over 40 hours in a work week except for those employees classified as exempt and thus not entitled to overtime. Management employees such as elected officials, managers/administrators, municipal clerks, CFOs, public works superintendents, police chiefs and other department heads are typically classified as having exempt status and thus not entitled to overtime pay. Other municipal employees may also be classified as exempt under the FLSA (you should consult with labor counsel for more detailed guidance). Exempt status would also preclude overtime pay for time worked during emergencies, attendance at night meetings and participation in training sessions. Compensated leave time in lieu of cash payments is considered to be a form of overtime pay unless such leave is utilized in the same pay period. <u>Does your municipality refrain from paying overtime to employees classified as exempt under the FLSA?</u>
	Yes	<u>For any employees covered by a collective bargaining agreement, has your municipality instituted a policy to not compensate said employees for sick leave accumulated after a certain date?</u> If such provisions were imposed by an arbitrator in binding arbitration but the municipality is seeking to eliminate such a contractual obligation through collective bargaining, your answer can be "N/A". If answering "N/A", the municipality must identify under "Comments" each such provision imposed by an arbitrator, along with the status of the collective bargaining negotiations to eliminate each such provision.
27	Yes	Has your municipality instituted a written policy to not compensate non-union employees for sick leave accumulated after a certain date?
28	Yes	Has your municipality adopted an ordinance, resolution, regulation or written policy eliminating longevity awards, bonuses or payments for non-union employees?

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)			
0905		<i>Please see Color Key at bottom of sheet for limits on answers</i>	
	Answer	Question	Comments
	No	<p>For any employees covered by a collective bargaining agreement, has your municipality eliminated all longevity awards, bonuses or payments for employees hired on or after a specified date, and refrained from increasing any longevity awards, bonuses or payments for employees hired before a specified date? The answer to this question can be "N/A" if such provisions were imposed by an arbitrator in binding arbitration but the municipality is seeking to eliminate such a contractual obligation through collective bargaining. If answering "N/A", the municipality must identify under "Comments" each such provision imposed by an arbitrator, along with the status of the collective bargaining negotiations to eliminate each such provision.</p>	
30	Yes	<p>Employee personnel manuals or handbooks serve as a valuable tool to convey a municipality's policies, procedures and benefits. Many insurance carriers encourage the adoption of such a document and offer discounted rates for their use. These publications should review employees' rights and obligations in areas ranging from discrimination, safety, violence, and harassment to vacation and sick days, holidays, use of township vehicles, smoking and political activity, among others. <u>Has your municipality adopted or updated an employee personnel manual/handbook by resolution or ordinance within the last five years?</u> If yes, please provide in the Comments section the date of the meeting at which the personnel manual was adopted or updated.</p>	Adopted by resolution on 10/19/16

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)			
0905	<i>Please see Color Key at bottom of sheet for limits on answers</i>		
Answer	Question		Comments
0	Select		
25	Yes		
4	No		
1	N/A		
30	Total Answered:		
26	Score (Yes + N/A)		
87%	Score %		
Chief Administrative Officer's Certification			
I hereby certify that the information provided in this Best Practices Inventory is accurate to the best of my knowledge.			Certification #(s)
Name & Title: Stephen Marks, Business Administrator			Date 10/21/16
Chief Financial Officer's Certification			
I hereby certify that the information provided in this Best Practices Inventory is accurate to the best of my knowledge.			Certification #(s) N-0362
Name: George DeStefano			Date 10/21/16
Municipal Clerk's Certification			
I hereby certify that the Governing Body of the City of Hoboken in the County of Hudson will discuss the CY 2016/SFY 2017 Best Practice Inventory as completed herein at a public meeting on November 2, 2016, with the Inventory results, and the certification thereof by the Chief Administrative and Chief Financial Officers, respectively, to be stated in the minutes of said public meeting.			Certification #(s) C-0380
Name: James Farina			Date 10/21/16

Best Practices Worksheet CY 2016/SFY2017

Hoboken City (Hudson)		
0905	<i>Please see Color Key at bottom of sheet for limits on answers</i>	
Answer	Question	Comments
	Red = "Yes"; "No"; "N/A answers permitted	
	Green = Only "Yes" and "No" answers permitted	
Question	Table of Weblinks	
5	http://www.fema.gov/national-flood-insurance-program-community-rating-system	
5	http://www.nj.gov/dep/floodcontrol/about.htm	
13	http://www.nj.gov/dca/divisions/dlas/fns/13/2013-3.pdf	
14	http://www.nj.gov/dca/divisions/dlas/fns/14/2014-09.pdf	
15	http://www.nj.gov/dca/divisions/dlas/fns/06/2006-21.doc	
17	http://www.nj.gov/comptroller/compliance/index.html	
18	http://www.nj.gov/dca/divisions/dlas/fns/16/2016-12.pdf	
21	http://www.nj.gov/dca/divisions/dlas/fns/15/2015-27.pdf	
24	http://www.nj.gov/dca/divisions/dlas/fns/10/2010-12.doc	
24	http://www.nj.gov/dca/divisions/dlas/fns/16/2016-10.pdf	

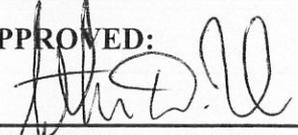
Hoboken, NJ			upon oath	2017	Mayor
Eric Osborn-Focht 1021 Park Ave Apt. 1R Hoboken, NJ	vacant	Regular Member	Immediately upon oath	Dec. 31, 2017	Term of Mayor

This resolution shall take effect **immediately** upon passage.

Meeting Date: November 2, 2016

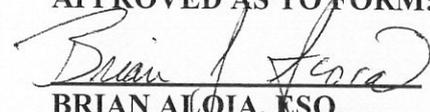
Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Giattino	/			

APPROVED:



STEPHEN D. MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:



BRIAN ALOIA, ESQ.
CORPORATION COUNSEL

CD2

INTRODUCED BY: [Signature]
SECONDED BY: [Signature]

**CITY OF HOBOKEN
RESOLUTION NO. _____**

**RESOLUTION AUTHORIZING THE CITY OF HOBOKEN TO
ACCEPT AND QUALIFY RESPONSES TO A REQUESTS FOR
QUALIFICATION ISSUED FOR HOTEL AND INDUSTRY
ANALYSTS TO THE CITY FOR A PERIOD OF ONE (1) YEAR
FOR A TERM TO EXPIRE NOVEMBER 2, 2017**

WHEREAS, it is occasionally necessary for the City of Hoboken to engage the services of a qualified firm and/or professional to perform professional planning services relative to potential hotel development within the City of Hoboken; and,

WHEREAS, the City issued a Request for Qualifications for a Hotel and Industry Analyst to the City, in compliance with the process for awarding a professional service contract pursuant to Hoboken Code §20A; and,

WHEREAS, the City's review team has determined that the below listed respondents to the RFQ provide the City with the best options for efficient and effective professional planning services relative to hotel development, through November 2, 2017, and are each qualified to be considered by the City Administration, if and when the Administration finds it necessary to engage the services of such respondent.

NOW, THEREFORE, BE IT RESOLVED, by the City Council of the City of Hoboken that the below listed respondents be and are hereby deemed qualified to be contracted to perform professional planning services relative to hotel development, as necessary, when determined by the Administration, through November 2, 2017:

Pinnacle Advisory Group
98 North Washington Street, STE 403
Boston, MA 02114

Cushman & Wakefield
1290 Avenue of the Americas
New York, NY 10104

CBRE Hotels
One Penn Plaza, Suite 1835
New York, New York 10119

HREC Hospitality Real Estate Counselors
202 8th Street, Suite 7A
Brooklyn, NY 1215

LWHA Hospitality Advisors

**A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.
AT A MEETING HELD ON: NOV 02 2016**

[Signature]
[Signature]
CITY CLERK

200 West 41st Street, Suite 805
New York, New York, 10036

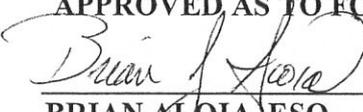
Meeting date: November 2, 2016

APPROVED:



STEPHEN D. MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:



BRIAN ALOIA, ESQ.
CORPORATION COUNSEL

Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	✓			
Peter Cunningham	✓			
Michael DeFusco	✓			
James Doyle	✓			
Tiffanie Fisher	✓			
David Mello	✓			
Ruben Ramos, Jr.	✓			
Michael Russo	✓			
President Jennifer Giattino	✓			

CITY OF HOBOKEN
Office of Corporation Counsel

DAWN ZIMMER
Mayor



BRIAN ALOIA
Corporation Counsel

To: Stephen D. Marks
Patrick Wherry
Juan Melli
Brandy Forbes

CC: Mayor Zimmer
Brian Aloia
Al Dineros

From: Alyssa Bongiovanni, Esq.

Re: Evaluation Results for: RFP 16-10 – Hotel & Industry Analyst

Date: November 1, 2016

Please be advised, that as of November 1, 2016, all evaluations for RFP 16-10- Hotel & Industry Analyst were received in the Law Department and reviewed. The evaluation results were as follows:

	Pinnacle Advisory Group	CBRE Hotels	Cushman & Wakefield	HREC Development Resources	LW Hospitality Advisors
Patrick Wherry	78	74	79	80	77
Juan Melli	100	100	94	93	95
Brandy Forbes	94	92	83	89	87
TOTALS:					

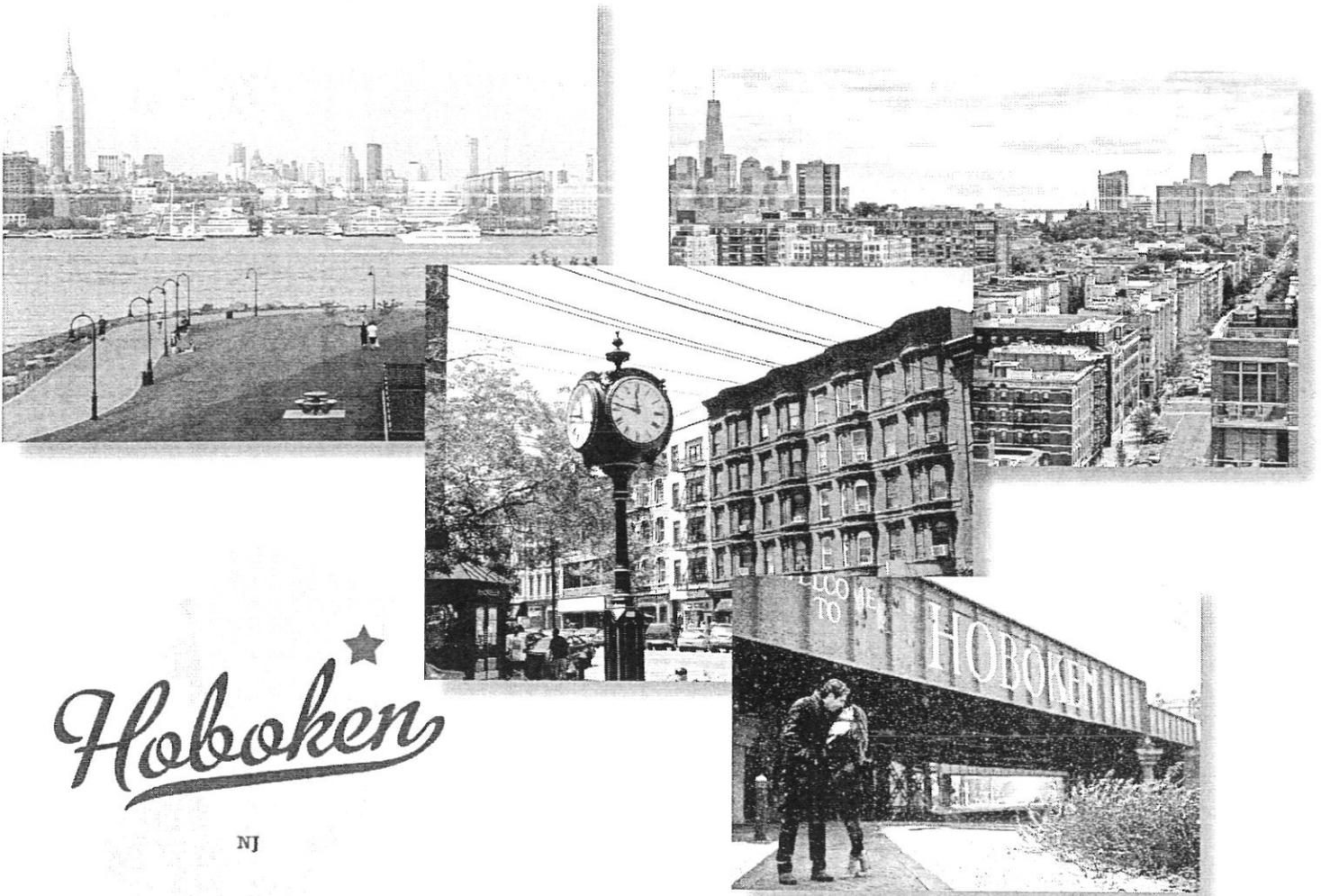
The administration is hereby authorized to review the above evaluation results and proceed to contract for the above services in accordance therewith. Thank you.

**94 Washington Street, Hoboken, NJ 07030
(201) 420-2057 Fax (201)792-1858**

PROPOSAL RESPONSE TO:

City of Hoboken, NJ
Request For Qualifications
RFP 16 – 10

RFQ – Professional Services – Hoboken Hotel and industry Analyst
Term: November 2016 through November 2017



Hoboken ★

NJ

PROPOSAL SUBMITTED BY:

HREC

■ HOSPITALITY REAL ESTATE COUNSELORSSM ■

DELIVERED TO:
Division of Purchasing
c/o City Clerk
Hoboken City Hall
94 Washington Street
Hoboken, NJ 07030

PROPOSAL SUBMISSION DATE:
Tuesday, October 25, 2016

October 25, 2016
City of Hoboken
Ms. Brandy Forbes AICP, PP
Director
Department of Community Development
94 Washington Street
Hoboken, NJ 07030

Re: City of Hoboken, NJ; RFP 16 – 10; RFQ – Professional Services – Hotel and Industry Analyst

Dear Ms. Forbes:

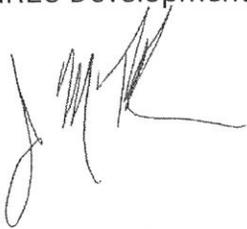
HREC appreciates the opportunity to be evaluated to serve the City of Hoboken. We are of the opinion that HREC fully satisfies the RFP/Q Requirements. Of those requirements:

- We have provided consulting and advisory services on more than \$2 billion of hotel projects for clients which had governmental authority approval, governmental ownership or utilized some form of tax-exempt financing with credit support from municipal balance sheets.
- Our assigned personnel for this engagement have MAI, CRE and Practicing Affiliate of the Appraisal Institute designations as well as significant academic and professional education in hospitality/real estate.
- We have demonstrable experience in providing the Requested Services in comparable situations and our Principals have significant experience working in the New York City metropolitan area.

Our **Management Plan**, on page 7 of this Qualifications Statement, details our understanding of the Scope of Work and contains our initial ideas on Engagement Approach.

Please do not hesitate to contact me directly at any time if you have any questions. My personal mobile phone number is 203.898.4361.

Sincerely,
HREC Development Resources



J. Mark Tobin
President

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PROPOSAL DOCUMENT CHECKLIST

(THIS CHECKLIST IS NOT A REQUIREMENT OF THE RFP/Q RESPONSE. IT HAS BEEN INCLUDED TO FACILITATE THE CROSS REFERENCING OF RFP/Q REQUIREMENTS TO THIS RESPONSE SUBMISSION.)

RFQ – Professional Services – Hoboken Hotel and Industry Analyst Term: November 2016 through November 2017

REQUIRED	SUBMISSION REQUIREMENT	PAGE
X	One (1) original, three (3) hard copies and one (1) electronic copy (CD OR USB) of submission	delivered 25 Oct; 11:30 a.m. EST
X	References (at least 5)	32–37
X	Proposal (use company format, ensure it addressed all tasking provided in the specifications)	—
X	Stockholder Disclosure Certificate	50
X	Non-Collusion Affidavit	51
X	New Jersey Business Registration Certificate	52–55
X	Mandatory Affirmative Action Language	56
X	Americans With Disabilities Act of 1990 Language	57
X	Proof of Insurance	58
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X	IRANIAN INVESTMENT ACTIVITY FORM	60
X	Nuclear-Free Hoboken Ordinance	61

EVALUATION CRITERIA

Request for Qualifications

RFP 16 – 10

**RFQ – Professional Services – Hoboken Hotel and Industry Analyst
Term: November 2016 through November 2017**

(THIS CHECKLIST IS NOT A REQUIREMENT OF THE RFP/Q RESPONSE. IT HAS BEEN INCLUDED TO FACILITATE THE CROSS REFERENCING OF RFP/Q EVALUATION CRITERIA TO THIS RESPONSE SUBMISSION.)

EVALUATION CRITERIA	POSSIBLE POINTS	PAGE REFERENCE
TECHNICAL CRITERIA		
Vendor’s qualification statement demonstrates a clear understanding of the scope of work and related objectives;	10	7
Vendor’s qualification statement is complete and responsive to the technical/RFQ requirements;	10	11–48
Vendor’s history and past performance of like projects;	15	24–31
MANAGEMENT CRITERIA		
Management plan, organizational chart and quality assurance/quality control “QA/QC” plan;	10	5–9, 22
Resumes of assigned personnel (principle-in-charge, project manager, professionals, technicians and staff);	10	14–21
Qualification (education, experience and credentials—licenses and certifications) of <u>assigned</u> personnel (principle-in-charge, project manager, professionals, technicians and staff);	15	14–21, 42–46
Favorable recommendations of references from similar projects;	10	32–37
Inclusion of Financial Statements (Independent Accountant’s Review Reports);	5	39
Proof (copies) of related licenses and certifications;	5	42–46
COST PROPOSAL		
Competitiveness of hourly rates of firm staff.	10	38
POINT TOTALS	100	

Management Plan

Please find below our understanding of the Scope of Work, our efforts to understand Related Objectives, and our suggested Engagement Approach.

SCOPE OF WORK

It is our understanding that real estate developers have made preliminary hotel development inquiries as well as hotel development proposals for projects within the City. These have included a proposed hotel development in Ward 1 at the site of the U.S. Post Office.

Discussion has occurred at City Council relative to the type of assistance the City may require in reviewing these proposals. This has generated mixed opinions regarding the need for retaining expert hotel real estate advisory services.

The RFP/Q seeks a lodging real estate professional services firm. It seeks capabilities and experiences ranging from pre-development feasibility activities, to market-appropriate hotel brand identification and franchise/brand operations management selection. It requires capabilities and experience in assessing and analyzing hotel development and hotel operations pro forma's. It also requires capabilities and experience in examining and analyzing each of the elements described above as they may affect a hotel real estate investment.

Given the dynamic nature of the City's current needs to review hotel development proposals, it is likely that a Scope of Work suitable for contracting purposes will be determined in conjunction with the completion of some form of initial services to be provided by the RFP/Q's described "Hotel and Industry Analyst".

We have suggested a potential direction for these initial services in the Engagement Approach section below.

RELATED OBJECTIVES

We have sought to educate ourselves, relative to a "probable scenario" Scope of Work, with other City of Hoboken's objectives. Our efforts have included but have not been limited to:

- Informally discussing proposed hotel and other developments in Hoboken, both in person and by telephone, with City Council members and Community Development professionals;
- Reviewing current and past City of Hoboken documents such as the Master Plan, Reexamination Reports, and the Southwest Hoboken Redevelopment Plan;
- Reviewing of Community Development activities;
- Reviewing City-wide news regarding Cultural Affairs, Environmental Services, Public Safety, Recreation and Human Services;
- Reviewing the CY2015 Municipal Budget;
- Performing other informal, low sample size, personal surveys.

We have also sought to develop an initial understanding of local market lodging metrics. This has included:

- An initial evaluation of the hotel supply in surrounding markets that may impact lodging performance in Hoboken;
- An initial review of lodging demand to include:
 - current and anticipated individual business demand;
 - current and anticipated leisure travel demand;
 - Current and anticipated corporate/association group business and SMERF (social/sports, military, educational, religious, fraternal) demand.

ENGAGEMENT APPROACH

We do not intend to approach the engagement as a static endeavor in which objectives are “cast in stone” with a set time line and a schedule of deliverables finalized at the time of contract execution. It is our opinion that this type of approach tends to not fully satisfy the type of lodging real estate objectives the City of Hoboken seeks to achieve. However, we do believe that an engagement structure can be created that has a mutually agreed upon framework from which a contractual relationship can be formed. That framework must be flexibility and recognize that there will likely be an ongoing dynamic between the City, hotel developers, and other public and private entities over the course of the engagement term.

Initial Meetings with Council Members

Within the first week of being engaged, we would seek to meet with each of the City Council members. We would ask that the City entity which shall administer HRECs’ contract schedule these initial meetings. The purpose of these meetings will be to seek to understand the perspective of commercial and residential constituencies within the City. More specifically, we will carefully listen to City Council members in order to understand perceptions about the impact an increased lodging real estate business presence will have on the City. It is our opinion that fully vetting these opinions is an important first step towards any collaborative community development solution.

Initial Meeting with Developer of Hotel Project

Within two weeks of being engaged, and with the assistance of HREC’s City contact, we would seek to meet the developer of the U.S. Post Office site in Ward 1. It would be our intent to have this meeting as soon as practically possible after meeting all City Council members. We would attend the Developer meeting with other City representatives as directed. We would prepare an agenda for that meeting that would be approved by HREC’s City contact. Our initial opinion regarding a desired outcome for that meeting would be to colloquially understand the market and economic rationale for the proposed hotel development. We would prepare a written report of approximately 3 or 4 pages of our findings and opinions. This report would be issued only as a draft report. Further, we will meet with City representatives who desire a face to face briefing. We would ask that those meetings be scheduled and managed by HREC’s City contact.

Examination of Existing Documentation

We have no knowledge regarding information the City may have already received about the development at the U.S. Post Office site in Ward 1. More specifically, information that would relate to work the developer has prepared or has had performed by third parties. This may include market studies, feasibility studies, development budget pro formas, hotel operations pro formas or any form of return on investment analyses. If any such documentation is available, we would perform an initial review of these docs. We would prepare a written report of approximately five to seven pages of our findings and opinion. We would utilize market data on the primary and secondary markets, as well as data on hotel brand segments, as part of that report. This report would be issued only as a draft report. We will meet with City representatives who desire a briefing. We would ask that those meetings be scheduled and managed by HREC’s City contact.

Refine Scope of Work

It is likely that a higher level of formative assessment will exist about the City’s direction at the conclusion of the above activities. As a result, it is also likely that further discussion will occur at the City Council the outcome of which cannot be currently determined. There likely will be a breadth of opinion about how to proceed. In addition, the level of cooperation that the developer will provide through-out these necessary processes cannot be currently assessed.

Many potential directions may emerge. Our experience suggests that the four most likely outcomes to surface will likely be:

- Producing a traditional feasibility study based on the proposed hotel development, with comparisons to hotels in the primary and secondary markets, and projected financial performance of the proposed hotel development at the U.S. Post Office site;
- Producing a higher level treatise which explores alternative business models relative to that proposed by the developer. This type of deliverable will likely involve identifying other first tier, national hotel brands available

for the site, and other complimentary mixed use components to the development, and would include financial comparisons and analyses of these alternatives to the proposed development;

- Utilizing HREC professional hours on an ad-hoc basis as hotel development issues arise which require transaction counseling services. This approach may include assisting in negotiations on various zoning, development and financing subjects; participating in developer and City constituency meetings and providing counseling regarding direction and "next moves"; performing "one off" analyses with subject appropriate deliverables.
- Accept hotel developer proposals "as is".

Over the course of the one year contract period, there are likely a number of related services which the City may request of HREC. These may include but not necessarily be limited to:

- Providing similar services to other site specific hotel developments other than the U.S. Post office site;
- Assisting the City in formulating initiatives to attract hotel/hospitality related developments;
- Providing various forms of assistance in marketing sites for specific hotel/hospitality real estate uses.

QUALITY ASSURANCE PLAN

As a professional services firm, we fully understand the critical need of providing qualified personnel and delivering quality services. We have established processes and procedures for measuring performance to ensure the quality, accuracy, and timeliness of our services. The purpose is to exceed contractual requirements and customer expectations.

Our efforts are based on lessons learned and focuses on proactive identification, mitigation of problem areas, and corrective actions. We execute our efforts aggressively in order to ensure full compliance with the RFP/Q requirements, deliverable schedule, the City of Hoboken's expectations, and HREC's standard of customer service. Our experience while performing tasks of similar size and scope has demonstrated that a successful effort must address:

- Quality and Timeliness
- Business Relations

Quality and Timeless

HREC maintains management control and visibility of all professional services throughout the period of performance to ensure that all requirements of the contract are accomplished on schedule and are consistent with contractual standards of performance. To ensure the highest level of visibility, a senior level executive is assigned. The senior level executive oversees performance to ensure that it exceeds the customer's expectations.

CONTROL ACTION	EVALUATION FACTORS	FEEDBACK MECHANISM OPTIONS
<i>Quality and Timeliness</i>	<ul style="list-style-type: none"> • Compliance with contract requirements • Quality of work product submission • Subject competency excellence 	<ul style="list-style-type: none"> • Weekly report and review • Weekly client feedback • Weekly report and review • Client feedback at each submission • Daily interaction between principals and engagement participants.

Business Relations

HREC brings significant capability to the customer by incorporating an ongoing approach to client communication to ensure continuity of effort, performance consistency, and high-quality outcomes

CONTROL ACTION	EVALUATION FACTORS	FEEDBACK MECHANISM OPTIONS
<i>Business Relations</i>	<ul style="list-style-type: none">• Create strategies to serve customer and remain responsive to contract requirements• Prompt notification of problems and application of effective solutions to proactively identify and resolve problems and prevent recurrence	<ul style="list-style-type: none">• Regular meetings between engagement professionals and client• Recommend and discuss solutions during weekly management and contract interchange meetings• Weekly meetings with senior level executives to review status and solicit ideas

Professional Information and Qualifications (Qualifications Statement)

FIRM NAME & DESCRIPTION:

HREC®

■ HOSPITALITY REAL ESTATE COUNSELORSSM ■

HRECSM was formed in 1996. We have grown substantially since being founded and today we are considered one of the lodging industries premier lodging real estate advisory organizations.

HREC's principals are true industry insiders that have committed their entire careers to the hotel industries. The principals of HREC have personal histories that include successful professional experiences as hotel investors, developers, franchisees, operations managers, asset managers, transaction counselors, investment bankers and debt & equity lenders. Our clients benefit directly from the breadth of expert competencies that come from these experiences.

HREC is comprised of three closely integrated business units:

HREC®

■ HOSPITALITY REAL ESTATE COUNSELORSSM ■

Hospitality Real Estate CounselorsSM is widely recognized as one of the nation's pre-eminent hotel consulting firms. It has provided services to more than 1,000 hotel clients. It has performed numerous litigation support engagements that have required testimony as experts.

HREC Development ResourcesSM

■ HOSPITALITY REAL ESTATE COUNSELORSSM ■

HREC Development ResourcesSM is a highly regarded asset advisory specialist that maintains a proven, outstanding track history in asset advisory services on more than \$2 billion of hotel assets to municipalities and governmental agencies, institutional and corporate entities.

HREC Investment AdvisorsSM

■ HOSPITALITY REAL ESTATE COUNSELORSSM ■

HREC Investment AdvisorsSM serves as the firm's investment banking arm and has a confirmed track history in property brokerage, equity raises and debt funding. With 17 offices nationwide HREC IA has represented over \$15 billion of closed transactions and placed over \$7.5 billion of hotel debt.

HREC Principals have:

- Asset management and development management experience on over \$3 billion in hotel real estate assets that has included single asset experience with individual, corporate and quasi-governmental ownership entities as well as debt/equity portfolio management for institutional investors.
- Published over 75 articles on the hospitality industry, lectured extensively to more than 30 of the nation's premier real estate organizations and educational institutions and have been quoted as hotel experts in more than 45 different publications.

PRINCIPALS PLACES OF BUSINESS AND RELATED INFORMATION:

HREC has offices in 17 locations in the United States. The two principal offices that will be utilized for the engagement are in Brooklyn, NY and Denver, CO. The physical location of these offices are:

HREC Development Resources

202 8th Street; suite 7A
Brooklyn, NY 11215
(o) 303.267.0057 ext 103
(f) 888.393.5976

HREC

6400 S. Fiddler's Green Circle
Suite 1730
Greenwood Village, CO 80111
(o) 303.267.0057
(f) 303.267.0105

PROFESSIONALS WHO WILL BE ASSIGNED TO WORK WITH THE CITY:

The professionals which will be utilized include:

Michael Cahill, MAI, CRE

Mark Tobin, CRE – Mr. Tobin will be the primary contact with the City

Brett Silverstein

Support and administrative personnel shall provide additional services as necessary.

Please find the resumes for these individuals on the following pages.

Professional Qualifications: Michael Cahill, CRE, MAI, FRICS, CHA

Employment

- HREC – Hospitality Real Estate Counselors. 1994 to present – **CEO/Founder** - Provides specialized consulting services exclusively to the lodging and gaming industries including real estate and business valuations, market, impact and feasibility studies, litigation/expert testimony support, asset management, development assistance and investment analyses.
- HREC Investment Advisors. 2002 to present – **Principal/Co-founder** in a lodging investment banking firm specializing in real property transactions, mortgage brokerage and third-party equity investment.
- HREC Development Resources. - 2002 to 2015 – **Principal/Co-founder** in a third-party hotel advisory services firm providing development counseling to hotel investors and tax-exempt bond financing to municipalities.
- Microtel Franchise & Development Corporation/Hudson Hotels Corporation – 1987 to 1999 – **Founder/Member of the Board of Directors** - Hudson Hotels is a national, publicly (NASDAQ-OTC) held, full-service hotel ownership, management and development company. Hudson Hotels Corporation was a joint venture partner with US Franchise Systems in the worldwide franchising of Microtel Inns. Michael Cahill is one of the original co-founders of the Microtel hotel brand and concept.
- HVS Executive Search - 1992 to 1994 - **Co-founder** – Established the lodging and gaming executive search division of this international consulting organization
- HVS International (Hospitality Valuation Services), Mineola, New York - 1984 to 1994 - **Senior Vice President** – Senior level executive in the New York office of this international lodging consulting and valuation organization
- Hyatt Hotels Hawaii - 1983- Hotel **Management Trainee**, Hyatt Waikiki



Professional Designations

- The Counselors of Real Estate – **CRE** Designation (#10881)
- Appraisal Institute - **MAI** Designation - (#9658)
- Fellow, The Royal Institution of Chartered Surveyors – **FRICS** Designation – (#1250847)
- Educational Institute of the American Hotel and Lodging Association: Certified Hotel Administrator - **CHA** Designation
- State Certified General Real Estate Appraiser (#CG40001600) - Colorado
- State Certified General Real Estate Appraiser (#46-10963) - New York
- Real Estate Broker Associate (#EA40043842) – Colorado Real Estate Broker

Professional Memberships

LIIC – Lodging Industry Investment Council (co-chairman 2000 to present)
ILFC – International Lodging Finance Council (co-chairman 2005 to 2011)
Cornell Hotel Society
Cornell University Real Estate Council
Cornell Football Association
Colorado Hotel and Lodging Association
Metropolitan Denver Hotel Association
American Hotel & Lodging Association
National Association of Realtors – Institute Affiliate

Education

BS - School of Hotel Administration, Cornell University

Academic All-America Football Player, Offensive Tackle - 1983

Appraisal Institute - Completed all coursework for MAI designation

Course 1A1 - Real Estate Appraisal Principles
Course 1A2 - Basic Valuation Procedures
Course 1BA - Capitalization Theory and Techniques, Part A
Course 1BB - Capitalization Theory and Techniques, Part B
Course 2-1- Case Studies in Real Estate Valuation
Course 2-2 - Report Writing and Valuation Analysis
Course 2-3 - Standards of Professional Practice
Understanding Limited Appraisals & Appraisal Reporting Options: General
Litigation Skills for the Appraiser - An Overview
Reviewing Residential Appraisal Reports – 2006

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Uniform Appraisal Standards for Federal Land Acquisitions – 2006 (Appraisal Institute)
 Appraising Historic Preservation Easements – 2008 (Appraisal Institute)
 Condemnation Appraising: Principles and Applications – 2010 (Appraisal Institute)
 International Financial Reporting Standards for Appraisers – 2012 (Appraisal Institute)
 New York University, The Real Estate Institute

Annual attendance at lodging and gaming industry related conferences, seminars, lectures and trade shows.

Appearance as a Lodging/Gaming Expert Witness

- Board of Property Tax Appeals, City of Madison, Wisconsin
- United States Bankruptcy Court, Eastern District of Louisiana (Le Meridien Hotel, New Orleans; deposition)
- United States District Court, District of Massachusetts (Holiday Inn, Tulsa; deposition)
- United States District Court, Western District of New York (Microtel lodging concept; jury trial)
- Fifth Judicial Circuit Court, State of South Dakota (proposed Super 8 hotel, Barstow, CA; deposition, jury trial)
- District Court, County of Arapahoe, State of Colorado (deposition)
- Heyde vs Oh, Minneapolis, Minnesota (Park Inn & Suites, Shakopee, MN; arbitration testimony)
- District Court, Water Division No. 1, State of Colorado (gaming market analysis, Central City, CO; testimony)
- The Soffer Group vs Noble House Limited, et al, Miami, Florida (Turnberry Isle Resort, FL; arbitration testimony)
- DIJO, Inc. vs. Hilton Hotels, Inc. et al; U.S. District Court for Northern District of Mississippi (proposed hotel – Grand Casino; deposition)
- Superior Court of the State of California, County of San Mateo (Homewood Suites SFO; deposition)
- 116th District Court, Dallas County, Texas (Former Holiday Inn, Kansas City Airport; deposition, trial testimony)
- United States Bankruptcy Court, Northern District of Texas (Comfort Inn Denver North; testimony, 2012)
- State Tax Commission of Missouri (River City Casino, St. Louis; deposition, 2012)
- St. Louis County Board of Equalization (Harrah's St. Louis Casino; testimony, 2012)
- Indiana Board of Tax Review (Ameristar Casino, East Chicago; deposition, 2013)
- State Tax Commission of Missouri (Ameristar St. Charles, MO, testimony, 2013)
- State Tax Commission of Missouri (Harrah's Maryland Heights, MO, testimony, 2013)
- International Court of Arbitration of The International Chamber of Commerce (Setai Resort & Residences, Miami, FL, 2013)

Published Quotes as a Lodging/Gaming Expert – List of Periodicals

- | | |
|---|--|
| <ul style="list-style-type: none"> • AAHOA Lodging Business • ABA Banking Journal • AH&MA Reports – Industry Update • The Arizona Republic • Baltimore Business Journal • Barron's • The Boulder County Business Report • BisNow.com Real Estate • Buffalo News • Businessden.com • Business Travel News • CasinoGaming.com • Caterer & Hotelkeeper • Central New York Business Journal • Cincinnati Enquirer • Club Industry Magazine • Colorado Biz Magazine • Colorado Real Estate Journal • Commercial Property News • The Courier-Journal (Louisville, Kentucky) • The Cornell Hotel and Restaurant Administration Quarterly • Crain's Detroit Business • The Daily Camera - Boulder • The Denver Business Journal • The Denver Channel.com • Denver Daily News • The Denver Post • The Des Moines Register • Florida Hotel & Motel Journal • 4Hoteliers.com | <ul style="list-style-type: none"> • GlobeStreet.com, Real Estate is our Domain • HospitalityNet360.com • Hospitalitynet.org • HotelAssets.com • Hotel Business • Hotel Investment News • Hotel Management magazine • Hotel & Motel Management • HotelExecutive.com • Hotel Journal, Inside Real Estate • Hotelie Magazine – Cornell Hotel School • Hotel Law Blog • Hotels International • Hotelinteractive.com • Hotels' Investment Outlook • HotelNewsNow.com • HotelNewsResource.com • HotelMotel.com • Hotel Supply Resource • Hospitality World Network.com • Indianapolis Business Journal • The Indianapolis Star and News • Investor Business Daily • Las Vegas Review-Journal • Lodging Magazine • Lodging Hospitality magazine • Los Angeles Daily News • Loveland Daily Reporter Herald • Meeting News • Meetings East • Meetings South |
|---|--|

Examples of Corporate and Institutional Clients Served

American General Hospitality
Amstar Group Ltd
Arthur Andersen LLP
Ashford Hospitality Trust
Bank of America
Bank of Nova Scotia
Bank of Scotland
Bank of Sun Prairie
Bank of Tokyo, Ltd
Bankers Trust Company
Bank One
Cabazon Band of Mission Indians
Capital Holding Corporation
CapStar Hotel Company
Carlson Real Estate
CB Richard Ellis
Caesars Entertainment, Inc.
CDC Mortgage Capital, Inc.
Cendant Corporation
Centerline Servicing, LLC
Chase Manhattan Bank, N.A
Chemical Bank Realty Group
CIBC
Citibank, N.A.
Citicorp Real Estate
City of Blackhawk, CO
City and County of Denver, CO
City of Detroit, MI
City of East Chicago (Assessor), IN
City of Kenner, LA
City of Minneapolis, MN
City of North Andover, MA
City of Pensacola, FL
City of South San Francisco, CA
City of Westminster, CA
CNL Hospitality Corporation
Colony Investments
Commercial Capital, Inc.
Concorde Gaming
Conventions, Sports & Leisure (CS&L)
Coventry Development, Inc.
Cook Group Incorporated
Coopers & Lybrand L.L.P.
Cornerstone Advisors
Corporex Companies
Criimi Mae Services, LP
CW Capital
Deutsche Bank Securities (DB Real Estate)
Denver Convention & Visitors Bureau
Denver Urban Renewal Authority (DURA)
Dewey Ballantine
Dismore & Shohl, LLP
DLA Piper Rudnick Gray Cary US LLP
Drexel Burnham Lambert
Doubletree Inns, Inc.
East West Partners
Escambia County, Florida
Faegre & Benson LLP
Federal Deposit Insurance Corporation
Felcor Lodging Trust
First Boston Real Estate and Development Corp.
First Hospitality Group
First National Bank of Chicago
First Savings of New Hampshire
First Tennessee Bank
First Western Bank
Focus Properties
Fremont Investment & Loan
FTI Consulting
Gateway Development Group
Banque Indosuez
Bartelsville, Oklahoma Chamber of Commerce
Bass Hotels & Resorts
Beach Community Bank
Bear Stearns
Bickell & Brewer
Bilzin Sumberg Dunn Baena Price & Axelrod
Blackstone
Boykin Lodging Company
Bristol Hotels & Resorts
Bryan Cave LLP
BWAB
C III (receiver)
C. Itoh Realty Services
Guaranty Bank & Trust
Hampton Inns, Inc.
Hardin Construction
Harrah's Casino Hotels
Hart Hotels
Hellmuth, Obata & Kassabaum, Inc. (HOK)
Highpointe Hotel Corporation
Hilton Gaming Corporation
Hodges Ward Elliott, Inc.
HOK Architects
Holiday Hospitality
Holiday Inns, Inc.
Home Savings of America
Hospitality Capital Group
Hyatt Hotels Corporation
The Hotel Group
Hotel Investors Trust
Hotels of Distinction, Inc.
Hudson Hotels Corporation
Iowa Community Betterment Foundation
ING Clarion Partners
ING Investment Management
Innisfree Resorts
Intercontinental Hotels Group
JER Companies
Joseph Freed & Associates
Kahler Realty Corporation
The Keating Group
KeyBank
Kroger Gardis & Regas, LLP
Kuilima Resort Company
Lansing Entertainment and Public Facilities Authority (LEPFA)
Larimer Square Management, Inc.
LaSalle National Bank
Lehndorff Canada
Lennar Partners
Liberty Real Estate Corporation
Lichtenfels, Pansing & Miller, PC
Lincoln National Life
LNR (receiver)
Lodgian, Inc.
Macquarie Securities
Magnolia Hotels
Marriott Corporation
Matrix Capital Bank
Megabank (Compass Bank)
Meridien Hotels
Merrill Lynch Capital Markets
Metro International
Microtel Franchise and Development Corporation
Miller Global Properties, Inc.
Miller Schroder Financial Inc.
Minneapolis Airport Commission
Minneapolis Community Development Agency
MMA Realty
Molinaro Koger, Inc.
Morgan Stanley Realty
Nexus Group – Property Tax Consultants

Current as of October 2016

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■ HOSPITALITY REAL ESTATE COUNSELORSSM ■

Professional Qualifications: J. Mark Tobin, CRE

Mark Tobin has been a lodging real estate professional for more than 25 years. His experiences have spanned a breadth of investment management successes including institutional debt/equity portfolio management, large scale public-private partnerships and single asset luxury resorts. These experiences have been highlighted by opportunities with large-scale and high profile assets that have required proven expertise in the areas of transaction counseling, asset management, development management, and asset advisory services.



Work History

- HREC Development Resources; Denver, CO; 2002 to present – Principal - Provides specialized transaction counseling, asset management, development management and asset advisory services exclusively to the lodging real estate industry. Focuses on proactive value creation and value enhancement activities to improve ownership leverage, control and investment returns. Successful experiences in “difficult” projects include assignments in ownership representation, development management, transaction counseling, bankruptcy related activities and operations management transitions.
- Hotel Investment Partners; Stamford, CT; 1998 to 2002 - Principal - Provided development management and asset management activities for luxury resort and large-scale hotel lodging operations. Clients included individuals and pension fund entities with lodging equity interests. Services included asset and operations advisory services, transaction counseling services, development management, related debt & equity investment analysis and due diligence activities.
- MONY Real Estate Investment Management; New York, NY; 1991 to 1998; ARES Realty Capital, Inc.; Stamford, CT; 1994 to 1996 – Vice President – Developed lodging investment management operations; managed equity position consisting of 4,200 keys with a market value of \$500 million; debt position consisted of \$75 million. Responsible for all strategic, operating, underwriting and capital activities. Increased net operating income by 260%, net cash flow yields by 450% over 6 year period. Responsible for 30% of the company’s real estate EBITDA.
- Stephen W. Brener Associates, Inc.; New York, NY; 1988 to 1991 – Senior Associate – Performed consulting and asset management activities on over \$1 billion of hotel real estate debt and equity for numerous institutional, corporate and quasi-governmental agencies. Provided services in various areas of hospitality operations, development and finance.
- The Hospitality Group, Inc.; Walnut Creek, CA; 1985 to 1987 – Consultant – Developed and implemented operating systems in hotel. Implemented forecasting, labor management, cost and operational control systems for all hotel departments.
- Earlier lodging industry employment; 1980 to 1985; various operations management positions.

Education

- Graduate studies; William F. Harrah College of Hotel Administration; University of Nevada Las Vegas; Las Vegas, Nevada
- Bachelor of Science; Business Administration; Norwich University; Northfield, VT
- Professional Diploma in Real Estate Investment Analysis; New York University Real Estate Institute; New York Realty Foundation scholarship recipient
- Various industry related professional course work at Cornell University School of Hotel Administration, the New York University Real Estate Institute and the Urban Land Institute

Professional Memberships

- Counselor of Real Estate ("CRE")
- Hospitality Asset Managers Association
- Urban Land Institute; Public/Private Partnership Council

Examples of Governmental Clients Served

- U.S. Department of Labor; Washington, D.C.
- The Port Authority of New York & New Jersey; New York, NY
- Washington Convention Center Authority; Washington, D.C.
- Broward County, FL
- Kansas City, MO
- Massachusetts Convention Center Authority; Boston, MA
- City of Charlottesville, VA
- Denver Urban Renewal Authority, CO
- Georgia International and Maritime Trade Center Authority; Savannah, GA
- City of Bay City, MI
- Downtown Redevelopment Authority; Vancouver, WA
- City of Coralville, IA
- Village of Lombard, IL
- City and County of Denver, CO
- Mississippi Coast Coliseum and Convention Center; Biloxi, MS
- City of South San Francisco, CA

Examples of Corporate and Institutional Clients Served

- U.S. Dept of Labor/Plumbing & Pipefitters Pension Fund
- ING Clarion
- Deutsche Bank
- Piper Jaffray Corporation
- Skadden, Arps, State, Meagher & Flom, LLP
- AON Benefits Consulting
- Silverstein Properties, Inc.
- Metropolitan Life Insurance Co.
- Mutual Benefit Life Insurance
- Bilzin Sumberg Dunn Baena Price & Axelrod LLP
- Sumitomo Realty

Examples of Lodging Industry Properties Served

- Westin Denver International Airport Hotel, Denver, CO
- Diplomat Resort & Country Club; Hollywood, FL
- Hyatt Regency Sacramento; Sacramento, CA
- Ritz-Carlton Hotel, Spa & Casino; San Juan, PR
- Pointe Hilton Resort At Tapatio Cliffs; Phoenix, AZ
- Hyatt Regency Denver Convention Center; Denver, CO
- Brown Palace Hotel; Denver, CO
- Marriott World Trade Center; New York, NY
- Omni Charlottesville; Charlottesville, VA
- JW Marriott Camelback Resort; Paradise Valley, AZ
- Sheraton Smithtown; Smithtown, NY
- Richmond Marriott; Richmond, VA
- Doubletree Suites; New York, NY

Examples of Expert Testimony Engagements

- Federal Bankruptcy Court; Miami, FL: lodging asset management; financing issues
- Federal Bankruptcy Court, New York, NY: hotel operations; debt financing issues
- Federal Bankruptcy Court, Sacramento, CA: debt financing & valuation issues

Professional Qualifications: Brett I. Silverstein



Employment

- Hospitality Real Estate Counselors, Inc. – 3/15 to present – **Associate** – Provides specialized consulting services exclusively to the lodging and gaming industries including real estate and business valuations, market impact and feasibility studies, litigation support and investment analysis.
- Destination Hotels and Resorts, Greenwood Village, Colorado – 12/13 to 1/14 – **Business Development and Acquisitions Extern** – Shadowed members of the Business Development and Profit Optimization teams, helped critique, analyze and develop current investment model; assisted with development of market studies and impact related assessments.
- Fairmont Hotels and Resorts, Boston, Massachusetts – 3/12 to 4/13 – **Front Office Supervisor** – Provided friendly, genuine and engaging guest service, helped set-up and organize room inventory; assisted in setting and upselling rates and room categories based on current and historical occupancy; resolved guest issues including billing, service, and room complaints; trained new and current colleagues on property management systems including extensive work with OPERA.
- Basin Harbor Club, Vergennes, Vermont – 5/10 to 11/11 – **Sales Coordinator** – Organized, sold, and planned family reunions, bus tours, and corporate activities; led site tours for prospective clients; performed extensive work with Host and Delphi Software.

Education

Cornell University,

School of Hotel Administration, Masters of Management in Hospitality- Hospitality Real Estate and Finance, May 2014

University of Vermont,

Bachelor of Science, Accounting, May 2011

Bachelor of Science, Resort Management, May 2011

Appraisal Institute

- Basic Appraisal Principals
- Basic Appraisal Procedures
- USPAP
- Business Practice and Ethics
- Real Estate Finance Statistics and Valuation Modeling
- General Appraiser Income Approach

Professional Licenses and Affiliations

Practicing Affiliate of the Appraisal Institute

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Lodging Facilities Appraised or Analyzed

Colorado

- the Curtis Hotel, a DoubleTree by Hilton, Denver
- Proposed Independent Hotel, Denver
- Proposed Tribute Hotel, Denver
- Proposed Independent Hotel/Condo, Telluride
- Proposed Independent Hotel, Trinidad
- Proposed Select/Limited Service Hotel, Trinidad

Indiana

- Belterra Casino Resort, Florence

New Jersey

- Proposed Pestana Hotel, Newark

Missouri

- InterContinental Kansas City at The Plaza, Kansas City
- Courtyard by Marriott, Springfield
- Residence Inn, Springfield
- Embassy Suites, St. Charles

South Dakota

- Proposed Home2Suites, Rapid City

Tennessee

- Embassy Suites, Franklin

Texas

- Renaissance, Richardson

Wyoming

- TownePlace Suites, Cheyenne
- Proposed Autograph Hotel, Jackson

Management Chart of the HREC Professional Team



Professional Engineers Assigned to Engagement

The RFP/Q requires no licensed professionals to perform its services.

However, the Nature of Services section, on page 20 of the RFP/Q, states that, "The successful individual or firm should employ individuals with Counselor of Real Estate (CRE) or Member of Appraisal Institute (MAI) certification."

HREC has assigned three persons to the City of Hoboken engagement of which two (2) are CRE's. These persons are Mark Tobin and Michael Cahill. One of these CRE's is also an MAI. This person is Michael Cahill. The third person is a Practicing Affiliate of the Appraisal Institute. This person is Brett Silverstein. In addition, each of these individuals has significant academic and professional education in hospitality/real estate.

The resume for these individuals is in the Table of Contents section entitled "HREC Professional Who Will Be Assigned to Work with the City".

The CRE and MAI information on our team members can be verified at the web sites of these two organizations. The web addresses are:

Counselors of Real Estate (CRE)

<https://www.cre.org/find-a-cre/>

Appraisal Institute

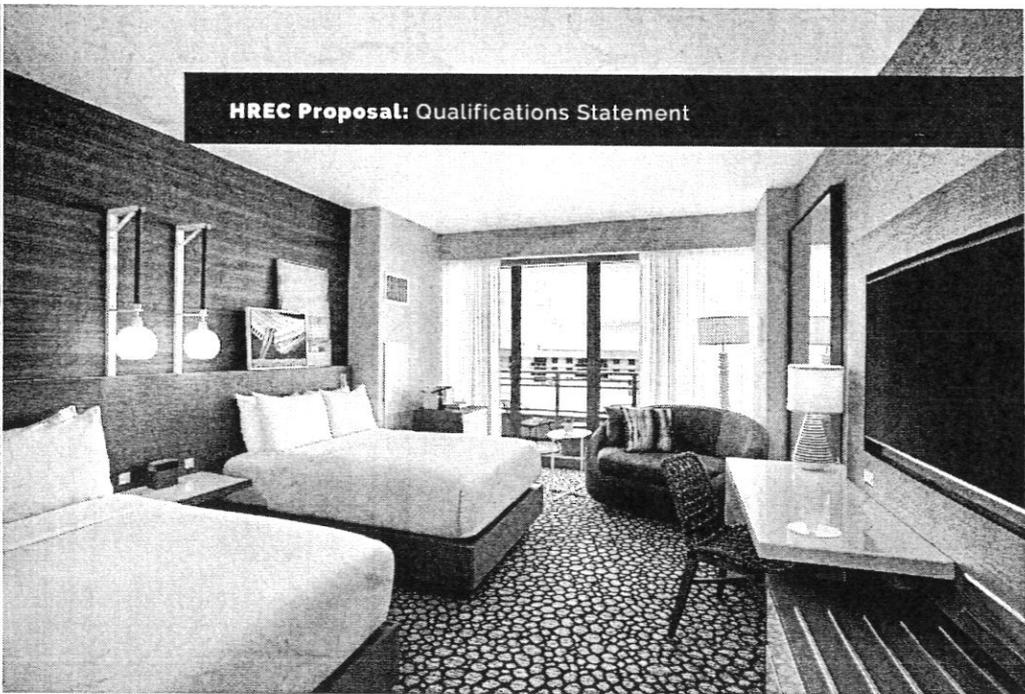
<http://www.myappraisalinstitute.org/findappraiser/>

The web page info on these CRE and MAI professionals has been printed out and has been included in this Proposal in the Table of Contents section entitled, "Nature of Services Preference for CRE and MAI Designations".

Experience Related to Providing Stated Professional Services to Public Entities

This section includes the Qualification Statement Requirement of providing:

“Experience Related to Providing Stated Professional Services for Public Entities”,
noted on the bottom line of page 20 of the City of Hoboken RFP/Q, and;
Providing “No Less than Three (3) Examples of Your Record with Similar Other
Municipalities or Public Agencies Within the Last Five Years”;
noted on line 3 of page 21 of the City of Hoboken RFP/Q.



The Westin Diplomat Hotel & Resort Hollywood, Florida

The U.S. Department of Labor was providing oversight of the asset through an ERISA related “takeover”. Our client was the Independent Named Fiduciary retained by the Department of Labor.

The property is a large-scale mixed use development project consisting of a stand-alone 215,000-square foot convention center, twin hotel towers containing 1,000 keys, a separate 60-key country club hotel with 11,000 square feet of meeting space, 18-hole golf course, 30,000-square foot spa, six food & beverage outlets, 52,000-square foot retail component and a 2,600-stall parking garage.

Duties included:

- Served as the primary advisor to the Independent Named Fiduciary on all matters relating to the lodging operating business, as well as on numerous development-related matters. Provided certain advisory services relative to securing debt and equity financing. Directed the managing agent selection process; provided input on criteria, qualifications and potential candidates. Advised operations executive committee in ongoing operations, personnel and ownership issues. Provided input as to management contract issues. Assisted in valuation of various equity issues relative to management contract rights. Managed RFP process and negotiations with prospective hotel management companies.
- Developed objectives for competitive market analyses, sales goal generation, sales organization structure, sales and marketing activity. Assessed marketability as to estimated market supply and demand as well as intended segmentation. Evaluated hotel brand alternatives and operations management companies. Managed focus group activity in major markets to define group market positioning. Reviewed proposed and in-place systems to include management information systems, labor management systems, sales and marketing systems, maintenance systems and risk management programs.
- Prioritized hotel-related development challenges relative to project schedule and critical path. Identified value-engineering opportunities of greatest economic impact. Reviewed spatial planning, design development specifications and hospitality-related design documents. Evaluated and revised product and services contracts for design development, design element and furniture and equipment procurement. Made recommendations for project modifications including revisions to back-of-the-house storage, circulation and employee facilities, guest floor layout to include service areas, guest service areas including check-in, lobby, front desk, food outlets, kitchen areas, laundry facilities and exterior recreational areas.

Hyatt Regency Denver at the Colorado Convention Center Denver, Colorado

The client was the City and County of Denver. The owner is a municipally organized non-profit corporation established as an Authority to be a single purpose, single asset, bankruptcy-remote entity.

The property is a large-scale conference and convention center hotel situated adjacent to the Colorado Convention Center in downtown Denver. The property contains 1,100 guest rooms and has approximately 85,000 net square feet of public space and 600 parking stalls contained in an underground garage.

Advisory services provided by HREC included:

- Acted as the primary advisor to the City and County of Denver on all matters relating to the lodging operating business, as well as on numerous development related matters.
- Managed the hotel managing agent RFP process, provide all necessary input on criteria, qualifications and potential candidates; lead negotiations with prospective hotel management companies.
- Negotiated the Qualified Management Agreement, the Pre-Opening Agreement and the Technical services Agreement. Developed the business terms for the Room Block Agreement and lead negotiations with the Metro Denver Convention & Visitors Bureau and Hyatt Hotels.
- Interacted, on behalf of the City, with parties in interest to the transaction including the Architect, Bond Insurer, Convention & Visitors Bureau, City Attorney, Bond Counsel, Disclosure Counsel, Underwriters' Counsel, Counsel to the Authority, Feasibility Consultant, Program Manager, Hotel Manager, Rating Agencies, Bond Insurer and Underwriter.



Westin Hotel

Village of Lombard, IL

The owner is a municipally organized non-profit corporation established as an Authority to be a single purpose, single asset, bankruptcy-remote entity. HREC represented the Village of Lombard in the development of this publicly financed hotel project which was funded through a \$161 million project revenue tax-exempt bond financing.

The Westin Lombard Yorktown Center contains 500-guestrooms, approximately 39,000 square feet of flexible meeting and event space, and features two food and beverage outlets including Harry Caray's Italian Steakhouse and Holy Mackerel!. Advisory services provided by HREC included:

- Acting as the primary advisor to the Village of Lombard on all matters relating to the lodging operating business, as well as on numerous development-related matters.
- Negotiating the Qualified Management Agreement, the Pre-Opening Agreement and the Technical services Agreement. Developed the business terms for the Room Block Agreement.
- Interacting, on behalf of the Village, with parties in interest to the transaction including the Convention & Visitors Bureau, City Attorney, Bond Counsel, Disclosure Counsel, Underwriters' Counsel, Developer, Hotel Manager, and the Underwriter.
- Preparing materials for presentation to investors and rating agencies; participated in related rating agency and investor meetings; responsible for responding to investor and rating agency issues for lodging industry related matters.

Proposed Convention Center Hotel

Broward County (Ft. Lauderdale), FL

HREC was retained as the primary transaction advisor to Broward County on all matters relating to lodging finance, development and management as well as on numerous development related matters for a 1,000-room Hilton Hotel which was to be developed immediately adjacent and attached to the Broward County Convention Center. Advisory Services included:

- Developed hotel spatial planning scenarios; cash flows and capital structures to evaluate private, public-private and public ownership and financing scenarios;
- Administering the hotel managing agent & developer RFP selection process, assisted in negotiations with prospective hotel management and developer companies.
- Negotiate the Qualified Management Agreement, the Pre-Opening Agreement and the Technical Services Agreement.
- Negotiate the business terms for the Room Block Agreement and lead negotiations with the Broward County Convention and Visitors Bureau and Hilton Hotels.

This was a multi-year engagement. Underwriting was completed, bond ratings were secured, all document negotiations were completed. The project failed to move forward in a final vote of the Broward County Commission less than 60 days from funding.

Further Examples of HREC Work with Similar Municipalities or Public Agencies

ASSET **Proposed Convention Center Headquarters Hotel**

MUNICIPAL CLIENT City of Pensacola, Florida

PROJECT DESCRIPTION AND SCOPE HREC was retained by the City of Pensacola, Florida to work with the CS&L convention center consulting group to determine the potential need for a new convention center and related hotel. We analyzed and provided recommendations concerning potential development sites and facility sizing. HREC also provided development advisory services to Escambia County relative to land value negotiations for acquisition of a potential site in Pensacola Beach.

ASSET **Proposed 800 guestroom Convention Center Hotel**

MUNICIPAL CLIENT City of Minneapolis, Minnesota

PROJECT DESCRIPTION AND SCOPE The Minneapolis Community Development Agency, on behalf of the City of Minneapolis, retained HREC to act as their hotel advisor relative to the development of a proposed 800-room convention center hotel in downtown Minneapolis. HREC provided market intelligence and represented Minneapolis in negotiations with Opus, the developer, and Starwood Hotels and Resorts, the proposed operator. HREC reviewed Starwood's cash flow forecasts and the developer's intended deal structure. We advised the City as to appropriate subsidy levels along with other hotel development matters.

ASSET **Conference & Event Center**

MUNICIPAL CLIENT Ross County Convention Authority – Chillicothe, OH

PROJECT DESCRIPTION AND SCOPE HREC provided consulting services to the Ross County Convention Authority relative to the need for a new convention and event center. The proposed Center was anticipated to be approximately 10,000 square feet and offer various divisible spaces with multiple configurations. The objective of HREC's scope of work was to understand the market support for the proposed Center and based on the market intelligence, ascertain the possibility of success and economic feasibility of the proposed Center. HREC provided the client with a summary report highlighting the findings.

ASSET **Proposed Convention Center Headquarters Hotel**

MUNICIPAL CLIENT City of Montgomery, Alabama

PROJECT DESCRIPTION AND SCOPE HREC provided hotel consulting services to the Montgomery Riverfront Development Foundation relative to the need for a new convention center hotel in regards to either expanding the existing Civic Center or construction of a new convention center on a downtown riverfront location. We have provided information to the client relative to anticipated hotel performance, site selection, brand and management selection and economic feasibility.

ASSET **Proposed Premium Branded Select Service Hotel**

MUNICIPAL CLIENT City of Monroeville – Monroeville, AL

PROJECT DESCRIPTION AND SCOPE HREC was retained by the city of Monroeville, Alabama to assist in exploring the market support and feasibility of a proposed premium nationally branded select-service hotel development with significant conference and event space. The objective of the study was to understand the market support for the proposed Hotel development and establish well-founded forecasts for future market meeting and group demand. The scope of work encompasses a summary report featuring the market research and intelligence gathered along with analytical forecasts of future hotel performance.

ASSET **Proposed Convention Center Headquarters Hotel**

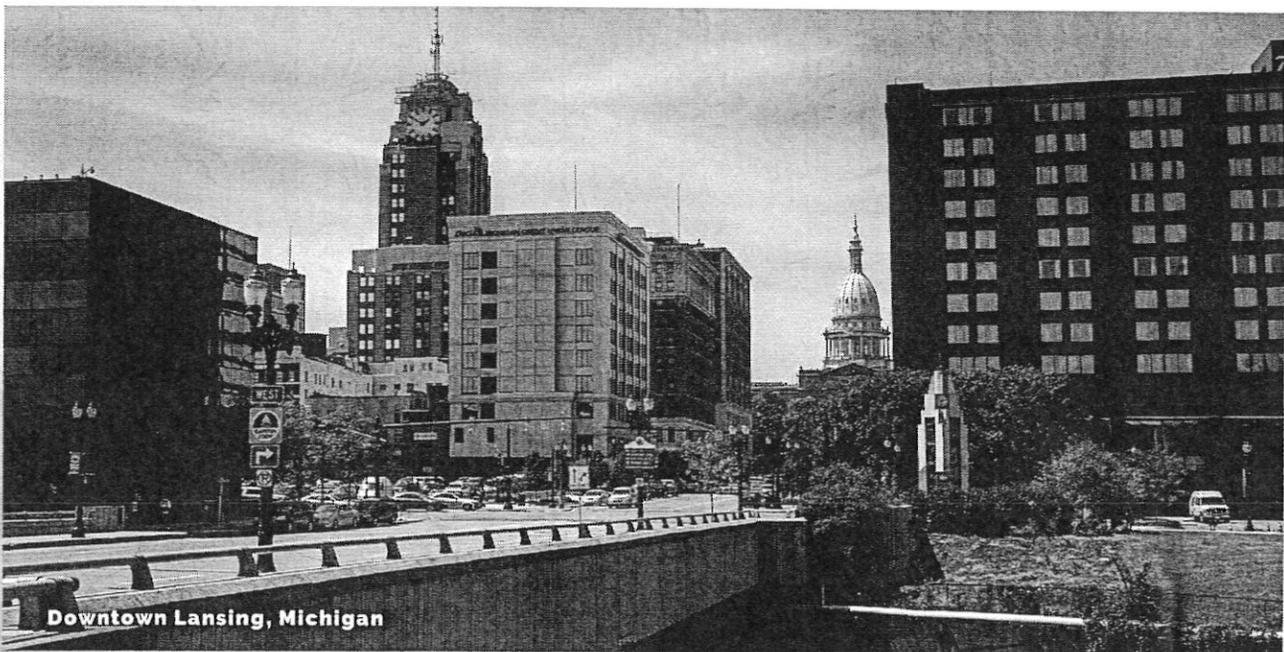
MUNICIPAL CLIENT City of San Francisco, California

PROJECT DESCRIPTION AND SCOPE The City of South San Francisco was exploring whether to create an addition to the existing conference center or to relocate and build a larger facility on a waterfront location. HREC advised the City on hotel development options and financing mechanisms. Hotel tax-exempt bond financing was one alternative being explored.

ASSET **Proposed Convention Center Headquarters Hotel**

MUNICIPAL CLIENT City of Lansing, Michigan

PROJECT DESCRIPTION AND SCOPE HREC was retained by the Lansing Entertainment and Public Facilities Authority to determine the current and future suitability of the downtown Lansing lodging market to accommodate the needs of an expanded convention center. Recommendations were made as to market support, cash flow forecasts, economic feasibility and potential subsidy requirements.



References From Clients For Whom Similar Projects Have Been Completed

All of our references are with regard to services provided by HREC (Hospitality Real Estate Counselors).

This section combines the Qualifications Statement Requirement of providing:

- At Least Five (5) References, Three (3) of Which Must Have Direct Knowledge of Your Service to Public Entities; noted on line 1 of page 21 of the RFP/Q;
- Provide a Minimum of Five (5) References From Clients For Whom Similar Projects Have Been Completed. Include The Following Information For Each Project:
 - Project Name and Description;
 - Name of Contracting Company or Governmental Agency;
 - Contact Persons Name, Position, and Current Telephone Number;
 - Dates, Cost and Scope of Service;
 - Monetary Value of Contract;
 - Status and Comments.

Noted on line 6 of page 22 of the RFP/Q.



Biloxi, Mississippi

PROJECT NAME	Hotel Development at the MS Coast Coliseum and Convention Center
CLIENT	Mississippi Coast Coliseum Commission; Biloxi, MS (governmental authority)
DATE	2012-2014; 2016 forward
SCOPE	<p>We were retained by the MS Coast Coliseum Commission to assist with all matters relating to the development of a hotel adjacent to the MS Coast Coliseum and Convention Center. Our advisory services included:</p> <ul style="list-style-type: none">• Determining market supply and demand characteristics,• developing spatial programming requirements,• develop hotel cash flows and capital structures to evaluate private, public-private and public ownership and financing scenarios;• manage the hotel managing agent RFP process;• assist in the development management process to include interactions with finance, public, relations, legal and other entities.
CONTACT PERSON	<p>MR. MATT MCDONNELL Executive Director Mississippi Coast Coliseum and Convention Center (228) 594-3700</p>
CONTRACT VALUE	<p>2012-2104 period: \$220,000 2016 forward: \$250,000</p>
STATUS	<p>The project was structured as a public-private partnership in which the County and the State would provide credit support. The project did not move forward due to financing considerations. We are currently retained by the Commission to manage a private market transaction for which a developer and hotel manager have bene selected.</p>

Atchison, Kansas

PROJECT NAME	Proposed Select Service Hotel; Atchison, KS
CLIENT	City of Atchison, Kansas (governmental authority)
DATE	2014
SCOPE	<p>The city of Atchison, Kansas was assessing the feasibility of a proposed select service branded lodging property proposed by a private developer. HREC's objective was to determine market support for the proposed development. HREC also performed an analysis of the suitability for the proposed lodging facility. Advisory services included:</p> <ul style="list-style-type: none">• Determining market supply and demand characteristics;• forecasting future lodging market penetration factors;• analyzing local market area development and anticipated growth;• developing spatial programming requirements;• projecting market lodging and proposed subject hotel operating performance.
CONTACT PERSON	<p>MS. STEFANIE M. LEIF, AICP (Previously Community Development Director – City of Atchison, KS) Director, Community & Economic Development City of Lansing, KS (913) 727-5488</p>
CONTRACT VALUE	\$12,000
STATUS	The report and its findings have been finalized with the City.

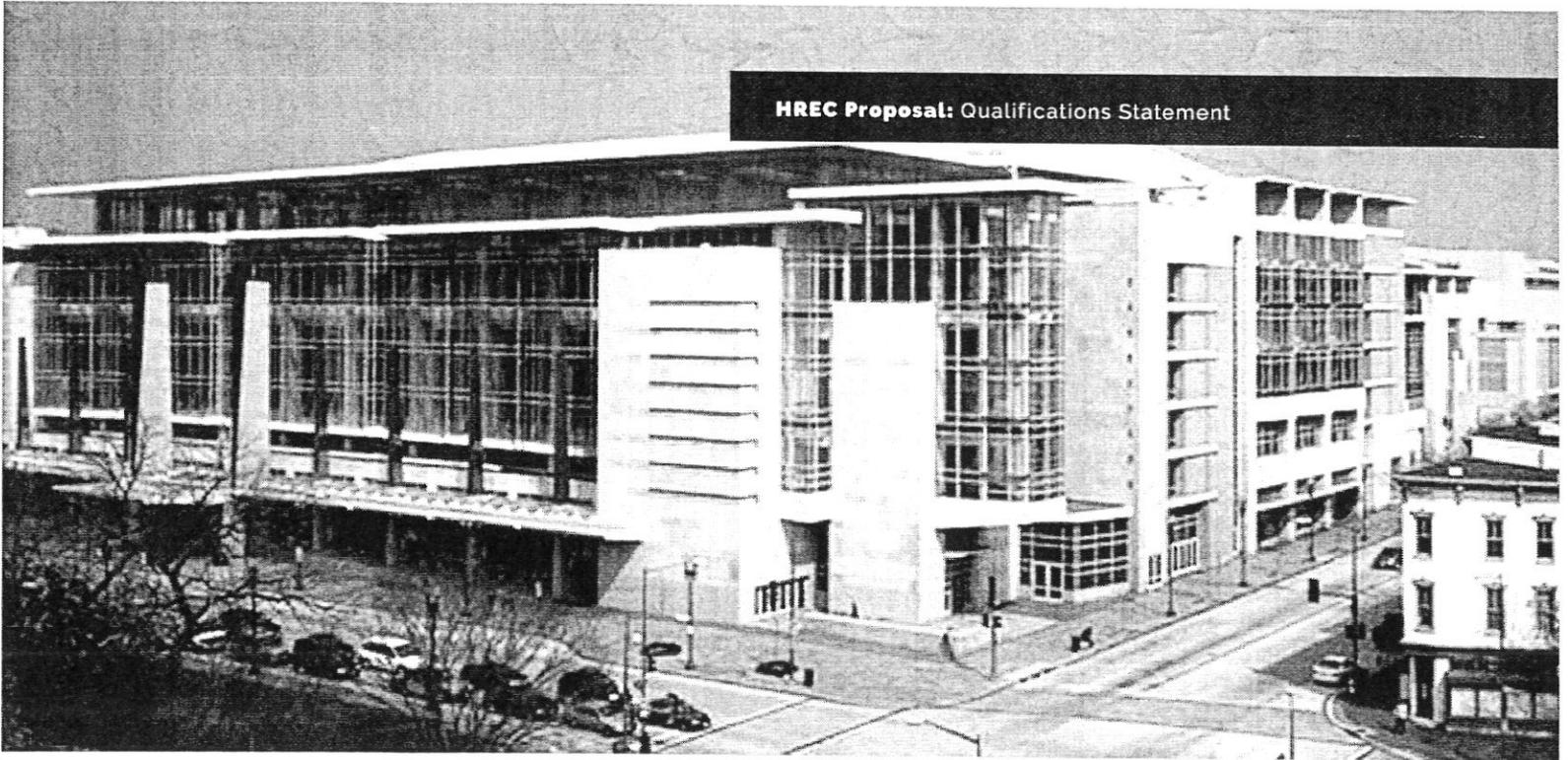
Denver International Airport

PROJECT NAME	Westin Hotel Development Denver International Airport; Denver, CO
CLIENT	City and County of Denver, CO (governmental authority)
DATE	concluded in 2015
SCOPE	<p>HREC served as the primary transaction advisor on all matters relating to lodging finance, development, management as well as on several development related matters. The hotel contains 511 guestrooms, approximately 26,000 square feet of function space, as well as multiple food & beverage outlets, a health club, a swimming pool and parking garage. Our advisory services included:</p> <ul style="list-style-type: none">• Developed hotel spatial planning guidelines, hotel cash flows and capital structures to evaluate private, public-private and public ownership and financing scenarios;• Managed the hotel operator RFP process, including document generation and identifying potential candidates. Assisted in negotiations for hotel manage selection;• Negotiated the Qualified Management Agreement, the Pre-Opening Agreement and the Technical services Agreement;• Interacted, on behalf of the City, with parties in interest to the transaction including the Architect, City Attorney, Bond Counsel, City Counsel, Feasibility Consultant, Program Manager, Hotel Manager.
CONTACT PERSON	MR. PATRICK HECK Chief Commercial Officer Denver International Airport (303) 342-2000
CONTRACT VALUE	as of payment in 2015: \$1,700,000
STATUS	The Hotel opened in the fourth quarter of 2015.



Lockport, Illinois

PROJECT NAME	Proposed Select Service Hotel; Lockport, IL
CLIENT	City of Lockport, Illinois (governmental authority)
DATE	2015
SCOPE	<p>The City retained HREC to act as their hotel advisor relative to the development of a proposed hotel in Lockport. Advisory services included:</p> <ul style="list-style-type: none">• Determining market supply and demand characteristics;• forecasting future lodging market penetration factors;• analyzing local market area development and anticipated growth;• developing spatial programming requirements,• projecting market lodging and proposed subject hotel operating performance
CONTACT PERSON	MR. BEN BENSON City Administrator City of Lockport (815) 838-0549 x2111
CONTRACT VALUE	through conclusion: \$13,100
STATUS	The engagement was comprised of two phases the latter of which was an update. The report and its findings have been finalized with the City



Washington DC

PROJECT NAME	Convention Center Hotel; Washington DC Convention Center
CLIENT	Washington Convention Center Authority ("WCCA"); Washington, DC
DATE	Concluded in 2012
SCOPE	<p>We were retained by the Financial Advisor to the Washington Convention Center Authority to provide professional services relating to its proposed Convention Center Hotel. Our advisory services included:</p> <ul style="list-style-type: none">• Hotel spatial planning,• developed hotel cash flows and capital structures to evaluate private, public-private and public ownership and financing scenarios;• assisted in negotiations on behalf of the Board of the Authority;• assisted in negotiations regarding the room block agreement between the Authority, the developers and Marriott.
CONTACT PERSON	MS. SOPHIA GREEN-ROBINSON (former Financial Advisor for the WCCA; former Treasurer for the District of Columbia) Business Development Director Parsons Transportation (415) 490-2463
CONTRACT VALUE	as of engagement conclusion: ±\$200,000
STATUS	The District of Columbia assumed the duties and financial obligations of the WCCA and the 1,175 room, 49-suite Marriott Marquis was constructed and is currently in operation.

Statement Regarding HREC's Ability to Provide the Services in a Timely Fashion (Staffing, Familiarization, and Location of Key Staff)

STAFFING: The firm is fully staffed and professionals have been assigned. We are prepared to commence work upon notification to do so from City representatives.

FAMILIARIZATION: The Management Plan portion of this Proposal details the activities we have undertaken to reach a degree of familiarization that we believe is necessary for the engagement.

LOCATION OF KEY PERSONNEL: Mark Tobin shall be our Principal-in-Charge. Mr. Tobin shall also conduct all primary engagement activities. He resides in Gowanus, Brooklyn.

Complete and Detailed Schedule of Hourly Rates for Typical Projects

Scope of Work and Engagement Approach have not been determined. Should some form of lodging real estate study(s) be requested, these will be priced based on the scope of work. These may range from \$3,000 - \$6,000 for document review/reports, and \$20,000 - \$30,000 for market/development related work product.

The professional hourly fees for the assigned and staff HREC personnel are as follows:

Michael Cahill, MAI, CRE, CHA	\$650
Mark Tobin, CRE	\$550
Brett Silverstein	\$325
Associates	\$225
Admin/Technical	\$100

A Copy of All Required Professional and/or State Licenses

The RFP/Q requires no Professional, Federal or State Licenses.

General Description of the Firm's Financial Condition

The entities of HREC, HREC Investment Advisors and HREC Development Resources have been profitable since inception. These entities have never been late or failed to pay any employee wages, salaries or employee benefits obligations. These entities have never been late on any tax or other monetary obligations to local, state or federal government agencies.

George Farley, P.C.
A Professional Corporation
Certified Public Accountants
126 Fairview Avenue
Westwood, New Jersey 07675

George Farley, CPA *

Sean Farley, CPA
Kim Lau

Telephone: (201) 594-0800
Fax: (201) 594-0525

* Members of AICPA and NJSCPA

October 20, 2016

City of Hoboken
Dept. of Community Development
94 Washington Street
Hoboken, NJ 07030

Re: T&C Asset Management, LLC dba HREC Development Resources
Response to City of Hoboken RFP 16 – 10;
RFQ – Professional Services – Hoboken Hotel and Industry Analyst

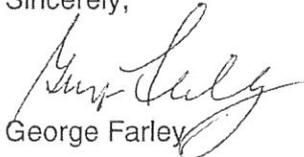
To Whom It May Concern:

Our long standing client, T&C Asset Management, LLC (“T&C”) is submitting a response to the above referenced City of Hoboken RFP. We understand that T&C is submitting its response under its dba HREC Development Resources.

We are an independent, certified public accounting firm with licensing in NJ and NY and have successfully passed peer review in our years of practice. We have prepared the tax returns for T&C for more than 10 years. T&C has consistently generated distributable income for every year during that period. In the last 3 years that income has exceeded \$1.3 million.

T&C is a professional services firm. As such, its assets are limited to items such as office equipment and its liabilities are limited to traditional operating expenses such as office rent. It has no short term or long term debt. It does not require sophisticated purchasing, inventory or vendor controls. It has no trade payables, it has no securities exposures, and has no other business complexities that would require audited financial statements.

Sincerely,



George Farley

GF/mc

Statement Regarding Any Firm Bankruptcy, Re-Organization, or Operated Under a Different Name.

HREC has no predecessor entities. It has never filed under Title 11 of the U.S. Code. (U.S. Bankruptcy Code). It has never operated under a different name.

Nature of Services Preference for CRE and MAI Designations

HREC has assigned three persons to the City of Hoboken engagement of which two (2) are CRE's. These persons are Mark Tobin and Michael Cahill. One of these CRE's is also an MAI. That person is Michael Cahill. The third person is a Practicing Affiliate of the Appraisal Institute. That person is Brett Silverstein. In addition, each of these individuals has significant academic, professional and continuing education credential in hospitality/real estate.

The resume for these individuals is in the Table of Contents section entitled "HREC Professional Who Will Be Assigned to Work with the City".

The CRE and MAI information on our team members can be verified at the web sites of these two organizations. The web addresses are:

Counselors of Real Estate (CRE)

<https://www.cre.org/find-a-cre/>

Appraisal Institute

<http://www.myappraisalinstitute.org/findappraiser/>

The web page info on these CRE and MAI professionals follows this page.



THE COUNSELORS OF REAL ESTATE®



MEMBERS



Home > Members > Cahill, Michael



Mr. Michael Cahill, CRE

Practice Focus: Hotels and casinos exclusively, including property sales, debt refinancing, consulting, appraisals and litigation support.



CEO and Founder

HREC - Hospitality Real Estate Counselors



Work Phone: (303) 267-0057

Work Fax: (303) 267-0105



Office

6400 South Fiddlers Green Circle

Suite 1730

Greenwood Village, CO 80111-4950



www.hrec.com



Chapter Affiliation

Colorado

Specialties & Services

PROPERTY SPECIALTIES

Casinos

Hospitality/Hotel

SERVICES

Acquisition, Disposition

Appraisals

Arbitration

Brokerage

Expert Witness/Litigation Support

Feasibility Studies

[PRINT](#)MEMBER PROFILE

Michael Cahill, MAIwww.hrec.com

HREC- Hospitality Real Estate Counselors

President and Founder

6400 S. Fiddler's Green Circle

Suite 1730

Englewood, CO 80111

(303) 267-0057

Fax: (303) 267-0105

mcahill@hrec.comContinuing Education Program CompletedStandards & Ethics Education CompletedAccepts Fee Assignments**Primary Market Area**

North America including Mexico, Caribbean and Canada

Primary Practice Focus

Specializes exclusively in providing third-party real estate advisory services to the lodging and gaming industries

Business Services

Acquisition, Disposition • Appraisal • Appraisal Review • Asset Management •
Business Valuation and Consulting • Buyer Brokerage • Consulting • Demand Analysis •
Demographic Analysis • Development Valuation and Consultation • Feasibility Studies •
Litigation / Litigation Support • Market Analysis • Portfolio Valuation and Analysis •
Public / Private Partnership Consulting and Valuation • Site Location Analysis and Consulting

Property Types

Commercial

Hotel / Resort • Motel • *Casinos***Other Professional Affiliations/Designations**

Certified Hotel Administrator (CHA)

Formal Education

BS - Cornell University, School of Hotel Administration

[CLOSE](#)



THE COUNSELORS OF REAL ESTATE®



MEMBERS



Home > Members > Tobin, J. Mark



Mr. J. Mark Tobin, CRE

Practice Focus: Lodging real estate counseling for public-private partnerships and municipally sponsored transactions.



President

HREC Development Resources



Work Phone: (203) 898-4361

Work Fax: (303) 267-0105



Office

8547 East Arapahoe Road

Suite J426

Greenwood Village, CO 80112



www.hrec.com



Chapter Affiliation

Colorado

Specialties & Services

PROPERTY SPECIALTIES

Hospitality/Hotel

SERVICES

Asset Management, Strategic Positioning

Development

Finance

Investment Analysis

Non-Profit Consulting

Public/Private Partnerships

Engagements & Transactions in NJ and Metro NYC Area

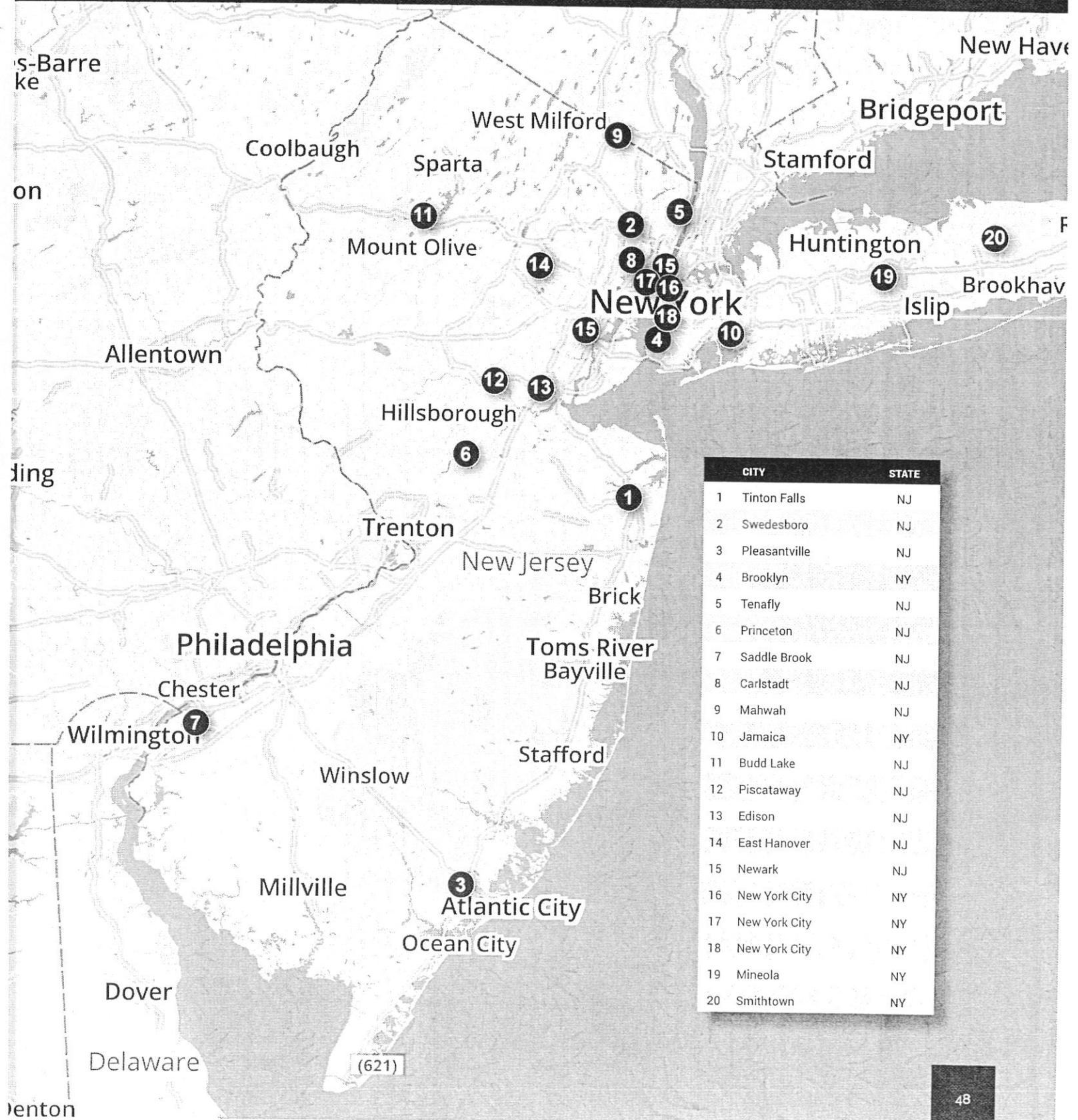
The principals of HREC have personal histories that include successful professional experiences throughout the United States as hotel investors, developers, franchisees, operations managers, asset managers, transaction counselors, investment bankers and debt & equity lenders.

Our clients benefit directly from the breadth of expert competencies that come from these experiences.

The map of the following page details locations where we have had engagements, transactions and other assignments in New Jersey and the Metro New York City area.

New Jersey and Metro NYC

HREC Engagements and Transactions



Requested/Executed Forms



STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

Taxpayer Name: T&C ASSET MANAGEMENT, LLC
Trade Name: HREC DEVELOPMENT RESOURCES
Address: 202 8TH STREET APT 7A
BROOKLYN, NY 11215-1121
Certificate Number: 2080122
Effective Date: October 17, 2016
Date of Issuance: October 17, 2016

For Office Use Only:

20161017090825804

**STATE OF NEW JERSEY
DEPARTMENT OF THE TREASURY
DIVISION OF REVENUE AND ENTERPRISE SERVICES**

FILING CERTIFICATION (CERTIFIED COPY)

**T&C ASSET MANAGEMENT LLC
0450112286**

I, the Treasurer of the State of New Jersey, do hereby certify, that the above-named did file and record in this department the below listed document(s) and that the foregoing is a true copy of the formation certificate as the same is taken from and compared with the original(s) filed in this office on the date set forth on each instrument and now remaining on file and of record in my office.

*IN TESTIMONY WHEREOF, I have
hereunto set my hand and
affixed my Official Seal
14th day of October, 2016*



A handwritten signature in black ink, appearing to read "Ford M. Scudder".

*Ford M. Scudder
State Treasurer*

Certificate Number : 4022456741
Verify this certificate online at
https://www1.state.nj.us/TYTR_StandingCert/JSP/Verify_Cert.jsp

NEW JERSEY DEPARTMENT OF THE TREASURY
DIVISION OF REVENUE AND ENTERPRISE SERVICES

CERTIFICATE OF REGISTRATION

T&C ASSET MANAGEMENT LLC
0450112286

The above-named FOREIGN LIMITED LIABILITY COMPANY was duly filed in accordance with New Jersey State Law on 10/14/2016 and was assigned identification number 0450112286. Following are the articles that constitute its original certificate.

1. **Name:**
T&C ASSET MANAGEMENT LLC
2. **Registered Agent:**
NORTHWEST REGISTERED AGENT, LLC
3. **Registered Office:**
FIVE GREENTREE CENTER STE 104
104 525 ROUTE 73 NORTH
MARLTON, NEW JERSEY 08053
4. **Business Purpose:**
CONSULTING SERVICES
5. **Incorporated Under the Laws of:**
COLORADO ON 10/14/2016
6. **Effective Date of this filing is:**
10/14/2016
7. **Main Business Address:**
202 8TH STREET APT 7A
BROOKLYN, NEW YORK 11215-1121

Signatures:

JOHN MARK TOBIN
AUTHORIZED REPRESENTATIVE



Certificate Number: 4022456859

Verify this certificate online at

https://www1.state.nj.us/TYTR_StandingCertJSP/Verify_Cert.jsp

*IN TESTIMONY WHEREOF, I have
hereunto set my hand and
affixed my Official Seal
14th day of October, 2016*

A handwritten signature in cursive script, appearing to read "Ford M. Scudder".

Ford M. Scudder
State Treasurer

OFFICE OF THE SECRETARY OF STATE
OF THE STATE OF COLORADO

CERTIFICATE OF FACT OF GOOD STANDING

I, Wayne W. Williams, as the Secretary of State of the State of Colorado, hereby certify that, according to the records of this office,

T&C ASSET MANAGEMENT, LLC

is a

Limited Liability Company

formed or registered on 07/09/2002 under the law of Colorado, has complied with all applicable requirements of this office, and is in good standing with this office. This entity has been assigned entity identification number 20021186063 .

This certificate reflects facts established or disclosed by documents delivered to this office on paper through 10/17/2016 that have been posted, and by documents delivered to this office electronically through 10/18/2016 @ 11:07:20 .

I have affixed hereto the Great Seal of the State of Colorado and duly generated, executed, and issued this official certificate at Denver, Colorado on 10/18/2016 @ 11:07:20 in accordance with applicable law. This certificate is assigned Confirmation Number 9885400 .



Secretary of State of the State of Colorado

*****End of Certificate*****

Notice: A certificate issued electronically from the Colorado Secretary of State's Web site is fully and immediately valid and effective. However, as an option, the issuance and validity of a certificate obtained electronically may be established by visiting the Validate a Certificate page of the Secretary of State's Web site, <http://www.sos.state.co.us/biz/CertificateSearchCriteria.do> entering the certificate's confirmation number displayed on the certificate, and following the instructions displayed. Confirming the issuance of a certificate is merely optional and is not necessary to the valid and effective issuance of a certificate. For more information, visit our Web site, <http://www.sos.state.co.us/> click "Businesses, trademarks, trade names" and select "Frequently Asked Questions."

AFFIRMATIVE ACTION COMPLIANCE NOTICE

N.J.S.A. 10:5-31 and N.J.A.C. 17:27

**GOODS AND SERVICES CONTRACTS
(INCLUDING PROFESSIONAL SERVICES)**

This form is a summary of the successful Vendor's requirement to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27-1 et seq.

The successful Vendor shall submit to the public agency, after notification of award but prior to execution of this contract, one of the following three documents as forms of evidence:

(a) A photocopy of a valid letter that the vendor is operating under an existing Federally approved or sanctioned affirmative action program (good for one year from the date of the letter);

OR

(b) A photocopy of a Certificate of Employee Information Report approval, issued in accordance with N.J.A.C. 17:27-4;

OR

(c) A photocopy of an Employee Information Report (Form AA302) provided by the Division and distributed to the public agency to be completed by the vendor in accordance with N.J.A.C. 17:27-4.

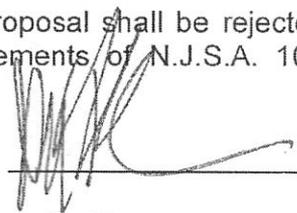
The successful vendor may obtain the Affirmative Action Employee Information Report (AA302) from the contracting unit during normal business hours.

The successful vendor(s) must submit the copies of the AA302 Report to the Division of Contract Compliance and Equal Employment Opportunity in Public Contracts (Division). The Public Agency copy is submitted to the public agency, and the vendor copy is retained by the vendor.

The undersigned vendor certifies that he/she is aware of the commitment to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27.1 et seq. and agrees to furnish the required forms of evidence.

The undersigned vendor further understands that his/her proposal shall be rejected as non-responsive if said vendor fails to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27-1 et seq.

COMPANY: HREC Development Resources

SIGNATURE: 

PRINT NAME: John Mark Tobin

TITLE: President

DATE: October 21, 2016

**AMERICANS WITH DISABILITIES ACT OF 1990
ACKNOWLEDGEMENT FORM**

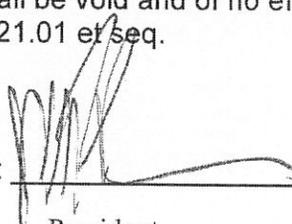
This form is an agreement of the successful Vendor's obligations to comply with the requirements of 42 U.S.C. §121.01 et seq., referred to as the Americans Disability Act of 1990.

The undersigned Vendor hereby acknowledges receipt of the Americans With Disabilities Act of 1990 found at Appendix B of this packet.

The undersigned Vendor hereby certifies that he/she is aware of the commitment to comply with the requirements of 42 U.S.C. §121.01 et seq. and agrees to furnish any required forms as evidence of compliance.

The undersigned Vendor further certifies that he/she understands that his/her proposal shall be rejected as non-responsive, and any contract entered into shall be void and of no effect if said Vendor fails to comply with the requirements of 42 U.S.C. §121.01 et seq.

COMPANY: HREC Development Resources

SIGNATURE: 

PRINT NAME: John Mark Tobin

TITLE: President

DATE: October 21, 2016

EXCEPTIONS TO SPECIFICATIONS

Request for Qualifications

RFP 16 – 10

RFQ – Professional Services – Hoboken Hotel and Industry Analyst
Term: November 2016 through November 2017



COMPANY NAME HREC Development Resources

RFP/Q; page 5; INSURANCE REQUIREMENTS; Workers Compensation Insurance

The contracting entity for this engagement is T&C Asset Management, LLC. It is registered in the State of New Jersey as a Foreign Limited Liability Company and its Business Registration Certificate Number is 2080122. It has no employees and no workers compensation obligations. No monies received by T&C will be used to pay salaries and wages. We respectfully request that the requirement for Worker Compensation Insurance be waived.

RFP/Q; page 5; INSURANCE REQUIREMENTS; Crime/Fidelity Insurance

The nature of the Professional Services requested in the RFQ require no Disbursement or Check Handling Controls; no Purchasing, Inventory or Vendor Controls; no Computer Controls; no Wire Transfer Controls; no Audit Controls; no Money, Securities or Payroll Exposures; and no specific Employment Practices. The contracting entity, T&C Asset Management, LLC has had no fidelity or crime losses since its inception. We respectfully request that the requirement for Crime/Fidelity Insurance be waived.

RFP/Q; bottom of page 21; QUALIFICATIONS; audited financial statements

We have provided a letter from T&C Asset Management, LLC's Certified Public accounting firm which is licensed in the state of New Jersey and New York and has successfully passed peer review for many years. This letter attests to the RFP/Q required qualification that T&C Asset Management, LLC have a minimum of three years of demonstrated profitability. Please note that the letter speaks to more than 10 years of ongoing uninterrupted profitability.

However, T&C does not have audited financial statements due to the nature of its business as a privately held professional services firm. It has no outside investors, lenders or creditors. We hold no assets in a fiduciary capacity. It is not in a unique industry in which an audit may be required due to regulation. It is not a manufacturer. It does not require sophisticated financial controls related to purchasing, inventory or vendors. It has no trade payables. It has no securities exposures. It has no other business complexities that may require audited financial statements. We respectfully request that the requirement for audited financial statements be waived.

DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN

City of Hoboken

PART 1: CERTIFICATION

BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX.

FAILURE TO CHECK EITHER BOX WILL RENDER THE PROPOSAL NON-RESPONSIVE.

Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury's Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at <http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Bidders must review this list prior to completing the below certification. **Failure to complete the certification will render a bidder's proposal non-responsive.** If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

PLEASE CHECK EITHER BOX:

I certify, pursuant to Public Law 2012, c. 25, that neither the person/entity listed above nor any of the entity's parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. **I will skip Part 2 and sign and complete the Certification**

OR

I am unable to certify as above because I or the bidding entity and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 list. I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.

Part 2

PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below. PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, USE ADDITIONAL PAGES

Name: _____ Relationship to Bidder/Vendor: _____

Description of Activities: N/A

Duration of Engagement: _____ Anticipated Cessation Date _____

Bidder/Vendor _____

Contact Name: _____ Contact Phone Number: _____

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the below-referenced person or entity. I acknowledge that the City of Hoboken is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of contracts with the City to notify the City in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreement(s) with the City of Hoboken and that the City at its option may declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print): John Mark Tobin Signature: _____

Title: President Date: October 21, 2016

Bidder/Vendor: HREC Development Resources

THE NUCLEAR-FREE HOBOKEN ORDINANCE

(1) FINDINGS: The People of the City of Hoboken hereby find that:

- (a) Nuclear weapons production, in the United States and in other countries, is draining the world's resources and presenting humanity with an ever-increasing threat of nuclear war.
- (b) Any participation in the nuclear war industry, locally, federally, or otherwise, directly condones the possible annihilation of our civilization. We see this as a crime against the sacredness of our humanity.
- (c) The emphatic expression of our community, along with communities throughout the world, can help initiate steps by the United States, the Soviet Union, and other nuclear weapons powers to end the arms race and the proliferation of all nuclear weapon systems.

(2) POLICY: Hoboken shall be established as a Nuclear Free Zone.

A Nuclear Free Zone shall be defined by these requirements:

- (a) No nuclear weapons, delivery systems for such weapons, or components expressly intended to contribute to the operation, guidance or delivery of a nuclear weapon shall be produced or stored within the City of its' port.
- (b) No waste from the production of nuclear weapons, their components, or commercial nuclear power shall be stored within the City of its' port.
- (c) No research furthering nuclear weapons, their components, or commercial nuclear power shall be stored within the City of its' port.
- (d) The Mayor and Council of the City of Hoboken shall request the United States Department of Transportation and the New Jersey Department of Transportation to provide the City with advance notification of any radioactive waste shipment through the City limits. Upon such notification, the Mayor and Council shall act to prevent transportation of radioactive waste through the City by seeking an exemption for preemption by Department of Transportation regulations or using other legal means at their disposal.
- (e) The Mayor and Council of the City of Hoboken shall not do business or award any municipal contract to any person, firm, or organization engaged in the production of nuclear weapons or components.

(3) This ordinance expresses the policy of the City of Hoboken. It is not intended to make violations subject to forfeiture and nothing in this ordinance shall be construed to prohibit or regulate any activity not specifically described in Subsection (2).

(4) SEVERABILITY: If any portion of this Ordinance is hereafter declared invalid, all remaining portions shall remain in full force and effect, and to this extent, the provisions of this Ordinance are severable.

CERTIFICATION: I hereby certify that HREC Development Resources does not engage in the production of nuclear weapons or components. (Name of Vendor)

October 21, 2016
Date



Signature

President

Title

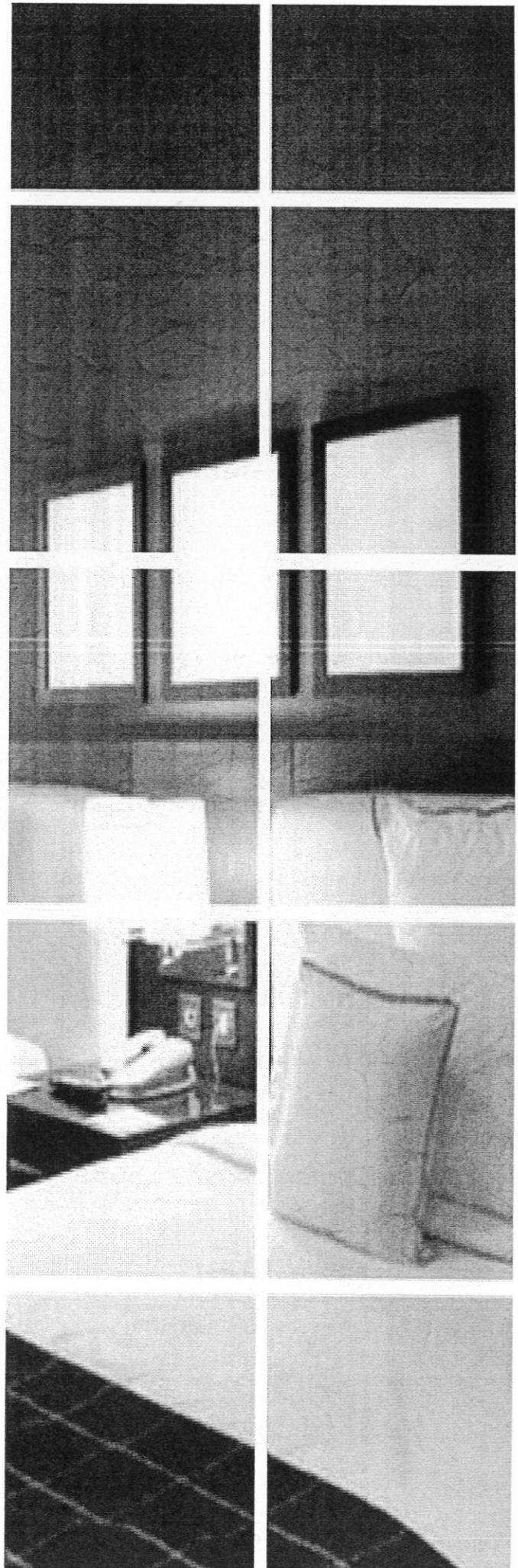
REQUEST FOR QUALIFICATIONS

**HOBOKEN HOTEL AND
INDUSTRY ANALYST**
TERM: NOVEMBER 2016
THROUGH NOVEMBER 2017

Prepared For:

City of Hoboken
Department of Community Development
94 Washington Street
Hoboken, NJ 07030

Response to RFP 16 – 10





LW Hospitality Advisors®
200 West 41st Street, Suite 805
New York, NY 10036
(212) 300-6684
www.lwhospitalityadvisors.com

October 25, 2016

City of Hoboken
Department of Community Development
94 Washington Street
Hoboken, NJ 07030

RE: Request for Qualifications – Hoboken Hotel and Industry Analyst
Term: November 2016 through November 2017
RFP 16 – 10

To Whom It May Concern:

Pursuant to your Request for Qualifications, we are pleased to submit this response regarding the services of LW Hospitality Advisors in connection with the referenced Hoboken Hotel and Industry Analyst Professional Services for the November 2016 to November 2017 term.

LW Hospitality Advisors understands that the City of Hoboken is seeking a licensed and experienced hospitality consulting firm to provide advisory and analytic services to the City, to include evaluation and feasibility of potential redevelopment, mixed-use projects, and/or land use projects related to the hospitality industry.

As a reputable hospitality consulting firm that specializes in a wide range of advisory, valuation, and feasibility services focused exclusively on hospitality assets, LW Hospitality Advisors has experience working with municipalities and government agencies on all facets of hospitality real estate. We look forward to having the opportunity to assist and collaborate with the City of Hoboken. Should you have questions in the interim, please do not hesitate to contact us. Thank you for your consideration.

Sincerely,

Daniel Lesser
President & CEO
LW Hospitality Advisors®
200 West 41st Suite 805
New York, NY 10036
T 212.300.6684 x101
daniel.lessner@lwhadvisors.com

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TECHNICAL CRITERIA

COMPANY PROFILE

LW Hospitality Advisors (LWHA) specializes in a wide range of advisory, valuation, feasibility, investment counseling, asset management, property management, and transactional services focused on hotels, resorts, gaming properties, and conference center assets worldwide. Our firm was founded by Daniel H. Lesser, a renowned authority on hotel feasibility and valuation. Mr. Lesser is a highly sought after expert who is widely published and a frequent speaker at leading hotel and real estate conferences as well as a lecturer at prestigious institutions of higher education, including Cornell University, Columbia University, and New York University. LWHA works with corporate, institutional, and individual clients, as well as with municipalities and governmental agencies on all facets of hospitality real estate.

LWHA is a leading hospitality advisory services firm whose executives have more than 70 years of combined broad hotel experience. We provide high-touch, customized advisory and consulting services to a broad array of clients. Our experience through changing economic cycles has provided us the ability to effectively navigate today's opportunities and challenges to provide unparalleled advice. LWHA offers a unique combination of experience in hotel operations, hotel transactional work and hotel ownership, which in turn provides our clients with a thorough and hands-on understanding of the hotel business alongside the business of hotels, resorts, and conference centers. Recognized for offering a premier level of service and work product, LWHA professionals are passionate about serving their clients with the utmost professionalism and providing a high quality of unbiased due diligence in a timely and cost effective manner. The firm's extensive offerings include, but are not limited to:

- Comparable Sales Analysis
- Critical Asset Review
- Development / Refurbishment / Renovation & Repositioning Cost Analysis
- Development Services
- Discounted Cash Flow Analysis
- Economic Feasibility Analysis
- Economic Impact Analysis
- Facilities Planning & Development Consulting
- Fairness Opinions
- Highest & Best Use Analysis
- Market Supply & Demand Study – Occupancy & Average Rate Projections
- Market Study – Projections of Income & Expenses
- Mixed Use Asset Strategy Consulting
- Property Tax Assessment Appeal Evaluations
- Repositioning Consulting
- Restaurant Consulting
- Return On Investment Analysis
- Site Selection & Evaluation
- Third Party Independent Reviews
- Transactional Advisor

RESPONSE TO RFQ – HOBOKEN HOTEL AND INDUSTRY ANALYST

Based in New York City, LW Hospitality Advisors has four offices across the United States.

NEW YORK 200 West 41st Street, Suite 805 New York, NY 10036 United States of America Tel. 212.300.6684	ATLANTA 3355 Lenox Road, Suite 750 Atlanta, GA 30326 United States of America Tel. 404.220.7704	BOCA RATON 5550 Glades Road, Suite 500 Boca Raton, FL 33431 United States of America Tel. 561.708.5602	SEATTLE 1700 7th Avenue, Suite 2100 Seattle, WA 98101 United States of America Tel. 206.745.3600
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COMPETITIVE ADVANTAGES

Given LWHA's wealth of experience in and knowledge of the hospitality industry, we believe we are well positioned to provide advisory services the City of Hoboken, as well as the Hoboken City Council as the Redevelopment Authority for the City. We believe the following list outlines LWHA's strengths as they pertain to the requested scope:

- Extensive experience in assisting both the public and the private sector in determining hotel and mixed-use project viability;
- We have conducted numerous assignments throughout the United States, with an emphasis in New York and New Jersey, inclusive of in-depth market demand studies with focus on potential for induced/increased demand in order to relate the dynamics of our demand conclusions to any proposed development to determine both viability of an existing plan or to determine the optimal plan;
- The project team that we selected for this assignment is eminently qualified by all standards of comparison including past experience, professional reputation, specialized knowledge of the convention/conference center and national lodging industry, and technical experience in all the required disciplines;
- Every engagement undertaken by our firm involves detailed research and analysis supported by data, field work, and conversations with market participants;
- LWHA is a boutique firm which allows for consistent personalized client support at the Principal level;
- We are experts in hotel operations inclusive of the impact of brands, management contracts, facility programs, and amenity packages, for any product type, size, or location;
- We have experience creating and conducting online surveys as a means to assess the need and/or desire for a particularly facility in a given market;
- We have experience determining tax benefits and job creation generated by a proposed new development.

UNDERSTANDING OF SCOPE OF WORK

LW Hospitality Advisors understands that the City of Hoboken is seeking a licensed and experienced hospitality consulting firm to provide advisory and analytic services to the City, to include evaluation and feasibility of potential redevelopment, mixed-use projects, and/or land use projects related to the hospitality industry.

LWHA has significant experience in providing the aforementioned services to a wide range of clients, including municipalities and government agencies. Led by Daniel Lesser, MAI, FRICS, CRE, CHA, the team is confident that it can assist the City of Hoboken with even the most complex financial, valuation, and feasibility analyses.

Below we have summarized several projects LWHA has completed in the past several years that we believe to be relevant to this mandate. Please refer to our website (<http://lwhospitalityadvisors.com/case-studies>) for additional case studies, advisory, and consulting experience.

PROPOSED UPPER-UPSCALE HOTEL

New Haven, CT



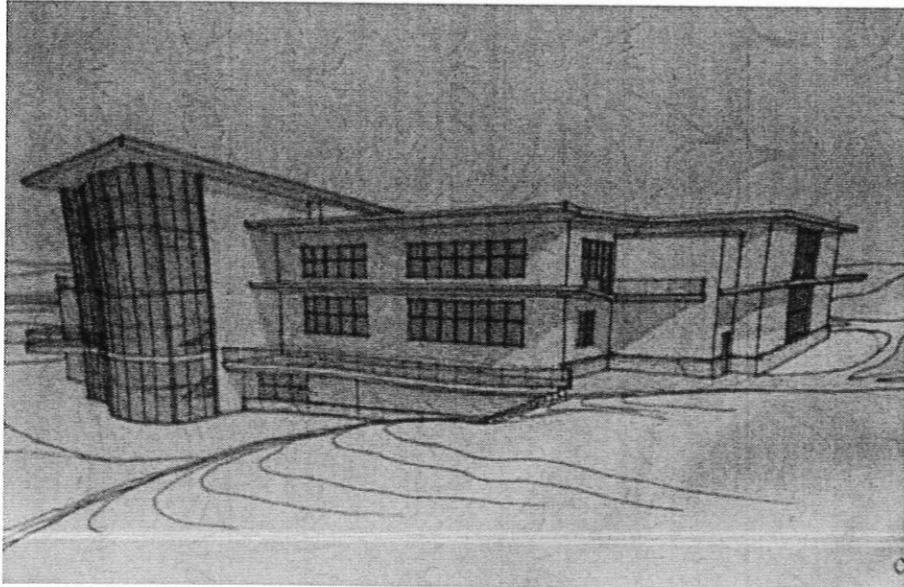
LWHA completed a Market Demand Study for a proposed upper-upscale hotel in tandem with the 1.3 million square-foot Coliseum Development Project in Downtown New Haven, Connecticut. Our primary mandate was to identify and quantify the existing and unidentified lodging demand in the New Haven area. As part of the aforementioned Market Demand Study, LWHA:

- Conducted fieldwork and interviews to uncover sources and quantity of demand;
- Assembled and analyzed key economic and demographic data pertaining to both the immediate and regional market areas to estimate future growth potential of lodging and conference center demand;
- Analyzed the local market to quantify unaccommodated demand;
- Identified and interviewed the competitive set of hotels to understand market-wide demand and the competitive climate;
- Examined the opportunity for induced demand on a new and unrepresented hotel and conference center product;
- Assisted in developing the hotel facility plan including overall quality level, guest room inventory, amount of meeting space, and mix of ancillary amenities/facilities, based on primary research conclusions,;
- Estimated occupancy, average daily rate, and total revenue for the initial five years of operation.

Note: Team members Daniel Lesser, Evan Weiss, and Jonathan Jaeger participated in this assignment in 2015

PROPOSED CONVENTION CENTER & HOTEL

City of Soldotna, Alaska



LWHA conducted a Market Analysis and Feasibility Study for The City of Soldotna, Alaska in connection with the City's contemplation of development of a conference center and/or hotel. The engagement centered on assessing if visitation to the City would increase following the construction of the conference center and if so, would a new hotel development be required to capture this demand. Furthermore, LWHA was mandated to opine on the appropriate location, size, type, quality level, and amenity package of the hotel, as well as the location, size and technological needs of the conference center. In order to deliver on the aforementioned project, LWHA:

- Conducted field work and interviews to uncover sources of demand, including creation and distribution of a survey to local market participants, comparable locations within Alaska, and to meeting planners based in feeder markets to Alaska;
- Considered and compared three potential sites for the proposed conference center and issued recommendation;
- Assembled and analyzed key economic and demographic data pertaining to both the immediate and regional market areas to estimate future growth potential of lodging and conference center demand;
- Analyzed and benchmarked comparable conference center facilities;
- Based on demand research conclusions, recommended a facility type and size to best suit the market;
- Estimated occupancy, average daily rate, and total revenue for the initial three years of operation.

Note: Team members Daniel Lesser, Evan Weiss, and Jonathan Jaeger participated in this assignment in 2014

PROPOSED HILTON GARDEN INN ECONOMIC IMPACT STUDY

Morgan Hill, California



LWHA was commissioned to perform a Hotel Market Study with Financial Projections with a focus on the economic impact for The City of Morgan Hill. The main purpose of this engagement was for LWHA to develop estimates of potential economic benefits to The City of Morgan Hill, California such as occupancy taxes, property taxes, and job creation. In order to present the projected economic impact, LWHA:

- Interviewed representatives of local and state economic agencies and other related organization;
- Identified and interviewed potential demand generators;
- Analyzed the historic and current lodging demand;
- Acquired an in-depth understanding of The City of Morgan Hill's real estate and occupancy taxes and projected such taxes over a 10-year period;
- Utilized comparable projects and interviews to estimate the number of jobs created directly from the hotel;
- Prepared a full financial analysis estimate for the initial five years of operation;
- Quantified and presented the summary of financial Benefits to the City of Morgan Hill over a 10-year period.

Note: Team members Daniel Lesser and Evan Weiss participated in this assignment in 2015

PROPOSED 400-ROOM HILTON CONVENTION CENTER

West Palm Beach, FL



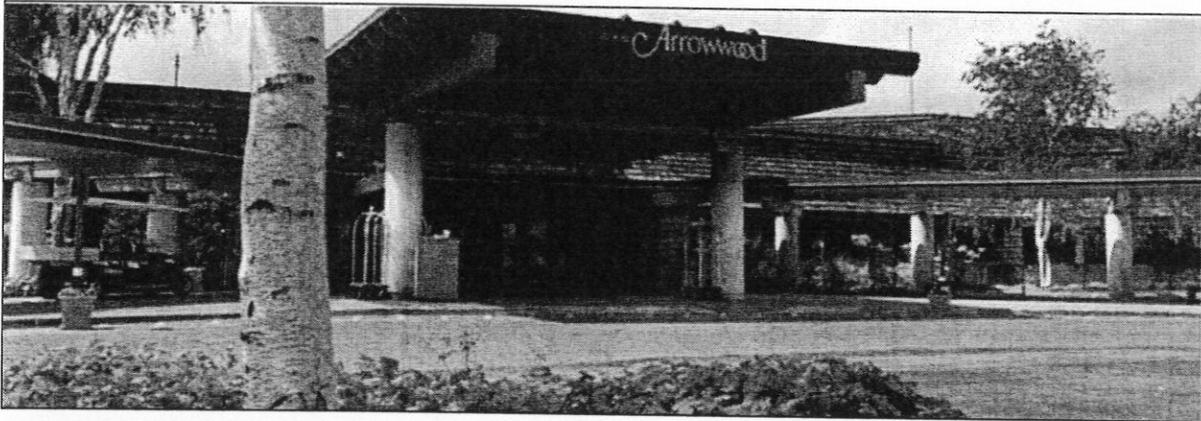
LWHA was engaged to determine if the construction of a full-service branded hotel adjacent to the existing West Palm Beach Convention Center would increase overall performance of the convention center as a standalone entity. In order to accomplish the engaged task, LWHA:

- Performed a thorough study of convention center demand nationally, focusing on recently-constructed convention centers in secondary and tertiary markets. Furthermore, we conducted a survey of meeting planners on a national basis to assess the needs of groups, including type & proximity of hotel accommodations relative to a convention center, air lift, and amenity package;
- Assembled and analyzed key economic and demographic data pertaining to both the immediate and regional market areas to estimate future growth potential of lodging and conference center demand;
- Interviewed representatives of local and state economic agencies and other related organizations including Hilton Worldwide;
- Identified and interviewed potential demand generators, and utilized all findings to determine currently unaccommodated available demand and the potential for future induced demand into the market subsequent to construction of the subject hotel;
- Selected and analyzed the competitive landscape for hotels in West Palm Beach;
- Based on primary research conclusions, we recommended development plans of the hotel facility including overall quality level, guest room inventory, amount of meeting space, and mix of ancillary amenities/facilities;
- Prepared financial projections of the proposed hotel for the initial 10 full years of operations for each of the scenarios presented;
- Analyzed and prepared a detailed analysis of the benefits of the existing Hilton Worldwide reward points program;
- Upon acceptance of our proposed hotel, we researched and recommended next steps in order to realize our proposal.

Note: Team members Daniel Lesser, Evan Weiss, and Gary Isenberg participated in this assignment

REPOSITIONING AND ASSET MANAGEMENT OF THE DORAL ARROWWOOD

Rye Brook, NY



LWHA is engaged in ongoing advisory and consulting for ownership to facilitate the repositioning of the Doral Arrowwood Hotel, Resort & Conference Center, comprising of 373 guest rooms, five food and beverage outlets, 135,000 square feet of meeting space, and a golf course. We repositioned the subject through efforts comprised of the following:

- Identified and interviewed hotel market participants within Westchester County that operate in the conference center space such as IBM Palisades, Glen Cove Mansion Conference Center, Tarrytown House, among others;
- Underwrote the asset considering a highest and best use analysis of multiple scenarios such as a hotel with separate conference center scenario;
- Consulted ownership on a \$74 Million recapitalization;
- Defined specific renovation needs and costs in order to reposition the subject to better compete within the market;
- Identified and selected a qualified third-party manager through a competitive RFP process;
- Currently providing asset management services to ownership;

Note: Team members Daniel Lesser, Gary Isenberg, and Evan Weiss are currently working on this assignment

MANAGEMENT CRITERIA

ORGANIZATIONAL CHART AND QUALITY ASSURANCE/QUALITY CONTROL PLAN:



TEAM ASSIGNED TO WORK WITH THE CITY OF HOBOKEN

Daniel Lesser, who will remain your primary point of contact, is the President and CEO of LWHA.

LWHA was founded by Daniel Lesser, a renowned authority on hotel feasibility and valuation. Mr. Lesser is a highly sought after expert who is a published scholar and sought-after lecturer at prestigious institutions of higher education, including Cornell University, Columbia University & New York University. During the past thirty-five years, Mr. Lesser has specialized in all facets of hospitality real estate.



Daniel Lesser brings more than 30 years of expertise in a wide range of hospitality operational, investment counseling, valuation, advisory, and transactional services. He provides services to corporate, institutional, and individual clients as well as public agencies on all facets of hospitality real estate including: litigation support and expert testimony, site evaluation, highest and best use analysis, appraisals for mortgage, acquisition, and portfolio management, workout strategies, operational analysis, property tax assessment appeal evaluations, economic impact studies, deal structuring, and fairness opinions. Mr. Lesser earned a Bachelor of Science degree in Hotel Administration from Cornell University, and also attended the Ecole hôtelière de Lausanne, Switzerland and Baruch College - City University of New York.

A second leadership role is held by **Evan Weiss**, Executive Managing Director & Principal, who grew LWHA into a global firm, as Co-Founder. He achieved success by recruiting twenty well-versed and experienced professionals from around the world.

Previously an associate of CBRE Hotels- Hospitality & Gaming Valuation Advisory Services Group, Mr. Weiss he was awarded Silver and Gold production awards during each year of his tenure. He also received the Valuation Services Professional of the Year Award for the Tri-State region in 2007.



Prior to joining CBRE, Mr. Weiss held the executive position of Director of Operations for CARINO Hotels & Resorts in New York, a sales and marketing firm representing 75 luxury hotels throughout the globe. He holds a Bachelor of Science degree in Hotel and Tourism Management from New York University Preston Robert Tisch Center for Hospitality, Tourism and Sports Management. Born in Brooklyn, he grew up on Staten Island and attended university in Manhattan. Evan Weiss is a true New Yorker who will bring his strong local market knowledge background to this project.

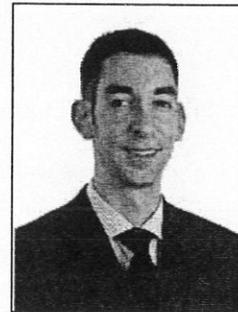
Gary Isenberg currently serves as President - LWHA® Asset & Property Management Services. In Gary's current role he is responsible for heading up the Asset Management and Hotel Management Divisions. Gary has over 28 years of diversified Hospitality experience in Hotel Management, Finance, and Asset Management. Mr. Isenberg attended Fairleigh Dickinson University and upon completion of a Bachelor of Science in Business Management with minors in Corporate Finance and Information Systems, accepted his first full-time position with ITT Sheraton currently known as Starwood Hotel and Resorts as a Corporate Trainee. During his 16-year tenure, he was rapidly promoted over a series of increasingly responsible positions, mergers and acquisitions, at both the corporate and property level, in the disciplines of finance and operations.



A privately-held Hotel Development, Ownership and Management Company, Field Hotel Associates, recruited Gary to join their organization as General Manager of their flagship property. Shortly Mr. Isenberg was promoted to EVP of Hotel Operations and most recently held the position of Chief Operating Officer. During his tenure at FHA, Mr. Isenberg led the development and opening of hotels, spearheaded several re-organizations, repositioning and recapitalizations, as well as numerous revenue-generating and cost-cutting initiatives. This in turn enhanced value and maximized return for the owners and investors.

Gary served on the following boards and professional organizations; Pennsylvania Travel and Lodging Association Board Member, Hotel Association of New York's NY Hotel Group Founding Member, JFK Airport Chamber of Commerce Board Member, Greater Jamaica Development Corporation Board Member and Director.

Jonathan Jaeger currently serves as Managing Director with LW Hospitality Advisors, based in New York City. Mr. Jaeger is a designated member of the Appraisal Institute (MAI), an active member of the American Hotel & Lodging Association (AH&LA), and a Development Coach for the United States Professional Tennis Association (USPTA). Most recently, he was the recipient of the inaugural Lori Raleigh Award for Emerging Excellence in Hospitality Consulting from the International Society of Hospitality Consultants.



Prior to joining LWHA, Mr. Jaeger was with Pinnacle Advisor Group from January of 2008 through January of 2014. He began as a Consultant in the Boston office and was promoted to Vice President and head of the New York Practice during his seven-year tenure. At Pinnacle, Mr. Jaeger was involved in the execution of over 300 consulting and valuation assignments throughout the United States.

Prior to his advisory career, Mr. Jaeger held various operational and accounting/finance positions with Starwood Hotels & Resorts and Kimpton Hotels & Resorts. He graduated with a Bachelor of Science from the Boston University School of Hospitality Administration in addition to a minor in Business Administration from the Boston University School of Management.

Priscilla Plasai currently serves as a Senior Associate for LW Hospitality Advisors, based in New York City. Ms. Plasai most recently held a position as Sales Manager for the Marriott International Regional Sales Offices in Miami and Irvine where she launched the new Sales Office and Sales Transformation process for the Florida Market and represented a total of 151 Marriott-managed hotels across 10 brands in Florida, Southern California, Arizona, and Nevada. Prior to working at Marriott, Ms. Plasai served as the firm's first intern and gained substantial operational experience in the hospitality industry through previous positions including Front Office at the Sheraton Maui Resort and Spa, Housekeeping at The Ritz-Carlton New York, Central Park, and Events at La Pietra International Conference and Events Center in Florence, Italy.



Ms. Plasai holds a Bachelor of Science degree in Hotel and Tourism Management from the New York University Preston Robert Tisch Center for Hospitality, Tourism, and Sports Management with a concentration in Marketing and Revenue Management. During her time at NYU she served as Vice Chair for the Hospitality Sales & Marketing Association International NYU Student Chapter and received the International Association of Conference Centers Doris Sklar Award and National Tour Association State Scholarship.

Resumes, qualifications, and licenses of assigned personnel can be found in the addendum.

REFERENCES

1. **Max Reim**
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Live Work Learn Play
(514) 788-3333
max@lwlp.com
Demand and Hotel Feasibility, New Haven, CT

2. **Menahem Chukroon**
Founder & Principal
Brooklyn North Capital
(718) 263-5201
Meny_Chukroon@hotmail.com
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3. **Philip Ribolow**
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(212) 250-7851
philip.ribolow@db.com
Appraisals, Market Studies, & Feasibility Studies, Nationwide

4. **Justin Rice**
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5. **William P. McKenna, MAI**
Senior Vice President
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wmckenna@mtb.com
Appraisals, Market Studies, & Feasibility Studies, Nationwide

Several testimonials can be found in the addendum. For a more complete list of testimonials, please refer to our website: <http://lwhospitalityadvisors.com/testimonials>.

COST PROPOSAL

PROPOSED COST

Hourly rates of professional staff are as follows:

President	\$600
Executive Managing Director	\$500
Managing Director	\$450
Senior Vice President	\$400
Vice President	\$350
Senior Associate	\$300
Associate	\$250

The professional fees quoted above do not include expenses such as reasonable travel, Smith Travel Research reports, and other data-related expenses which will be invoiced at cost. LWHA will inform the client in advance of ordering any data/reports.

Any meeting or presentation not previously agreed to as being part of an assignment which requires any LWHA professional to travel out of the New York metropolitan area (not including the City of Hoboken) will be charged at a minimum per-diem rate of \$5,000. Hourly and per-diem rates will be charged at the rate in effect at the time that they occur, with travel billed at half time.

Payment of any fees is not contingent on an outcome of the market study, a loan closing, or any other prearranged condition. It is LWHA's normal policy to provide a draft copy of the final report for Client's review.

In the event after commencing the assignment it becomes necessary to alter the parameters of the study, such as the property description; assumed date(s); financial, management, or ownership structure; or any other factor which could change the final conclusions, LWHA will be entitled to charge an additional fee based upon LWHA's current per-diem rates and the time required to incorporate the necessary changes into its analysis and report. In addition, the estimate of timing will be extended by an amount equal to the added work. In advance of commencing any additional work as outlined above, Client will be notified in writing with a request to confirm the agreed upon scope of additional work and additional fee.



Thank you for this opportunity!

We hope to be able to work with the City of Hoboken.

BACKGROUND

During the past thirty five years, Daniel H. Lesser has specialized in real estate appraisals, economic feasibility evaluations, investment counseling and transactional services of hotels, resorts, conference centers, casinos, mixed use facilities, spa & wellness, and timeshare/fractional ownership properties on a worldwide basis. Mr. Lesser provides services to corporate, institutional, and individual clients and municipalities on all facets of hospitality real estate including: litigation support and expert testimony, site evaluation, highest and best use analysis, appraisals for mortgage, acquisition, and portfolio management, workout strategies, operational analysis, property tax assessment appeal evaluations, economic impact studies, market and feasibility analysis, asset management, strategic planning, management company selection and contract negotiation, franchise company selection and license agreement negotiation, deal structuring and fairness opinions. As a leading international authority with iron clad credibility on the topic of hotel feasibility and property valuation, Mr. Lesser has testified as an expert witness in federal and state courts and arbitrations in connection with a wide variety of matters including: bankruptcy, brand area of protection, condemnation, construction defect and/or delay damages, ground rent reset, partnership conflict, and property tax.

Prior to his hospitality advisory experience, Mr. Lesser held operational and administrative positions with Hilton Hotels Corporation and Eurotels-Switzerland. He is highly sought after to speak at lodging and real estate events, as well as lectures at prestigious institutions of higher education, including American University Washington College of Law, Columbia University, Cornell University, New York University and Pennsylvania State University. He is widely published and quoted in major newspaper, internet, business, real estate and hospitality industry publications, and has served as a quarterly columnist for HotelNewsNow.com and HotelBusiness.com. Mr. Lesser is currently the quarterly lodging columnist for GlobeSt.com and a bi-monthly blogger for Hotelmag.com.

Mr. Lesser earned a Bachelor of Science degree in Hotel Administration from Cornell University, and also attended the Ecole Hôtelière de Lausanne, Switzerland and Baruch College- City University of New York. Mr. Lesser holds the following professional designations: MAI (Member of the Appraisal Institute), FRICS (Fellow of The Royal Institution of Chartered Surveyors), CRE (Counselor of Real Estate), and CHA (Certified Hotel Administrator).

Mr. Lesser is a member of and has served on numerous committees for the Counselors of Real Estate, the Appraisal Institute, the American Hotel & Lodging Association, and the Board of Directors of the New York City Chapter of the Cornell Hotel Society. He is a former Advisory Board member and member of the Fundraising Subcommittee for the New York University Preston Robert Tisch Center for Hospitality, Tourism and Sports Management. Mr. Lesser is a member of The Penn State School of Hospitality Management Industry Advisory Board and served as the schools Fall 2015 Walter J. Conti Visiting Professor. Mr. Lesser is a founding member of the Lodging Industry Investment Council (LIIC), the hotel industry "think tank." Mr. Lesser is a member of the American Arbitration Association (AAA) Panel of Neutrals. Mr. Lesser served as an Honorary Committee Member of the annual UJA-Federation New York Hotel & Hospitality Division Dinner, and was a founding member of the AIPAC Real Estate Division. Mr. Lesser serves as a Senior Advisor to the Founder and President of Our Soldiers Speak, a U.S. based, non-profit NGO with official 501(c)(3) status.

QUALIFICATIONS OF DANIEL H. LESSER

PROFESSIONAL EXPERIENCE

LW Hospitality Advisors LLC	(2011-Present)
President & Chief Executive Officer	
LWHA Asset & Property Management	(2011-Present)
Chief Executive Officer	
CB Richard Ellis	(2006-2010)
Senior Managing Director - Industry Leader Hospitality & Gaming Group	
Cushman & Wakefield, Inc.	(1994-2005)
Senior Managing Director - Industry Leader – Hospitality & Gaming Group	(2004-2005)
Managing Director – Industry Leader – Hospitality & Gaming Group	(2002-2004)
Senior Director, Hospitality Industry Group	(1997-2002)
Director, Hospitality Industry Group	(1994-1996)
HVS International	(1981-1994)
Senior Vice President - Director of Consulting and Valuation Services	(1986-1994)
Vice President	(1984-1986)
Consulting and Valuation Analyst	(1981-1984)
Hilton Hotels Corporation	(1978-1981)
New York Hilton, New York	
Eurotel	(1977)
Montreux, Switzerland	
Kutsher's Country Club	(1975-1976)
Monticello, New York	

PROFESSIONAL AFFILIATIONS AND ACTIVITIES

American Arbitration Association (AAA)	(2013-Present)
- Panel of Neutrals	
American Hotel and Lodging Association - Certified Hotel Administrator (CHA)	
- Research Committee	(1991-1995)
- Market Financial and Investment Analysis Committee	(1994-1997)
Appraisal Institute - Member (MAI)	
- Candidate Guidance Committee - New York Metropolitan Chapter	(1986-1989)
- Admissions Committee - New York Metropolitan Chapter	(1986-1989)
- Regional Ethics and Counseling Panel - Central Atlantic Region	(1990-1995)
- Appraisal Journal - Manuscript Reviewer	

QUALIFICATIONS OF DANIEL H. LESSER

Cornell Hotel Society

- Class of 1979 Director (1983-1984, 1994-2014)
- Cornell Hotel and Restaurant Administration Quarterly-Manuscript Reviewer (1996-2006)
- New York City Chapter Board of Director Member (1996-2006)

Cornell Real Estate Council (1988-2010)

Counselors of Real Estate (CRE)

- External Affairs Committee: Hospitality Property Sector Chair (2016)
- International Activities Committee (1990-1997)
- Site Selection Committee Vice Chairman (1993), Member (1994)

Ecole Hôtelière Lausanne Alumni Association (1980-Present)

Global Hotel Network

- Advisory Editorial Board Member (2008-2009)

Indiana University – Kelley School of Business

- Advisory Board Member – Hospitality Industry Club (2010-2011)

Lodging Industry Investment Council (LIIC)

- Founding Member (1997-Present)

Licensed New York State Certified Real Estate General Appraiser (1991-Present)

Licensed New York State Salesperson (1995-Present)

New York University's Preston Robert Tisch Center for Hospitality, Tourism, & Sports Management

- Advisory Board Member (1993-2006)
- Fundraising Subcommittee Member (1994-1998)
- Mentoring Program (1996-2006)

Penn State School of Hospitality Management

- Advisory Board Member (2012-Present)

Royal Institute of Chartered Surveyors - Fellow (FRICS) (2006-Present)

The American Israel Public Affairs Committee (AIPAC)

- Real Estate Division Member (2009-2015)

UJA – Federation of New York Hotel & Hospitality Division

- Reception – Honorary Committee Member (2003-2006)

EDUCATION

School of Hotel Administration, Cornell University - Bachelor of Science
Ecole Hôtelière de Lausanne - Lausanne, Switzerland - Cours de Cuisine
Baruch College, City University of New York - Business Administration
New York University School of Continuing Education - Real Estate Investment
Appraisal Institute – Required MAI Courses & Continuing Education Seminars

SEMINARS DEVELOPED

Cornell University School of Hotel Administration

- Hotel Economic Feasibility Study and Appraisal Process Seminar for the 1991, 1992, 1993 and 1994 Professional Development Program

TEACHING, LECTURE, AND PODCAST ASSIGNMENTS

Aimbridge Hospitality/Evolution Hospitality 2016 Leadership Strategy Meeting

- U.S. Lodging Industry 2016: Offensive or Defensive Game Plan?

American Institute of Real Estate Appraisers - New York Metropolitan Chapter

- Current Trends in the New York City Hotel Market

Appraisal Institute - New York Metropolitan Chapter

- Market Analysis: Overview of the U.S. Lodging Industry
- Investment Overview of the U.S. and New York Lodging Industry
- State of New York City Real Estate Market
- State of the Market – Rebuilding NYC

Appraisal Institute - Greater Boston Metropolitan Chapter

- Market Analysis: Overview of the U.S. Lodging Industry

Appraisal Institute – Northeast New Jersey Chapter

- 7th Annual Meadowlands Conference: Hotels and ...What Makes Them Different

American Society of Appraisers

- Current Topics in Business Valuations-1995; Hotel/Motel Industry
- Overview and Valuation Methods
- State of The US & NYC Hotel Markets: Mid-Year 2011

American University Washington College of Law

- Hospitality and Tourism Law Summer 2014 Program
- Hospitality and Tourism Law Summer 2015 Program
- Hospitality and Tourism Law Summer 2016 Program

QUALIFICATIONS OF DANIEL H. LESSER

Americas Lodging Investment Summit – 2005

- Creating Value by Renovation and Repositioning

Association of Municipal Assessors of New Jersey and The Center for Government Services Rutgers, State University of New Jersey

- Hotel Valuation Seminar: Investment Overview of the U.S. Lodging Industry

Boston University

- Hotel Valuation

Bisnow 1st Annual Lodging Investment Summit (Washington DC) – 2012

- National Hotel Outlook

Bisnow 2nd Annual New York Hotel Investment Summit – 2012

- Capital Markets & How Deals Are Getting Done

Bisnow 3rd Annual New York Hotel Investment Summit – 2013

- National Hotel Outlook

Bisnow 4th Annual New York Hotel Investment Summit – 2014

- National Hotel Outlook

Bisnow 5th Annual New York Hotel Investment Summit – 2015

- National Hotel Outlook

Bisnow 6th Annual New York Hotel Investment & Development Forum – 2016

- Hotel Acquisitions and Development Panel:

Bisnow Chicago Hotel Investment Summit – 2011

- National & Chicago Hotel Market Overview

Bisnow Dallas Hotel Investment Summit – 2013

- National Hotel Outlook

Bisnow DFW Hospitality Investment Summit – 2014

- National & DFW Hotel Outlook

Bisnow Future of Downtown Manhattan- 2013

- Hospitality Spotlight

QUALIFICATIONS OF DANIEL H. LESSER

Bisnow Lodging Investment Summit – 2013

- State of the Lodging Industry

Bisnow National Lodging Investment Summit – 2014

- State of the Lodging Industry

Bisnow Lodging Investment and Innovation Series – 2015

- Investment Cycle Insights: Where Are We now, Where Are We Headed?

Bisnow 5th Annual Lodging Investment Series – 2016

- State of the Lodging Industry

Bisnow New York Hotel Investment Summit – 2011

- How Deals Are Getting Done

Bisnow Southern California Hotel Investment Summit – 2012

- How Deals Are Getting Done

Bisnow Texas Hotel Investment Summit – 2012

- National Hotel Outlook – 2012

Bisnow Washington DC Hotel Investment Summit – 2011

- Where's The Money Coming From

BLLA 2nd Annual Boutique Hotel Investment Conference- 2011

- Boutique Hotel – Start to Finish

BLLA Boutique Hotel Investment Conference- 2016

- New York Market Snapshot

CB Richard Ellis World Conference – 2008

- Hotels and Leisure – The Fifth Food Group

CBREtv

- Enterprise Management: CB Richard Ellis Hotels

Columbia University School of Business – Master's In Real Estate Program

- Hotel Market Supply & Demand Analysis

Commercial Investment Real Estate Institute - New England CCIM Chapter

- Investment Overview of the U.S. Hotel Industry

QUALIFICATIONS OF DANIEL H. LESSER

Conrad Hilton College and Bickel & Brewer 2nd Annual Symposium on Legal Issues in the Hospitality & Gaming Industries

- REITS - Full Employment for Lawyers Year 2000 and Beyond

Cornell University School of Hotel Administration

- Staff Planning and Analysis
- Center for Professional Development
- Professional Development Program

Cornell University Real Estate Seminar Series

- "The U.S. Lodging Industry – 2010: Been There; Done That; Doing It Again The Dawn of a New Cycle"

Cornell University Wall Street Club

- Cornell Club of Long Island 2010 Networking Dinner

Counselors of Real Estate

- 2012 Annual Convention: General Session #4 – Boom, Bust, Recovery: A Hotel and Condo Tale
- 2009 Mid-Year Meetings: The Hospitality Sector – Looking Forward in Turbulent Times

Dallas Hotel Conference

- U.S. Lodging Industry Fundamentals: 2016
- U.S. Lodging Industry 2015: Offensive or Defensive Game Plan?
- U.S. Lodging Industry Fundamentals 2014: Paradigm Shift or Movie Rerun?
- U.S. Lodging Industry Fundamentals: 2013
- U.S. Lodging Industry Fundamentals: 2012
- U.S. Lodging Industry Fundamentals: 2010
- U.S. Lodging Industry 2009: Been There, Done That, Doing It Again

Deutsche Bank – Special Situations Group

- U.S. Lodging Industry 2016: Offensive or Defensive Game Plan? – April 2016

Evercore ISI – Lodging Expert Lunch

- U.S. Lodging Industry Fundamentals: Paradigm Shift or Movie Rerun? – April 2015
- U.S. Lodging Industry 2016: Offensive or Defensive Game Plan? – March 2016

Global Hotel Network

- Transaction 2007 Recap

Georgetown University School of Continuing Studies

- Hotels: Valuation/Transactions – Course MPRE 708

GF Management 5th Annual Hospitality Loan Forum

- U.S. Lodging Industry 2016: Offensive or Defensive Game Plan?

QUALIFICATIONS OF DANIEL H. LESSER

Hospitality Sales and Marketing Association International (HSMIA) Big Apple Chapter

- "Straight from the Horse's Mouth", A Candid Discussion with Owners and Investors about the Marketing of Their Assets

Hotel Business

- 2009 Conversions Roundtable

HOTELS - The Forum for Greater New York Hotel Real Estate

- 2013 Key Power Players Panel

Hotel Data Conference

- Smith Travel Research 4th Annual (2012) The Simmering Hotel Investment Climate: Valuations Are Being Tested

Hotels Innovate New York City 2014

- Candid Conversation with Eric A. Danziger, President and CEO, Hampshire Hotels Management - Interviewer

Incisive Media

- Hotel Operations Webinar

iGlobal Forum Real Estate Private Equity Summit

- Hospitality Industry Outlook: Recovery or Prolonged Retraction

iGlobal Forum 3rd Global Hospitality & Lodging Investment Summit 2013

- Essential Market Outlook For The Hospitality & Lodging Sector

iGlobal Forum 4th Global Hospitality Leaders Summit 2014

- Crowdfunding – Unlocking a New Source of Financing for Hotels

International Lodging Finance Council

- Investment Overview of U.S. Lodging Industry

Lightstone Group 2014 Real Estate Forum

- U.S. Lodging Industry Fundamentals

Massey Knakal Realty Services

- Lodging Industry Fundamentals - 2014

Meet The Money 2008 – The Resource for Capital in a Challenging Market

- State of the Industry Alerts-The U.S. Hotel Investment Market: The Glass Is Half Full

Meet The Money 2014

- What Does it Take to Successfully Buy or Sell a Hotel in this Market?

Meet The Money 2016

- U.S. Lodging Industry 2016: Offensive or Defensive Game Plan?

Meet The Money 2017 Planning Session @ The Lodging Conference

- U.S. Lodging Industry Outlook 2016/2017

Morgan Stanley – Lodging Expert Lunch

- U.S. Lodging Industry 2016: Offensive or Defensive Game Plan?
- U.S. Lodging Fundamentals: Paradigm Shift Or Movie Rerun – 2015
- U.S. Lodging Fundamentals – 2014

Myriad Restaurant Group in Association with DISCOVER

- How To Open A Restaurant (And Make It Last) – 2001, 2002, 2003, 2004

National Association of Realtors (NAR)

- Commercial Connections Podcast – Overview And Outlook For The Hospitality Industry, April 2014

National Council of Real Estate Investment Fiduciaries (NCREIF)

- 1999 Winter Conference - Hospitality Investments: "Making Money Making Beds"

New Jersey Gold Coast & Spring Multifamily Investment Summit 2015

- Hospitality Opportunities & Challenges: Analysis of Trends & Opportunities in Today's Rebounding Economy in the Midst of a Growing Population and Increased Tourism

New Jersey Gold Coast & Spring Multifamily Investment Summit 2014

- New Jersey Gold Coast Hotel Investment, Development & Financing

New Jersey Gold Coast & Spring Multifamily Investment Summit 2013

- Up Close with Leading Hotel Owners & Hospitality Analysts: The Coast "with the View" Attracts New Developers

New York Building Congress

- Economic Development Committee – U.S. & NYC Lodging Outlook 2011
- Planning, Growth and Sustainability Committee Meeting – U.S. & NYC Lodging Outlook 2016

New York City Hotel Development Forum 2014

- The Anatomy of Successful Hospitality Deals

New York City Hotel Development Forum 2015

- Design & Development of Boutique Hotels

QUALIFICATIONS OF DANIEL H. LESSER

New York Hospitality Council

- Valuating Hotels in the Current Climate

New York Institute of Technology

- Hotel Valuation

New York State Society of CPA's

- Restaurant & Hospitality Breakfast Conference – Hotel Occupancy Costs

New York University Real Estate Institute - Diploma Program

- Valuing Income-Producing Properties
- Hotel Acquisition and Development
- The Appraisal of Hotels Using Simultaneous Valuation Capitalization
- How to Determine Financial Feasibility
- Current Trends in Hotel Market Values
- Market and Feasibility Analysis for Real Estate Investment
- Investment Property Finance

New York University - The Center for Hospitality, Tourism and Travel Administration

- Careers in Hospitality and Tourism - "The Possibilities are Endless, But How Do I Get Started"?

New York University Graduate Lecture Series Luncheon

- Investment Overview of the U.S. Lodging Industry

New York University 37th Annual International Hospitality Industry Conference

- The Hotel Industry's Recent Transactions: An Insider Perspective On The Current Hospitality Marketplace

New York University 23rd Annual International Hospitality Industry Conference

- The Hotel Survivors: Economy Segment

New York University 22nd Annual Hospitality Industry Investment Conference

- Limited Service Segment: Out With the Old, In With the New

New York University 21st Annual Hospitality Industry Investment Conference

- Extended Stay: Market Maker or Market Taker?

New York University's Preston Robert Tisch Center for Hospitality, Tourism, & Sports Management – Graduate School Program

- Hotel Investment Analysis and Valuation

Northeast New Jersey Chapter Appraisal Institute: 7th Annual Meadowlands Conference

- Hotels: What Makes Them Different

QUALIFICATIONS OF DANIEL H. LESSER

Penn State School of Hospitality Management - Fall 2015 Walter J. Conti Visiting Professor

- HM484- Hospitality Entrepreneurship
- HM482- Hospitality Real Estate
- HM202- Colloquium in Hospitality Management

PERE Real Estate CFOs Forum

- Valuation Issues in Distressed Markets
- U.S. Lodging Fundamentals

Real Estate Networking & Transactions (R.E.N.T.)

- U.S. Lodging Fundamentals: 2011

RealShare Downtown New York – 2008

- "Tying it All Together." Multifamily, Hotel and Retail Activity Overview & Analysis

RealShare Hotel Investment & Finance Summit – 1st Annual

- Current State of the U.S. Hotel Sales Transaction Market

RealShare Hotel Investment & Finance Summit - 2nd Annual

- New Transaction Realities. Who's Buying, Who's Selling & Why in Today's Market

RealShare Hotel Investment & Finance Summit – 3rd Annual

- The Upside of the Downturn

Real Estate Board of New York

- Manhattan Real Estate: Is The Sky The Limit?

Real Estate Lenders Association

- Investment Overview of the U.S. Lodging Industry
- Hotel Restructurings and Investment Opportunities

Real Estate Services Alliance (RESA)

- How Hoteliers Create Exciting Hotel Guest Experiences, June 2016

Redwood Trust

- U.S. Lodging Industry Fundamentals 2014: Paradigm Shift or Movie Rerun?

Rutgers University

- Hotel Valuation Workshop

THINC, The Hotel Investment Networking Conference – 2014

- Creating A Hotel Portfolio

The Lodging Conference 2014

- A Clear Path to Property Repositioning

Sperry Van Ness

- 2011 U.S. Lodging Fundamentals
- 2013 U.S. Lodging Fundamentals
- U.S. Lodging Industry 2016: Offensive or Defensive Game Plan?

UCLA Extension - 13th Annual Hotel Industry Investment Conference

- The Extended Stay Segment - Headed For A "Checkout"?

UCLA Extension – 15th Annual Hotel Industry Investment Conference

- The Private Capital Markets – Charging into the 21st Century While the Public Markets Take a Snooze

Urban Land Institute (ULI) – Fall 2006 Meeting

- The Hospitality Industry – What's In and What's Out

U.S. Real Estate Opportunity and Private Fund Investing Forum - Fourth Annual

- Hotel and Leisure Properties

U.S. Bank

- U.S. and Select Markets Overview - 2016

Value Place National Franchise Conference – 2008

- Financing in Today's Market

Washington DC Hotel Forum

- Hospitality Industry Outlook: Economic Recovery or Prolonged Retraction

Weil, Gotshal and Manges LLP

- Hotel Restructurings and Investment Opportunities

QUALIFICATIONS OF DANIEL H. LESSER

PUBLISHED QUOTATIONS

As a noted hotel industry expert, Mr. Lesser has been quoted in a variety of publications and internet newsletters, including: AAHOA Lodging Business, Barron's, Bisnow, Bloomberg.com, Boston Herald, Business Travel News, Building Design and Construction, China Daily USA, Christian Science Monitor, CityFeet.com, Constructech, Commercial Observer, Commercial Property News, CNBC.com, CPNonline.com, Crains New York Business, Daytona Beach News – Journal, Forbes, Florida Real Estate, Journal, GlobeSt.com, Hotel Business, HotelBusiness.com, Hotel Business Greenbook, Hotel Design, Hotel and Motel Management, Hotel-Online.com, HotelNewsNow.com, HotelMotel.com, HOTELS' Investment Outlook, Hotel Interactive, International Business Times UK, Investment Property – The Capital Markets Report, Lodging, International Herald Tribune, JMBM Global Hospitality Advisor, Lodging Hospitality, My.Accenture.com, NBCNews.com, New York Observer, New York Sun, New England Real Estate Journal, Northjersey.com, , Mortgage Banking, National Real Estate Investor, MBAA.com, Nikkei Asian Review, RealDeal.com, Real Estate Finance Today, Real Estate Weekly, Real Estate Forum, Sarasota Herald Tribune, San Diego Business Journal, Skift, SNL Financial, South Florida Business & Wealth, Successful Meetings, The Boston Globe, The Wall Street Journal, The New York Times, The New York Post, TalkDisney.com, U-T San Diego, WiredNewYork.com, Tampa Bay Times, Travelmole.tv, TourismROI.com, Valuation Insights & Perspectives and Voice of OC, Additionally, Mr. Lesser has been broadcast on WQXR 96.3 FM New York, Fox 5 News @ 10 New York, CBS This Morning, CNBC Nightly Business Report, Voice of America – Chinese Service, and WBBM Newsradio Chicago.

PUBLISHED ARTICLES

- | | |
|--|---|
| <i>The Appraisal Journal</i> | "Understanding the Unique Aspects of Hotel Property Tax Valuation", January, 1993 |
| <i>Boston Hospitality Review / BU School of Hospitality Administration</i> | "U.S. Lodging Industry Update – Q2 2015", September, 2015
"The Evolution of Dual-Branded Hotels: How the Marriott/Starwood Acquisition Enhances Opportunities for Developers", January, 2016 |
| <i>Business Travel News</i> | "Rate, Occupancy Hikes Point to Healthy Hotel Market", October, 1996 |
| <i>The Cornell Hotel and Restaurant Administration Quarterly</i> | "Property Tax Valuation of Lodging Properties", February, 1992
"Rates of Return on Hotel Investments", June, 1993 |
| <i>CCIM Perspective</i> | "The Hotel Industry Continues to Roll", May, 1996 |
| <i>Global Hospitality Advisor</i> | "Outlook 2005: Catching the Buzz on Condo Hotels, A Round Table Discussion," January 2005 |

QUALIFICATIONS OF DANIEL H. LESSER

Global Hotel Network.com E-Newsletter

- "Market Focus: Dallas, Texas", December 2002
- "Market Focus: South Florida", January 2003
- "Market Focus: Washington DC", May 2003
- "Market Focus: Seattle, Washington", January 2004
- "Market Focus: U.S. Hotel Transaction Market", October 2004

GlobeSt.com

- "U.S. Lodging Activity Heats Up", April 2007
- "M&A Activity Heats Up Lodging", August 2007
- "Lodging Economics Weather the Storm", November 2007
- "'07: One for the Record Books", January 2008
- "Evaluating the '08 Hotel Investment Market", May 2008
- "Silver Lining in Q2's Dark Cloud," August 2008
- "2010: The Dawn of a New Decade", January 2010
- "U.S. Lodging Industry Q1 2010: Point of Inflection", April 2010
- "The U.S. Lodging Industry: Mid-Year 2010", July 2010
- "The 2010 Rebound of US Lodging Industry Transactions", October 2010
- "Hotel Technology Comes of Age", November 2010
- "Significant 2010 US Lodging Transactions", January 2011
- "The Up Cycle Has Clearly Begun", April 2011
- "The U.S. Lodging Industry: Mid-Year 2011", July 2011
- "U.S. Lodging: Fall 2011 Report Card", October 2011
- "U.S. Lodging Industry Snapshot: Winter 2011/2012", January 2012
- "U.S. Lodging Industry: Lodging Sales: Spring 2012", April 2012
- "Hotel Recovery Will Keep Going", January 2015
- "Q2 Lodging Fundamentals Favor Buying, Selling and Building", April 2015
- "Lodging Continues It's Darling Run", July 2015
- "Q3 Hotels: Wait-and-See Tempers Cautious Optimism", December 2015
- "Despite Growth, Lodging Turns Cautious", April 2016

QUALIFICATIONS OF DANIEL H. LESSER

Hotel Journal InnSide Real Estate

- "Plateau In Hotels A Good News/Bad News Story", July 2016
- "INNside" Story On What's Ahead For U.S. Lodging Industry", June, 2003
- "Property Taxes & Making The Most Of Your Hotel's Worth", October, 2003
- "Some Thoughts To Consider For Lessening Your Property Tax Bite", November 2003

Hotel Business

- "Lodging Market Seeing Gains In Occupancy, Room Rate," December 2004
- "Lodging Industry Is At Beginning of Strong Growth Phase, April 2005"
- "The U.S. Lodging Industry: Fall 2012", December 2012
- "U.S. Hotel Valuations Appreciate Based On Strong Fundamentals", May 2013
- "U.S. Transactions Increase Steadily During First Half Of 2013", September 2013
- "Lodging Transaction Pace Continues To Ramp Up In Fall'13", November 2013
- "Increased Availability Of Capital Led To More Deals In 2013", March 2014
- "Market Watch: The Evolution of NYC's Times Square", November 2014
- "Strong Hotel Fundamentals Drive Increased Deal Volume in Q1", May 2014

HotelNewsNow.com

- "Letter to the Editor", August 2009
- "Hotels Never Stabilize", February 2010
- "Hotel Sales and the Transfer of Property", May 2010
- "The 'Highest and Best Use' of Real Estate", September 2010
- "Evidence of Rising U.S. Hotel Asset Values", December 2010
- "There is Only One Market Value", March 2011
- "Capital Velocity and The Rise of US Hotel Values", July 2011
- "Hoteliers Share Their Thoughts On 9/11", September 2011
- "TAB Theories Unsubstantiated In Market", May 2012

QUALIFICATIONS OF DANIEL H. LESSER

- "How Rights Conveyed Impact Hotel Value", September 2012
- "Capital Stack Changes Impact Property Values", January 2013
- "Seeking Out High Quality Service Providers", April 2013
- "What Really Drives A Hotel's Income?", August 2013
- "How Capital Stack Changes Affect Value", April 2014
- Hotel and Resort Industry**
- "Assessing the Value of a Lodging Property", March, 1986
- "Major Chains Implement Promotional Incentives", April, 1987
- Hotel/Motel Management**
- "High Occupancy Rate Doesn't Always Mean High Profits", February, 1984
- "Why Choice Lodging Markets Quickly Become Overbuilt", April, 1984
- "Forecasting Potential Lodging Demand: How to Do It", June, 1984
- "Right Management Company Can Enrich Your Profit Potential", August, 1984
- "Operators Dominate Buyer Profile", April, 1994
- "Investors Eye Industry's Turnaround", March, 1995
- Hotel - Online**
- "Plateau In Hotels A Good New / Bad News Story", July, 2016
- "Despite Growth, Lodging Turns Cautious", April, 2016
- "U.S. Lodging Fundamentals 2015: Paradigm Shift or Movie Re-Run?", January, 2015
- "LW Hospitality Advisors Q3 2015 Select Major U.S. Hotel Sales Survey", December, 2015
- "Three Million Rooms Highlights Banner 2015", January, 2016
- "Despite Growth, Lodging Turn Cautious", April, 2016
- HOTELS Magazine**
- "Today's U.S. Lodging Market: Rerun Or Season Premiere?", March, 2015
- "Don't Judge A Lodging Asset By Its Price In Relation To Replacement Cost", April, 2015
- "Brand Overload", May, 2015
- "Reminder: Hotels Are Long-Term Investments", May, 2015
- "NYC Hotel To Residential Conversions Face Holdup", May, 2015

QUALIFICATIONS OF DANIEL H. LESSER

"Approaching The Peak?", June, 2015

"Lax Underwriting Standards", June, 2015

"Rising Hotel Property Taxes", July, 2015

"An Auction Is Not A Steal", August, 2015

"Off Market Does Not Equal Below Market", August, 2015

"Is It Time To Sell", August, 2015

"I Knew", September, 2015

"Be Vigilantly Aware Of New Supply", September, 2015

"Is Airbnb a Criminal Enterprise", November, 2015

"The BIG Deal", November, 2015

"What Is The Cap Rate", November, 2015

"Professional Services: Caveat Emptor", November, 2015

"Interest Rates and Property Values", January, 2016

"Nickel and Diming", January, 2016

"Capital Markets Volatility", February, 2016

"Airbnb's Impact on The Hotel Industry", February, 2016

"Continually Evolving Highest and Best use of Real Estate",
March, 2016

"Nickel and Diming: Part 2", March, 2016

"The Bidding War", April, 2016

"Price Correction", April, 2016

"Collusion and Price Fixing", April, 2016

"I Too Will Never Retire", May, 2016

"Price Correction (Part II)", June, 2016

"Brexit: What Will Be The Impact?", July, 2016

"Waldorf Astoria New York: The Ongoing Saga", July, 2016

"Collusion and Price Fixing (Part II)", August, 2016

"Been There, Done That, Doing It Again", August, 2016

"Scary Headlines", September, 2016

	"The Reverse Auction", September, 2016
<i>HOTELS' Investment Outlook</i>	How Rising Rates in U.S. Will Impact Values
<i>Journal of Property Tax Assessment and Administration</i>	"Total Assets of the Business" and Lodging Facilities: What Should be the Final Chapter, Volume I, November 4, 2004
<i>Journal of Property Tax Management</i>	"Property Tax Valuation Lodging Facilities", Fall, 1991
<i>Lodging</i>	"A Changing Market: Buyers Search for Good Products", October, 1993
	"Lodging: The Darling of Real Estate", April 2006
<i>Lodging Hospitality</i>	"America: The Land of Opportunity", April 2011
<i>Lodging Real Estate</i>	"Watch Those Hotel Property Taxes", August/September 1999
<i>AH & MA's IREFAC Lodging Property Index</i>	"Upscale Lodging Property Index For 1996 IV", Fourth Quarter 1996
	"Economy Lodging Property Index for 1998 III", Third Quarter 1998
<i>The Mortgage and Real Estate Executives Report</i>	"U.S. Lodging Industry Outlook", April, 1985
	"Reducing Property Taxes on Lodging Facilities", December, 1991
	"How to Construct a Capitalization Rate", February, 1993
<i>National Hotel Executive</i>	"Minimizing Tax Expenses on Lodging Facilities", December 1-15, 1998
<i>New York Real Estate Journal</i>	"Rebounding of Lodging Industry R.E. Market", May, 1995
<i>Northeast Real Estate Business</i>	"On The Rebound: The Darling U.S. Lodging Industry Pendulum Is Swinging Positively", March 2006
<i>Real Estate Forum</i>	"Operating Gains Spur Torrid Pace of Buying and Selling", February, 1997
<i>Real Estate Issues</i>	"Rates of Return on Hotel Investments", Fall/Winter, 1992

QUALIFICATIONS OF DANIEL H. LESSER

Real Estate Outlook

"The Rebounding of the U.S. Lodging Industry Real Estate Market", Winter, 1994

"The Hotel Industry Continues to Roll", Winter, 1995

"The INNside Story - The Upward Beat Continues", Summer, 1996

"The INNside Story - A Current Overview of the U.S. Hotel Industry", Summer 1997

"The INNside Story - A Current Overview of the U.S. Hotel Industry", Spring 1998

"The INNside Story - Challenges as the U.S. Hotel Industry Faces The New Millennium", Spring/ Summer 1999

"The INNside Story – What's Ahead for the U.S. Lodging Industry", Winter 2000-2001

"The INNside Story – Where Are We and What's Ahead for the U.S. Lodging Industry", Fall 2001

"The INNside Story – 2002 A Recession and Recovery (?) Year For The Lodging Industry", Spring/Summer 2002

"The INNside Story – 2003 What's Ahead For The U.S. Lodging Industry", Spring/Summer 2003

Real Estate Review

"A Room Night Analysis of Lodging Demand", Winter, 1986

"The Hotel Management Company: A Critical Choice", Winter, 1986

Resort and Hotel Management

"Feasibility First and Foremost", November, 1986

Smart Business Broward/ Palm Beach

"The Stars are Aligned: Why the Lodging Industry is Experiencing an Economic Upswing," June 2005

Valuation

"Hotel/Motel Market Sales Update", February, 1987

SUBJECT MATTER EXPERT

Appraisal Practices Board of The Appraisal Foundation

Valuation Issues in Separating Tangible and Intangible Assets Roundtable, October 2014

APPEARANCE AS AN EXPERT WITNESS

American Arbitration Association, Houston, Texas
Circuit Court, Ninth Judicial Circuit, Osceola County, Kissimmee, Florida
City of New York, Real Property Assessment Department Tax Commission
City of Toronto, Assessment Review Board
County Court at Law 1, Tarrant County, Texas (Case No. 01-0849-1)
District Court, Routt County, Colorado (Case No. 85CV460)
International Chamber of Commerce (ICC) International Court of Arbitration Case No. 21024/RD
Indiana Board of Tax Review (Petition Nos. 45-024-08-1-4-1000, 45-024-09-1-4-1000, 45-024-10-1-4-1000)
Kings County Supreme Court, Brooklyn, New York
Port Everglades Public Hearings, Fort Lauderdale, Florida
Private Arbitration: 812-24 Broadway and 60-64 East 12th Street, New York, New York
Private Arbitration: Pacific Gateway, LTD. (Petitioner) and San Diego Unified Port District (Respondent)
Superior Court, Commonwealth of Massachusetts Suffolk County Boston, Massachusetts (Civil Action 12-0307-BLS1)
Superior Court, Judicial District of Stamford/Norwalk, Connecticut
Superior Court, New Castle County, Delaware (C.A. No. N15C-02-010 FSS)
Superior Court, Tax Court of New Jersey
U.S. Bankruptcy Court, District of Columbia (MFI Partners, L.P.)
U.S. Bankruptcy Court, District of New Jersey (Case No. 12-32781-JHW)
U.S. Bankruptcy Court, District of Maryland, Baltimore (Case No. 90-5-4134SD)
U.S. Bankruptcy Court, Eastern District of Pennsylvania (Case No. 04-11042 SR)
U.S. Bankruptcy Court, Eastern District of Pennsylvania (Case No. 04-34512 SR & 04-34-34514 SR)
U.S. Bankruptcy Court, Northern District of Illinois (Case No. 11-19401)
U.S. Bankruptcy Court, Southern District of Florida (Case No. 91-23624-BKC-SMW)
U.S. Bankruptcy Court, Southern District of Florida (Case No. 95-14972-BKC-PGH)
U.S. Bankruptcy Court, Southern District of New York (Case No. 11-12560 (MG))
U.S. Bankruptcy Court, Western District of New York (Case No. 94-12560 B)
U.S. District Court, Middle District of Louisiana (Civil Action No. 3:11-CV-00803-JJB-SCR)
U.S. District Court, Eastern District of New York
U.S. District Court, Eastern District of Wisconsin
U.S. District Court, Southern District of New York (10 Civ. 337 (PKC))

AWARDS

1999 Cushman & Wakefield – New York Area VAS – Gold Production Award
2000 Cushman & Wakefield – New York Area VAS – Bronze Production Award
2001 Cushman & Wakefield – New York Area VAS – Bronze Production Award
2002 Cushman & Wakefield – New York Area VAS – Bronze Production Award
2003 Cushman & Wakefield – New York Area VAS – Silver Production Award
2004 Cushman & Wakefield – New York Area VAS – Gold Production Award
2004 Cushman & Wakefield – Leading Valuation Services Professional in the Firm

REPRESENTATIVE CLIENTS

OWNERS/OPERATORS/DEVELOPERS

Aetna Realty Investors
Allied Capital
AMEC
Americana Hotel Corporation
Amstar Group LLC
Apollo Real Estate Advisors
Ashford Financial Corporation
Asper Tower Inc.
Archon Group
AVR Realty
Blackacre Capital Management
Blackstone
BLB Investors, LLC
Boykin Lodging
Brack Capital Real Estate
Brock Hotel Corporation
Briad Group
Bristol Hotel Corporation
Canyon Equity LLC
Capitol Hotel Group
Carey Development Group
CBRE Global Investors
Cerberus Capital Management
Charlesbank Capital Partners
Chatwell Hotels
Coolidge Investment Partners
Cornerstone Real Estate Advisors
Corporex Development
Creswin Properties Ltd.
Davidson Hotel Company
Delma Properties
Diamond Rock Hospitality
Durst Organization Inc.
Evon Corporation
Felcor Lodging Trust
FFC Capital Corp.
Forest City Dillon
Forest City Ratner
Field Hotel Associates
F&T Group
General Media
General Motors Corporation
Goldman Sachs
GTE Realty Corporation
Hampstead Group
Hard Rock Hotels & Resorts
Harvard Capital
HEI Hospitality LLC
Hotel Investors Trust
Heyman Properties
Highgate Holdings
Hilton Hotels Corporation
Hilton Worldwide
Hyatt Development Corporation
Ian Schrager Hotels LLC
Integra
Hilton Worldwide
Holiday Inn Worldwide
Host Hotels & Resorts
Host Marriott Corporation
Hospitality Properties Trust
Howard Johnsons
Interstate Hotels Corporation
Island Outpost/Island Trading Corporation
ITT Sheraton Corporation
John Q. Hammons Hotels
Kan Am
Kilburg Hotels
Lam Generation, LLC
Larken
Lodging Capital Partners
Loeb Partners Realty
Manchester Real Estate & Construction
Marriott Corporation
Marcus Corporation
Meisel & Cohen Properties
Millenium Partners
Modern Continental Companies
Motel 6 Operating LP
Muss Development Company
New Castle Hotel Corporation
New Tower Trust, as Trustee of the Multi-
Employee Property Trust
Onex Real Estate Partners
Oxford Lodging Advisory & Investment Group
Parker Ventures
Patriot American Hospitality
Pioneer Companies/ Continuum Partners
Pitney Bowes
Prime Hospitality Corporation
Property Capital Trust
Property Markets Group
President Casinos
Prudential Bache Properties
Prudential Realty Group
Quadrangle Development Corporation
Rahn Properties
Ramada Inns
Related Companies
Remington Hotel Corporation
Residence Inns by Marriott

QUALIFICATIONS OF DANIEL H. LESSER

Roundhouse Hospitality
Ridgeway Hotels
Riggs Bank, As Trustee of the Multi-Employer
Property Trust
Roseland Property Company
Sage Development Resources
Samoth USA
Scotto Brothers
Soundview Real Estate Partners
Silverstein Properties, Inc.
Six Hats – A Hospitality Company
Starwood Capital Group LP
Starwood Hotels and Resorts Worldwide
Steamboat Ski Corporation
Taj Hotels Resorts and Palaces
Tharaldson Companies
Tillotson Corporation
Tishman Hotel Corporation
Tishman Realty Corporation
Tollman Hundley
Tribeca Associates
UBS Realty Investors
UBS Real Estate Investments
Universal Hotels
USAA Real Estate
VWI Properties, LLC
Westbrook Partners
Westin Hotels & Resorts
Westmont Hospitality
Winpar Hospitality
Woodlands Operating Company
Wyndham International
W.P. Carey & Company

INVESTMENT BANKS

Ackman Ziff Real Estate Group
Bear Stearns
BT Securities Corporation
Calyon Securities
Capital Company of America
CIBC Wood Gundy
Credit Suisse First Boston
Daiwa Securities America
Deutsche Bank Alex Brown
Deutsche Bank Securities
Dresdner Kleinwort Benson
Goldman Sachs
ING Barings
Lehman Brothers
Merrill Lynch
Merrill Lynch Capital Markets
Morgan Stanley
Nomura Securities International
PaineWebber
Salomon Brothers
Sonnenblick-Goldman

Smith Barney
UBS Securities LLC
UBS Warburg
Warburg Dillon Read

LAW FIRMS

Andrews & Kurth
Arnold & Porter
Aronauer, Goldfarb, Sills & Re LLP
Augustine & Eberle LLP
Backenroth Frankel & Krinsky, LLP
Barron, Adler & Anderson
Blau & Blau
Boult Cummings Conners Berry
Brown Rudnick LLP
Budd Lerner Rosenbaum Greenberg & Sade PC
Conway Davis Gryski
Dickstein, Shapiro, LLP
Dilworth Paxson LLP
Eckert Seamans Cherin & Mellott, LLC
Gibson, Dunn & Crutcher
Goldberg Weprin Finkel Goldstein LLP
Greehan, Taves, Pandak & Stoner, PLLC
Greenfield Stein & Senior, LLP
Hannock Weisman
Haynes and Boone LLP
Herzfeld & Rubin PC
Holt Ney Zatcoff & Wasserman
Honigman Miller Schwartz & Cohen
Jones Day Reavis & Pogue
Kaye Scholer LLP
Kirkland & Ellis LLP
Kurzman Karelsen & Frank
Latham & Watkins LLP
McCarter & English
Mound Cotton Wollan & Greengrass
Morrison & Foerster LLP
Mudge Rose Guthrie Alexander & Ferdon
Neal, Gerber & Eisenberg LLP
Neal Wolf & Associates, LLC
Nelson Mullins Riley & Scargborough LLP
Otterbourg Steindler Houston & Rosen
Pepper Hamilton
Perkins Coie LLP
Paul Hastings Janofsky & Walker
Richards & O'Neil
Scarinci & Hollenbeck
Sheinfield Maley & Kay
Schulte Roth & Zabel LLP
Simpson Thatcher & Bartlett
Sites & Harbison
Stroock Stroock & Lavan LLP
Thraillkill, Harris, & Boswell
Vinson & Elkins
Wachtell, Lipton, Rosen & Katz
Williams & Connolly LLP

QUALIFICATIONS OF DANIEL H. LESSER

Zalkin Rodin & Goodman

LENDERS

ABLECO Finance
Aetna Life Insurance Company
AFC Realty Capital
Allied Capital Corporation
American National Bank & Trust Company of Chicago
AMI Capital
Anglo Irish Bank Corporation
Apple Bank for Savings
Arbor Commercial Mortgage
Archer Capital Management
Artesia Mortgage Capital Corporation
Atlantic Bank of New York
Axiom Capital
Bankers Trust Company
Bank Austria Creditanstalt
Bank Leumi USA
Bank of America
Bank of Boston
Bank of California
Bank of China
Bank of East Asia
Bank of New York
Bank of Nova Scotia
Bank of Scotland
Bank of Tokyo – Mitsubishi
Bank One Texas
Bank Midwest
Banque Indosuez
Barclays Capital
Bay Bank
Bayerische Landesbank Girozentrale
Bell State Bank & Trust
C III Asset Management
Calyon
CapitalSource Bank
Capital Trust
Capmark Finance Inc.
CDC IXIS-North America
CDC Mortgage Capital
Chase Manhattan Bank
Chemical Bank
Chevy Chase Bank
Chinatrust Bank (USA)
CIBC
Cigna
CIT Small Business Lending
Citibank, N.A.
Citigroup Investments
Citigroup Private Bank
City & Suburban Federal Savings Bank
Columbia Savings & Loan
Columbus Bank & Trust

Commerce Bank
CommerceWest Bank
Compass Bank
Connecticut Bank & Trust
Cantor Commercial Real Estate
Continental Illinois National Bank
Continental Wingate Capital
Corus Bank
Countrywide Commercial Real Estate Finance
Credit Lyonnais
CW Capital
debis Financial - Mercedes Benz Credit
Dillon Read Capital Management
Drawbridge Special Opportunities
Dresdner Bank AG
Emigrant Savings Bank
Equitable Life Assurance Society
Eurohypo AG
Evans Bank, N.A.
Finova Realty Capital
Fintech Financial
First Federal Savings & Loan Association
First National Bank of Chicago
First Union Bank
Fleet Bank
Fleet Boston Financial
Flushing Savings Bank
Fremont Investment & Loan
Frost National Bank
GE Capital Business Asset Funding
GE Capital Small Business Finance Corporation
GE Capital Franchise Finance Corporation
General Electric Capital Corporation
GMAC Commercial Mortgage
Greater New York Savings Bank
Greenwich Capital
Hana Small Business Lending, Inc.
Home Federal Savings Bank
HSBC
HSH NordBank
Hudson United Bank
Hypo Bank
Hypo Real Estate Capital Corporation
HypoVereinsbank
iStar Financial
ING Capital Corporation
IXIS Real Estate Capital
KBC Bank N.A.
Kennedy Funding
KeyBank
KeyCorp Real Estate Capital Markets, Inc.
John Hancock Life Insurance
JER Partners
JPMorgan Chase Bank N.A.
Ladder Capital Finance LLC
LaSalle National Bank
Liberty Mortgage Acceptance Corporation

QUALIFICATIONS OF DANIEL H. LESSER

LoanCore Capital, LLC
Macquarie Bank Corp & Asset Fund
Marathon Asset Management
Marine Midland Bank
Mellon Bank
Metropolitan Life Insurance Company
Millennium bcp
MONY Life Insurance Company
Mountain Funding
Mutual of New York
M&T Bank
NationsBank
National Westminster Bank, New Jersey
National Westminster Bank, USA
NCNB Texas
New York Life Investments
Nippon Credit Bank
Nishiboshin USA
Northland Financial Corporation
Northstar Realty Finance
OCWEN Federal Savings
ORIX USA
Parmann Mortgage Associates
People's Bank
Perpetual American Savings Bank
Pittsburgh National Bank
PMZ Realty Capital
PNC Bank
PNC Real Estate Finance
Portigon AG
Prime Capital Funding
Prudential Insurance Company
Prudential Mortgage Capital
Ramsfield Real Estate
Raymond James Bank, FSB
Resort Finance LLC
Riggs Bank N.A.
Rockbridge Capital
Royal Bank of Scotland
RBS Greenwich Capital
Sanwa Bank Limited
Savings Bank of Utica
Scotia Bank de Puerto Rico
Scotia Capital
Societe Generale
Security Pacific Bank
Security Savings Bank
Signature Bank
Southwest National Bank
Starwood Financial
Stearns Bank
Stonington Capital
Suburban Capital Markets
Sumitomo Trust & Banking
SunAmerica Investments
Sun National Bank
TIAA-CREF

TransAtlantic Capital
Travelers Realty Investment Company
UBS Global Asset Management
Union Labor Life Insurance Company
Union State Bank
United Commercial Bank
United Overseas Bank Limited
United Structured Finance Co.
US Bank
Valley National Bank
Wachovia Bank NA
Wall Street Credit
Washington Mutual Bank
Wells Fargo Bank
Wells Fargo Foothill Capital
West LB
Westdeutsche Landesbank Girozentrale
Yardville National Bank

MUNICIPALITIES/QUASI GOVERNMENT AGENCIES

City of North Augusta, South Carolina
City of Danbury, Connecticut
City of Elizabeth, New Jersey
City of Kalamazoo, Michigan
City of White Plains, New York
City of Toronto, Ontario
Hudson Yards Infrastructure
Corporation
Metropolitan Government of Nashville and
Davidson County
Port Authority of New York &
New Jersey
Port Everglades Fort Lauderdale
Florida
Town of Rye, New York

MISCELLANEOUS

American Can Company
Amresco Services
Archdiocese of New York
Arthur Andersen & Company
Calvary Baptist Church of New York
CapMark Services
Central Parking Systems
Crosson Dannis
CRIIMI MAE Services
Cushman & Wakefield
Hodges Ward Elliott
Legg Mason Real Estate Services
Midland Loan Services
Lucent Asset Management

QUALIFICATIONS OF DANIEL H. LESSER

Mercantile Safe Deposit & Trust
Company as Trustee for the
AFL – CIO
Mills Corporation
Pitney Bowes Inc.

PricewaterhouseCoopers
Richard Breeden-Trustee
San Antonio Hotel & Motel Association
The Shopco Group
Situs Real Estate Services

LODGING PORTFOLIO ASSIGNMENTS
(Executed and/or Coordinated)

Adam's Mark – 5 Properties
Ashford Financial Corporation – 28 Properties
BF Saul Hotels – 6 Properties
Bristol Hotels & Resorts – 77 Properties
CalPERS / Procaccianti Group – 13 Properties
Columbia Sussex – 14 Properties
Cooper Hotels – 7 Properties
Cornerstone Real Estate Advisors – 5 Properties
Courtyard by Marriott – 50 Properties
Crown Leasing / Residence Inn by Marriott – 10 Properties
Davidson Hotel Company – 10 Properties
Dolce International – 5 Properties
Doubletree Hotels – 19 Properties
Doubletree Guest Suites – 6 Properties
Embassy Suites – 9 Properties
ERE Yarmouth – 6 Properties
Excel Inn – 22 Properties
Extended Stay America – 363 Properties
Extended Stay America – 485 Properties
Extended Stay Hotels – 664 Properties
FelCor Lodging Trust – 9 Properties
FelCor Lodging Trust – 10 Properties
Flatley / Tara Hotels – 15 Properties
Gaylord Hotels – 4 Properties
Ian Schrager Hotels – 6 Properties
Innkeepers USA Trust – 45 Properties
Hampton Inns – 10 Properties
HEI Hospitality – 7 Properties
Hersha Hospitality Trust – 12 Properties
Homestead Studio Suites – 17 Properties
Homestead Studio Suites – 110 Properties
Host Hotels & Resorts – 8 Properties
Jameson Inns – 103 Properties
Lend Lease Real Estate Investments – 6 Properties
Lodgian Inc. - 19 Properties
Lodgian Inc. – 34 Properties
Longhouse Hospitality – 42 Properties
Manhattan East Suites – 7 Properties
Morgans Hotel Group – 6 Properties
Pacifica Hotels – 8 Properties
Patriot American Hospitality – 13 Properties
Red Lion Hotels – 11 Properties
Residence Inn by Marriott – 38 Properties
Rockwood Capital / Ocean Properties – 20 Properties
RFS Hotel Investors – 10 Properties
RLJ Development – 32 Properties
Sage Hospitality / Fairfield Inn by Marriott – 22 Properties
Sheraton Suites – 6 Properties
Stouffer Hotels – 21 Properties
Summerfield Suites – 21 Properties
Tharaldson Hospitality Portfolio – 130 Properties
United Inns, Inc. – 26 Properties
Value Place – 10 Properties
Wembley USA Properties – 5 Properties
Westin Hotel Company – 9 Properties
Windsor Capital Group Inc. – 8 Properties
Wyndham International – 17 Properties

QUALIFICATIONS OF DANIEL H. LESSER

UNITED STATES OF AMERICA AND INTERNATIONAL LODGING PROPERTY ASSIGNMENTS (Executed and/or Coordinated)

UNITED STATES OF AMERICA

ALABAMA

- Residence Inn by Marriott, Birmingham
- StudioPLUS-Inverness, Birmingham
- StudioPLUS-Wildwood, Birmingham
- Comfort Inn, Enterprise
- Extended Stay America, Huntsville
- Marriott Hotel, Huntsville
- Days Inn Airport, Mobile
- Extended Stay America-Spring Hill, Mobile
- Homewood Suites, Mobile
- Extended Stay America-Eastern Blvd, Montgomery
- Governors House Hotel, Montgomery
- Holiday Inn East I-85, Montgomery
- Residence Inn by Marriott, Montgomery
- StudioPLUS-Carmichael Road, Montgomery

ALASKA

- Anchorage Hilton, Anchorage
- Marriott Hotel, Anchorage

ARIZONA

- Extended Stay America, Chandler
- Best Western, Cottonwood
- Days Inn, Flagstaff
- Embassy Suites, Flagstaff
- Fairfield Inn, Flagstaff
- Extended Stay America, Mesa
- Homestead Studio Suites, Mesa
- Proposed Biosphere Two Conference Center, Oracle
- Sheraton Scottsdale Resort, Paradise
- Marriott Mountain Shadows Resort, Paradise Valley
- Arizona Biltmore, Phoenix
- Crossland-West, Phoenix
- Days Inn Airport, Phoenix
- Extended Stay America-Deer Valley, Phoenix
- Extended Stay America-Peoria, Phoenix
- Extended Stay America-Phoenix Airport, Phoenix
- Embassy Suites, Phoenix
- Embassy Suites-North, Phoenix
- Homestead Studio Suites – Metro, Phoenix
- Hyatt Regency, Phoenix
- Pointe Hilton Resort at Tapatio Cliffs, Phoenix
- Pointe Hilton Squaw Peak Resort, Phoenix
- Quality Hotel and Resort, Phoenix
- Sierra Suites Metro Center, Phoenix
- Springhill Suites by Marriott, Phoenix
- Super 8 Airport, Phoenix
- Hassayampa Inn, Prescott
- Days Inn, Prescott Valley
- Courtyard by Marriott, Scottsdale
- Extended Stay America-Scottsdale, Scottsdale
- Homestead Studio Suites, Scottsdale
- Marriott's Camelback Inn Resort, Scottsdale
- Old Town Hotel & Conference Center, Scottsdale
- Proposed Fairfield Inn by Marriott, Scottsdale
- Ramada Valley Ho, Scottsdale
- Registry Resort, Scottsdale

- Renaissance Scottsdale Resort, Scottsdale
- Sierra Suites, Scottsdale
- Summerfield Suites, Scottsdale
- Proposed Hotel, Sierra Vista
- Country Suites by Carlson, Tucson
- Crossland-Butterfield Drive, Tucson
- Doubletree Reid Park, Tucson
- Doubletree Hotel, Tucson
- Extended Stay America-Grant Road, Tucson
- Hotel Park Tucson-Proposed, Tucson
- Loews Ventana Canyon Resort-Proposed, Tucson
- Residence Inn by Marriott, Tucson
- Westward look Resort, Tucson

ARKANSAS

- Villager Lodge, Fayetteville
- Sheraton Inn, Fort Smith
- Extended Stay America, Little Rock
- Holiday Inn, Little Rock
- Markham Hotel, Little Rock
- Masters Economy Inn, Little Rock (Downtown)
- Springhill Suites, Little Rock
- StudioPLUS-Financial Center, Little Rock
- Masters Economy Inn, North Little Rock (JFK)
- Masters Economy Inn, North Little Rock (Prothro)
- Hampton Inn, Pine Bluff
- Hampton Inn, Searcy
- Extended Stay America-Springdale, Springdale
- Holiday Inn I-30, Texarkana

CALIFORNIA

- Proposed Homewood Suites, Agoura
- Radisson Hotel, Agoura Hills
- Extended Stay America-Alameda, Alameda
- StudioPLUS-Alameda Airport, Alameda
- America-Anaheim Convention Center, Anaheim
- Anaheim Hilton, Anaheim
- Castle Inn, Anaheim
- Conestoga Hotel, Anaheim
- Doubletree Anaheim, Anaheim
- Extended Stay America-Anaheim Hills, Anaheim
- Ramada Conestoga, Anaheim
- Extended Stay America-Arcadia, Arcadia
- Residence Inn by Marriott, Arcadia
- Extended Stay America-California Avenue, Bakersfield
- Four Points by Sheraton, Bakersfield
- Rodeway Inn, Bakersfield
- Marriott Hotel, Baldwin Park
- Holiday Inn Express, Barstow
- L'Ermitage Hotel, Beverly Hills
- Lowell Hotel-Proposed, Beverly Hills
- Embassy Suites, Brea
- Homestead Studio Suites – Brea-Anaheim, Brea
- Extended Stay America-Burbank, Burbank
- Safari Inn & Hotel Anabelle, Burbank
- Hyatt Regency SFO, Burlingame
- Extended Stay America, Carlsbad

QUALIFICATIONS OF DANIEL H. LESSER

- La Costa Resort & Spa, Carlsbad
- Proposed Extended Stay America, Carson
- Westin Century Plaza, Century City
- Summerfield Suites, Chatsworth
- Proposed Extended Stay America, Chino
- Wyndham Garden, Commerce
- Holiday Inn, Concord
- Hotel Del Coronado, Coronado
- Le Meridien, Coronado
- Residence Inn by Marriott, Costa Mesa
- Westin South Coast Plaza, Costa Mesa
- Courtyard by Marriott, Cypress
- Homestead Studio Suites, Cypress
- Amerisuites Hotel, Dublin
- Extended Stay America-Dublin, Dublin
- Doubletree Club Hotel LAX, El Segundo
- Homestead Studio Suites – LAX, El Segundo
- Extended Stay America-Elk Grove, Elk Grove
- Holiday Inn, Emeryville (Bay Bridge)
- Proposed Extended Stay America, Fairfield
- Extended Stay America-(Farwell), Fremont
- Extended Stay America-(Mission), Fremont
- StudioPLUS-Fremont, Fremont
- Crossland-West, Fresno
- Extended Stay America-North, Fresno
- Holiday Inn, Foster City
- Homestead Studio Suites, Fremont
- Chateau Inn, Fresno
- Piccadilly Inn Airport, Fresno
- Piccadilly Inn Shaw, Fresno
- Piccadilly Inn University, Fresno
- Marriott at California State University, Fullerton
- Crossland-South, Gardena
- Homestead Studio Suites, Glendale
- Holiday Inn Santa Barbara, Goleta
- Ramada Plaza Hotel – LAX South, Hawthorne
- Quality Inn and Suites, Hermosa Beach
- Chateau Marmont, Hollywood
- Comfort Inn, Hollywood
- Extended Stay America-Huntington Beach, Huntington Beach
- Grand Champions Resort-Proposed, Indian Wells
- Renaissance Esmeralda Resort, Indian Wells
- Embassy Suites, Irvine
- Holiday Inn Select Orange Co. Airport, Irvine
- Homestead Studio Suites, Irvine
- Proposed Residence Inn, Irvine
- Proposed Ritz Carlton, Irvine
- Residence Inn by Marriott, Irvine
- Holiday Inn, Laguna Hills
- Empress Hotel, La Jolla
- Marriott Hotel, La Jolla
- Residence Inn by Marriott, La Jolla
- Residence Inn by Marriott, La Mirada
- Extended Stay America-Lake Forest, Lake Forest
- Embassy Suites Resort, Lake Tahoe
- Extended Stay America-La Mirada, La Mirada
- Embassy Suites, Lompac
- Residence Inn by Marriott, Long Beach
- Extended Stay America-Livermore, Livermore
- Extended Stay America-Long Beach, Long Beach
- Continental Plaza LAX, Los Angeles
- Courtyard by Marriott Century City, Los Angeles
- Doubletree LAX, Los Angeles
- Extended Stay America-Lax Airport, Los Angeles
- Four Points Sheraton LAX, Los Angeles
- Hilton LAX, Los Angeles
- Holiday Inn Downtown, Los Angeles
- Marriott Downtown, Los Angeles
- Mondrian, Los Angeles
- Proposed Four Points Sheraton LAX, Los Angeles
- Proposed Radisson LAX, Los Angeles
- Proposed Standard Hotel, Los Angeles
- Standard Hotel, Los Angeles
- The Standard Downtown, Los Angeles
- Best Western Jamaica Bay Inn, Marina Del Rey
- Holiday Inn Express, Marina Del Rey
- Mansion Inn, Marina Del Rey
- Ritz-Carlton, Marina Del Rey
- Extended Stay America-Milpitas, Milpitas
- Holiday Inn, Milpitas
- Homestead Studio Suites, Milpitas
- Residence Inn by Marriott, Milpitas
- Sheraton San Jose, Milpitas
- Westin Hotel SFO, Millbrae
- Best Western Mission Hills Inn, Mission Hills
- Homestead Studio Suites, Monrovia
- Proposed Hotel, Monterey
- Travelodge, Monterey
- Extended Stay America, Morgan Hill
- Homestead Studio Suites, Mountain View
- Napa Valley Marriott, Napa
- W Suites, Newark
- Extended Stay America, Newport Beach
- Hyatt Newporter, Newport Beach
- Extended Stay America-Emeryville, Oakland
- Extended Stay America, Oceanside
- Extended Stay America, Ontario
- Country Suites By Carlson, Ontario
- Marriott Hotel, Ontario
- Ontario Hilton, Ontario
- Red Lion Hotel, Ontario
- Doubletree – Anaheim, Orange
- Extended Stay America, Orange
- Radisson Suite Hotel, Oxnard
- Extended Stay America, Palm Springs
- Holiday Inn, Palo Alto
- Renaissance Esmeralda Resort, Palm Springs
- Holiday Inn, Pasadena
- Sandcastle Inn, Pismo Beach
- Residence Inn by Marriott, Placentia
- Extended Stay America, Pleasant Hill
- Four Points by Sheraton, Pleasanton
- Holiday Inn Select, Pleasanton
- Wyndham Garden, Pleasanton
- Crossland-Rancho Cordova, Rancho Cordova
- Extended Stay America, Rancho Cordova
- Extended Stay America, Richmond
- Days Inn, Richmond
- Vagabond Inn, Rosemead
- Extended Stay America-Roseville, Roseville
- Extended Stay America-Arden Way, Sacramento
- Extended Stay America-Northgate, Sacramento
- Hyatt Regency, Sacramento
- Hilton Garden Inn, Sacramento
- Holiday Inn, Sacramento
- Holiday Inn, Sacramento (Capital Plaza)
- Holiday Inn Northeast, Sacramento

QUALIFICATIONS OF DANIEL H. LESSER

- Homestead Studio Suites, Sacramento
- Proposed Extended Stay America, Sacramento
- Vagabond Inn, Sacramento
- Summerfield Suites SFO, San Bruno
- Travelodge SFO, San Bruno
- Homestead Studio Suites, San Carlos
- Best Western, San Clemente
- Best Western Blue Sea Lodge, San Diego
- Courtyard by Marriott Downtown San Diego
- Dana Point Inn and Marina, San Diego
- Extended Stay America-Hotel Circle, San Diego
- Extended Stay America-Kearny Mesa, San Diego
- Hilton – Del Mar, San Diego
- Holiday Inn On the Bay, San Diego
- Homestead Studio Suites – Mira Mesa, San Diego
- Homestead Studio Suites – Mission Valley, San Diego
- Kona Kai Resort, San Diego
- Proposed Omni Hotel & Condominiums, San Diego
- Proposed Westin Park Hotel & Condominium Tower, San Diego
- Shelter Pointe Hotel & Marina, San Diego
- Sunroad Resort Marina, San Diego
- Travelodge Harbor Island, San Diego
- Wyndham Emerald Plaza, San Diego
- Extended Stay America-San Dimas, San Dimas
- Clift Hotel, San Francisco
- Embassy Suites South San Francisco, San Francisco
- Holiday Inn, San Francisco
- Holiday Inn Select, San Francisco
- Holiday Inn Select Union Square, San Francisco
- Holiday Inn Financial District, San Francisco
- Holiday Inn Fishermans Wharf, San Francisco
- Hotel Vintage Court, San Francisco
- Hyatt Regency Embarcadero, San Francisco
- Mandarin Oriental Hotel, San Francisco
- Park Hyatt, San Francisco
- Ramada Inn Union Square, San Francisco
- Renaissance Stanford Court Hotel, San Francisco
- Travelodge Fishermans Wharf, San Francisco
- Extended Stay America-Santa Clara, San Jose
- Extended Stay America-San Jose South, San Jose
- Homestead Studio Suites, San Jose
- StudioPLUS-San Jose South, San Jose
- Summerfield Suites, San Jose
- Wyndham Hotel, San Jose
- Embassy Suites, San Luis Obispo
- Homestead Studio Suites – SFO, San Mateo
- Doubletree Hotel, San Pedro
- Extended Stay America-San Ramon, San Ramon
- Homestead Studio Suites, San Ramon
- Embassy Suites, Santa Ana
- Extended Stay America-North, Santa Barbara
- Miramar Hotel, Santa Barbara
- Pacifica Suites, Santa Barbara
- Four Seasons, Santa Barbara
- Hilton Hotel, Santa Clara
- Hilton Santa Clara, Santa Clara
- Holiday Inn, Santa Clara
- Doubletree Guest Suites, Santa Monica
- Four Points Sheraton, Santa Monica
- Shutters On The Beach, Santa Monica
- Extended Stay America-North, Santa Rosa
- Extended Stay America- South, Santa Rosa
- Hilton Sonoma County, Santa Rosa

- Pacific Inn, Seal Beach
- Radisson Inn, Seal Beach
- Proposed Extended Stay America, Simi Valley
- Extended Stay America-Valencia, Stevenson Ranch
- Extended Stay America, Stockton
- Holiday Inn, Stockton
- Four Points by Sheraton, Sunnyvale
- Homestead Studio Suites, Sunnyvale
- Summerfield Suites, Sunnyvale
- Vagabond Inn, Sunnyvale
- Embassy Suites, Temecula
- Extended Stay America (Temecula), Temecula
- Hyatt Westlake Plaza, Thousand Oaks
- Extended Stay America-Harbor Gateway, Torrance
- Extended Stay America, Torrance
- Holiday Inn, Torrance
- Homestead Studio Suites – Redondo Beach, Torrance
- Marriott Hotel, Torrance
- Summerfield Suites, Torrance
- Extended Stay America-Tracy, Tracy
- Extended Stay America-Union City, Union City
- Extended Stay America-Vacaville, Vacaville
- Vagabond Inn, Ventura
- Embassy Suites, Walnut Creek
- Holiday Inn, Walnut Creek
- Wyndham Belage, West Hollywood
- Extended Stay America, Woodland Hills
- Vagabond Inn, Woodland Hills
- Extended Stay America, Yorba Linda

COLORADO

- Continental Inn, Aspen
- Hotel Lenado, Aspen
- Ritz-Carlton-Proposed, Aspen
- Sardy House, Aspen
- Sky Hotel, Aspen
- Crossland-Aurora, Aurora
- Homestead Studio Suites, Aurora
- Arapahoe Park, Aurora
- Marriott, Aurora
- Ritz-Carlton Bachelor Gulch, Avon
- Fitzgerald's Casino, Black Hawk
- Doubletree-Proposed, Boulder
- Hotel Boulderado, Boulder
- Residence Inn by Marriott, Boulder
- Crossland-Colorado Springs, Colorado Springs
- Extended Stay America West, Colorado Springs
- Hampton Inn, Colorado Springs
- Holiday Inn Express, Colorado Springs
- Holiday Inn North, Colorado Springs
- Howard Johnson, Colorado Springs
- Post Time Park, Colorado Springs
- Marriott Hotel, Colorado Springs
- Residence Inn by Marriott, Colorado Springs
- Courtyard by Marriott Downtown, Denver
- Holiday Inn West, Denver
- Holiday Inn Downtown, Denver
- Holiday Inn Stapleton, Denver
- Homestead Studio Suites Tech Center North, Denver
- Mile High Park, Denver
- Ramada Inn Downtown, Denver
- Renaissance Denver Hotel, Denver
- Warwick Hotel, Denver
- Best Western Rio Grande, Durango

QUALIFICATIONS OF DANIEL H. LESSER

- Embassy Suites South Denver, Englewood
- Homestead Studio Suites Tech Center South, Englewood
- Marriott Hotel, Fort Collins
- Marriott Hotel-Proposed, Fort Collins
- Marriott Hotel, Fort Collins
- Crossland-Glendale, Glendale
- Homestead Studio Suites Cherry Creek, Glendale
- Hilton – Denver, Greenwood Village
- Homewood Suites Denver/Tech South, Greenwood Village
- StudioPLUS-Tech Center, Greenwood Village
- Proposed Summit Peak Hotel, Keystone
- Extended Stay America-Lakewood West, Lakewood
- Extended Stay America-South, Lakewood
- Extended Stay America-Lone Tree
- Pueblo Park, Pueblo
- Mountain Chalet, Snowmass
- Sheraton Hotel, Steamboat Springs
- Crossland-Thornton, Thornton
- Extended Stay America-Westminster, Westminster

CONNECTICUT

- Residence Inn by Marriott, Avon
- Comfort Inn, Cromwell
- Cromwell Residence Inn, Cromwell
- Hilton Garden Inn, Danbury
- Proposed Courtyard by Marriott, Danbury
- Proposed Springhill Suites, Danbury
- Sheraton Hotel, Danbury
- Wellesley Inns, Danbury
- Extended Stay America-Darien, Darien
- Howard Johnson Lodge, Darien
- Ramada Inn, Darien
- Howard Johnson Lodge, East Lyme
- Proposed Courtyard by Marriott, Farmington
- StudioPLUS-Farmington, Farmington
- Greenwich Harbor Inn, Greenwich
- Howard Johnson Lodge, Greenwich
- Showboat Inn, Greenwich
- Proposed Clarion Hotel, Hamden
- Doubletree Bradley International Airport, Hartford
- Goodwin Square Hotel, Hartford
- Hastings Hotel, Hartford
- Holiday Inn, Hartford
- Extended Stay America-Manchester, Manchester
- Extended Stay America-Meriden, Meriden
- Ramada Inn, Meriden
- Residence Inn by Marriott, Meriden
- AmeriSuites, Mystic
- Howard Johnson Lodge, Mystic
- Holiday Inn, North Haven
- Howard Johnson, New Haven
- Quality Inn, New Haven
- Hilltop Inn & Suites, North Stonington
- Days Inn, Norwalk
- Doubletree Norwalk, Norwalk
- GTE Conference Center, Norwalk
- Homestead Studio Suites - Norwalk
- Proposed Four Points by ITT Sheraton, Norwalk
- Prudential Learning Center, Norwalk
- Courtyard by Marriott, Orange
- Proposed Residence Inn by Marriott, Rocky Hill
- Proposed Residence Inn, Rocky Hill
- Hampton Inn, Rocky Hill

- Hilton Garden Inn, Shelton
- Homestead Studio Suites, Shelton
- Dolce Heritage, Southbury
- Southbury Hilton, Southbury
- Proposed Hotel Southport Village, Southport
- Holiday Inn Crowne Plaza, Stamford
- Holiday Inn Select, Stamford
- Marriott Hotel, Stamford
- Radisson Tara, Stamford
- Ramada Inn, Stratford
- Sheraton Hotel and Towers, Stamford
- Stamford Tara, Stamford
- Westin Hotel, Stamford
- Marriott Hotel, Trumbull
- Proposed Homewood Suites, Wallingford
- Proposed Springhill Suites, Wallingford
- Proposed Homewood Suites, Wallingford
- Howard Johnson, Waterbury
- Sheraton Waterbury Hotel, Waterbury
- Westport Inn, Westport
- Comfort Suites, Windsor Locks
- Proposed Comfort Inn & Suites, Windsor Locks

DELAWARE

- Comfort Suites, Dover
- Fairfield Inn Wilmington, Newark
- Homestead Studio Suites, Newark
- Henlopen Hotel, Rehoboth Beach
- Holiday Inn Select, Wilmington
- Sheraton Suites, Wilmington

DISTRICT OF COLUMBIA

- Capital Hilton, Washington, D.C.
- Churchill Hotel, Washington, D.C.
- Club Quarters, Washington, D.C.
- Embassy Suites, Washington, D.C.
- Four Points Sheraton Downtown, Washington, D.C.
- Grand Hyatt, Washington, D.C.
- Hamilton Crown Plaza, Washington, D.C.
- Hay-Adams Hotel, Washington, D.C.
- Hilton Garden Inn, Washington, D.C.
- Howard Johnson Plaza, Washington, D.C.
- Hyatt Regency-Proposed, Washington, D.C.
- Loews L'Enfant Plaza, Washington, D.C.
- Madison Hotel, Washington, D.C.
- Marriott Wardman Park Hotel, Washington, D.C.
- Proposed Hampton Inn, Washington, D.C.
- Proposed Mandarin Oriental, Washington, D.C.
- Renaissance Mayflower Hotel, Washington, D.C.
- Renaissance Techworld Hotel, Washington, D.C.
- Ritz-Carlton, Washington, D.C.
- Ritz-Carlton Georgetown, Washington, D.C.
- Ritz-Carlton Washington DC, Washington, D.C.
- Sheraton Four Points, Washington, D.C.
- St. Gregory Hotel, Washington, D.C.
- St. James Hotel, Washington, D.C.
- Washington Hilton & Towers, Washington, D.C.
- Washington Plaza, Washington, D.C.
- Washington Terrace, Washington, D.C.

FLORIDA

- Homestead Studio Suites, Altamonte Springs
- Sheraton Bal Harbour Beach Resort, Bal Harbour
- Homestead Studio Suites, Boca Raton



QUALIFICATIONS OF DANIEL H. LESSER

- Proposed Cartoon Museum Hotel, Boca Raton
- Radisson Suites, Boca Raton
- Residence Inn by Marriott, Boca Raton
- Springhill Suites by Marriott, Boca Raton
- TownePlace Suites by Marriott, Boca Raton
- Days Inn Airport, Bradenton
- Days Inn, Clearwater
- Extended Stay America-Clearwater, Clearwater
- Holiday Inn, Cocoa Beach
- Extended Stay America-Coral Gables, Coral Gables
- Holiday Inn, Coral Gables
- Sheraton Fort Lauderdale International Airport, Dania
- Pirates Cove, Daytona Beach
- StudioPLUS-Intl Speedway, Daytona Beach
- Extended Stay America-Deerfield Beach, Deerfield Beach
- Hilton Hotel, Deerfield Beach
- Best Western, Deltona
- Hampton Inn, Destin
- Hilton Hotel, Deerfield Beach
- Best Western, Deltona
- Hampton Inn, Destin
- Hilton Sandestin Beach Golf Resort and Spa, Destin
- Ramada Limited, Ellenton
- Shoney's Inn, Ellenton
- Bahia Mar Hotel and Yachting Center, Fort Lauderdale
- Best Western, Fort Lauderdale
- Comfort Suites, Fort Lauderdale
- Crossland-Commercial Blvd., Fort Lauderdale
- Cypress Creek Marriott, Fort Lauderdale
- Extended Stay America-Cypress Creek, Fort Lauderdale
- Extended Stay America-17th Street, Fort Lauderdale
- Hotel Port Everglades-Proposed, Fort Lauderdale
- Holiday Inn, Fort Lauderdale
- Holiday Inn West, Fort Lauderdale
- Holiday Inn Express, Fort Lauderdale
- Hyatt Regency Pier 66, Fort Lauderdale
- Lauderdale Beach Hotel, Fort Lauderdale
- Marriott Hotel & Beach Club-Proposed, Fort Lauderdale
- Marriott Hotel & Marina, Fort Lauderdale
- Radisson Bahia Mar Beach Resort, Fort Lauderdale
- Stouffers Hotel, Fort Lauderdale
- StudioPLUS-Cypress Creek, Fort Lauderdale
- TownePlace Suites by Marriott, Fort Lauderdale
- Westin Hotel-Cypress Creek, Fort Lauderdale
- Holiday Inn, Fort Myers
- Sheraton Motor Inn, Fort Myers
- Holiday Inn, Fort Walton Beach
- Radisson, Fort Walton Beach
- Extended Stay America-Gainesville, Gainesville
- Howard Johnson Lodge, Gainesville (Interstate 75)
- Days Inn, Gainesville (University Center)
- Ambassador Hotel, Hollywood
- Doubletree Club Hotel, Jacksonville
- Extended Stay America-Butler Blvd., Jacksonville
- Extended Stay America-Riverwalk, Jacksonville
- Hampton Inn, Jacksonville
- Homestead Studio Suites-Baymeadows, Jacksonville
- Homestead Studio Suites-Southside, Jacksonville
- Holiday Inn Sunspree Resort, Jacksonville
- Radisson Riverwalk, Jacksonville
- Residence Inn by Marriott, Jacksonville
- Springhill Suites, Jacksonville
- StudioPLUS-Butler Blvd, Jacksonville
- Comfort Inn, Jacksonville Beach
- Best Western Suites, Key Largo
- Howard Johnson Lodge, Key Largo
- Holiday Inn La Concha, Key West
- Marriott Casa Marina, Key West
- Ritz-Carlton, Key Biscayne
- Extended Stay America-Lake Mary, Lake Mary
- Best Western Maingate, Kissimmee
- Days Suites, Kissimmee
- Doubletree Resort & Conference Center, Kissimmee
- Days Inn, Kissimmee
- Fountain Plaza Hotel, Kissimmee
- Gaylord Palms, Kissimmee
- Howard Johnson Resort Hotel, Kissimmee
- Knights Inn, Kissimmee
- Olympia Inn, Kissimmee
- Gaylord Palms, Kissimmee
- Holiday Inn Sunspree, Lake Buena Vista
- Hotel Royal Plaza, Lake Buena Vista
- Howard Johnson, Lake Buena Vista
- Sierra Suites, Lake Buena Vista
- Summerfield Suites, Lake Buena Vista
- Travelodge, Lake Buena Vista
- Sierra Suites, Lake Buena Vista,
- Holiday Inn, Lake Placid
- Resort Conference Center-Proposed, Lakeland
- Wellsley Inn, Lakeland
- Holiday Inn, Longboat Key
- Extended Stay America-Maitland, Maitland
- StudioPLUS-Maitland, Maitland
- Marco Island Marriott, Marco Island
- StudioPLUS-Melbourne, Melbourne
- StudioPLUS-Miami Airport, Miami
- Doubletree Club, Miami
- Extended Stay America-Miami Airport, Miami
- Extended Stay America-Miami South, Miami
- Holiday Inn Select Airport, Miami
- Homestead Studio Suites Blue Lagoon, Miami
- Howard Johnson, Miami
- Mayfair House (Coconut Grove), Miami
- Proposed Four Seasons, Miami
- Proposed Homewood Suites, Miami
- Proposed Swissotel, Miami
- Ramada Inn, Miami International Airport, Miami
- Wyndham Miami International Airport, Miami
- Howard Johnson Hotel, Miami (Broad Causeway)
- Howard Johnson Lodge, Miami (Golden Glades)
- Howard Johnson Lodge, Miami (Int'l Airport)
- Howard Johnson Hotel, Miami (Port of Miami)
- Radisson Mart Plaza Hotel & Convention Center, Miami
- JW Marriott, Miami
- Park Central Hotel, Miami Beach
- Ritz Plaza Hotel, Miami Beach
- Beacharbour Hotel, Miami Beach
- Cavalier Hotel, Miami Beach
- Delano Hotel, Miami Beach
- Eden Roc, Miami Beach
- Fontainebleau Hilton Resort, Miami Beach
- Four Points Sheraton, Miami Beach
- Kent Hotel, Miami Beach
- Leslie Hotel, Miami Beach
- Marlin Hotel, Miami Beach
- Proposed Collins Park Hotel, Miami Beach
- Proposed Hotel Versace Estate, Miami Beach
- The National Hotel, Miami Beach

QUALIFICATIONS OF DANIEL H. LESSER

- Tides Hotel, Miami Beach
- Edgewater Beach Resort, Naples
- Hilton Hotel, Naples
- Registry Resort, Naples
- Ritz-Carlton, Naples
- Holiday Inn, North Miami
- Hilton Hotel, North Redington Beach
- Crossland-University of Central FL, Orlando
- Days Inn, Orlando
- Days Inn and Lodge, Orlando
- Extended Stay America-Universal Studios, Orlando
- Extended Stay America-Convention Center, Orlando
- Embassy Suites Orlando South, Orlando
- Gaylord Palms, Orlando
- Sierra Suites-I Drive, Orlando
- Holiday Inn Hotel and Suites, Orlando
- Hampton Inn-Proposed, Orlando
- Holiday Inn Family Suites, Orlando
- Holiday Inn Main Gate, Orlando
- Holiday Inn Select Orlando Int'l Airport, Orlando
- Holiday Inn International Drive, Orlando
- Holiday Inn Winter Park, Orlando
- Homestead Studio Suites – Orlando-South, Orlando
- Howard Johnson, Orlando (Kirkman Road)
- Howard Johnson Hotel, Orlando (Walt Disney World)
- Howard Johnson Plaza Hotel and Suites, Orlando
- Marriott World Center, Orlando
- Marriott Village at Little Lake Bryan, Orlando
- Proposed Sleep Inn, Orlando
- Quality Inn, Orlando
- Radisson Universal Studios, Orlando
- Ramada Resort & Conference Center, Orlando
- Renaissance Orlando Resort at Seaworld, Orlando
- Residence Inn, Orlando
- Rodeway Inn, Orlando
- Shoney's Inn and Suites, Orlando
- StudioPLUS-Convention Center, Orlando
- StudioPLUS-Universal Studios, Orlando
- Summerfield Suites (I-Drive), Orlando
- Wellsley Inn, Orlando
- Palm Court, Palm Beach
- Red Roof Inn-Clearwater, Palm Harbor
- Days Inn Airport, Pensacola
- Extended Stay America-University Mall, Pensacola
- Residence Inn by Marriott, Pensacola
- Extended Stay America-Plantation, Plantation
- Springhill Suites, Port St. Lucie
- Marriott Sawgrass Resort & Beach Club Ponte Vedra Beach
- Howard Johnson, Punta Gorda
- Days Inn, Riviera Beach
- Countryside Inn, Sanford
- Holiday Inn, Sanford
- Holiday Inn, Sebring
- Econo Lodge, Stark
- Hilton Hotel, St. Petersburg
- Residence Inn by Marriott, St. Petersburg
- Hilton Hotel, Sunrise
- Doubletree Hotel, Tallahassee
- StudioPLUS-Killearn, Tallahassee
- Extended Stay America-West Shore, Tampa
- Holiday Inn Busch Gardens, Tampa
- Hyatt Regency, Tampa
- Wyndham Grand, Tampa

- Extended Stay America, Temple Terrace
- Days Inn, West Palm Beach
- Fairfield Inn, West Palm Beach
- Howard Johnson Lodge, West Palm Beach
- StudioPLUS-Northpoint, West Palm Beach
- Towne Place Suites, Western Broward County

GEORGIA

- Extended Stay America-Alpharetta, Alpharetta
- StudioPLUS-Alpharetta, Alpharetta
- Atlanta Marriott Northwest, Atlanta
- Atlanta Marriott Perimeter Center, Atlanta
- Atlanta Terrace Motel, Atlanta
- Courtyard by Marriott, Atlanta (Cumberland Mall)
- Courtyard by Marriott Downtown, Atlanta
- Doubletree Guest Suites-Perimeter, Atlanta
- Embassy Suites Atlanta Buckhead, Atlanta
- Extended Stay America-Clairmont, Atlanta
- Extended Stay America-Perimeter, Atlanta
- Fairfield Inn by Marriott Downtown, Atlanta
- Harvey Hotel Powers Ferry, Atlanta
- Holiday Inn, Atlanta
- Holiday Inn Select-Perimeter, Atlanta
- Holiday Inn Express I-20 East, Atlanta
- Holiday Inn Express Northeast, Atlanta
- Holiday Inn Lenox, Atlanta (Buckhead)
- Marriott Perimeter Hotel, Atlanta
- StudioPLUS-Vinings, Atlanta
- Waverly Hotel, Atlanta
- Westin Atlanta International Airport, Atlanta
- Renaissance Atlanta Hotel Concourse, Atlanta
- Renaissance Waverly Hotel, Atlanta
- Residence Inn by Marriott, Atlanta (Buckhead)
- Residence Inn by Marriott, Atlanta (Cumberland)
- Residence Inn by Marriott, Atlanta (Dunwoody)
- Budgetel Inn, Atlanta (Hartsfield Airport)
- Days Inn, Atlanta (Hartsfield Airport)
- Harvey Hotel, Atlanta (Hartsfield Airport)
- Holiday Inn, Atlanta (Hartsfield Airport)
- Homestead Studio Suites –Perimeter, Atlanta
- Homestead Studio Suites –Cumberland, Atlanta
- Howard Johnson Hotel, Atlanta (Hartsfield Airport)
- Sheraton Buckhead, Atlanta
- Sheraton Hotel, Atlanta (Hartsfield Airport)
- Sierra Suites – Perimeter, Atlanta
- Stouffer Concourse Hotel-Proposed, Atlanta (Hartsfield Airport)
- Summerfield Suites (Buckhead), Atlanta
- Summerfield Suites (Perimeter), Atlanta
- Courtyard by Marriott, Atlanta (Hartsfield Airport N.)
- Courtyard by Marriott, Atlanta (Jimmy Carter Blvd.)
- Radisson Hotel, Atlanta
- Sheraton Century Center, Atlanta
- Sierra Suites, Atlanta
- Wyndham Atlanta Midtown, Atlanta
- Augusta Holiday Inn, Augusta
- Fairfield Inn by Marriott, Augusta
- Hampton Inn, Augusta
- Chateau Elan, Bratselton
- Ramada Inn, Brunswick
- Hampton Inn, Buford
- Springhill Suites, Buford
- Comfort Inn Atlanta Airport, College Park
- Extended Stay America-Columbus Airport, Columbus

QUALIFICATIONS OF DANIEL H. LESSER

- Extended Stay America-Bradley Park, Columbus
 - Holiday Inn Airport I-85, Columbus
 - Holiday Inn Express, Commerce
 - SunSuites, Cumming
 - Wingate Inn, Dalton
 - Comfort Inn, Darien
 - SunSuites, Douglasville
 - Extended Stay America-Gwinnett Place, Duluth
 - SunSuites, Duluth
 - Holiday Inn, Gainesville
 - Residence Inn by Marriott, Hapeville
 - Holiday Inn, Jonesboro
 - Extended Stay America-Kennesaw, Kennesaw
 - StudioPLUS-Kennesaw, Kennesaw
 - SunSuites, Kennesaw
 - Hometown Inn-Lawrenceville, Lawrenceville
 - StudioPLUS-Arkwright Road, Macon
 - Extended Stay America-Marietta, Marietta
 - Hometown Inn-Canton Road, Marietta
 - Hampton Inn, Marietta
 - Extended Stay America-Morrow, Morrow
 - Hometown Inn-Norcross, Norcross
 - Hometown Inn-Norcross, Norcross
 - StudioPLUS-Peachtree Corners, Norcross
 - Homestead Studio Suites – Powers Ferry, Marietta
 - SunSuites, Morrow
 - Atlanta Marriott Norcross, Norcross
 - Aberdeen Woods Conference Center, Peachtree City
 - Hometown Inn-Riverdale, Riverdale
 - Days Inn and Suites, Savannah
 - Extended Stay America-Savannah, Savannah
 - Hampton Inn Midtown, Savannah
 - Sheraton Resort, Savannah
 - SunSuites, Smyrna
 - Holiday Inn, Suwannee
 - SunSuites, Suwannee
 - Holiday Inn, Thomasville
 - Comfort Inn, Warner Robbins
- HAWAII**
- Hilton Hawaiian Village, Honolulu
 - Hyatt Regency Waikiki Resort & Spa, Honolulu
 - Kahala Hilton, Honolulu
 - Marriott Waikiki, Honolulu
 - Park Shore, Honolulu
 - Four Seasons Hotel And Hualalai Club, Ka'upulehu-Kona
 - Kona Village Resort, Kailua-Kona
 - Grand Wailea Resort, Wailea
- IDAHO**
- Extended Stay America-Boise Airport, Boise
 - Holiday Inn Express, Idaho Falls
 - Elkorn Resort & Golf Club, Ketchum (Sun Valley)
- ILLINOIS**
- Courtyard by Marriott, Arlington Heights
 - Extended Stay America-Bedford Park, Bedford Park
 - Extended Stay America-Bloomington, Bloomington
 - Extended Stay America, Buffalo Grove
 - Extended Stay America-Burr Ridge, Burr Ridge
 - Extended Stay America-Champaign, Champaign
 - Radisson Suites, Champaign
 - Allerton Hotel, Chicago
 - Americana Congress Hotel, Chicago
 - Chicago Hilton & Towers, Chicago
 - City Suites, Chicago
 - Club Quarters, Chicago
 - Doubletree Guest Suites, Chicago
 - Embassy Suites Downtown, Chicago
 - Four Seasons, Chicago
 - Hilton Garden Inn, Chicago
 - Hyatt Regency, Chicago
 - Midway Airport Inn, Chicago
 - Park Brompton, Chicago
 - Proposed Days Inn, Chicago
 - Proposed Comfort Inn, Chicago
 - Proposed Grand Bay Hotel, Chicago
 - Proposed Howard Johnson, Chicago
 - Proposed Hôtel de Crillon, Chicago
 - Proposed Chicago Spire Hotel, Chicago
 - Radisson Downtown, Chicago
 - Renaissance Chicago Hotel, Chicago
 - Ritz-Carlton, Chicago
 - Sheraton Plaza, Chicago
 - Surf Hotel, Chicago
 - Westin River, Chicago
 - Embassy Suites Chicago North Shore, Deerfield
 - Residence Inn by Marriott, Deerfield
 - Doubletree Club, Des Plaines
 - Doubletree Hotel, Des Plaines
 - Extended Stay America-Des Plaines, Des Plaines
 - StudioPLUS-O'Hare, Des Plaines
 - Doubletree Guest Suites, Downers Grove
 - Extended Stay America, Downers Grove
 - Radisson Suite Hotel, Downers Grove
 - Sheraton Suites, Elk Grove
 - Hampton Inn, Elk Grove Village
 - Extended Stay America-Elmhurst, Elmhurst
 - Courtyard by Marriott, Elmhurst Park
 - Holiday Inn Express, Elmhurst Park
 - Holiday Inn, Freeport
 - Doubletree Hotel, Glenview
 - Extended Stay America-Gurnee, Gurnee
 - Hampton Inn, Gurnee
 - Extended Stay America, Hanover Park
 - Extended Stay America-Hillside, Hillside
 - Doral Eaglewood Conference Resort & Spa, Itasca
 - Extended Stay America-Itasca, Itasca
 - Extended Stay America-Lansing, Lansing
 - Fairfield Inn by Marriott, Lansing
 - Hawthorne Suites, Lincolnshire
 - Marriott Resort, Lincolnshire
 - Extended Stay America-Lisle, Lisle
 - Radisson Hotel, Lisle
 - Homestead Studio Suites, Lombard
 - Residence Inn by Marriott, Lombard
 - StudioPLUS-Lombard, Lombard
 - Holiday Inn, Mount Vernon
 - Extended Stay America-Naperville, Naperville Homestead Studio Suites, Naperville
 - Hilton Hotel, Northbrook
 - Renaissance Oak Brook Hotel, Oakbrook
 - Extended Stay America-O'Fallon, O'Fallon
 - Extended Stay America-Peoria North, Peoria
 - Residence Inn by Marriott, Peoria
 - Extended Stay America-Rockford East, Rockford
 - Howard Johnson, Rockford
 - StudioPLUS-Rockford East, Rockford

QUALIFICATIONS OF DANIEL H. LESSER

- Extended Stay America, Rolling Meadows
- Extended Stay America-Romeoville, Romeoville
- Renaissance O'Hare, Rosemont
- Westin Hotel O'Hare, Rosemont
- Holiday Inn O'Hare, Rosemont
- Hotel Baker, St. Charles
- Holiday Inn, Salem
- Extended Stay America-Schaumburg Roselle, Schaumburg
- Extended Stay America-Woodfield Mall, Schaumburg
- Embassy Suites, Schaumburg
- Holiday Inn, Schaumburg
- Homestead Studio Suites, Schaumburg
- Marriott Hotel, Schaumburg
- Summerfield Suites, Schaumburg
- Wyndham Garden, Schaumburg
- Hampton Inn O'Hare, Schiller Park
- Howard Johnson, Schiller Park
- Extended Stay America-Skokie, Skokie
- Super 8, Tuscola
- Extended Stay America-Vernon Hills, Vernon Hills
- Homestead Studio Suites, Vernon Hills
- Crossland-Waukegan, Waukegan
- Oak Brook Hills Hotel & Resort, Westmont
- Homestead Studio Suites, Westmont
- Fairfield Inn, Willowbrook
- Fairfield Inn by Marriott, Willowbrook

INDIANA

- Courtyard by Marriott, Bloomington
- Hampton Inn, Castleton
- Courtyard by Marriott, Columbus
- Fairfield Inn by Marriott, Evansville
- Hampton Inn, Evansville
- Residence Inn, Evansville
- StudioPLUS-Evansville East, Evansville
- Extended Stay America South, Fort Wayne
- Fairfield Inn, Fort Wayne
- Fort Wayne Hilton, Fort Wayne
- StudioPLUS-Fort Wayne North, Fort Wayne
- Comfort Inn, Indianapolis
- Extended Stay America-Castleton, Indianapolis
- Extended Stay America- Airport, Indianapolis
- Extended Stay America-North, Indianapolis
- Extended Stay America-NW, Indianapolis
- Hampton Inn Airport, Indianapolis
- Ramada Indianapolis Airport, Indianapolis
- Ramada Plaza, Indianapolis
- Sleep Inn, Indianapolis
- Wyndham Garden, Indianapolis
- Wellesley Inn & Suites, Indianapolis
- Extended Stay America-Merrillville, Merrillville
- Extended Stay America-Mishawaka, Mishawaka
- StudioPLUS-Mishawaka, Mishawaka
- Fairfield Inn by Marriott, Princeton
- Hampton Inn Terre Haute

IOWA

- Holiday Inn, Bettendorf
- Holiday Inn Quad Cities, Bettendorf
- Super 8, Burlington
- Fairfield Inn, Cedar Rapids
- Holiday Inn, Cedar Rapids
- Best Western, Clear Lake

- Super 8, Clinton
- Country Inn and Suites, Clive
- Super 8, Coralville
- Holiday Inn, Coralville
- Holiday Inn, Council Bluff
- Hampton Inn, Council Bluff
- Super 8, Creston
- Comfort Inn, Davenport
- Four Points by Sheraton, Des Moines
- Holiday Inn, Des Moines (Downtown)
- Holiday Inn North, Des Moines
- Ramada Inn, Des Moines
- StudioPLUS-West Des Moines, Des Moines
- Super 8, Keokuk
- Holiday Inn, Mason City
- Super 8, Mount Pleasant
- Super 8, Pella
- Super 8, Storm Lake
- Extended Stay America-Urbandale, Urbandale

KANSAS

- Ramada Plaza, Hutchison
- Guesthouse Suites-Lenexa, Lenexa
- Homestead Studio Suites-Shawnee Mission, Merriam
- Best Western Hallmark Inn, Overland Park
- Doubletree Overland Park, Overland Park
- Extended Stay America-Overland Park, Overland Park
- Homestead Studio Suites, Overland Park
- Proposed Wyndham Garden, Overland Park
- Holiday Inn, Overland Park
- Holiday Inn Mission, Overland Park
- Super 8, Pittsburg
- Holiday Inn, Wichita
- StudioPLUS-Wichita East, Wichita

KENTUCKY

- Holiday Inn, Corbin
- Extended Stay America-Covington, Covington
- Proposed Marriott Hotel, Covington
- Holiday Inn Express, Danville
- Proposed Residence Inn by Marriott, Erlanger
- Extended Stay America-Florence, Florence
- Fairfield Inn, Florence
- Holiday Inn, Florence
- StudioPLUS-Florence, Florence
- Holiday Inn, Fort Mitchell
- Holiday Inn Express, Harlan
- Holiday Inn, Henderson
- Hampton Inn, Horse Cave
- Holiday Inn, Kentucky Dam
- Extended Stay America-Nicholasville Road, Lexington
- Extended Stay America-Patchen Village, Lexington
- Extended Stay America-Tates Creek, Lexington
- Hyatt Lexington, Lexington
- Marriott Griffin Gate Resort, Lexington
- AmeriSuites, Louisville
- Courtyard by Marriott, Louisville
- Doubletree Louisville, Louisville
- Extended Stay America-Dutchman, Louisville
- Extended Stay America-Hurstborne, Louisville
- Extended Stay America-Saint Matthews, Louisville
- Fairfield Inn, Louisville
- Hilton Seelback, Louisville
- Holiday Inn Hurstbourne, Louisville

QUALIFICATIONS OF DANIEL H. LESSER

- Marriott Hotel, Louisville

LOUISIANA

- Courtyard by Marriott, Baton Rouge
- Crossland-Sherwood Forest, Baton Rouge
- Extended Stay America-Citiplace, Baton Rouge
- Holiday Inn East, Baton Rouge
- Holiday Inn South, Baton Rouge
- Proposed Crowne Plaza, Baton Rouge
- Crossland-Bossier City, Bossier City
- Quality Inn, Bossier City
- Extended Stay America-Kenner, Kenner
- Holiday Inn, Kenner
- Courtyard by Marriott, Lafayette
- Extended Stay America-Oil Center, Lafayette
- Holiday Inn, Lafayette
- Extended Stay America-Metairie, Metairie
- Howard Johnson, Metairie
- Days Inn Canal Street, New Orleans
- Embassy Suites New Orleans, New Orleans
- Holiday Inn French Quarter, New Orleans
- Hyatt Regency, New Orleans
- New Orleans Hotel, New Orleans
- Proposed 931 Canal Street Hotel, New Orleans
- Proposed Loews Hotel, New Orleans
- Proposed Renaissance Hotel, New Orleans
- Proposed Westin Hotel & Towers, New Orleans
- Sleep Inn, New Orleans
- Holiday Inn Express, Port Allen
- Residence Inn by Marriott, Shreveport
- Crossland Inn, Sulphur

MAINE

- Hilton Inn, Bangor
- Residence Inn by Marriott-Proposed, Bangor
- Extended Stay America-Scarborough, Scarborough
- Sheraton Tara Hotel, South Portland

MARYLAND

- Historic Inns of Annapolis, Annapolis
- Holiday Inn, Annapolis
- Maryland Inn, Annapolis
- Proposed Extended Stay America-Annapolis
- AmeriSuites, Baltimore
- Baltimore Hilton & Towers, Baltimore
- Clarion Hotel, Baltimore
- Clarion Hotel-Mt. Vernon Square, Baltimore
- Holiday Inn Express-BWI, Baltimore
- Howard Johnson-Proposed, Baltimore
- Marriott BWI, Baltimore
- Proposed Embassy Suites - BWI, Baltimore
- Renaissance Harborplace Hotel, Baltimore
- Tremont Plaza Hotel, Baltimore
- Proposed Extended Stay America-Bel Air
- Sheraton College Park, Beltsville
- Bethesda Court, Bethesda
- Rod N' Reel Proposed Hotel, Chesapeake Beach
- Holiday Inn, Chevy Chase
- Extended Stay America-Columbia 100 Parkway, Columbia
- Hilton Inn, Columbia
- Proposed Extended Stay America-Laurel, Jessup
- Sheraton Hotel, Columbia
- StudioPLUS-Gateway Drive, Columbia

- Wellesley Inn & Suites, Columbia
- Holiday Inn, Cumberland
- Manor Inn, Easton
- Extended Stay America-Westview Drive, Frederick
- Holiday Inn, Frederick
- Holiday Inn Express, Frederick
- Extended Stay America-Gaithersburg, Gaithersburg
- Holiday Inn, Gaithersburg
- StudioPLUS-Gaithersburg, Gaithersburg
- Summerfield Suites, Gaithersburg
- Extended Stay America-Milestone, Germantown
- Proposed Extended Stay America, Glen Bernie
- Marriott, Hunt Valley
- Marriott Hunt Valley, Hunt Valley
- Doubletree Club, Largo
- Days Inn, Laurel
- Extended Stay America-Expedition Park Drive, Lexington Park
- Extended Stay America-BWI Airport, Linthicum Heights
- Howard Johnson Plaza Hotel, New Carrollton
- Homestead Studio Suites, Rockville
- Quality Inn-Proposed, Rockville
- Comfort Inn, Solomons
- Extended Stay America-Timonium, Timonium
- Sheraton Hotel, Towson
- Extended Stay America-Landover, Upper Marlboro
- Days Inn, Williamsport

MASSACHUSETTS

- Extended Stay America-Braintree, Braintree
- Renaissance Bedford Hotel, Bedford
- Hampton Inn Bedford, Billerica
- Best Western Longwood, Boston
- Best Western Longwood Medical Center, Boston
- Best Western Mass Avenue, Boston
- Bostonian Hotel, Boston
- Copley Plaza Hotel, Boston
- Copley Square Hotel, Boston
- Fifteen Beacon, Boston
- Holiday Inn Select Government Center, Boston
- Holiday Inn Logan Airport, Boston
- Le Meridien Hotel, Boston
- Lenox Hotel, Boston
- Marriott Long Wharf, Boston
- Proposed Best Western Roundhouse, Boston
- Proposed Intercontinental Hotel, Boston
- Proposed Mandarin Oriental, Boston
- Ritz-Carlton Boston, Boston
- Ritz-Carlton Boston Common, Boston
- Swissotel, Boston
- The Ritz-Carlton, Boston
- Tremont House, Boston
- Days Inn, Braintree
- Residence Inn by Marriott, Brockton
- Homestead Studio Suites, Burlington
- Marriott Hotel, Burlington
- Summerfield Suites, Burlington
- Hyatt Regency, Cambridge
- Radisson, Cambridge
- Radisson Hotel Cambridge, Cambridge
- Wequassett Inn, Chatham
- Comfort Inn, Chicopee
- Inn at Blueberry Hill, Chilmark
- Extended Stay America-Danvers, Danvers

QUALIFICATIONS OF DANIEL H. LESSER

- Residence Inn by Marriott, Danvers
- Sheraton Ferncroft, Danvers
- Harbor View Hotel & Resort, Edgartown
- Kelly House Hotel, Edgartown
- Tara Hyannis Hotel, Hyannis
- Four Points by ITT Sheraton, Leominster
- Sheraton Tara Inn, Lexington
- Holiday Inn, Mansfield
- Embassy Suites Boston-Marlborough, Marlborough
- Hampton Inn, Marlborough
- Homestead Studio Suites, Marlborough
- Proposed Hampton Inn, Marlborough
- Days Inn Plymouth, Middleboro
- Proposed Baymont Inn & Suites, Milford
- Sheraton Tara Hotel, Newton
- Extended Stay America-Norton, Norton
- Crowne Plaza Berkshire, Pittsfield
- Crowne Plaza Hotel, Pittsfield
- Sheraton Inn, Plymouth
- Howard Johnson, Revere
- Proposed Four Points Sheraton, Revere
- Howard Johnson, Somerset
- Howard Johnson, Springfield
- Sheraton Monarch Place, Springfield
- Extended Stay America-Tewksbury, Tewksbury
- Residence Inn by Marriott, Tewksbury
- Doubletree Guest Suites, Waltham
- Homestead Studio Suites, Waltham
- Sierra Suites, Waltham
- Comfort Inn & Suites, West Springfield
- Courtyard by Marriott, Westborough
- Residence Inn by Marriott, Westford
- Howard Johnson, Woburn
- Sierra Suites, Woburn

MICHIGAN

- Ramada Inn, Allen Park
- Holiday Inn, Alpena
- Extended Stay America-Ann Arbor, Ann Arbor
- StudioPLUS-Ann Arbor, Ann Arbor
- Extended Stay America-Auburn Hills, Auburn Hills
- Courtyard by Marriott, Auburn Hills
- Homestead Studio Suites, Auburn Hills
- Kingsley Inn & Suites, Bloomfield
- Hampton Inn, Cadillac
- Extended Stay America-Canton, Canton
- Extended Stay America-Dearborn, Dearborn
- Quality Inn - Fairlane, Dearborn
- Hotel Pontchartrain, Detroit
- Marriott Renaissance Center, Detroit
- Omni International-Proposed, Detroit
- Proposed Hilton Garden Inn Downtown, Detroit
- Westin Renaissance Center, Detroit
- Comfort Inn, Farmington Hills
- Extended Stay America, Farmington Hills
- Radisson Suites, Farmington Hills
- Radisson Riverfront Hotel, Flint
- Homewood Suites, Grand Rapids
- Comfort Inn, Holland
- Hampton Inn, Holland
- Holiday Inn, Holland
- Fairfield Inn by Marriott, Kalamazoo
- Hilton Inn, Kalamazoo
- Residence Inn by Marriott, Kalamazoo

- Extended Stay America-Kentwood, Kentwood
- Fairfield Inn by Marriott, Lansing
- Holiday Inn West, Lansing
- Residence Inn by Marriott, Lansing
- Springhill Suites by Marriott, Lansing
- Crossland-Livonia, Livonia
- Holiday Inn, Livonia
- Extended Stay America, Madison Heights
- Extended Stay America, Novi
- StudioPLUS-Novi, Novi
- Hilton Hotel, Novi
- Wyndham Garden, Novi
- Holiday Inn, Petosky
- Extended Stay America (Metro Airport), Romulus
- Hilton Garden Inn, Romulus
- Marriott Detroit Metro Airport, Romulus
- Extended Stay America-Roseville, Roseville
- Extended Stay America-Southfield, Southfield
- Homestead Studio Suites, Southfield
- Marriott Southfield, Southfield
- Ramada Inn, Southfield
- Residence Inn by Marriott, Southfield
- Westin Hotel, Southfield
- Extended Stay America, Sterling Heights
- Hampton Inn, Traverse City
- Marriott, Troy
- Somerset Inn, Troy
- StudioPLUS-Warren, Warren

MINNESOTA

- Extended Stay America-Bloomington, Bloomington
- Hampton Inn, Bloomington
- Howard Johnson Lodge, Bloomington
- Days Inn, Brooklyn Center
- Extended Stay America, Brooklyn Center
- Extended Stay America-Eagan, Eagan
- Homestead Studio Suites, Eagan
- Residence Inn by Marriott, Eagan
- Extended Stay America-Eden Prairie, Eden Prairie
- Homestead Studio Suites, Eden Prairie
- Fairfield Inn by Marriott, Mankato
- Extended Stay America-Maple Grove, Maple Grove
- Doubletree - Minneapolis, Minneapolis
- Doubletree - Park Place, Minneapolis
- Embassy Suites Minneapolis Downtown, Minneapolis
- Holiday Inn, Minneapolis
- Marquette Hotel, Minneapolis
- Best Western Soldiers Field, Rochester
- Extended Stay America-Rochester North, Rochester
- Extended Stay America-Rochester South, Rochester
- Howard Johnson, Rochester
- Soldiers Field Fourth Street Motel, Rochester
- Extended Stay America-Woodbury, Woodbury

MISSISSIPPI

- President Broadwater Resort & Casino, Biloxi
- Crowne Plaza, Jackson
- Extended Stay America-Jackson North, Jackson
- Holiday Inn North, Jackson
- Residence Inn by Marriott, Jackson
- Hampton Inn Briarwood, Jackson
- Hampton Inn North, Jackson
- Harvey Hotel - Downtown, Jackson
- Harvey Hotel and Suites, Jackson

QUALIFICATIONS OF DANIEL H. LESSER

- Holiday Inn Southwest, Jackson
- Sleep Inn, Jackson
- Holiday Inn Executive Conference, Olive Branch
- StudioPLUS-Ridgeland, Ridgeland
- Hampton Inn, South Haven
- Fitzgerald's Casino, Tunica

MISSOURI

- Ramada Limited, Blue Springs
- Embassy Suites - St. Louis Airport, Bridgeton
- Homestead Studio Suites-St. Louis-Airport, Bridgeton
- Doubletree - St. Louis, Chesterfield
- University Inn, Columbia
- Howard Johnson, Hampton
- Americana Hotel, Kansas City
- Holiday Inn Express, Kansas City
- Holiday Inn NE I-435 No., Kansas City
- Homestead Studio Suites-CC Plaza, Kansas City
- Residence Inn by Marriott, Kansas City
- Sheraton Suites, Kansas City
- Doubletree St. Louis, St. Louis
- Homestead Studio Suites-Westport, St. Louis
- Howard Johnson-North, St. Louis
- Howard Johnson-South, St. Louis
- Hilton Hotel, St. Louis Airport
- Hyatt Union Station, St. Louis
- Marriott Maryville Centre-Proposed, St. Louis Co
- Proposed Doubletree Hotel, St. Louis
- Ramada Inn, St. Louis
- Renaissance St. Louis Hotel, St. Louis
- Residence Inn by Marriott, St. Louis (Chesterfield)
- Residence Inn by Marriott, St. Louis (Galleria)
- Sheraton Plaza at Westport, St. Louis
- Sheraton Westport Inn, St. Louis
- Summerfield Suites, St. Louis
- Wyndham Mayfair, St. Louis

MONTANA

- Extended Stay America-Billings, Billings
- Extended Stay America-Great Falls, Great Falls

NEBRASKA

- Super 8, Norfolk
- Howard Johnson, North Platte
- Hampton Inn, Omaha
- StudioPLUS-Omaha West, Omaha
- Residence Inn by Marriott, Omaha
- Super 8, O'Neill

NEVADA

- Alexis Park Resort, Las Vegas
- Courtyard by Marriott, Las Vegas
- Crowne Plaza, Las Vegas
- Desert Inn, Las Vegas
- Embassy Suites, Las Vegas
- Extended Stay America-Boulder Highway, Las Vegas
- Extended Stay America-Boulder Manor, Las Vegas
- Extended Stay America-St. Louis Manor, Las Vegas
- Extended Stay America-Valley View, Las Vegas
- Fairfield Inn, Las Vegas
- Homestead Studio Suites-Midtown, Las Vegas
- Holiday Inn Express, Las Vegas
- Proposed Wynn Las Vegas Resort & Casino, Las Vegas

- Proposed La Reve Casino Resort & Golf Course, Las Vegas
- Residence Inn by Marriott, Las Vegas
- San Remo Hotel, Las Vegas
- St. Tropez Suites, Las Vegas
- Tropicana Travelodge, Las Vegas
- Extended Stay America-Reno, Reno

NEW HAMPSHIRE

- Sheraton Wayfarer Hotel, Bedford
- The Balsams, Dixville Notch
- Residence Inn by Marriott, Lebanon
- Fairfield Inn by Marriott, Merrimack
- Extended Stay America-Nashua, Nashua
- Sheraton Tara Hotel, Nashua
- Holiday Inn, Portsmouth
- Wentworth-by-the-Sea, Portsmouth

NEW JERSEY

- Holiday Inn-Diplomat, Atlantic City
- Royal Inn, Atlantic City
- Two Atlantic City Hotel/Casino Sites, Atlantic City
- Bernards Inn, Bernardsville
- Hotel-Proposed, Bridgewater
- Summerfield Suites, Bridgewater
- North Main Towers Timeshare Hotel, Brigantine
- Extended Stay America-Budd Lake, Budd Lake
- Extended Stay America-Cherry Hill, Cherry Hill
- Four Points by ITT Sheraton, Cherry Hill
- Crowne Plaza, Clark
- Holiday Inn Select, Clark
- Wellesley Inns, Clifton
- Proposed Residence Inn Hotel, Cranbury
- Homewood Suites, Cranford
- Hilton Hotel, East Brunswick
- Hilton East Brunswick, East Brunswick
- Homestead Studio Suites - Meadowlands, East Rutherford
- Proposed Mills Meadowlands Hotel, East Rutherford
- Sheraton Meadowlands, East Rutherford
- Proposed Homewood Suites, Edgewater
- Edison Country Hotel, Edison
- Extended Stay America-Raritan Center, Edison
- Holiday Inn Express, Edison
- Holiday Inn Raritan Center, Edison
- Proposed Courtyard by Marriott, Edison
- Proposed Holiday Inn Express, Edison
- Ramada Inn Edison, Edison
- Raritan Inn, Edison
- Extended Stay America-Newark Airport, Elizabeth
- Radisson Hotel, Englewood
- Radisson Hotel Englewood, Englewood
- 100 Route 46, Fairfield
- Radisson, Fairfield
- Hilton Hotel, Fort Lee
- Extended Stay America-Franklin, Franklin
- Proposed Residence Inn, Franklin
- Dolce Hamilton Park, Hamilton Park
- Ramada Inn, Hammonton
- Hampton Inn, Harrison
- Proposed Hampton Inn & Suites, Harrison
- Sheraton, Hasbrouck Heights
- Woodbridge Hilton, Iselin
- Courtyard by Marriott Newport Center, Jersey City

QUALIFICATIONS OF DANIEL H. LESSER

- Holiday Inn, Jersey City
- Proposed Hampton Inn, Jersey City
- Proposed Hyatt Regency, Jersey City
- Proposed Marriott Newport Center, Jersey City
- Proposed Courtyard by Marriott, Lebanon
- Capri Inn, Little Ferry
- Homewood Suites, Mahwah
- Proposed Homewood Suites, Mahwah
- Sheraton Crossroads, Mahwah
- Ramada Inn, Mahwah
- Mahwah Business Park, Mahwah
- Crossland-Maple Shade, Maple Shade
- Extended Stay America-South Brunswick, Monmouth Junction
- Holiday Inn, Monroe
- Westin Hotel, Morristown
- Extended Stay America-Mount Laurel, Mount Laurel
- Proposed Staybridge Suites, Mount Laurel
- Proposed Wyndham Garden, Mount Laurel
- Radisson Hotel, Mount Laurel
- Ramada Plaza Hotel, Mount Laurel
- StudioPLUS-Mount Laurel, Mount Laurel
- Travelodge, Mount Laurel
- Wyndham Hotel, Mount Laurel
- Proposed Residence Inn by Marriott, Mount Olive
- Wyndham Garden Hotel, Mount Olive
- Courtyard by Marriott, Newark International Airport, Newark
- Hilton Gateway, Newark
- Holiday Inn North-Newark International Airport, Newark
- Newark Airport Marriott, Newark
- Newark Airport Marriott, Newark
- Proposed AmeriSuites, Newark
- Ramada Inn Newark International Airport, Newark
- AmeriSuites, Paramus
- Paramus Radisson Inn, Paramus
- Park Ridge Marriott, Park Ridge
- Hilton Hotel, Parsippany
- Proposed Courtyard by Marriott, Parsippany
- Howard Johnson, Philipsburg
- Embassy Suites Piscataway, Piscataway
- Merrill Lynch Conference & Training Center, Plainsboro
- AmeriSuites, Princeton
- Holiday Inn, Princeton
- Holiday Inn/Radisson, Princeton
- Hampton Inn Princeton, Princeton
- Hyatt Regency-Proposed, Princeton
- Hyatt Regency Princeton, Princeton
- Summerfield Suites, Princeton
- Extended Stay America-Ramsey, Ramsey
- Extended Stay America-Middletown, Red Bank
- Molly Pitcher Inn, Red Bank
- Extended Stay America-Meadowlands, Rutherford
- Howard Johnson, Saddle Brook
- AmeriSuites, Secaucus
- Days Hotel, Secaucus
- Extended Stay America-Meadowlands, Secaucus
- Sheraton Meadowlands, Secaucus
- Hilton Short Hills, Short Hills
- Proposed Homewood Suites Hotel, Somerset
- Summerfield Suites, Somerset
- Proposed Hampton Inn, South Plainfield
- Essex-Sussex Hotel, Spring Lake
- Holiday Inn, Springfield

- Marriott Glenpointe, Teaneck
- Residence Inn by Marriott, Tinton Falls
- Howard Johnson, Wayne
- Wellesley Inns, Wayne
- Homestead Studio Suites, Whippany
- Extended Stay America-West Windsor, Windsor
- Homestead Studio Suites, Woodbridge
- Woodbridge Hilton, Woodbridge
- Woodcliff Lake Hilton, Woodcliff Lake

NEW MEXICO

- Crossland-Albuquerque NE, Albuquerque
- Crossland-Albuquerque Airport, Albuquerque
- Holiday Inn Midtown Mountainview, Albuquerque
- Marriott Hotel, Albuquerque
- Winrock Motor Inn, Albuquerque
- Holiday Inn Las Cruces, Las Cruces
- Extended Stay America-Albuquerque, Rio Rancho
- Comfort Inn, Santa Rosa
- Residence Inn by Marriott, Santa Fe

NEW YORK

- Extended Stay America-Capital, Albany
- Wingate Inn, Albany
- Extended Stay America-Buffalo Amherst, Amherst
- Motel 6, Amherst
- Proposed Homewood Suites, Amherst
- Ramada Inn, Armonk
- Adria Hotel, Bayside
- Ramada Inn, Bayside
- Extended Stay America-Bethpage, Bethpage
- Howard Johnson, Binghamton
- Proposed La Quinta, Bohemia
- Econolodge, Brockport
- Capri Whitestone Motel, Bronx
- Avenue Plaza Hotel, Brooklyn
- Comfort Inn, Brooklyn
- Galaxy Hotel, Brooklyn
- Marriott Renaissance Plaza Proposed Expansion, Brooklyn
- Proposed Limited Service Hotel Renaissance Plaza, Brooklyn
- Proposed Marriott Renaissance Plaza, Brooklyn
- Proposed Hilton Garden Inn Airport, Buffalo
- Comfort Suites, Cheektowaga
- Homewood Suites, Cheektowaga
- Residence Inn by Marriott, Cheektowaga
- Comfort Inn, Clifton Park
- Best Western, Clifton Park
- Proposed Staybridge Suites, Clifton Park
- Desmond Hotel, Colonie
- Hampton Inn, Colonie
- Turf House Holiday Inn, Colonie
- Proposed Hilton Garden Inn, Dewitt
- Dunkirk Hotel, Dunkirk
- Sheraton Harborfront Inn, Dunkirk
- Clarion Hotel LGA Airport, East Elmhurst
- Courtyard by Marriott LGA, East Elmhurst
- Days Hotel, East Elmhurst(LGA Airport)
- Proposed Hampton Inn LGA, East Elmhurst
- Proposed Holiday Inn Express, East Elmhurst (LGA)
- Holiday Inn Crowne Plaza, East Elmhurst(LGA Airport)
- Quality Hotel-LGA Airport, East Elmhurst
- Extended Stay America-Syracuse Dewitt, E. Syracuse

QUALIFICATIONS OF DANIEL H. LESSER

- Wyndham Hotel, East Syracuse
- Courtyard by Marriott LGA, Elmhurst
- Proposed Hampton Inn LGA, Elmhurst
- Extended Stay America-Elmsford, Elmsford
- Howard Johnson, Elmsford
- Wellesley Inns, Elmsford
- Extended Stay America-Fishkill, Fishkill
- Best Western Court Hotel, Flushing
- Proposed Best Western, Flushing
- Holiday Inn Syracuse, Geddes
- Holiday Inn, Grand Island
- Bayberry Hotel, Great Neck
- Holiday Inn, Hamburg
- Holiday Inn Hamburg, Hamburg
- Colonie Hill, Hauppauge
- Holiday Inn, Hauppauge
- Holiday Inn Express, Hauppauge
- Marriott Windwatch Hotel & Golf Club, Hauppauge
- Ramada Inn, Hauppauge
- Wyndham Windwatch, Hauppauge
- Residence Inn Henrietta, Henrietta
- Proposed Hampton Inn, Holtsville
- Radisson, Holtville
- Howard Johnson, Ithaca
- Courtyard by Marriott JFK Airport, Jamaica
- Hampton Inn JFK International Airport, Jamaica
- Hilton Hotel, Jamaica (JFK Airport)
- Hilton Garden Inn JFK Airport, Jamaica
- Holiday Inn, Jamaica (JFK Airport)
- JFK Plaza Hotel, Jamaica (JFK Airport)
- Kennedy Inn, Jamaica (JFK Airport)
- Marriott Hotel, Jamaica (JFK Airport)
- Proposed Hampton Inn JFK Airport, Jamaica
- Proposed Holiday Inn Express, Jamaica (JFK Airport)
- Proposed La Quinta JFK International Airport, Jamaica
- Proposed Radisson Hotel, Jamaica (JFK Airport)
- Ramada Plaza, Jamaica (JFK Airport)
- Concord Hotel, Kiamesha Lake
- Concord Resort, Kiamesha Lake
- Howard Johnson, Kingston
- Hilton Lake Placid, Lake Placid
- Mirror Lake Inn, Lake Placid
- Northwoods Inn, Lake Placid
- Staybridge Suites, Lancaster
- Howard Johnson, Latham
- Grossingers Resort, Liberty
- Comfort Inn, Long Island City
- Extended Stay America-Melville, Melville
- Hilton-Huntington, Melville
- Huntington Hilton, Melville
- Proposed Hotel, Manhasset
- Comfort Inn Nanuet, Nanuet
- Hotel-Proposed, Nanuet
- New York Country Club, New Hempstead
- Algonquin Hotel, New York
- Barbizon Hotel, New York
- Beekam Tower Suites, New York
- Bentley Hotel New York, New York
- Bryant Park Hotel, New York
- Buckingham Hotel, New York
- Clarion Fifth Avenue, New York
- Club Quarters- Downtown, New York
- Club Quarters - Midtown, New York
- Comfort Inn Manhattan, New York
- Commander Hotel, New York
- Days Hotel, New York
- Days Inn Hotel, New York
- Delmonicos Hotel, New York
- Doral Court, New York
- Doral Park Avenue, New York
- Doral Tuscany, New York
- Dorset Hotel, New York
- Dumont Plaza, New York
- Dylan Hotel, New York
- Eastgate Tower, New York
- Embassy Suites Battery Park City, New York
- Edison Hotel, New York
- Empire Hotel, New York
- Flatotel, New York
- Four Seasons Hotel, New York
- Gorham Hotel, New York
- Grand Hyatt Hotel, New York
- Hilton Times Square, New York
- Howard Johnson Plaza Hotel, New York
- Howard Johnsons 34th Street, New York
- Helmsley Carlton House, New York
- Henry Hudson Hotel, New York
- Hotel Beacon, New York
- Hotel Metro, New York
- Hotel Pennsylvania, New York
- Hotel Stanford, New York
- Intercontinental Central Park South, New York
- Loews New York, New York
- Lyden Gardens Hotel, New York
- Marbridge Building, New York
- Maritime Hotel, New York
- Melrose Hotel, New York
- Mercer Hotel, New York
- Michaelangelo Hotel, New York
- Milburn Hotel, New York
- Morgans Hotel, New York
- New York Helmsley Hotel, New York
- New York Hilton & Towers, New York
- New York Marriott East Side, New York
- On the Avenue Hotel, New York
- Parc 51 Hotel, New York
- Palace Hotel, New York
- Paramount Hotel, New York
- Park Central Hotel, New York
- Plaza 50 Hotel, New York
- Plaza Hotel, New York
- Proposed 8th Avenue Hotel, New York
- Proposed Bryant Park Hotel, New York
- Proposed Clarion, New York
- Proposed Convention Hotel-Hudson Yards, New York
- Proposed Courtyard by Marriott (3rd Ave.), New York
- Proposed Courtyard by Marriott W. 54th St. New York
- Proposed Embassy Suites Battery Park City, New York
- Proposed Gansevoort Hotel, New York
- Proposed hotel QT, New York
- Proposed One East 35th Street Hotel, New York
- Proposed Nautilus Hotel, New York
- Proposed Regent Wall Street, New York
- Proposed Residence Inn by Marriott, New York
- Proposed Ritz Carlton Central Park South, New York
- Proposed Tribeca Hotel, New York
- Proposed West 45th Street Hotel, New York
- Proposed Westin, New York

QUALIFICATIONS OF DANIEL H. LESSER

- Quality Hotel Fifth Avenue, New York
- Radisson Empire Hotel, New York
- Renaissance Hotel, New York
- Ritz-Carlton Battery Park City, New York
- Ritz-Carlton Central Park South, New York
- Royalton Hotel, New York
- St. Moritz, New York
- Salisbury Hotel, New York
- Seaport Suites Hotel, New York
- Shelburne Murray Hill, New York
- Sheraton Manhattan Hotel, New York
- Sheraton New York Hotel and Towers, New York
- Sheraton Russell, New York
- Shoreham Hotel, New York
- 60 Thompson , New York
- Surrey Hotel, New York
- Sutton Place Hotel, New York
- The Empire Hotel, New York
- The Shoreham Hotel, New York
- W Court Hotel, New York
- W New York-Times Square, New York
- W New York-Union Square, New York
- W Tuscany Hotel, New York
- W Union Square, New York
- Waldorf-Astoria, New York
- Waldorf Towers, New York
- Warwick Hotel, New York
- Westbury Hotel, New York
- Howard Johnson Niagara Falls, Niagara Falls
- Proposed Hotel & Casino , Niagara Falls
- Ramada Inn, Niagara Falls
- Ramada Inn at the Falls, Niagara Falls
- Radisson Hotel, Niagara Falls
- Ramada Inn, Norwich
- Howard Johnson, Plainview
- Holiday Inn, Plainview
- Pickwick Motor Inn, Plainview
- Plainview Plaza, Plainview
- Proposed Four Points Sheraton, Plainview
- Residence Inn by Marriott, Plainview
- Rodeway Inn, Plainview
- Extended Stay America-Rochester Greece, Rochester
- Extended Stay America-Rochester Henrietta, Rochester
- Holiday Inn Airport, Rochester
- Holiday Inn Rochester, Rochester
- Holiday Inn South, Rochester
- Rochester Holiday Inn, Rochester
- Wellesley Inn, Rochester North
- Wellesley Inn, Rochester South
- Courtyard by Marriott, Ronkonkoma
- Proposed Hilton Garden Inn, Ronkonkoma
- Proposed Hotel, Ronkonkoma
- Hotel-Proposed, Roslyn
- Doral Arrowwood, Rye
- Proposed Pfizer Conference Center, Rye Brook
- Howard Johnson, Saugerties
- Ramada Inn Convention Center, Schenectady
- Proposed Staybridge Suites, Schodack
- Holiday Inn Crowne Plaza-Proposed, Smithtown
- Howard Johnson, Smithtown
- Proposed Hotel at the Watermill, Smithtown
- Hilton Garden Inn, Staten Island
- Staten Island Hotel, Staten Island
- Econolodge Brockport, Sweden
- Holiday Inn, Suffern
- Wellesley Inns, Suffern
- Embassy Suites, Syracuse
- Holiday Inn, Syracuse
- Hotel Syracuse, Syracuse
- Marx Radisson Hotel, Syracuse
- Proposed Best Western Hotel, Syracuse
- Wyndham Hotel, Syracuse
- Dolce Tarrytown House, Tarrytown
- Marriott Hotel, Tarrytown
- Hilton Hotel, Tarrytown
- Thornwood Conference Center, Thornwood
- Marriott Hotel, Uniondale
- Best Western, Utica
- Holiday Inn, Utica
- Motel 6, Utica
- Radisson Hotel, Utica
- University Plaza, Vestal
- Proposed Hilton Garden Inn, Westbury
- Fairfield Inn Buffalo Airport, Williamsville
- Howard Johnson, White Plains
- Coachman Inn, White Plains
- Extended Stay America-LaGuardia Airport, Whitestone
- Holiday Inn Crowne Plaza, White Plains
- Renaissance Westchester Hotel, White Plains
- White Plains Plaza, White Plains
- Proposed Candlewood Suites, Whitestone
- Best Western, Woodbury
- Inn at Fox Hollow, Woodbury
- Proposed Fox Hollow Hotel, Woodbury
- Ramada Limited, Woodbury
- Proposed Casino-Yonkers Raceway, Yonkers

NORTH CAROLINA

- Comfort Inn, Archdale
- Asheville Hotel, Asheville
- Comfort Suites, Asheville
- Extended Stay America-Tunnel Road, Asheville
- Days Inn, Blowing Rock
- Extended Stay America Regency Parkway, Cary
- StudioPLUS-Harrison Avenue, Cary
- StudioPLUS-Cary Regency Pkwy, Cary
- Extended Stay America-Tyvola Road, Charlotte
- Extended Stay America-University Place, Charlotte
- Hilton Executive Park, Charlotte
- Holiday Inn - University, Charlotte
- Holiday Inn Airport, Charlotte
- Homestead Studio Suites-Coliseum, Charlotte
- Howard Johnson Hotel, Charlotte
- Microtel, Charlotte
- Residence Inn by Marriott, Charlotte
- StudioPLUS-Tyvola Road, Charlotte
- StudioPLUS-University Place, Charlotte
- Wyndham Garden, Charlotte
- Courtyard by Marriott, Durham
- Crossland-Research Triangle, Durham
- Durham Marriott at the Civic Center, Durham
- Extended Stay America-South Square, Durham
- Homestead Studio Suites, Durham
- Proposed Courtyard by Marriott, Durham
- StudioPLUS-Research Triangle 1, Durham
- StudioPLUS-Research Triangle 2, Durham
- Wyndham Garden, Durham
- Extended Stay America-Owen Drive, Fayetteville

QUALIFICATIONS OF DANIEL H. LESSER

- StudioPLUS-Cross Creek Mall, Fayetteville
- Hampton Inn, Fayetteville
- Radisson Hotel, Fayetteville
- Days Inn, Greensboro
- Extended Stay America-Wendover Avenue, Greensboro
- Radisson Hotel, Greensboro
- Residence Inn by Marriott, Greensboro
- StudioPLUS-Greensboro Airport, Greensboro
- StudioPLUS-Wendover Avenue, Greensboro
- Extended Stay America-Camp Lejeune, Jacksonville
- Days Inn, Lumberton
- Extended Stay America-Raleigh/Durham Airport, Morrisville
- Extended Stay America-Pineville, Pineville
- StudioPLUS-Pineville, Pineville
- Extended Stay America-North Raleigh, Raleigh
- StudioPLUS-North Raleigh, Raleigh
- Extended Stay America-New Centre Drive, Wilmington
- Crossland-University Parkway, Winston-Salem
- Extended Stay America-Hanes, Winston-Salem
- Homestead Studio Suites-Raleigh-North, Raleigh
- Proposed Westin, Raleigh
- Radisson Research Triangle Park, Raleigh
- Hampton Inn, Shelby
- Residence Inn by Marriott, Southern Pines
- Statesville Holiday Inn, Statesville
- Statesville Holiday Inn Express, Statesville
- Howard Johnson-North, Columbus
- Hyatt Regency Capitol Square, Columbus
- Sheraton Hotel, Columbus
- Sheraton Suites, Columbus
- University Inn, Columbus
- Wellesley Inn & Suites, Columbus
- Residence Inn by Marriott, Columbus (North)
- Extended Stay America-Akron Copley, Copley
- Fairfield Inn Akron, Copley
- StudioPLUS-Akron Copley, Copley
- Doubletree Guest Suites, Dayton
- Extended Stay America-Dayton North, Dayton
- Extended Stay America-Dayton South, Dayton
- Proposed Doubletree Hotel, Dayton
- Ramada Inn, Dayton
- Residence Inn by Marriott, Dayton (North)
- Residence Inn by Marriott, Dayton (South)
- Extended Stay America-Columbus Dublin, Dublin
- Extended Stay America-Columbus Sawmill Rd, Dublin
- Holiday Inn I-675, Fairborn
- StudioPLUS-Dayton Fairborn, Fairborn
- Extended Stay America-Fairfield, Fairfield
- Hampton Inn, Grove City
- Extended Stay America-Toledo Holland, Holland
- Residence Inn by Marriott/Toledo N., Holland
- Hilton – Cleveland, Independence
- Howard Johnson, Lima
- Ramada Inn, Lima
- Homewood Toledo, Maumee
- StudioPLUS-Toledo Maumee, Maumee
- StudioPLUS, Middleburg Heights
- Howard Johnson, Middletown
- Sheraton Inn-Proposed, Milford
- Homestead Studio Suites – Cleveland-Airport, North Olmsted
- StudioPLUS-North Olmsted, North Olmsted
- Homestead Studio Suites – Cleveland-Beachwood, Orange Village
- Extended Stay America-Sharonville, Sharonville
- Fairfield Inn, Sharonville
- Homewood Suites, Sharonville
- Proposed Springhill Suites by Marriott, Solon
- Extended Stay America-Cincinnati Springdale I, Springdale
- Extended Stay America-Cincinnati Springdale II, Springdale
- Best Western Hotel, Springdale
- StudioPLUS-Westlake, Westlake
- Holiday Inn Westlake, Westlake
- Fairfield Inn, Willoughby

NORTH DAKOTA

- Comfort Inn East, Fargo
- Comfort Inn West, Fargo
- Econo Lodge, Fargo

OHIO

- Radisson Akron, Akron
- Residence Inn by Marriott, Akron
- Extended Stay America-Beachwood, Beachwood
- Proposed Hampton Inn Beachwood, Beachwood
- Proposed Hotel, Beachwood
- Crossland-Blue Ash, Blue Ash
- Extended Stay America-Blue Ash, Blue Ash
- Comfort Inn, Boston Heights
- Extended Stay America-Brooklyn, Brooklyn
- AmeriSuites, Cincinnati
- Garfield Suites, Cincinnati
- Holiday Inn, Cincinnati
- Howard Johnson Hotel, Cincinnati
- Hyatt Regency, Cincinnati
- Marriott Hotel, Cincinnati
- Residence Inn by Marriott, Cincinnati (North)
- Westin Hotel, Cincinnati
- AmeriSuites, Cleveland
- Hilton Inn, Cleveland
- Renaissance Cleveland Hotel, Cleveland
- Ritz-Carlton, Cleveland
- Doubletree Guest Suites, Columbus
- Extended Stay America-Columbus East, Columbus
- Extended Stay America-Columbus Easton, Columbus
- Extended Stay America-Columbus North, Columbus
- Extended Stay America-Worthington, Columbus
- Fairfield Inn, Columbus
- Four Points Sheraton, Columbus
- Hilton Inn, Columbus
- Homewood Suites, Columbus

OKLAHOMA

- Ramada Inn, Muskogee
- Embassy Suites, Oklahoma City
- Extended Stay America-Airport, Oklahoma City
- Extended Stay America-OK City NW Expressway, Oklahoma City
- Lincoln Plaza Hotel, Oklahoma City
- Meridian Plaza, Oklahoma City
- Residence Inn by Marriott, Oklahoma City
- StudioPLUS-OK City NW, Oklahoma City
- Holiday Inn, Ponca City
- Holiday Inn, Stillwater
- Courtyard by Marriott, Tulsa

QUALIFICATIONS OF DANIEL H. LESSER

- Doubletree Tulsa, Tulsa
- Extended Stay America-Tulsa Central, Tulsa
- Grandview Hotel, Tulsa
- Proposed Hilton Hotel, Tulsa
- Residence Inn by Marriott, Tulsa
- Springhill Suites by Marriott, Tulsa
- StudioPLUS-Tulsa Central, Tulsa

OREGON

- Extended Stay America-Portland Hillsboro, Beaverton
- Homestead Studio Suites, Beaverton
- Avalon Hotel, Portland
- Courtyard by Marriott & Fairfield Inn, Portland
- Crowne Plaza, Portland
- Extended Stay America-Portland Gresham, Portland
- Holiday Inn Express, Portland
- Proposed Sheraton, Portland
- Travelodge Coliseum, Portland
- Crossland-Salem North, Salem
- Crossland-Eugene Springfield, Springfield
- Homestead Studio Suites – Lake Oswego, Tigard

PENNSYLVANIA

- Ramada Inn, Altoona
- Ramada Inn, Allentown
- Holiday Inn, Beaver Falls
- Courtyard by Marriott, Bensalem
- Days Inn-Proposed, Bensalem
- Extended Stay America-Bensalem, Bensalem
- Extended Stay America-Bethlehem, Bethlehem
- Holiday Inn, Bensalem
- Residence Inn by Marriott, Berwyn
- Extended Stay America-Carnegie, Carnegie
- Comfort Inn, Chambersburg
- Holiday Inn, Chambersburg
- Holiday Inn, Clarion
- Marriott Hotel, Conshohocken
- Marriott – Philadelphia West, Conshohocken
- Howard Johnson, Erie
- Comfort Inn Pennsylvania Airport, Essington
- Ramada Inn Philadelphia Airport South, Essington
- Extended Stay America-Exton, Exton
- Four Points by Sheraton, Greensburg
- Comfort Inn, Harrisburg
- Holiday Inn, Harrisburg
- Holiday Inn East, Harrisburg
- Marriott Hotel, Harrisburg
- Penn Harris Motor Inn, Harrisburg
- Holiday Inn, Hershey
- Extended Stay America-Horsham, Horsham
- Homestead Studio Suites, Horsham
- Comfort Inn at the Park, Hummelstown
- Holiday Inn, Indiana
- Hilton Hotel, King of Prussia
- Homestead Studio Suites, King of Prussia
- Valley Forge Hilton, King of Prussia
- Sheraton, Langhorne
- Extended Stay America-Great Valley, Malvern
- Summerfield Suites, Malvern
- Extended Stay America-Monroeville, Monroeville
- Comfort Inn, New Castle
- Residence Inn by Marriott, North Fayette
- Courtyard by Marriott Montgomeryville, North Wales
- Bellevue Hotel, Philadelphia

- Best Western, Philadelphia
- Club Quarters, Philadelphia
- Doubletree Hotel, Philadelphia
- Extended Stay America-Philadelphia Airport, Philadelphia
- Four Seasons Hotel, Philadelphia
- Holiday Inn Cityline, Philadelphia
- Holiday Inn, Philadelphia
- Holiday Inn Express, Philadelphia
- Holiday Inn Select Center City, Philadelphia
- Holiday Inn Stadium, Philadelphia
- Hyatt Regency Philadelphia at Penn's Landing, Philadelphia
- Loews Philadelphia Hotel, Philadelphia
- Marriott Hotel City Line, Philadelphia
- Proposed Loews Hotel, Philadelphia
- Ramada Inn South Philadelphia International Airport, Philadelphia
- StudioPLUS-Philadelphia, Philadelphia
- Wyndham Franklin Plaza, Philadelphia
- AmeriSuites, Pittsburgh
- Hampton Inn University Center, Pittsburgh
- Howard Johnson-South, Pittsburgh
- Pittsburgh Green Tree Marriott, Pittsburgh
- Radisson Hotel Greentree, Pittsburgh
- StudioPLUS-Pittsburgh Airport, Pittsburgh
- Westin William Penn, Pittsburgh
- Wyndham Garden, Pittsburgh
- Extended Stay America-Plymouth Meeting, Plymouth Meeting
- Comfort Inn, Pottstown
- Hampton Inn, Scranton
- Hampton Inn, State College
- Holiday Inn Select, Trevoze
- Radisson Hotel, Trevoze
- Holiday Inn, Uniontown
- Wyndham Hotel, Valley Forge
- Wyndham Suites, Valley Forge
- Fairfield Inn, Warrendale
- Extended Stay America-West Mifflin, West Mifflin
- Proposed Courtyard by Marriott, Willow Grove
- Springhill Suites by Marriott, Willow Grove
- Holiday Inn, York
- Proposed Four Points Sheraton, York

RHODE ISLAND

- Hampton Inn, Coventry
- Extended Stay America, East Providence
- Lincoln Park, Lincoln
- Proposed Courtyard Marriott, Lincoln
- Courtyard by Marriott, Providence
- Proposed Courtyard by Marriott, Providence
- Proposed Renaissance Hotel, Providence
- Proposed Masonic Temple Renaissance Hotel, Providence
- Newport Harbor Hotel and Marina, Newport
- Extended Stay America-Providence, Warwick
- Howard Johnson, Warwick
- Extended Stay America, West Warwick

SOUTH CAROLINA

- Holiday Inn Express, Anderson
- Francis Marion Hotel, Charleston
- Holiday Inn Express, Charleston
- Holiday Inn Charles Mills House, Charleston

QUALIFICATIONS OF DANIEL H. LESSER

- StudioPLUS-North Charleston, Charleston
- Extended Stay America-Columbia East, Columbia
- Extended Stay America-Columbia West, Columbia
- Holiday Inn Airport, Columbia
- Residence Inn by Marriott, Columbia
- StudioPLUS-Columbia West, Columbia
- Courtyard by Marriott, Greenville
- Days Inn, Greenville
- Extended Stay America-Pelham Road, Greenville
- Hampton Inn, Greenville
- Holiday Inn Select, Greenville
- StudioPLUS-Haywood Mall, Greenville
- Extended Stay America, Mount Pleasant
- Embassy Suites-Kingston Plantation, Myrtle Beach
- Proposed Hard Rock Park, Myrtle Beach
- Wyndham Resort, Myrtle Beach
- Holiday Inn, Mount Pleasant
- Proposed Hotel and Conference Center, North Augusta
- Extended Stay America-Airport, North Charleston
- Extended Stay America-North, Spartanburg
- Holiday Inn West, Spartanburg
- Residence Inn by Marriott, Spartanburg

SOUTH DAKOTA

- Holiday Inn, Aberdeen
- Holiday Inn, Rapid City
- Fairfield Inn by Marriott, Sioux Falls
- Residence Inn by Marriott, Sioux Falls

TENNESSEE

- Extended Stay America-Brentwood, Brentwood
- StudioPLUS-Brentwood, Brentwood
- Extended Stay America Airport, Chattanooga
- Hampton Inn, Chattanooga
- Holiday Inn SE I-75, Chattanooga
- Hampton Inn, Cleveland
- StudioPLUS-Cordova, Cordova
- Homestead Studio Suites – Cool Springs, Franklin
- Park Vista Hotel, Gatlinburg
- Homewood Suites, Germantown
- Fairfield Inn by Marriott, Jackson
- Hampton Inn, Jackson
- Extended Stay America-Cedar Bluff, Knoxville
- Extended Stay America-West Hills, Knoxville
- Hampton Inn, Knoxville
- Holiday Inn West, Knoxville
- Howard Johnson Plaza, Knoxville
- Extended Stay America-Poplar Avenue, Memphis
- Extended Stay America-Mount Moriah, Memphis
- Extended Stay America-Sycamore View, Memphis
- Extended Stay America-Apple Tree, Memphis
- Hampton Inn Walnut Grove, Memphis
- Holiday Inn, Memphis
- Homestead Studio Suites Airport, Memphis
- Homestead Studio Suites-Poplar, Memphis
- Hyatt Regency, Memphis
- Omni Hotel, Memphis
- Residence Inn by Marriott, Memphis
- Crossland-Nashville Airport, Nashville
- Extended Stay America-Nashville Airport, Nashville
- Extended Stay America-Vanderbilt, Nashville
- Holiday Inn Express Airport/Opryland, Nashville
- Holiday Inn Select Briley Parkway, Nashville
- Homestead Studio Suites Airport, Nashville

- Loews Vanderbilt Plaza, Nashville
- Renaissance Nashville Hotel, Nashville
- Sheraton Music City, Nashville
- Sheraton Nashville Downtown, Nashville
- Springhill Suites, Nashville
- StudioPLUS-Nashville Airport, Nashville
- Comfort Inn, Oak Ridge
- Hampton Inn, Pickwick

TEXAS

- Crowne Plaza, Addison
- Crowne Plaza North, Addison
- Harvey Hotel, Addison
- Extended Stay America-Amarillo West, Amarillo
- Holiday Inn I-40, Amarillo
- Homestead Studio Suites, Arlington
- Ramada Inn & Conference Center, Arlington
- Ramada Inn East, Amarillo
- Ramada Inn West, Amarillo
- StudioPLUS-Dallas Arlington, Arlington
- Crossland-Austin West, Austin
- Embassy Suites, Austin
- Extended Stay America-Austin Arboretum, Austin
- Extended Stay America-Austin NW, Austin
- Extended Stay America-Austin SW, Austin
- Extended Stay America-Downtown-Town Lake, Austin
- Hampton Inn, Austin
- Holiday Inn Town Lake, Austin
- Homestead Studio Suites – Arboretum, Austin
- Homestead Studio Suites – Downtown-Townlake, Austin
- Marriott at the Capitol, Austin
- Renaissance Austin Hotel, Austin
- StudioPLUS-Austin Metro, Austin
- Holiday Inn Midtown I-10, Beaumont
- StudioPLUS-Dallas Bedford, Bedford
- Howard Johnson, Brownsville
- Gold Key Inn, Brownwood
- StudioPLUS-Corpus Christi, Corpus Christi
- Embassy Suites Corpus Christi, Corpus Christi
- Extended Stay America-Richardson, Dallas
- StudioPLUS-Market Center, Dallas
- Bristol Suites, Dallas
- Candlewood Suites, Dallas
- Country Suites by Carlson, Dallas
- Crowne Plaza Suites, Dallas
- Days Inn, Dallas
- Embassy Suites, Dallas
- Embassy Suites Park Central, Dallas
- Hampton Inn Garland, Dallas
- Harvey Hotel Brookhallow, Dallas
- Harvey Hotel-LBJ, Dallas
- Hawthorne Suites, Dallas
- Hilton Dallas Parkway, Dallas
- Holiday Inn – Dallas, Dallas
- Holiday Inn Select North Dallas, Dallas
- Homestead Studio Suites Dallas/Plano, Dallas
- Homestead Studio Suites – North Addison, Dallas
- Homestead Studio Suites – North Central, Dallas
- Hyatt Regency Reunion, Dallas
- Melrose Hotel, Dallas
- Omni Melrose, Dallas
- Proposed Hampton-Inn, Dallas
- Proposed Hilton Preston Center, Dallas
- Proposed Fairfield Inn by Marriott, Dallas

QUALIFICATIONS OF DANIEL H. LESSER

- Proposed W Victory Hotel & Condominiums, Dallas
 - Proposed Wyndham Garden, Dallas
 - Renaissance Dallas Hotel, Dallas
 - Sheraton Suites, Dallas
 - Wyndham Fairmount, Dallas
 - W Dallas Victory Hotel, Dallas
 - Hyatt DFW, Dallas/Fort Worth International Airport
 - Extended Stay America-El Paso Airport, El Paso
 - Residence Inn by Marriott, El Paso
 - StudioPLUS-El Paso West, El Paso
 - StudioPLUS-Farmers Branch, Farmers Branch
 - Courtyard by Marriott-Proposed, Fort Worth
 - Crossland-Fossil Creek, Fort Worth
 - Extended Stay America-City View, Fort Worth
 - Hawthorne Suites Ft. Worth Alliance, Fort Worth
 - Homestead Studio Suites, Fort Worth
 - Proposed Hawthorne Suites Alliance Airport, Fort Worth
 - Radisson Hotel, Fort Worth
 - StudioPLUS-City View, Fort Worth
 - StudioPLUS-Fossil Creek, Fort Worth
 - Hampton Inn, Frisco
 - San Luis Resort, Galveston
 - Gaylord Opryland, Grapevine
 - Gaylord Opryland Texas, Grapevine
 - Gaylord Texan, Grapevine
 - Days Inn, Harlingen
 - Courtyard by Marriott Galleria, Houston
 - Crossland-Houston NW, Houston
 - Crossland-Houston West Oaks, Houston
 - Crowne Plaza Medical Center, Houston
 - Doubletree Allen Center, Houston
 - Doubletree Post Oak, Houston
 - Extended Stay America-Galleria, Houston
 - Extended Stay America-Greenway Plaza, Houston
 - Extended Stay America-Katy Freeway, Houston
 - Extended Stay America-Westchase, Houston
 - Extended Stay America-Willowbrook, Houston
 - Fairfield Inn - I-10 East, Houston
 - Fairfield Inn by Marriott-Galleria, Houston
 - Four Seasons, Houston
 - Hampton Inn - I-10 East, Houston
 - Harvey Suites, Houston
 - Hilton Garden Inn Bush International, Houston
 - Holiday Inn Hotel and Suites, Houston
 - Holiday Inn Intercontinental Airport, Houston
 - Holiday Inn Medical Center, Houston
 - Holiday Inn Northwest Freeway, Houston
 - Holiday Inn Select Greenway, Houston
 - Holiday Inn Select West, Houston
 - Homestead Studio Suites – Willowbrook, Houston
 - Homestead Studio Suites Galleria Area, Houston
 - Homestead Studio Suites Medical Center, Houston
 - Homewood Suites-Westchase, Houston
 - Host Intercontinental Airport, Houston
 - Marriott – Houston Greenspoint, Houston
 - Marriott Astrodome, Houston
 - Marriott Intercontinental Airport, Houston
 - Radisson Suites, Houston
 - Radisson Town & Country, Houston
 - Renaissance Hotel, Houston
 - Residence Inn by Marriott, Houston
 - Residence Inn-Willowbrook, Houston
 - StudioPLUS-Greenspoint, Houston
 - StudioPLUS-Houston NW, Houston
 - StudioPLUS-Houston Westchase, Houston
 - StudioPLUS-Medical Center, Houston
 - TownePlace Suites, Houston
 - Warwick Hotel, Houston
 - Westin Galleria, Houston
 - Westin Oaks, Houston
 - Wyndham Greenspoint, Houston
 - Crossland-Irving, Irving
 - Harvey Hotel DFW, Irving
 - Harvey Suites DFW, Irving
 - Homestead Studio Suites – Las Colinas, Irving
 - Homestead Studio Suites DFW Airport North, Irving
 - Marriott Las Colinas, Irving
 - Residence Inn by Marriott, Irving
 - StudioPLUS-Las Colinas, Irving
 - Wyndham Garden-Las Colinas, Irving
 - Extended Stay America-Laredo, Laredo
 - Extended Stay America-Lewisville, Lewisville
 - Extended Stay America-Lubbock, Lubbock
 - Residence Inn by Marriott, Lubbock
 - Crossland-Mesquite, Mesquite
 - Extended Stay America-Johnson Space Center, Nassau Bay
 - Nassau Bay Hilton, Nassau Bay
 - Holiday Inn, Paris
 - StudioPLUS-Plano, Plano
 - Harvey Hotel, Plano
 - Holiday Inn, Plano
 - Clarion Hotel, Richardson
 - Homestead Studio Suites, Richardson
 - Wyndham Garden, Richardson
 - Crossland-Round Rock, Round Rock
 - Extended Stay America-Round Rock, Round Rock
 - Holiday Inn Aristocrat, San Antonio
 - Holiday Inn Downtown, San Antonio
 - Holiday Inn Select Airport, San Antonio
 - Homestead Studio Suites – Airport, San Antonio
 - Homewood Suites Northwest, San Antonio
 - Hyatt Regency, San Antonio
 - Hyatt Regency Hill Country Resort, San Antonio
 - StudioPLUS-Colonnade, San Antonio
 - Crossland-Woodlands, Spring
 - Courtyard by Marriott, The Woodlands
 - Residence Inn by Marriott, The Woodlands
 - Holiday Inn - I-35, Waco
 - Residence Inn by Marriott, Waco
 - Dallas Marriott Solana, Westlake
 - Hampton Inn, Wichita Falls
 - Extended Stay America-Waco, Woodway
- UTAH**
- Country Inn & Suites, Bountiful
 - Doubletree Hotel, Salt Lake City
 - Holiday Inn Airport, Salt Lake City
 - Homestead Studio Suites – Mid Valley, Salt Lake City
 - Homestead Studio Suites – Sugarhouse, Salt Lake City
 - Extended Stay America-Sandy, Sandy
 - Extended Stay America-Union Park, Sandy
 - Extended Stay America-West Valley Center, West Valley City
- VERMONT**
- Radisson Hotel, Burlington
 - Fairfield Inn by Marriott, Colchester

QUALIFICATIONS OF DANIEL H. LESSER

- Inn of the Six Mountains, Killington
- Comfort Inn, Rutland
- Holiday Inn Express, Springfield
- Hampton Inn, White River Junction

VIRGINIA

- Extended Stay America-Alexandria, Alexandria
- Hampton Inn, Alexandria
- Hilton Alexandria, Alexandria
- Holiday Inn Hotel and Suites, Alexandria
- Homestead Studio Suites, Alexandria
- Howard Johnson, Alexandria
- Proposed Hampton Inn, Alexandria
- Proposed Residence Inn, Alexandria
- Ramada Plaza Old Town, Alexandria
- Sheraton Suites, Alexandria
- Best Western, Arlington
- Crystal City Courtyard by Marriott, Arlington
- Crystal City Holiday Inn, Arlington
- Crystal City Marriott, Arlington
- Crystal Gateway Marriott, Arlington
- Hilton Crystal City, Arlington
- Holiday Inn, Arlington
- Key Bridge Marriott, Arlington
- Ritz-Carlton Pentagon City, Arlington
- Proposed Embassy Suites Dulles, Ashburn
- Proposed Homewood Suites Dulles North, Ashburn
- Holiday Inn, Ashland
- Extended Stay America-Centreville, Centreville
- Extended Stay America-Chantilly, Chantilly
- Holiday Inn Dulles, Chantilly
- Proposed Staybridge Suites, Chantilly
- Sierra Suites, Chantilly
- Westfields Int'l Conference Center, Chantilly
- Days Inn, Christiansburg
- Comfort Inn, Culpepper
- Embassy Suites, Dulles
- Extended Stay America-Fair Oaks, Fairfax
- Holiday Inn Fair Oaks, Fairfax
- Sierra Suites, Fairfax
- Doubletree Hotel, Falls Church
- Comfort Inn, Farmville
- Days Inn, Farmville
- Fairfield Inn by Marriott, Fredericksburg
- Extended Stay America-Greenbriar, Chesapeake
- StudioPLUS-Insbrook, Glen Allen
- Virginia Crossings, Glen Allen
- Extended Stay America-Hampton, Hampton
- Four Points Sheraton, Harrisonburg
- Proposed Extended Stay America, Herndon
- Summerfield Suites, Herndon
- Holiday Inn, Leesburg
- Extended Stay America-Lynchburg, Lynchburg
- Lynchburg Radisson, Lynchburg
- Hilton McLean Tysons Corner, McLean
- Holiday Inn Tysons Corner, McLean
- Comfort Inn, Newport News
- Extended Stay America-Oyster Point, Newport News
- StudioPLUS-Jefferson Ave, Newport News
- Doubletree Club Military Circle, Norfolk
- Hampton Inn, Norfolk
- Sheraton, Norfolk
- Sheraton Hotel, Reston
- Comfort Inn, Richmond

- Comfort Inn Executive Center, Richmond
- Extended Stay America-West Broad Street, Richmond
- Homestead Studio Suites – Midlothian, Richmond
- Howard Johnson Lodge, Richmond
- Sheraton Park South, Richmond
- StudioPLUS-West Broad Street, Richmond
- Days Inn Civic Center, Roanoke
- Extended Stay America-Roanoke Airport, Roanoke
- Marriott Hotel, Roanoke
- Comfort Inn, Rocky Mount
- Richmond Airport Hilton, Sandston
- Extended Stay America-Springfield, Springfield
- Hampton Inn, Springfield
- Comfort Inn, Springfield
- Days Inn, Staunton
- Extended Stay America-Sterling, Sterling
- Holiday Inn Dulles Airport, Sterling
- Proposed Towne Place Suites by Marriott, Sterling
- Doubletree Guest Suites, Tysons Corner
- Ritz-Carlton, Tysons Corner
- Holiday Inn, Tysons Corner
- Homestead Studio Suites – Tysons Corner, Vienna
- Marriott Tyson's Corner, Vienna
- Residence Inn by Marriott Tysons Corner, Vienna
- Clarion Hotel Pembroke Corporate Ctr, Virginia Beach
- Extended Stay America-Independence Boulevard, Virginia Beach
- Days Inn, Williamsburg
- Radisson – Ft. Magruder, Williamsburg
- Fairfield Inn by Marriott-Potomac Mills, Woodbridge

WASHINGTON

- Extended Stay America-Bellevue, Bellevue
- Hilton Hotel, Bellevue
- Homestead Studio Suites – Factoria, Bellevue
- Homestead Studio Suites-Richmond, Bellevue
- Proposed Westin Hotel, Bellevue
- Residence Inn by Marriott, Bellevue
- Extended Stay America-Bothell, Bothell
- Extended Stay America-Everett, Everett
- StudioPLUS-Silver Lake, Everett
- Residence Inn by Marriott, Lynnwood
- Extended Stay America-Federal Way, Federal Way
- Extended Stay America-Tacoma Fife, Fife
- Extended Stay America-Kent, Kent
- Crossland-Seattle Kent, Kent
- Extended Stay America-Lynnwood, Lynnwood
- Extended Stay America-Mukilteo, Mukilteo
- Proposed Hampton Inn, North Bend
- Crossland-Puyallup, Puyallup
- StudioPLUS-Renton, Renton
- Edmond Meany Hotel, Seattle
- Extended Stay America-Northgate, Seattle
- Four Seasons Olympic Hotel, Seattle
- Marriott Sea Tac, Seattle
- Quality Inn, Seattle
- Radisson Hotel, Seattle
- Residence Inn by Marriott-South, Seattle
- Westin Hotel, Seattle
- Crossland-Spokane Valley, Spokane
- Crossland-Hosmer, Tacoma
- Extended Stay America-Tacoma South, Tacoma
- Embassy Suites, Tukwila
- Extended Stay America-Tukwila, Tukwila

QUALIFICATIONS OF DANIEL H. LESSER

- Homestead Studio Suites – Seattle-Southcenter, Tukwila
- Extended Stay America-Tumwater, Tumwater
- Extended Stay America-Vancouver, Vancouver

WEST VIRGINIA

- Holiday Inn, Bridgeport
- Charleston Holiday Inn Express, Charleston
- Holiday Inn, Fairmont
- Best Western Gateway, Huntington
- Comfort Inn, Morgantown
- Holiday Inn, Morgantown
- Lakeview Resort and Conference Center, Morgantown
- Comfort Inn, Princeton

WISCONSIN

- Extended Stay America-Fox Cities, Appleton
- Homestead Studio Suites, Brookfield
- Towne Place Suites by Marriott, Brookfield
- Wyndham Garden, Brookfield
- Hampton Inn, Janesville
- Concourse Hotel, Madison
- Extended Stay America-Madison West, Madison
- Holiday Inn, Madison
- Proposed Holiday Inn, Madison
- Ramada Inn, Madison
- Residence Inn by Marriott, Madison
- StudioPLUS-Madison West, Madison
- AmeriHost Hotel, Menomonie
- Super 8, Menomonie
- Marc Plaza, Milwaukee
- Super 8, Portage
- Super 8, Shawano
- Days Inn, Superior
- Extended Stay America-Waukesha, Waukesha
- Extended Stay America-Wauwatosa, Wauwatosa
- Holiday Inn Express, Wauwatosa
- Mead Inn, Wisconsin Rapids

WISCONSIN

- Days Inn, Casper
- Holiday Inn, Cheyenne
- Amangani, Jackson

INTERNATIONAL

ANGUILLA

- Rendezvous, Rendezvous Bay
- Temenos Land, Long Bay

AUSTRALIA

- Hyatt Regency, Adelaide
- Hyatt Hotel, Canberra
- Grand Hyatt, Melbourne
- Hyatt Regency, Perth

BAHAMAS

- Bonds Cay, Berry Islands
- Proposed Twin Seas Club, Great Exuma

BARBADOS

- Sam Lord's Castle, St. Philip

BELGIUM

- Brussels Marriott Hotel

- Marriott Executive Apartments Brussels
- Renaissance Brussels Hotel

CANADA

- Holiday Inn, Cambridge
- Coast Terrace Hotel, Edmonton
- Sheraton Hotel, Edmonton
- Holiday Inn, Kitchener
- Radisson Hotel, Longueuil
- Wyndham Hotel, Montreal
- Proposed JW Marriott Resort, Muskoka
- Keddy's Brunswick Hotel, New Brunswick
- Keddy's Lord Beaverbrook Hotel, New Brunswick
- Keddy's Halifax Hotel, Nova Scotia
- Keddy's Truro Inn & Convention Center, Nova Scotia
- Keddy's Motor Inn, Nova Scotia
- Hilton Downtown, Toronto
- Holiday Inn, Peterborough
- Loews Hôtel Le Concorde, Quebec
- Holiday Inn, Sarnia
- Bond Hotel, Toronto
- Carlton Inn, Toronto
- Delta Chelsea Hotel, Toronto
- Holiday Inn, Toronto
- Holiday Inn Airport, Toronto
- Holiday Inn Yorkdale, Toronto
- Loews Westbury Hotel, Toronto
- Park Plaza Hotel, Toronto
- Proposed Residence Inn by Marriott Airport, Toronto
- Ramada Inn, Toronto
- Sutton Place Hotel, Toronto
- Wyndham Bristol Place Airport, Toronto

CAYMAN ISLANDS

- Hyatt Regency, Grand Cayman

CHILE

- Sheraton Santiago Hotel, Santiago
- San Cristobal Tower, Santiago

FRANCE

- Four Seasons Hotel Georges V, Paris

FIJI

- Fiji Hideaway Resort and Spa, Sigatoka, Viti Levu

GUAM

- Hyatt Regency Guam, Tumon

ISRAEL

- Intercontinental Resort-Proposed, Eilat

ITALY

- Westin Palace, Milan
- Sheraton Roma, Rome
- Palazzo Pauly Private Owners Club, Venice
- Westin Europa & Regina, Venice

JAMAICA

- Americana Eden II, Ocho Rios
- Wyndham Rose Hall Resort & Club, Montego Bay

MEXICO

- Americana Condesa Del Mar, Acapulco

QUALIFICATIONS OF DANIEL H. LESSER

- Americana El Presidente, Acapulco
- Proposed Banyan Tree Hotel, Acapulco
- Mision La Serena, Baja California Sur
- Plaza Las Glorias - Cabo San Lucas
- Continental Plaza - Playa del Carmen
- Continental Plaza - Cancun
- Crown Princess Club, Cancun
- Sierra Hotel - Cancun
- Hotel Mision Palenque, Palenque, Chiapas
- Plaza las Glorias – Cozumel
- Capella Resort & Spa, Ixtapa
- Continental Plaza - Ixtapa
- Sierra Hotel - Manzanillo
- Four Seasons, Mexico City
- Hotel Mision Zona Rosa, Mexico City
- San Marino Suites, Mexico City
- Sierra Hotel - Nuevo Vallarta
- Vista Club Playa de Oro, Puerto Vallarta
- Hotel Mision, Uxmal, Yucatan

POLAND

- Sheraton Warsaw Hotel & Towers, Warsaw

PUERTO RICO

- El Conquistador Resort & Country Club, Fajardo
- Condado Plaza Hotel & Casino, San Juan
- Condado Vanderbilt Hotel, San Juan
- El San Juan Hotel & Casino, San Juan
- La Concha – A Renaissance Resort, San Juan
- Regency Hotel, San Juan
- Wyndham Old San Juan Hotel & Casino, San Juan

UNITED KINGDOM

- Marriott Hotel, London, England
- Sheraton Skyline Hotel Heathrow, Hayes, England

US VIRGIN ISLANDS

- Caneel Bay Resort, St. John
- Proposed Mixed-Use Development, St. Thomas
- Sugar Bay Plantation Resort, St. Thomas
- Wyndham Virgin Grand Resort, St. Thomas

SPAIN

- Westin Palace, Madrid

ST. BARTHELEMY

- St. Barths Beach Hotel, St. Barthelemy

ST. LUCIA

- Caribbean Jewel Beach Resort, St. Lucia

ST. MAARTEN

- La Samanna Hotel, St. Maarten

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Evan.Weiss@lwhadvisors.com

Mr. Weiss engages in the procurement and management of appraisals and consultation of lodging properties throughout the United States. Assignments include full and partial interest appraisals and market studies of full service, limited service, extended stay, luxury, and mid-scale hotel facilities. Mr. Weiss has participated in the evaluation of over \$6 billion in hotel real estate assets.

Mr. Weiss serves as Executive Managing Director, Principal of LW Hospitality Advisors. He was previously an associate at CBRE Hotels - Hospitality & Gaming Valuation Advisory Services Group, where he was awarded Silver and Gold production awards during each year of his tenure. He also received the Valuation Services Professional of the Year Award for the Tri-State region in 2007. Prior to joining CBRE, Mr. Weiss held the executive position of Director of Operations for CARINO Hotels & Resorts in New York, a sales and marketing firm representing 75 luxury hotels throughout the globe. Mr. Weiss was the first official hire for this firm and grew the entity by recruiting twenty professionals around the world.

Mr. Weiss's operational experience includes serving as General Manager at City Food Bar Inc., where he led corporate management and operational efforts at the restaurant ownership and management firm as well as worked with the Founder and President to build and expand the business. He holds a Bachelor of Science degree in Hotel and Tourism Management from New York University Preston Robert Tisch Center for Hospitality, Tourism and Sports Management. Following successful terms as Board Member and Vice President, Mr. Weiss served as President of the NYU Tisch Center Alumni Society, as well as a member of the Tisch Center's Advisory Board. While attending NYU's Tisch Center, Mr. Weiss was twice honored with the President's Service Award for Leadership and Community Service. He also served on the search committee for the Divisional Dean of the Tisch Center. In the upcoming Fall 2014 academic semester, Mr. Weiss will act as an adjunct professor of the Lodging Development course offered through the Tisch Center's Hotel and Tourism Management major. Mr. Weiss currently serves as a member of the REX Gala and REX Premiere committees of the UJA - Federation of New York, and is a member of the AIPAC Washington Club.

EDUCATION

- New York University, Preston Robert Tisch Center for Hospitality Tourism & Sports Management
 - Bachelor of Science, Hotel and Tourism Management, 2003

- New York University Real Estate Institute
 - Introduction to Real Estate Appraisal (R1)
 - Valuation Principles and Procedures (R2)
 - Introduction to Property Valuation (G1)
 - Principles of Income Property Appraising (G2)
 - Applied Income Property Valuation (G3)
 - AQ-1 Appraiser Qualification
 - 15-Hour National USPAP Course

LICENSES & MEMBERSHIPS

- New York State Certified General Real Estate Appraiser – License #46000049985
- Appraisal Institute, Candidate for Designation #559654
- Royal Institution of Chartered Surveyors, Professional Member #6197437

EMPLOYMENT EXPERIENCE

- 2014-present New York University, SPS New York, NY
Preston Robert Tisch Center for Hospitality and Tourism
Adjunct Professor – Lodging Development

- 2011-present LW Hospitality Advisors LLC New York, NY
Executive Managing Director, Principal

- 2006-2010 CB Richard Ellis, Inc. New York, NY
Valuation & Advisory Services – Hospitality & Gaming Group
Real Estate Analyst/Appraiser

- 2001-2006 CARINO Collection New York, NY
Director, Membership Services

- 1999-2003 City Food Bar, Inc. New York, NY
General Manager

PROFESSIONAL SPEAKING ENGAGEMENTS

- EisnerAmper Real Estate Principals Reception
 - Moderator

**UNITED STATES OF AMERICA AND INTERNATIONAL
LODGING PROPERTY ASSIGNMENTS
(Executed and/or Coordinated)**

UNITED STATES OF AMERICA

ALABAMA

- Holiday Inn Express & Suites, Andalusia
- Home-Towne Suites Auburn, Auburn
- Birmingham Marriott, Birmingham
- Embassy Suites, Birmingham
- Hilton Birmingham Perimeter Park, Birmingham
- Relax Inn, Birmingham
- Residence Inn by Marriott, Birmingham
- SpringHill Suites Colonnade, Birmingham
- Home-Towne Suites Decatur, Decatur
- Candlewood Suites Enterprise, Enterprise
- Courtyard Birmingham Homewood, Homewood
- Courtyard Birmingham Hoover, Hoover
- Residence Inn Birmingham Hoover, Hoover
- Courtyard Huntsville, Huntsville
- SpringHill Suites Huntsville Downtown, Huntsville
- Embassy Suites Montgomery, Montgomery
- Fairfield Inn & Suites Auburn Opelika, Opelika
- Holiday Inn Express & Suites Auburn, Opelika
- Hampton Inn Pell City, Pell City
- Holiday Inn Express & Suites, Pell City
- Holiday Inn Express & Suites South, Prattville
- Home-Towne Suites Prattville, Prattville
- Home-Towne Suites Prattville, Tuscaloosa

ALASKA

- Anchorage Marriott Downtown, Anchorage
- Proposed Conference Center & Hotel, Soldotna
- Best Western Lake Lucille Inn, Wasilla

ARIZONA

- Courtyard Phoenix Mesa, Mesa
- Courtyard Flagstaff, Flagstaff
- SpringHill Suites Flagstaff, Flagstaff
- Days Inn & Suites Page Lake Powell, Page
- Courtyard Phoenix North, Phoenix
- Crossland Phoenix Metro Black Canyon, Phoenix
- Crossland Phoenix Metro Dunlap Avenue, Phoenix
- Crossland Phoenix West, Phoenix
- Embassy Suites Phoenix Biltmore, Phoenix
- Embassy Suites Phoenix Scottsdale, Phoenix
- Embassy Suites Phoenix, Phoenix
- Hilton Garden Inn Phoenix Airport North, Phoenix
- Hilton Phoenix Airport, Phoenix
- Holiday Inn Express & Suites Chandler, Phoenix
- Holiday Inn Phoenix Downtown North, Phoenix
- JW Marriott Phoenix Desert Ridge, Phoenix
- Proposed Hotel at Banner University, Phoenix

- Fairfield Inn & Suites Rogers, Rogers
- Gainey Suites Hotel, Scottsdale
- Scottsdale Resort & Conference Center, Scottsdale
- Hilton Sedona Golf Resort & Spa, Sedona
- La Quinta Inn Sedona Village of Oak Creek (Rebranding to Holiday Inn Express), Sedona
- Holiday Inn Springdale, Springdale
- Aloft Tucson University, Tucson
- Courtyard Tucson Airport, Tucson
- Crossland Tucson Butterfield Drive, Tucson
- Holiday Inn Tucson Airport North, Tucson

ARKANSAS

- Candlewood Suites West Little Rock, Little Rock
- Courtyard Little Rock West, Little Rock
- DoubleTree Little Rock, Little Rock
- Embassy Suites Little Rock, Little Rock
- Hampton Inn & Suites Downtown, Little Rock
- Holiday Inn Express Little Rock, Little Rock
- Proposed Homewood Suites, Little Rock
- La Quinta Inn & Suites Russellville, Russellville
- Hampton Inn & Suites Springdale, Springdale
- Holiday Inn Springdale, Springdale

CALIFORNIA

- Embassy Suites Anaheim North, Anaheim
- Proposed Country Inn & Suites Anaheim, Anaheim
- Proposed Holiday Inn Express Artesia, Artesia
- Hotel Villa Portofino, Avalon
- Courtyard Bakersfield, Bakersfield
- The Lodge at Tiburon, Belvedere-Tiburon
- Graduate Hotel Berkeley, Berkeley
- Ventana Inn and Spa, Big Sur
- Chase Suite Hotel, Brea
- Embassy Suites San Francisco Airport, Burlingame
- Residence Inn by Marriott Camarillo, Camarillo
- Hilton Concord, Concord
- Holiday Inn Express Hotel & Suites Corona, Corona
- SpringHill Suites Corona Riverside, Corona
- Courtyard San Jose Cupertino, Cupertino
- Embassy Suites LAX Airport South, El Segundo
- Hyatt Place LAX Airport, El Segundo
- Proposed Aloft Hotel LAX, El Segundo
- Proposed Fairfield Inn & Suites LAX, El Segundo
- Courtyard San Francisco Foster City, Foster City
- Courtyard Fresno, Fresno
- Crossland Fresno West, Fresno
- Homewood Suites by Hilton Fresno, Fresno

QUALIFICATIONS OF EVAN WEISS

- Radisson Hotel & Conference Center (Conversion to DoubleTree by Hilton), Fresno
- SpringHill Suites Fresno, Fresno
- Hampton Inn & Suites Folsom, Folsom
- Glendale Hilton, Glendale
- Hilton Los Angeles North Glendale, Glendale
- Courtyard Los Angeles, Hacienda Heights
- Irvine Marriott, Irvine
- SpringHill Suites Irvine John Wayne Airport, Irvine
- Best Western Plus Laguna Brisas, Laguna Beach
- Courtyard Marin Larkspur, Larkspur
- Dream Hotel Los Angeles, Los Angeles
- Proposed CitizenM Hotel Hollywood, Los Angeles
- Proposed NoMad Hotel, Los Angeles
- Radisson LAX, Los Angeles
- Toll House Hotel, Los Gatos
- Hilton Garden Inn Monterey, Monterey
- Hampton Inn & Suites Moreno Valley, Moreno Valley
- Embassy Suites Napa Valley Hotel, Napa
- TownePlace Suites Newark Silicon Valley, Newark
- Hilton Los Angeles, North Glendale
- DoubleTree Ontario Airport Hotel, Ontario
- Embassy Suites Ontario Airport, Ontario
- Hampton Inn & Suites Palmdale, Palmdale
- Courtyard Palm Springs, Palm Springs
- Korakia Pensione, Palm Springs
- Hilton Garden Inn Pismo Beach, Pismo Beach
- Crossland Sacramento, Rancho Cordova
- Hampton Inn & Suites Ridgecrest, Ridgecrest
- Springhill Suites Ridgecrest, Ridgecrest
- Hampton Inn & Suites Riverside Corona, Riverside
- Holiday Inn Sacramento Capitol Plaza, Sacramento
- Proposed AC Hotel by Marriott, San Diego
- Club Quarters San Francisco, San Francisco
- Hotel Abri, San Francisco
- Hotel Palomar, San Francisco
- Intercontinental Mark Hopkins, San Francisco
- Proposed CitizenM Hotel, San Francisco
- San Francisco Marriott Union Square, San Francisco
- Courtyard San Luis Obispo, San Luis Obispo
- Residence Inn San Diego North, San Marcos
- Embassy Suites San Rafael, San Rafael
- Four Points by Sheraton San Rafael, San Rafael
- Hyatt Santa Clara, Santa Clara
- JW Marriott Santa Monica Le Merigot, Santa Monica
- Whyndham Santa Monica at the Pier, Santa Monica
- Embassy Suites Monterey Bay Seaside, Seaside
- The Lodge at Sonoma Renaissance Resort, Sonoma
- Beach Retreat & Lodge at Tahoe, South Lake Tahoe
- Courtyard Thousand Oaks, Thousand Oaks
- Hampton Inn & Suites, Thousand Oaks
- TownePlace Suites by Marriott, Thousand Oaks
- Courtyard Torrance, Torrance
- Fairfield Inn & Suites, Twentynine Palms

- The James Hotel, West Hollywood
- Hampton Inn & Suites, West Sacramento

COLORADO

- St. Regis Aspen Resort, Aspen
- Crossland Denver Airport Aurora, Aurora
- Courtyard Boulder, Boulder
- TownePlace Suites Boulder Broomfield, Broomfield
- TownePlace Suites Denver Tech Center, Centennial
- Crossland CO Springs Airport, Colorado Springs
- Courtyard Denver Stapleton, Denver
- Crown Plaza Denver International Airport, Denver
- Embassy Suites Denver International Airport, Denver
- Embassy Suites Denver Downtown, Denver
- Fairfield Inn & Suites Denver Airport, Denver
- Hotel Monaco Denver, Denver
- Proposed Kimpton Hotel Union Station, Denver
- Renaissance Denver Hotel, Denver
- Sheraton Denver, Denver
- SpringHill Suites Denver Airport, Denver
- TownePlace Suites Denver Downtown, Denver
- TownePlace Suites Denver Southeast, Denver
- Warwick Denver Hotel, Denver
- Proposed Wolley's Classic Suites, Englewood
- TownePlace Suites Denver Tech Center, Englewood
- Hampton Inn Fort Collins, Fort Collins
- Hilton Fort Collins, Fort Collins
- Hilton Garden Inn Fort Collins, Fort Collins
- Crossland Denver Cherry Creek, Glendale
- Denver Marriott West, Golden
- TownePlace Suites Federal Center, Golden
- Courtyard Grand Junction, Grand Junction
- Residence Inn Grand Junction, Grand Junction
- Courtyard Denver Tech Center, Greenwood Village
- Crossland Denver Lakewood West, Lakewood
- Hampton Inn & Suites Denver, Littleton
- Element Denver Park Meadows, Lone Tree
- La Quinta Inn & Suites Loveland, Loveland
- Hampton Inn Pueblo, Pueblo
- Crossland Denver Thornton, Thornton

CONNECTICUT

- Crown Plaza Danbury, Danbury
- Super 8 Danbury, Danbury
- Delamar Greenwich Harbor, Greenwich
- Proposed Goodwin Hotel, Hartford
- Hampton Inn & Suites Manchester, Manchester
- Inn at Middletown, Middletown
- Hilton Mystic, Mystic
- Premiere Hotel & Suites, New Haven
- Clarion New London, New London
- Holiday Inn and Outback Steakhouse, New London
- Courtyard Norwalk, Norwalk
- Doubletree Norwalk, Norwalk

QUALIFICATIONS OF EVAN WEISS

- Proposed Hotel Waypointe District, Norwalk
- Courtyard New Haven Milford, Orange
- Crowne Plaza and Holiday Inn Express & Suites Stamford Plaza, Stamford
- Courtyard New Haven Wallingford, Wallingford
- Courtyard Waterbury Downtown, Waterbury
- Hartford Windsor Marriott Airport, Windsor
- DoubleTree Hartford Bradley Airport, Windsor Locks

DELAWARE

- Hilton Garden Inn Dover, Dover
- TownePlace Suites Newark, Newark
- Hampton Inn Rehoboth Beach, Rehoboth Beach
- Courtyard Wilmington Brandywine, Wilmington
- Doubletree Downtown Wilmington, Wilmington
- Inn at Wilmington, Wilmington

DISTRICT OF COLUMBIA

- Four Seasons Hotel, Washington D.C.
- Hamilton Crown Plaza, Washington D.C.
- Loews Madison Hotel, Washington D.C.
- Proposed DC Line Hotel, Washington D.C.
- Proposed Trump Int'l Hotel, Washington D.C.
- The Madison Hotel, Washington D.C.
- The Quincy Hotel (Proposed conversion to Hotel RL), Washington D.C.)
- Washington Hilton, Washington D.C.

FLORIDA

- Hampton Inn & Suites, Altamonte Springs
- SpringHill Suites Altamonte, Altamonte Springs
- Proposed Esplendor Bay Hotel, Bay Harbor Islands
- Boca Bridge Hotel, Boca Raton
- Best Western Bonita Springs, Bonita Springs
- Holiday Inn Express Bradenton West, Bradenton
- Comfort Inn & Suites Chipley, Chipley
- Parker Manor Resort Clearwater Beach, Clearwater
- Hilton Clearwater Beach, Clearwater Beach
- Hampton Inn & Suites Clermont, Clermont
- Hilton Cocoa Beach Oceanfront, Cocoa Beach
- Luna Sea Motel, Cocoa Beach
- The Biltmore Hotel, Coral Gables
- Fort Lauderdale Marriott, Coral Springs
- Holiday Inn Express & Suites, Dania Beach
- Hyatt Place Fort Lauderdale Airport, Dania Beach
- Hyatt House Fort Lauderdale Airport, Dania Beach
- Daytona Beach Speedway Airport, Daytona Beach
- Embassy Suites Deerfield Beach, Deerfield Beach
- Embassy Suites Destin, Destin
- Trump National Doral Resort, Doral
- Buchan's Landing Resort, Englewood
- Hampton Inn & Suites Fort Myers Estero, Estero
- Courtyard Plantation, Fort Lauderdale
- Crossland Fort Lauderdale, Fort Lauderdale

- Embassy Suites Fort Lauderdale, Fort Lauderdale
- Holiday Inn Express & Suites FLL, Fort Lauderdale
- Candlewood Suites Sanibel Gateway, Fort Myers
- Fairfield Inn & Suites Fort Pierce, Fort Pierce
- Four Points by Sheraton Destin, Fort Walton
- Residence Inn Gainesville I-75, Gainesville
- Crowne Plaza Hollywood Beach Resort, Hollywood
- Crowne Plaza Hollywood Sian, Hollywood
- Aloft Jacksonville Airport, Jacksonville
- Hampton Inn & Suites Airport, Jacksonville
- Hampton Inn Point Meadows, Jacksonville
- Hilton Garden Inn Jacksonville Airport, Jacksonville
- Courtyard Jacksonville I295 East, Jacksonville
- Crowne Plaza Jacksonville Riverfront (Proposed DoubleTree), Jacksonville
- Embassy Suites Jacksonville, Jacksonville
- Hampton Inn & Suites Bartram Park, Jacksonville
- Hyatt Regency Jacksonville Riverfront, Jacksonville
- Jacksonville Marriott, Jacksonville
- Staybridge Suites Jacksonville, Jacksonville
- St. John's Suites, Jacksonville
- Suburban Extended Stay Jacksonville, Jacksonville
- Wyndham (Proposed Hard Rock Hotel), Jacksonville
- Best Western Oceanfront, Jacksonville Beach
- Courtyard Jacksonville Beach, Jacksonville Beach
- Holiday Inn & Suites Lake City, Lake City
- Hampton Inn & Suites Lake Wales, Lake Wales
- Pier House Resort & Caribbean Spa, Key West
- Buena Vista Palace Hotel & Spa (Converting to an Upper Upscale Branded Hotel), Lake Buena Vista
- Candlewood Suites Lake Mary, Lake Mary
- Westin Lake Mary Orlando North, Lake Mary
- Fairfield Inn & Suites Marianna, Marianna
- Fairfield Inn & Suites Palm Bay Viera, Melbourne
- Residence Inn Melbourne, Melbourne
- Courtyard Miami Downtown Brickell Area, Miami
- Freehand Miami, Miami Beach
- Hotel Breakwater South Beach, Miami Beach
- Hotel Victor, Miami Beach
- Loews Miami Beach, Miami Beach
- Nautilus South Beach, a SIXTY Hotel, Miami Beach
- Proposed Variety Hostel, Miami Beach
- Seagull Motel Miami South Beach (Proposed conversion to Holiday Inn Expresss), Miami Beach
- SLS South Beach, Miami Beach
- The National Hotel, Miami Beach
- The Villa Casa Casuarina (also known as the Versace Mansion), Miami Beach
- Candlewood Suites Destin, Miramar Beach
- Hampton Inn & Suites Destin, Miramar Beach
- Bayfront Inn 5th Ave, Naples
- DoubleTree Suites Naples, Naples
- Fairfield Inn & Suites Naples, Naples
- Proposed Hyatt House Naples, Naples

QUALIFICATIONS OF EVAN WEISS

- SpringHill Suites Naples, Naples
- Staybridge Suites Naples Gulf Coast, Naples
- Courtyard Ocala, Ocala
- Fairfield Inn & Suites Ocala, Ocala
- Residence Inn Ocala, Ocala
- Crossland Orlando UCF Area, Orlando
- Fairfield Inn & Suites Orlando Universal, Orlando
- Four Points by Sheraton Orlando, Orlando
- Hampton Inn & Suites Orlando East UCF, Orlando
- Holiday Inn Express & Suites MCO Airport, Orlando
- Holiday Inn UCF (Proposed Doubletree), Orlando
- Holiday Inn Resort Lake Buena Vista, Orlando
- Homewood Suites Seaworld, Orlando
- JW Marriott Orlando Grande Lakes, Orlando
- Lake Eve Resort, Orlando
- Orlando Metropolitan Express, Orlando
- Proposed Hyatt House, Orlando
- Proposed Hotel Development at Skyplex, Orlando
- Quality Inn Universal Studios I-Drive Area, Orlando
- Ritz-Carlton Orlando Grande Lakes, Orlando
- Sheraton Orlando Downtown (Proposed Renaissance Hotel), Orlando
- Value Place Clarcona, Orlando
- Proposed Palm House Hotel, Palm Beach
- Palm Beach Gardens Marriott, Palm Beach Gardens
- Fairfield Inn & Suites Palm Coast, Palm Coast
- Comfort Suites, Panama City Beach
- Fairfield Inn & Suites Lakeland Plant City, Plant City
- Homewood Suites Port St. Lucie, Port St. Lucie
- Mainstay Suites Port St. Lucie, Port St. Lucie
- Residence Inn Port St. Lucie, Port St. Lucie
- Holiday Inn Sarasota Airport, Sarasota
- Lido Beach Resort, Sarasota
- Marina Jack, Sarasota
- Courtyard St. Augustine, St. Augustine
- Fairfield Inn & Suites St. Augustine, St. Augustine
- Renaissance at World Golf Village, St. Augustine
- Hampton Inn & Suites Downtown, St. Petersburg
- Safety Harbor, St. Petersburg
- Vinoy Renaissance Resort, St. Petersburg
- Hampton Inn & Suites Stuart North, Stuart
- SpringHill Suites Tallahassee Central, Tallahassee
- Hampton Inn & Suites Tamarac, Tamarac
- Best Western Bay Harbor, Tampa
- Chase Suite Hotel, Tampa
- Courtyard Tampa Brandon, Tampa
- DoubleTree Tampa, Tampa
- Embassy Suites Tampa Busch Gardens, Tampa
- Embassy Suites Tampa Airport Westshore, Tampa
- Fairfield Inn & Suites Tampa Brandon, Tampa
- Holiday Inn Express & Suites Rock Point, Tampa
- Holiday Inn Tampa Rocky Point Airport, Tampa
- Homewood Suites Tampa Brandon, Tampa
- Park Motel, Tampa

- Sheraton Suites Tampa Airport, Tampa
- SpringHill Suites Tampa North, Tampa
- Fairfield Inn & Suites Titusville, Titusville
- Holiday Inn Titusville, Titusville
- Bilmar Beach Resort, Treasure Island
- Caribbean Court Hotel, Vero Beach
- Costa D'Este Beach Resort, Vero Beach
- Oceanaire Motel, Vero Beach
- TownePlace Suites Fort Lauderdale, Weston
- Proposed Hilton Hotel at Palm Beach County Convention Center, West Palm
- Courtyard West Palm Beach, West Palm Beach
- Holiday Inn PBI Airport, West Palm Beach
- Homewood Suites, West Palm Beach
- SpringHill Suites, West Palm Beach

GEORGIA

- Hilton Garden Inn Albany, Albany
- Homewood Suites by Hilton Alpharetta, Alpharetta
- Courtyard Atlanta Marietta Windy Hill, Atlanta
- Courtyard Atlanta Perimeter Center, Atlanta
- Embassy Suites Centennial, Atlanta
- Embassy Suites Atlanta Galleria, Atlanta
- Embassy Suites Perimeter Center, Atlanta
- Glenn Hotel, Autograph Collection, Atlanta
- Holiday Inn Express & Suites ATL Airport W, Atlanta
- Hyatt House Atlanta Cobb Galleria Noble, Atlanta
- Hyatt Place Atlanta Perimeter Center, Atlanta
- Loews Atlanta Hotel, Atlanta
- Renaissance Concourse Atlanta Airport, Atlanta
- TWELVE Atlantic Station Hotel, Atlanta
- TWELVE Hotel Centennial Park, Atlanta
- Fairfield Inn & Suites Augusta, Augusta
- Sheraton Augusta, Augusta
- Hampton Inn Carrollton, Carrollton
- Courtyard Atlanta Airport South, College Park
- Proposed Renaissance Atlanta Airport, College Park
- Home-Towne Suites Columbus, Columbus
- Homewood Suites Columbus, Columbus
- Courtyard Atlanta Conyers, Conyers
- Hampton Inn Cumming, Cumming
- Courtyard Atlanta Duluth Gwinnett Place, Duluth
- Proposed Embassy Suites Atlanta NE, Duluth
- Residence Inn Atlanta NE Duluth Sugarloaf, Duluth
- Embassy Suites Dunwoody, Dunwoody
- Courtyard Atlanta Airport West, East Point
- Hilton Garden Inn Atlanta Airport North, East Point
- Comfort Suites Forsyth, Forsyth
- Country Inn & Suites Hiram, Hiram
- Embassy Suites Kennesaw Town Center, Kennesaw
- Homewood Suites Atlanta Northwest Kennesaw Town Center, Kennesaw
- Fairfield Inn & Suites Kingsland, Kingsland
- Crossland Atlanta Lawrenceville, Lawrenceville

QUALIFICATIONS OF EVAN WEISS

- Hampton Inn & Suites Six Flags, Lithia Springs
- Courtyard Atlanta Marietta I-75 North, Marietta
- Springhill Suites Newnan, Newnan
- Courtyard Atlanta Peachtree Corners, Norcross
- Crossland Atlanta Jimmy Carter Blvd, Norcross
- Crossland Atlanta Norcross, Norcross
- Crossland Atlanta Peachtree Corners, Norcross
- Bohemian Hotel, Savannah
- Country Inn & Suites Savannah Airport, Savannah
- Country Inn & Suites Savannah Historic District (Conversion to B Hotel Savannah), Savannah
- Proposed Fairfield Inn & Suites Midtown, Savannah
- SpringHill Suites Savannah Downtown, Savannah
- Comfort Inn & Suites Galleria, Smyrna
- Courtyard Atlanta Northlake, Tucker
- Ocean Plaza Beach Resort, Tybee Island

IDAHO

- Residence Inn Boise West, Boise
- Shilo Inn Suites Hotel, Idaho Falls
- Hampton Inn Twin Falls, Twin Falls
- Holiday Inn Express & Suites Twin Falls, Twin Falls
- Quality Inn & Suites Twin Falls, Twin Falls

ILLINOIS

- Hilton Garden Inn Addison, Addison
- Courtyard Arlington Heights South, Arlington Heights
- Holiday Inn Aurora North Naperville, Aurora
- Blurr Ridge Marriott, Blurr Ridge
- Hampton Inn Carbondale, Carbondale
- Allerton Hotel, Chicago
- Chicago Blackstone Hotel, Chicago
- Chicago Marriott Magnificent Mile, Chicago
- Chicago O'Hare Marriott, Chicago
- DoubleTree Chicago Magnificent Mile, Chicago
- Freehand Chicago, Chicago
- Hotel Lincoln, Chicago
- Marriott Chicago Southwest at Burr Ridge, Chicago
- Proposed Freehand Hostel, Chicago
- Public Chicago Hotel, Chicago
- Renaissance Blackstone Chicago Hotel, Chicago
- Sofitel Chicago Water Tower, Chicago
- Soho House, Chicago
- Westin North Shore, Chicago
- Whitehall Hotel, Chicago
- Courtyard Chicago Deerfield, Deerfield
- Holiday Inn Chicago North Evanston, Evanston
- Courtyard Chicago Highland Park, Highland Park
- Holiday Inn Express & Suites, Jacksonville
- Courtyard Chicago Lincolnshire, Lincolnshire
- Embassy Suites Lombard, Lombard
- Holiday Inn Express & Suites Mattoon, Mattoon
- Courtyard Canton, North Canton
- Courtyard Chicago, Oakbrook Terrace

- Courtyard Rockford, Rockford
- Hilton Rosemont Chicago O'Hare, Rosemont
- Courtyard Chicago Schaumburg, Schaumburg
- Chicago Marriott Schaumburg, Schaumburg
- Hyatt Place Chicago Schaumburg, Schaumburg
- Residence Inn Chicago Schaumburg, Schaumburg
- SpringHill Suites Chicago Schaumburg, Schaumburg
- Holiday Inn Express Chicago NW, Vernon Hills
- Courtyard Waukegan, Waukegan
- Crossland Chicago Waukegan, Waukegan

INDIANA

- Residence Inn Indianapolis, Carmel
- Springhill Suites Indianapolis, Carmel
- Holiday Inn Columbus, Columbus
- Residence Inn Columbus, Columbus
- Ameristar Casino Hotel, East Chicago
- Courtyard Evansville East, Evansville
- DoubleTree Evansville, Evansville
- Hampton Inn Evansville Airport, Evansville
- Hilton Garden Inn Evansville, Evansville
- Hilton Garden Inn Indianapolis Northeast, Fishers
- Hampton Inn Fort Wayne SW, Fort Wayne
- Residence Inn Fort Wayne, Fort Wayne
- Courtyard Indianapolis, Indianapolis
- Crowne Plaza Indianapolis, Indianapolis
- Holiday Inn Express Indianapolis East, Indianapolis
- Holiday Inn Indianapolis Carmel, Indianapolis
- Proposed Home2 Suites Downtown, Indianapolis
- Fairfield Inn & Suites Merrillville, Merrillville
- Hampton Inn Merrillville, Merrillville
- Fairfield Inn & Suites Noblesville, Noblesville
- La Quinta Inn & Suites Indianapolis Airport, Plainfield
- Residence Inn South Bend, South Bend
- Hampton Inn Terre Haute, Terre Haute

IOWA

- Cedar Rapids Marriott, Cedar Rapids
- Radisson Quad City Plaza Hotel, Davenport
- Embassy Suites Downtown, Des Moines
- Holiday Inn Express & Suites Dubuque W, Dubuque
- Sheraton West Des Moines, West Des Moines

KANSAS

- Holiday Inn Express & Suites Emporia, Emporia
- Holiday Inn Express and Suites Hays, Hays
- Hampton Inn Kansas City, Kansas City
- Holiday Inn Express Kansas City, Kansas City
- Courtyard Kansas City, Overland Park
- Embassy Suites Kansas City, Overland Park
- Holiday Inn Express & Suites, Overland Park
- Homewood Suites Overland Park, Overland Park
- Capitol Plaza Hotel & Convention Center, Topeka

KENTUCKY

- Hampton Inn Bowling Green, Bowling Green
- Holiday Inn University Plaza, Bowling Green
- Home-Towne Suites, Bowling Green
- Best Western Columbia, Columbia
- Courtyard Cincinnati Covington, Covington
- Cincinnati Marriott at RiverCenter, Covington
- Embassy Suites Covington, Covington
- Comfort Inn Cincinnati Airport, Florence
- Hilton Cincinnati, Florence
- Cincinnati Airport Marriott, Hebron
- Courtyard Lexington North, Lexington
- Crossland Lexington Patchen Village, Lexington
- La Quinta Lexington, Lexington
- Lexington Hilton Downtown, Lexington
- Value Place Lexington, Lexington
- Comfort Inn & Suites Airport & Expo, Louisville
- Crossland Louisville St. Matthews
- Fairfield Inn & Suites Lexington North, Lexington
- Hampton Inn Louisville, Louisville
- Motel 6 Paducah, Paducah

LOUISIANA

- Baton Rouge Marriott, Baton Rouge
- Chase Suite Hotel, Baton Rouge
- Crossland Sherwood Forest, Baton Rouge
- DoubleTree Baton Rouge, Baton Rouge
- Fairfield Inn & Suites Baton Rouge S, Baton Rouge
- Proposed Autograph Baton Rouge, Baton Rouge
- SpringHill Suites Baton Rouge S, Baton Rouge
- TownePlace Suites Baton Rouge S, Baton Rouge
- Crossland Shreveport Bossier City, Bossier City
- Hampton Inn Shreveport Bossier City, Bossier City
- Courtyard Houma, Houma
- Fairfield Inn & Suites Lafayette South, Lafayette
- Homewood Suites by Hilton Lafayette, Lafayette
- Staybridge Suites Lafayette Airport, Lafayette
- SpringHill Suites Lake Charles, Lake Charles
- Hampton Inn NOLA Garden District, New Orleans
- Hampton Inn & Suites Downtown, New Orleans
- Holiday Inn French Quarter, New Orleans
- Hotel Modern New Orleans (Proposed Conversion to Holiday Inn Express), New Orleans
- Inn on St. Ann, New Orleans
- Inn on St. Peter, New Orleans
- Inn on Ursulines, New Orleans
- InterContinental New Orleans, New Orleans
- Lamothe House, New Orleans
- Midtown Hotel New Orleans, New Orleans
- Queen & Crescent Hotel, New Orleans
- Studio 6 New Orleans, New Orleans
- Wyndham French Quarter, New Orleans
- Homewood Suites Shreveport, Shreveport
- Crossland Lake Charles Sulphur, Sulphur

MAINE

- Caribou Inn & Convention Center, Caribou
- Hampton Inn Lewiston, Lewiston
- Presque Isle Inn & Convention Center, Presque Isle
- Inn on the Harbor, Stonington

MARYLAND

- Courtyard Annapolis, Annapolis
- DoubleTree Annapolis, Annapolis
- Hilton Garden Inn Aberdeen, Aberdeen
- Courtyard Downtown Inner Harbor, Baltimore
- Sheraton Inner Harbor Hotel, Baltimore
- SpringHill Suites Downtown Inner Harbor, Baltimore
- Country Inn & Suites Bel Air East, Bel Air
- Hampton Inn & Suites Columbia South, Columbia
- SpringHill Suites Columbia, Columbia
- Holiday Inn Cumberland, Cumberland
- Holiday Inn Frederick, Frederick
- Holiday Inn Express Frederick, Frederick
- Hampton Inn & Suites Gaithersburg, Gaithersburg
- Super 8 La Vale Cumberland Area, La Vale
- DoubleTree Baltimore Airport, Linthicum Heights
- Atlantic Oceanfront Inn, Ocean City
- Holiday Inn & Suites Ocean City, Ocean City
- Quality Inn Ocean City, Ocean City
- Proposed Hyatt Place Ocean City, Ocean City
- Aloft Washington National Harbor, Oxon Hill
- Hampton Inn National Harbor, Oxon Hill
- Hilton Washington DC Rockville Hotel & Executive Meeting Center, Rockville
- Sheraton Rockville, Rockville
- Courtyard Silver Spring, Silver Spring

MASSACHUSETTS

- Courtyard Boston Andover, Andover
- Battery Wharf Hotel & Retail, Boston
- Boston Westin, Boston
- Club Quarters Boston, Boston
- Courtyard Westborough, Boston
- Embassy Suites Boston, Boston
- Embassy Suites at Logan Airport, Boston
- Fairmont Copley Plaza, Boston
- Loews Boston Hotel, Boston
- Proposed AC Hotel by Marriott Ink Block, Boston
- Proposed Hyatt Centric Boston, Boston
- Taj Boston, Boston
- Fairfield Inn & Suites Boston Cambridge, Cambridge
- Hotel Marlowe, Cambridge
- Hilton Dedham, Dedham
- Winnetu Ocean Resort, Edgartown
- Holiday Inn Cape Cod Falmouth, Falmouth
- Inn on the Square, Falmouth
- Elm Court, Lenox
- Proposed AC Hotel by Marriott Medford, Medford

QUALIFICATIONS OF EVAN WEISS

- Hampton Inn Boston-Logan Airport, Revere
- Residence Inn Waldorf, Waldorf
- Hilton Garden Inn Boston Waltham, Waltham
- Hyatt House Boston Waltham, Waltham
- Hampton Inn West Springfield, West Springfield

MICHIGAN

- Graduate Hotel Ann Arbor & Harris Hall, Ann Arbor
- Holiday Inn Express and Suites Detroit, Detroit
- Crowne Plaza Grand Rapids Airport, Grand Rapids
- Hilton Grand Rapids Airport, Grand Rapids
- Holiday Inn Grand Rapids Airport, Grand Rapids
- Candlewood Suites Kalamazoo, Kalamazoo
- Courtyard Detroit Livonia, Livonia
- Crossland Detroit Livonia, Livonia
- Residence Inn Detroit Troy, Madison Heights
- Fairfield Inn & Suites Norton Shores, Muskegon
- Hampton Inn Muskegon, Muskegon
- Sheraton Detroit, Novi
- Staybridge Suites, Novi
- Courtyard Detroit Pontiac Bloomfield, Pontiac
- Marriott Auburn Hills Pontiac at Centerpoint, Pontiac
- Residence Inn Detroit Pontiac Auburn Hills, Pontiac
- Courtyard Detroit Metro Airport Romulus, Romulus
- Detroit Metro Airport Marriott, Romulus
- Courtyard Detroit Southfield, Southfield
- Dayton South, Southfield
- Best Western Four Seasons, Traverse City
- Comfort Inn Traverse City, Traverse City
- Hampton Inn Traverse City, Traverse City
- Ann Arbor Marriott Ypsilanti at Eagle Crest, Ypsilanti

MINNESOTA

- Embassy Suites Bloomington, Bloomington
- Hilton Garden Inn Minneapolis, Bloomington
- Radisson Hotel by Mall of America, Bloomington
- Staybridge Suites Bloomington, Bloomington
- Staybridge Suites Eagan Airport South, Eagan
- Hyatt Place Minneapolis Eden Prairie, Eden Prairie
- Residence Inn Edina, Edina
- Courtyard Minneapolis Arbor Lakes, Maple Grove
- Hampton Inn Minneapolis NW, Maple Grove
- Holiday Inn & Suites Arbor Lakes, Maple Grove
- Staybridge Suites Arbor Lakes, Maple Grove
- Courtyard Minneapolis Airport, Mendota Heights
- Aloft Minneapolis, Minneapolis
- Embassy Suites Minneapolis Airport, Minneapolis
- W Minneapolis, The Forshay, Minneapolis
- Westin Minneapolis, Minneapolis
- Homewood Suites New Brighton, New Brighton
- The Strathallan Rochester DoubleTree, Rochester
- SpringHill Suites Rochester, Rochester
- Hilton Garden Inn Shoreview, Shoreview
- Homewood Suites St. Louis Park, St. Louis

- Embassy Suites St. Paul, St. Paul

MISSISSIPPI

- Holiday Inn Express & Suites, Brookhaven
- Courtyard Jackson Ridgeland, Jackson
- Hilton Jackson, Jackson
- Holiday Inn Express & Suites Nevada, Nevada
- Studio 6 Pascagoula, Pascagoula
- Homewood Suites Jackson Ridgeland, Ridgeland
- Residence Inn Jackson Ridgeland, Ridgeland
- Staybridge Suites Jackson, Ridgeland
- Holiday Inn Memphis, South Haven

MISSOURI

- Courtyard St. Louis Creve Coeur, Creve Coeur
- Extended Stay America St. Louis Airport (Conversion to Crossland Suites), Hazelwood
- Extended Stay America St. Louis Airport North (Conversion to Crossland Suites), Hazelwood
- Crossland Independence, Independence
- Capitol Plaza Hotel Jefferson City, Jefferson City
- Comfort Inn & Suites Joplin, Joplin
- Holiday Inn Joplin, Joplin
- Quality Inn Joplin, Joplin
- Crossland Northeast Worlds of Fun, Kansas City
- Embassy Suites KCI Airport, Kansas City
- Fairfield Inn & Suites Liberty, Kansas City
- Four Points by Sheraton KCI Airport, Kansas City
- Homewood Suites KCI Airport, Kansas City
- Crossland Kansas City Lenexa 95th Street, Lenexa
- Holiday Inn & Suites Springfield, Springfield
- Courtyard St. Louis Westport, St. Louis
- Hyatt Regency St. Louis at the Arch, St. Louis

MONTANA

- Lone Mountain Ranch, Big Sky
- Super 8 Helena, Helena
- Best Western Weston Inn, West Yellowstone

NEBRASKA

- Holiday Inn Lincoln Downtown (Proposed Conversion to Graduate Hotel Lincoln), Lincoln
- Embassy Suites Omaha Downtown, Omaha
- TownePlace Suites, Omaha

NEVADA

- Crossland Las Vegas Boulder Highway, Las Vegas
- Staybridge Suites, Las Vegas
- Holiday Inn Express & Suites Mesquite, Mesquite

NEW HAMPSHIRE

- WoodSpring Suites Merrimack, Merrimack
- North Conway Grand Hotel, North Conway

QUALIFICATIONS OF EVAN WEISS

NEW JERSEY

- Courtyard Atlantic City, Atlantic City
- Comfort Suites Woodbridge, Avenel
- Fairfield Inn & Suites Woodbridge, Avenel
- Homewood Suites Branchburg, Branchburg
- Proposed TownePlace Suites, Branchburg
- Holiday Inn Budd Lake, Budd Lake
- Holiday Inn Express & Suites, Carlstadt
- Radisson Hotel Carteret, Carteret
- Hampton Inn Rockaway Parsippany, Denville
- Proposed TownePlace Suites Dover, Dover
- Embassy Suites Newark Airport, Elizabeth
- Hampton Inn Newark Airport, Elizabeth
- Courtyard Ewing Hopewell, Ewing
- Element Princeton Ewing, Ewing
- Hyatt Place Fair Lawn Paramus, Fair Lawn
- Hampton Inn Flemington, Flemington
- Miraval at Natirar, Gladstone
- Grand Cascades Lodge, Hamburg
- Hampton Inn Harrison, Harrison
- Hilton Hasbrouck Heights, Hasbrouck Heights
- Proposed Hoboken Post Office Hotel, Hoboken
- Woodbridge Hilton, Iselin
- Courtyard Newport Center, Jersey City
- Proposed Hyatt House Exchange Place, Jersey City
- The Westin Jersey City Newport, Jersey City
- Proposed Hyatt House at Belmar, Lakewood
- Ocean Place Resort and Spa, Long Branch
- Courtyard Lyndhurst Meadowlands, Lyndhurst
- Hampton Inn & Suites Mahwah, Mahwah
- Crossland Philadelphia Maple Shade, Maple Shade
- Westin Governor Morris, Morristown
- Courtyard Montvale, Montvale
- Comfort Inn & Suites Mount Laurel, Mount Laurel
- Fairfield Inn & Suites Mount Laurel, Mount Laurel
- Hampton Inn Mount Laurel, Mount Laurel
- Hilton Garden Inn Mount Laurel, Mount Laurel
- Staybridge Suites North Brunswick, North Brunswick
- Four Point by Sheraton Newark, Newark
- Proposed Sheraton or Hyatt Place, Newark
- Tradewinds Motel, Ocean City
- Crowne Plaza Paramus, Paramus
- Park Ridge Marriott, Park Ridge
- Embassy Suites Parsippany, Parsippany
- Proposed Courtyard by Marriott, Parsippany
- Proposed Natirar Resort & Residential Villas, Peapack Gladstone
- Courtyard Lincroft Red Bank, Red Bank
- Hilton Garden Inn Ridgefield Park, Ridgefield Park
- Renaissance Meadowlands Hotel, Rutherford
- Courtyard Secaucus Meadowlands, Secaucus
- Extended Stay America Meadowlands, Secaucus
- Holiday Inn Secaucus, Secaucus
- Hyatt Place Secaucus, Secaucus

- La Quinta Secaucus Meadowlands, Secaucus
- Proposed Aloft Hotel Secaucus, Secaucus
- Proposed Residence Inn Secaucus, Secaucus
- Proposed Crowne Plaza, Somerset
- Proposed SpringHill Suites by Marriott, Somerset
- Proposed Hilton Garden Inn Springfield, Springfield
- Proposed WoodSpring Suites, South Plainfield
- Proposed Hampton Inn & Suites and Homewood Suites Teaneck Glenpointe, Teaneck
- SpringHill Suites Mt. Laurel Cherry Hill, Voorhees
- Wingate Mt. Laurel Cherry Hill, Voorhees
- Proposed Port Imperial Hotel, Weehawken
- Proposed Residence Inn & Renaissance Port Imperial, Weehawken
- Proposed Cambria Suites, West Orange
- Courtyard Burlington Mount Holly, Westhampton
- Proposed Cambria Suites, West Orange
- Hyatt Place Princeton, West Windsor
- Hanover Marriot, Whippany
- Woodcliff Lake Hilton, Woodcliff Lake

NEW MEXICO

- Albuquerque Marriott Pyramid North, Albuquerque
- Crossland Albuquerque Northeast, Albuquerque
- Hampton Inn & Suites Carlsbad, Carlsbad
- La Quinta Inn & Suites Hobbs, Hobbs
- Hampton Inn Santa Fe, Santa Fe
- Hotel Santa Fe Hacienda & Spa, Santa Fe

NEW YORK

- La Quinta Inn & Suites Airport, Albany
- Proposed Aloft Hotel Downtown Albany, Albany
- Proposed Embassy Suites Hotel, Albany
- Lord Amherst Hotel, Amherst
- Fairfield Inn LaGuardia Airport Astoria, Astoria
- Proposed Best Western Yankee Stadium Inn, Bronx
- Proposed Limited Service Hotel, Bronx
- 815 Kings Highway, Brooklyn
- Box House Hotel, Brooklyn
- McCarren Hotel, Brooklyn
- Proposed Autograph by Marriott, Brooklyn
- Proposed Hilton Brooklyn Downtown, Brooklyn
- Proposed La Quinta Brooklyn, Brooklyn
- Proposed Pod Hotel Williamsburg, Brooklyn
- Proposed William Vale Hotel, Brooklyn
- Embassy Suites Buffalo, Buffalo
- Proposed Curtis Building Upscale Boutique, Buffalo
- Homewood Suites Carle Place, Carle Place
- Proposed SpringHill Suites Mineola, Carle Place
- Clifton Motel, Clifton Park
- Comfort Suites Albany Clifton Park (Proposed Conversion to Park Manor Hotel, Ascend Collection by Choice Hotels), Clifton Park
- SpringHill Suites New York LaGuardia, Corona

QUALIFICATIONS OF EVAN WEISS

- Hilton Garden Inn Dewitt, Dewitt
- Proposed Homewood Suites Dewitt, Dewitt
- Hampton Inn East Aurora, East Aurora
- LaGuardia Plaza Hotel, East Elmhurst
- Proposed Hotel at LaGuardia Airport, East Elmhurst
- The Baker House, East Hampton
- Proposed Homewood Suites, East Syracuse
- Courtyard & TownePlace Suites, East Farmingdale
- Kamway Lodge, Elmhurst
- Candlewood Suites Watertown, Evans Mills
- Hampton Inn Long Island Brookhaven, Farmingville
- Holiday Inn LaGuardia, Flushing
- Marco LaGuardia Airport Hotel & Suites, Flushing
- Proposed Hyatt Place, Flushing
- Proposed Skyview Parc Hotel, Flushing
- The White Inn, Fredonia
- Inn at Great Neck, Great Neck
- Proposed WoodSpring Suites, Greece
- Holiday Inn Express Hauppauge, Hauppauge
- Proposed Marriott Ithaca, Ithaca
- Hampton Inn JFK International Airport, Jamaica
- Holiday Inn JFK Airport, Jamaica
- Holiday Inn Express JFK Airport, Jamaica
- Quality Inn Jamaica AirTrain, Jamaica
- Kingston Garden Plaza Hotel (Conversion to Best Western Plus Kingston Hotel), Kingston
- Hampton Inn & Suites Lake George, Lake George
- High Peaks Resort, Lake Placid
- Northwoods Inn, Lake Placid
- Best Western Plaza Hotel, Long Island City
- Comfort Inn Long Island City, Long Island City
- Holiday Inn Long Island City, Long Island City
- Home2 Suites Long Island City, Long Island City
- Hotel Vetiver, Long Island City
- Howard Johnson Inn, Long Island City
- Ravel Hotel, Long Island City
- Paper Factory Hotel, Long Island City
- Proposed La Quinta Inn & Suites, Long Island City
- Proposed Hotel RL by Red Lion, Long Island City
- The Local NYC, Long Island City
- Proposed Best Western, Malone
- Hyatt Place Saratoga, Malta
- Montauk Blue Hotel, Montauk
- Oceanside Beach Resort, Montauk
- Ruschmeyer's Montauk, Montauk
- Days Inn Nanuet, Nanuet
- Super 8 Newburgh West Point, Newburgh
- Holiday Inn Utica, New Hartford
- 70 Park Avenue Kimpton Hotel, New York
- 166 West 75th Street Hotel, New York
- Algonquin Hotel, New York
- Affinia 50, New York
- Affinia Dumont, New York
- Affinia Gardens, New York
- Affinia Manhattan, New York
- Affinia Shelburne, New York
- Best Western Plus Presidents Hotel, New York
- Broome Street Hotel, New York
- Cassa Hotel, New York
- Chatwal Hotel, New York
- CitizenM Times Square, New York
- Club Quarters Downtown, New York
- Club Quarters Midtown, New York
- Club Quarters Wall Street, New York
- Comfort Inn Central Park West (Conversion to La Quinta Central Park West), New York
- City Club Hotel, New York
- Comfort Inn Manhattan, New York
- Courtyard by Marriott Times Square, New York
- Crowne Plaza Times Square, New York
- Desmond Tutu Conference Center, New York
- Distrikt Hotel, New York
- DoubleTree Financial District, New York
- DoubleTree Times Square, New York
- Dream Midtown, New York
- Element New York Times Square West, New York
- Fairfield Inn 5th Ave, New York
- Fitzpatrick Grand Central, New York
- Fitzpatrick Manhattan Hotel, New York
- Four Points by Sheraton Chelsea, New York
- Four Seasons Hotel, New York
- Gotham Hotel, New York
- Gracie Inn, New York
- Hampton Inn Manhattan United Nations, New York
- Hampton Inn Soho, New York
- Hampton Inn Times Square Central, New York
- Hilton Garden Inn Chelsea, New York
- Hilton Garden Inn Tribeca, New York
- Holiday Inn Lower East Side, New York
- Holiday Inn Express Herald Square, New York
- Holiday Inn Express Fifth Avenue, New York
- Holiday Inn Express West Side, New York
- Hotel 41 Times Square, New York
- Hotel Carter, New York
- Hotel Casablanca, New York
- Hotel Indigo Chelsea, New York
- Hotel Giraffe, New York
- Hotel Martha Washington, New York
- Hudson Hotel, New York
- InterContinental New York Barclay, New York
- InterContinental Times Square, New York
- Knickerbocker, New York
- La Quinta Inn & Suites Central Park (Formerly the Comfort Inn Central Park West), New York
- La Quinta Inn & Suites Manhattan, New York
- Magnuson Convention Center Hotel, New York
- Metro Apartments, New York
- Mondrian Soho, New York

QUALIFICATIONS OF EVAN WEISS

- New York Marriott East Side, New York
- Nolitan Hotel, New York
- Paramount Hotel, New York
- Proposed 23-25 24th Street Hotel, New York
- Proposed East 12th street Hotel, New York
- Proposed AC by Marriott, New York
- Proposed Baccarat Hotels & Residences, New York
- Proposed Boutique Hotel W 24th Street, New York
- Proposed CitizenM Hotel Times Square, New York
- Proposed Courtyard Times Square, New York
- Proposed Crowne Plaza West 36th Street, New York
- Proposed DoubleTree Times Square W, New York
- Proposed Dream Hotel and Retail, New York
- Proposed Fairfield Inn Columbus Circle, New York
- Proposed Five Beekman Street Hotel, New York
- Proposed Greenwich Hotel, New York
- Proposed Hampton Inn Times Square, New York
- Proposed Hilton Garden Inn Downtown, New York
- Proposed Holiday Inn Express 36th St, New York
- Proposed Holiday Inn Times Square S, New York
- Proposed Hotel at 11 Howard Street, New York
- Proposed Hotel Indigo Downtown, New York
- Proposed Hotel Indigo Financial District, New York
- Proposed Hotel Indigo Lower East Side, New York
- Proposed Hotel Ninth Ave, New York
- Proposed Hotel West 28th Street, New York
- Proposed Hyatt Centric Midtown, New York
- Proposed Hyatt Place 36th Street, New York
- Proposed Luxury Boutique West 44th St, New York
- Proposed Marriott AC Times Square, New York
- Proposed Marriott EDITION, New York
- Proposed Residence Inn by Marriott WTC, New York
- Proposed Pestana Hotel New York, New York
- Proposed Public Hotel & Residential, New York
- Proposed SLS Hotel, New York
- Quality Inn Convention Center (Proposed Conversion to Independent Hotel), New York
- Refinery Hotel, New York
- Residence Inn by Marriott, New York
- Roger New York, New York
- Sheraton Tribeca, New York
- SpringHill Suites Midtown Fifth Ave, New York
- Smyth Tribeca, New York
- Staybridge Suites Times Square, New York
- Strand Hotel, New York
- The Benjamin, New York
- The Cassa Hotel and Residences, New York
- The Cooper Hotel, New York
- The Flatiron Hotel, New York
- The Greenwich Hotel, New York
- The Gotham Hotel, New York
- The Hampton Inn Midtown East, New York
- The Highline Hotel, New York
- The Hudson Hotel, New York
- The Iroquois, New York
- The Jade Hotel, New York
- The James, New York
- The Knickerbocker Hotel, New York
- The Life Hotel (Conversion of the Herald Square Hotel), New York
- The Maritime Hotel
- The Marmara Manhattan, New York
- The MAve Hotel, New York
- The NoMad Hotel, New York
- The Paul, an Ascend Hotel, New York
- The Pod 51 Hotel, New York
- The Standard East Village, New York
- The Time Hotel, New York
- The Washington Jefferson Hotel, New York
- Trump Soho, New York
- Wyndham Garden Chelsea West, New York
- Sands Motel, Niagara Falls
- Ramada Painted Post, Painted Post
- Holiday Inn Plainview, Plainview
- Danford's Hotel and Marina, Port Jefferson
- Proposed Hampton Inn & Suites, Port Washington
- Courtyard Poughkeepsie, Poughkeepsie
- Beekman Arms, Delamater Inn & Montgomery House, Rhinebeck
- Hilton Garden Inn Riverhead, Riverhead
- Holiday Inn Express Riverhead, Riverhead
- Proposed Preston Hotel, Riverhead
- Proposed Residence Inn Riverhead, Riverhead
- Lake's End at Tennenah, Roscoe
- Hilton Garden Inn Rochester Downtown, Rochester
- Holiday Inn Express Rochester Greece, Rochester
- Hyatt Regency Rochester, Rochester
- Proposed Hilton Garden Inn, Rochester
- Proposed Hyatt House Citygate, Rochester
- Strathallan DoubleTree by Hilton, Rochester
- Holiday Inn Long Island, Ronkonkoma
- Courtyard Rye, Rye
- Doral Arrowwood, Rye
- Hilton Westchester, Rye Brook
- Rye Town Hilton, Rye Brook
- Hilton Saratoga Springs, Saratoga
- Fairfield Inn Spring Valley, Spring Valley
- Best Western Staten Island, Staten Island
- Comfort Inn Staten Island, Staten Island
- Holiday Inn Express Staten Island, Staten Island
- Holiday Inn Staten Island, Staten Island
- Proposed Hotel at Lighthouse Point, Staten Island
- Courtyard & Residence Inn Syracuse Downtown at Armory Square, Syracuse
- Hotel Syracuse (Retrospective Appraisal), Syracuse
- Proposed Aloft Syracuse Inner Harbor, Syracuse
- DoubleTree Tarrytown, Tarrytown
- Tarrytown House Estate/Conference Ctr, Tarrytown

QUALIFICATIONS OF EVAN WEISS

- Westchester Marriott, Tarrytown
- Best Western Utica, Utica
- Fairfield Inn & Suites Watertown, Watertown
- Holiday Inn Express Coxsackie, West Coxsackie
- Proposed White Lake Mansion Resort, White Lake
- Motel 6 Williamsville, Williamsville
- Best Western Woodbury Inn, Woodbury
- Hampton Inn & Suites Yonkers, Yonkers
- Proposed Courtyard Yonkers, Yonkers

NORTH CAROLINA

- Hampton Inn Bermuda Run Advance, Advance
- Fairfield Inn & Suites Asheboro, Asheboro
- 183 Haywood Street Asheville, Asheville
- Grand Bohemian Hotel Asheville, Asheville
- Proposed AC Hotel and Parking Deck, Asheville
- Proposed Asheville Foundry Inn, Asheville
- Proposed Kimpton Hotel, Asheville
- Courtyard Raleigh Cary, Cary
- Embassy Suites Raleigh Durham, Cary
- Hilton Garden Inn Raleigh Cary, Cary
- TownePlace Suites Raleigh Weston Parkway, Cary
- Charlotte Marriott City Center, Charlotte
- Courtyard Charlotte Billy Graham Parkway, Charlotte
- Courtyard Charlotte South Park, Charlotte
- DoubleTree Suites Charlotte South Park, Charlotte
- Hampton Inn Charlotte, Charlotte
- Hampton Inn & Suites Arrowwood Road, Charlotte
- Hilton Charlotte University Place, Charlotte
- Hilton Executive Park, Charlotte
- Hilton Garden Inn Charlotte Airport, Charlotte
- Holiday Inn University, Charlotte
- Holiday Inn Airport, Charlotte
- Mainstay Suites Charlotte, Charlotte
- Proposed Curio by Hilton, Charlotte
- Proposed Dual-Branded Homewood Suites & Canopy by Hilton Uptown Charlotte, Charlotte
- Proposed Dual-Branded Residence Inn & AC Hotel by Marriott Uptown Charlotte, Charlotte
- Proposed Homewood Suites Ballantyne, Charlotte
- Proposed Ivey's Boutique Hotel, Charlotte
- Renaissance Charlotte Suites Hotel, Charlotte
- SpringHill Suites Charlotte Airport, Charlotte
- TownePlace Suites Charlotte University, Charlotte
- The Westin Charlotte, Charlotte
- Comfort Suites Concord Mills, Concord
- Hampton Inn Concord, Concord
- Hampton Inn & Suites Outer Banks Corolla, Corolla
- Hampton Inn Dunn, Dunn
- Candlewood Suites Research Triangle, Durham
- Courtyard Durham Duke University, Durham
- Crossland Durham Research Triangle Park, Durham
- Durham Marriott City Center, Durham
- Hilton Durham Near Duke University, Durham

- Hilton Garden Inn University Medical Ctr, Durham
- Holiday Inn Fayetteville I-95 South, Fayetteville
- Suburban Extended Stay Fayetteville, Fayetteville
- Embassy Suites Greensboro Airport, Greensboro
- Homewood Suites Greensboro, Greensboro
- Studio 6 Greensboro, Greensboro
- Suburban Extended Stay Greensboro, Greensboro
- Mainstay Suites Camp Lejeune, Jacksonville
- TownePlace Suites Jacksonville, Jacksonville
- Home-Towne Suites Kannapolis, Kannapolis
- Holiday Inn Express Leland Wilmington, Leland
- Former Days Inn Murphy, Murphy
- Hyatt Place Charleston Airport, North Charleston
- Staybridge Suites Charleston, North Charleston
- Candlewood Suites Raleigh, Raleigh
- DoubleTree Raleigh, Raleigh
- Embassy Suites Raleigh Crabtree, Raleigh
- Residence Inn Raleigh Crabtree Valley, Raleigh
- Value Place Raleigh North Wake Forest, Raleigh
- Candlewood Suites Rocky Mount, Rocky Mount
- Comfort Inn & Suites Statesville, Statesville
- Courtyard Mooresville Lake Norman, Statesville
- Hampton Inn Statesville, Statesville
- Holiday Inn Express & Suites, Statesville
- Comfort Suites Wilmington, Wilmington
- Homewood Suites Wilmington Mayfaire, Wilmington
- Suburban Extended Stay Wilmington, Wilmington
- Crossland University Parkway, Winston-Salem
- Residence Inn University Area, Winston-Salem

NORTH DAKOTA

- Proposed Hotel and Kirkwood Mall, Bismarck
- Proposed Fairfield Inn & Suites and TownePlace Suites by Marriott, Dickinson
- Value Place Dickinson, Dickinson
- Hampton Inn & Suites Fargo, Fargo
- Black Gold Suites Stanley, Stanley
- Black Gold Suites Tioga, Tioga
- Proposed Fairfield Inn & Suites and TownePlace Suites by Marriott, Williston
- Value Place Williston, Williston

OHIO

- Proposed Courtyard by Marriott Akron, Akron
- Courtyard Cleveland Beachwood, Beachwood
- DoubleTree Cleveland East, Beachwood
- Proposed AC Hotel by Marriott, Beachwood
- TownePlace Suites Cincinnati Blue Ash, Blue Ash
- Holiday Inn Canton Belden Village, Canton
- Cincinnati Marriott, Cincinnati
- Crossland Cincinnati Sharonville, Cincinnati
- Hilton Cincinnati Airport, Cincinnati
- SpringHill Suites Cincinnati Forest Park, Cincinnati
- SpringHill Suites Cincinnati Northeast, Cincinnati

QUALIFICATIONS OF EVAN WEISS

- TownePlace Suites Cincinnati Northeast, Cincinnati
- DoubleTree Downtown Lakeside, Cleveland
- Embassy Suites Rockside, Cleveland
- Hampton Inn CLE Airport Tiedman Road, Cleveland
- Hilton Garden Inn Mayfield Village, Cleveland
- Proposed Residence Inn University Circle, Cleveland
- Clarion Hotel & Conference Center, Columbus
- Courtyard Columbus Downtown, Columbus
- Four Points by Sheraton CMH Airport, Columbus
- Hawthorne Suites Columbus, Columbus
- SpringHill Suites Columbus Airport, Columbus
- TownePlace Suites Columbus Airport, Columbus
- TownePlace Suites Worthington, Columbus
- Embassy Suites Cincinnati RiverCenter, Covington
- Fairfield Inn & Suites Dayton South, Dayton
- Columbus Marriott Northwest, Dublin
- Crowne Plaza Columbus, Dublin
- Embassy Suites Columbus, Dublin
- TownePlace Suites Findlay, Findlay
- Courtyard Toledo Airport, Holland
- Courtyard Cleveland Independence, Independence
- Embassy Suites Cleveland, Independence
- Hampton Inn Massillon, Massillon
- Cincinnati Marriott Northeast, Mason
- Courtyard Toledo Maumee Arrowhead, Maumee
- Staybridge Suites Beachwood, Mayfield Heights
- Holiday Inn Cleveland East, Mentor
- Courtyard Dayton Miamisburg, Miamisburg
- Hawthorne Suites Southfield, Miamisburg
- Courtyard Cleveland Airport S, Middleburg Heights
- TownePlace Suites CLE Airport, Middleburg Heights
- Homewood Suites Milford, Milford
- Courtyard Newark, Newark
- Courtyard Canton, North Canton
- Courtyard Cleveland Airport, North Olmsted
- Courtyard Toledo Rossford Perrysburg, Rossford
- Crossland Springdale Tri-County Mall, Springdale
- Holiday Inn Express & Suites Wauseon, Wauseon
- Cincinnati Marriott North, West Chester Township
- Courtyard Cleveland Westlake, Westlake
- TownePlace Suites Cleveland Westlake, Westlake

OKLAHOMA

- Candlewood Suites Ardmore, Ardmore
- La Quinta Inn & Suites Ardmore Central, Ardmore
- SpringHill Suites Ardmore, Ardmore
- Holiday Inn Express & Suites Bethany, Bethany
- Hampton Inn Chickasha, Chickasha
- Holiday Inn Express & Suites Chickasha, Chickasha
- Country Inn & Suites Norman, Norman
- Courtyard Oklahoma City Airport, Oklahoma City
- Embassy Suites Oklahoma City, Oklahoma City
- Holiday Inn Oklahoma City Airport, Oklahoma City
- Holiday Inn North Quail Springs, Oklahoma City

- Renaissance Convention Center, Oklahoma City
- Staybridge Suites OKC Airport, Oklahoma City
- Holiday Inn Express & Suites, Pauls Valley
- DoubleTree Tulsa Warren Place, Tulsa
- Hampton Inn Tulsa, Tulsa
- Hampton Inn & Suites Woodward, Woodward

OREGON

- Courtyard Portland Beaverton, Beaverton
- Hampton Inn Medford, Medford
- Embassy Suites Portland Airport, Portland
- Holiday Inn Portland Airport, Portland
- River's Edge Hotel & Spa, Portland
- Crossland Salem North, Salem
- Crossland Eugene Springfield, Springfield

PENNSYLVANIA

- Homewood Suites West Fogelsville, Allentown
- Howard Johnson Inn & Suites Allentown, Allentown
- Proposed Hampton Inn & Suites, Bartonsville
- Holiday Inn Beaver Falls, Beaver Falls
- Courtyard Bensalem, Bensalem
- Homewood Suites Allentown Airport, Bethlehem
- Fairfield Inn & Suites Butler, Butler Township
- Days Inn Carlisle North, Carlisle
- Residence Inn Harrisburg Carlisle, Carlisle
- Holiday Inn Clarion, Clarion
- Hampton Inn Pittsburgh Cranberry, Cranberry
- Residence Inn Pittsburgh Cranberry, Cranberry
- SpringHill Suites Erie, Erie
- TownePlace Suites Erie, Erie
- Comfort Inn Pennsylvania Airport, Essington
- Fairfield Inn Philadelphia Great Valley Exton, Exton
- Staybridge Suites Brandywine, Glen Mills
- Holiday Inn Harrisburg Hershey, Grantville
- Four Points by Sheraton Greensburg, Greensburg
- Comfort Inn Harrisburg Riverfront, Harrisburg
- Residence Inn Harrisburg, Harrisburg
- TownePlace Suites Harrisburg Hershey, Harrisburg
- Hampton Inn & Suites Hershey, Hershey
- Proposed Courtyard Hershey, Hershey
- Holiday Inn Express Hershey, Hummelstown
- Holiday Inn Indiana, Indiana
- DoubleTree Valley Forge, King of Prussia
- Sheraton Valley Forge Hotel, King of Prussia
- Hampton Inn & Suites Lancaster, Lancaster
- Homewood Suites Lancaster, Lancaster
- Residence Inn Philadelphia Langhorne, Langhorne
- Best Western Lock Haven, Lock Haven
- Courtyard Mechanicsburg, Mechanicsburg
- Proposed Extended Stay, Monaca
- Proposed TownePlace Suites by Marriott, Monaca
- Hampton Inn Pittsburgh Airport, Moon Township
- MainStay Suites Lancaster County, Mountville

QUALIFICATIONS OF EVAN WEISS

- Sleep Inn & Suites Lancaster County, Mountville
- Aloft Philadelphia Airport, Philadelphia
- Fairfield Inn & Suites Downtown, Philadelphia
- Four Points by Sheraton PHL Airport, Philadelphia
- Hampton Inn PHL, Philadelphia
- Holiday Inn Express Philadelphia, Philadelphia
- Comfort Inn & Suites Pittsburgh, Pittsburgh
- Hampton Inn Pittsburgh Greentree, Pittsburgh
- Marriott Pittsburgh City Center, Pittsburgh
- Proposed Hyatt House, Pittsburgh
- Proposed Walnut Street Hotel, Pittsburgh
- Staybridge Suites Valley Forge, Royersford
- SpringHill Suites Quakertown, Quakertown
- Crowne Plaza Hotel Reading, Reading
- Days Inn Reading Wyomissing, Reading
- Proposed DoubleTree Reading, Reading
- Forge 422, Royersford
- Proposed Marriott Hotel, South Fayette Township
- Proposed 100-Room Swiftwater Hotel, Swiftwater
- Holiday Inn Uniontown, Uniontown
- Proposed Hyatt House Washington, Washington
- Proposed Hotel at the Meadows Racetrack & Casino, Washington
- Courtyard Philadelphia Devon, Wayne
- Holiday Inn Express Wilkes Barre, Wilkes Barre
- Hampton Inn Reading Wyomissing, Wyomissing
- Best Western Westgate Inn, York
- Holiday Inn York, York
- Holiday Inn West Manchester Mall, York
- Red Roof York, York
- Wingate by Wyndham York, York

RHODE ISLAND

- Courtyard by Marriott Providence, Providence
- Renaissance Providence Downtown, Providence
- Hampton Inn & Suites Smithfield, Smithfield
- Newport Harbor Hotel and Marina, Newport
- Hampton Inn & Suites Warwick, Warwick
- Residence Inn West Greenwich, West Greenwich

SOUTH CAROLINA

- Holiday Inn Express Anderson, Anderson
- Home-Towne Suites Anderson, Anderson
- Holiday Inn Charleston, Charleston
- The Mills House Wyndham Grand Hotel, Charleston
- Comfort Inn Columbia, Columbia
- Country Inn & Suites Columbia, Columbia
- Country Inn & Suites at Harbison, Columbia
- Embassy Suites Columbia Greystone, Columbia
- Hampton Inn Columbia Northeast, Columbia
- Ramada Columbia, Columbia
- Staybridge Suites Columbia, Columbia
- Comfort Suites at the University, Conway
- Candlewood Suites Greenville, Greenville

- Courtyard Greenville, Greenville
- Embassy Suites Greenville Golf Resort, Greenville
- Hilton Greenville, Greenville
- Holiday Inn Express & Suites Downtown, Greenville
- Home-Towne Suites Greenville, Greenville
- Proposed Aloft Hotel, Greenville
- Beach House Hilton Head Island, Hilton Head Island
- Hampton Inn Hilton Head, Hilton Head Island
- Holiday Inn Resort Beach House, Hilton Head Island
- Embassy Suites Barefoot Landing, Myrtle Beach
- Marriott Myrtle Beach Resort & Spa, Myrtle Beach
- Embassy Suites North Charleston, North Charleston
- Hyatt Place North Charleston, North Charleston
- Fairfield Inn & Suites Hilton Head, Okatie
- Crossland Spartanburg Asheville Hwy, Spartanburg

SOUTH DAKOTA

- Best Western Ramkota Hotel, Aberdeen

TENNESSEE

- Holiday Inn Express South Cool Springs, Brentwood
- Chattanooga Marriott Downtown, Chattanooga
- SpringHill Suites Downtown, Chattanooga
- Sheraton Read House Hotel, Chattanooga
- Home-Towne Suites Clarksville, Clarksville
- Hampton Inn Cleveland, Cleveland
- Holiday Inn Express & Suites Cookeville, Cookeville
- Courtyard Memphis Germantown, Germantown
- Fairfield Inn & Suites Memphis, Germantown
- Residence Inn Memphis Germantown, Germantown
- Courtyard Knoxville West Bearden, Knoxville
- Hampton Inn Knoxville, Knoxville
- Sleep Inn & Suites Manchester, Manchester
- Courtyard Memphis Airport, Memphis
- Extended Stay America Memphis Sycamore View (Conversion to Crossland), Memphis
- Hampton Inn Memphis Southwind, Memphis
- Homewood Suites Memphis Southwind, Memphis
- Staybridge Suites Memphis, Memphis
- Fairfield Inn & Suites Murfreesboro, Murfreesboro
- Holiday Inn Express Central, Murfreesboro
- Residence Inn Nashville SE, Murfreesboro
- Courtyard Nashville Airport, Nashville
- Courtyard Nashville at Opryland, Nashville
- Crossland Nashville Airport Briley Pkwy, Nashville
- Fairfield Inn & Suites Nashville Opryland, Nashville
- Hampton Inn Bellevue I-40 West, Nashville
- Holiday Inn Express Nashville Downtown, Nashville
- Holiday Inn Express Airport Opryland, Nashville
- Proposed Project Beacon, Nashville
- Sheraton Nashville Downtown, Nashville
- Clarion Inn Pigeon Forge, Pigeon Forge
- Proposed Courtyard Pigeon Forge, Pigeon Forge

- Former Red Roof Inn (Renovated & Rebranded as the La Quinta Inn & Suites), Pigeon Forge
- Smoky Park Hotel, Pigeon Forge
- Holiday Inn Express White House, White House

TEXAS

- Courtyard Dallas Addison Midway, Addison
- Hyatt House Addison, Addison
- Oakwood Suites, Andrews
- Holiday Inn West Medical Center, Amarillo
- Fairfield Inn & Suites Amarillo Airport, Amarillo
- Proposed SpringHill Suites Amarillo, Amarillo
- Sleep Inn & Suites West Medical Center, Amarillo
- Hilton Arlington, Arlington
- Hyatt Place Dallas North Arlington, Arlington
- DoubleTree Suites by Hilton Austin, Austin
- Embassy Suites Austin Central, Austin
- Hampton Inn Austin Airport South, Austin
- Holiday Inn Express Austin NW, Austin
- Hyatt Place Austin Arboretum, Austin
- Proposed Hotel Van Zandt, Austin
- Ramada Austin Central, Austin
- Sheraton Austin, Austin
- Comfort Suites Bay City, Bay City
- Holiday Inn Midtown I-10, Beaumont
- La Quinta Inn & Suites DFW Airport West, Bedford
- Courtyard College Station, College Station
- Hilton Conference Center, College Station
- Fairfield Inn & Suites Houston Conroe, Conroe
- TownePlace Suites Corpus Christi, Corpus Christi
- Hampton Inn & Suites Corsicana, Corsicana
- Holiday Inn Express & Suites Corsicana, Corsicana
- Holiday Inn Express & Suites Cotulla, Cotulla
- Best Western Park Heights Inn & Suites, Cuero
- Crossland Dallas North Addison Tollway, Dallas
- Embassy Suites Dallas, Dallas
- La Quinta Inn & Suites Dallas, Dallas
- Le Meridien Dallas by the Galleria, Dallas
- Park Inn by Radisson Love Field Dallas (Conversion to Holiday Inn, Dallas
- Sheraton Dallas, Dallas
- Candlewood Suites Decatur, Decatur
- Hampton Inn & Suites Denton, Denton
- Holiday Inn & Suites Denton University Area (Conversion to SpringHill Suites), Denton
- Courtyard El Paso Airport, El Paso
- El Paso Marriott, El Paso
- Fairfield Inn & Suites El Paso, El Paso
- Hampton Inn & Suites El Paso Airport, El Paso
- SpringHill Suites El Paso, El Paso
- TownePlace Suites El Paso Airport, El Paso
- Crossland Fort Worth Fossil Creek, Fort Worth
- DFW Airport Marriott South, Fort Worth
- Holiday Inn North Fossil Creek, Fort Worth
- Hyatt Place Fort Worth Cityview, Fort Worth
- Embassy Suites DFW Airport North, Grapevine
- Residence Inn DFW Airport North, Grapevine
- Crossland Houston Northwest, Houston
- Crossland Houston West Oaks, Houston
- DoubleTree Houston Downtown, Houston
- Fairfield Inn & Suites Hobby Airport, Houston
- Hampton Inn Houston Northwest, Houston
- Hotel Icon Houston, Houston
- Houston Marriott South at Hobby Airport, Houston
- Hyatt North Houston, Houston
- Hyatt Place Bush Airport, Houston
- JW Marriott Houston Downtown, Houston
- Proposed Home2 Suites Westchase, Houston
- Proposed TownePlace Suites by Marriott, Houston
- Westin Galleria, Houston
- Westin Oaks, Houston
- Hyatt Place Fort Worth Hurst, Hurst
- Crossland Dallas Irving, Irving
- Fairfield Inn & Suites DFW Airport, Irving
- Proposed Autograph by Marriott DFW Airport, Irving
- Staybridge Suites Laredo, Laredo
- Contessa Inn, Longview
- Staybridge Suites Lubbock, Lubbock
- Fairfield Inn Mansfield, Mansfield
- Hampton Inn & Suites Mansfield, Mansfield
- Hampton Inn Marshall, Marshall
- Courtyard Mesquite, Mesquite
- Crossland Dallas Mesquite, Mesquite
- Hampton Inn & Suites Dallas Mesquite, Mesquite
- Candlewood Suites Midland Southwest, Midland
- Comfort Inn Midland, Midland
- Country Inn & Suites by Carlson Midland, Midland
- DoubleTree Midland Plaza, Midland
- Hampton Inn Midland, Midland
- Courtyard Odessa, Odessa
- Homewood Suites Odessa, Odessa
- TownePlace Suites Odessa, Odessa
- Holiday Inn Express & Suites Pearsall, Pearsall
- Comfort Suites Pecos, Pecos
- Candlewood Suites Plano, Plano
- Courtyard Plano Parkway, Plano
- La Quinta Inn & Suites Port Arthur, Port Arthur
- Courtyard NE Richardson Square, Richardson
- SpringHill Suites Houston Rosenberg, Rosenberg
- Residence Inn Austin Round Rock, Round Rock
- Staybridge Suites Round Rock, Round Rock
- Fairfield Inn San Angelo, San Angelo
- Microtel Inn & Suites San Angelo, San Angelo
- Staybridge Suites San Angelo, San Angelo
- Courtyard San Antonio Airport, San Antonio
- Courtyard San Antonio Downtown, San Antonio
- Courtyard San Antonio SeaWorld, San Antonio
- Embassy Suites San Antonio, San Antonio

QUALIFICATIONS OF EVAN WEISS

- Fairfield Inn & Suites SAT Airport, San Antonio
- Holiday Inn Select SAT Airport, San Antonio
- Hyatt Place SAT Airport Quarry Market, San Antonio
- Proposed TownePlace Suites Seguin, Seguin
- Hampton Inn & Suites Waxahachie, Waxahachie

UTAH

- Amangiri, Canyon Point
- Hampton Inn Cedar City, Cedar City
- Holiday Inn Express Hotel & Suites, Cedar City
- Holiday Inn Express & Suites Kanab, Kanab
- Home2 Suites Lehi, Lehi
- Holiday Inn Express & Suites North Provo, Orem
- Crossland Salt Lake City Mid Valley, Salt Lake City
- DoubleTree Salt Lake City Airport, Salt Lake City
- Fairfield Inn St. George, St. George

VERMONT

- Basin Harbor Club, Ferrisburgh
- Topnotch Resort & Spa, Stowe
- Courtyard Burlington Taft Corners, Williston

VIRGINIA

- Hampton Inn & Suites Mt Vernon Belvoir, Alexandria
- Hilton Alexandria Old Town, Alexandria
- Embassy Suites Alexandria Old Town, Alexandria
- Residence Inn Old Town at Carlyle, Alexandria
- The Lorien Hotel, Alexandria
- The Westin Alexandria, Alexandria
- FDIC Seidman Center, Arlington
- Hilton Arlington, Arlington
- Hyatt Regency Crystal City, Arlington
- Embassy Suites Dulles North Loudon, Ashburn
- Homewood Suites Dulles North Loudon, Ashburn
- SpringHill Suites Ashburn Dulles North, Ashburn
- Hilton Garden Inn Blacksburg, Blacksburg
- Courtyard Charlottesville North, Charlottesville
- Graduate Hotel Charlottesville, Charlottesville
- Candlewood Suites Chesapeake, Chesapeake
- Courtyard Chesapeake Greenbrier, Chesapeake
- Hyatt Place Chesapeake, Chesapeake
- Proposed Marina Hotel Suites, Chincoteague Island
- Fairfield Inn & Suites Emporia I-95, Emporia
- Hampton Inn Emporia, Emporia
- Candlewood Suites Fairfax, Fairfax
- Pleasant Acres Motel Fairfax, Fairfax
- SpringHill Suites Fairfax Fair Oaks, Fairfax
- Fairview Park Marriott, Falls Church
- Day Inn Fancy Gap, Fancy Gap
- Residence Inn Fredricksburg, Fredricksburg
- Candlewood Suites Richmond West End, Glen Allen
- Extended Stay America Hampton, Hampton
- Hyatt Place Herndon Dulles Airport East, Herndon
- Sheraton Herndon Dulles Airport, Herndon

- Fairfield Inn & Suites Harrisonburg, Harrisonburg
- Hampton Inn Harrisonburg South, Harrisonburg
- Hampton Inn Harrisonburg University, Harrisonburg
- Candlewood Suites Washington Dulles, Herndon
- Hilton Garden Inn Lynchburg, Lynchburg
- Holiday Inn Express Lynchburg, Lynchburg
- Proposed Homewood Suites Lynchburg, Lynchburg
- Courtyard Manassas, Manassas
- Hampton Inn Richmond, Mechanicsville
- DoubleTree Richmond Midlothian, Richmond
- Hampton Inn Richmond South, Richmond
- Hampton Inn Richmond Midlothian, Richmond
- Hilton Richmond Hotel and Spa, Richmond
- Suburban Extended Stay Northwest, Richmond
- Value Place Richmond, Richmond
- Comfort Suites Inn at Ridgewood Farm, Salem
- Hampton Inn Richmond Airport, Sandston
- Fairfield Inn & Suites South Hill I-85, South Hill
- Motel 6 Springfield, Springfield
- Residence Inn Springfield, Springfield
- Candlewood Suites Washington Dulles, Sterling
- Suburban Extended Stay Dulles Sterling, Sterling
- Hampton Inn Stony Creek, Stony Creek
- Sleep Inn & Suites Stony Creek, Stony Creek
- Hyatt Regency Tysons Corner Center, Tysons
- Dolphin Inn, Virginia Beach
- Hilton Garden Inn Tysons Corner, Vienna
- Proposed Hyatt House, Virginia Beach
- The Westin Town Center, Virginia Beach
- Holiday Inn Express & Suites Warrenton, Warrenton
- Staybridge Suites Newport News, Yorktown

WASHINGTON

- Fairfield Inn & Suites Bellevue, Bellevue
- Proposed Marriott Bellevue Hotel, Bellevue
- Great Wolf Resort, Centralia
- Crossland Seattle Kent Des Moines, Kent
- Totem Lake Hotel, Kirkland
- Crossland Tacoma Puyallup, Puyallup
- Hampton Inn Seattle Airport, Seattle
- Proposed CitizenM Hotel Seattle, Seattle
- Proposed Seattle Hotel at 1st & Pike, Seattle
- Best Western Plus Silverdale Beach, Silverdale
- Crossland Spokane Valley, Spokane
- Fairfield Inn Spokane, Spokane
- Residence Inn Spokane East Valley, Spokane
- Crossland Tacoma Hosmer, Tacoma
- Courtyard Seattle Southcenter, Tukwila

WEST VIRGINIA

- Embassy Suites Charleston, Charleston
- Holiday Inn Express Civic Center, Charleston
- Proposed TownePlace Suites Wheeling, Wheeling

WISCONSIN

- Hampton Inn Eau Claire, Eau Claire
- Staybridge Suites Franklin, Franklin
- Graduate Hotel Madison, Madison
- Madison Marriott West, Middleton
- Aloft Milwaukee, Milwaukee
- Fairfield Inn & Suites Downtown, Milwaukee
- Hampton Inn Milwaukee Northwest, Milwaukee
- Harbourwalk Hotel Racine (Rebranding to DoubleTree Racine Harbourwalk), Racine
- Dells Estate (Closed Hotel), Wisconsin Dells

WYOMING

- Hampton Inn Cheyenne, Cheyenne
- Hilton Garden Inn Laramie, Laramie

INTERNATIONAL

CANADA

- Motel 6 Mississauga, Ontario
- Studio 6 Mississauga, Ontario
- Motel 6 Whitby, Ontario
- Loews Le Concorde, Quebec City
- Proposed Aloft/Element Hotel, Toronto

MEXICO

- Capella Pedregal Resort, Cabo San Lucas

PUERTO RICO

- La Concha, San Juan
- Embassy Suites San Juan, San Juan
- San Juan Marriott Resort & Casino, San Juan

QUALIFICATIONS OF GARY ISENBERG

BACKGROUND

Gary Isenberg currently serves as President of Asset Management Services for LW Hospitality Advisors. In Gary's current role he is responsible for heading up the Asset Management and Hotel Management Divisions. Gary has over 28 years of diversified Hospitality experience in Hotel Management, Finance, and Asset Management.

Mr. Isenberg attended Fairleigh Dickinson University and upon completion of a Bachelor of Science in Business Management with minors in Corporate Finance and Information Systems, accepted his first full-time position with ITT Sheraton currently known as Starwood Hotels and Resorts as a Corporate Trainee. During his 16 year tenure, he was rapidly promoted over a series of increasingly responsible positions, handling mergers and acquisitions, and finance and operational disciplines.

A privately held hotel development, ownership and management Company, Field Hotel Associates (FHA), recruited Gary to join the organization as General Manager of the firm's flagship property. Mr. Isenberg was promoted to EVP of Hotel Operations of all of FHA's hotel assets, and most recently held the position of Chief Operating Officer of the company. During his tenure with FHA, Mr. Isenberg led the development and opening of several hotels, spearheaded several re-organization and repositioning initiatives, and developed and executed numerous revenue generating and cost cutting programs. Mr. Isenberg has a demonstrable track record creating and enhancing hotel property values and maximizing return for owners and investors.

PROFESSIONAL EXPERIENCE

LWHA Asset and Property Management Services (2011-Present)

President

Field Hotel Associates (1999-2011)

Chief Operating Officer (2004-2011)

Executive Vice President of Hotel Operations (2000-2004)

General Manager – Crowne Plaza LaGuardia Airport (1999-2000)

Starwood Hotel and Resorts (1983-1999)

Recruited as a Corporate Trainee, over the next 16 years held the following positions:
IT Manager, Assistant Controller, Internal Auditor, Controller, Director of TQM, Food and Beverage Director,
Hotel Manager and General Manager

PROFESSIONAL AFFILIATIONS

Pennsylvania Travel and Lodging Association - Board Member
Hotel Association of New York's NY Hotel Group - Founding Member
JFK Airport Chamber of Commerce - Board Member
Greater Jamaica Development Corporation - Board Member
Greater Jamaica Development Corporation – Director

AWARDS AND RECOGNITION

ITT Sheraton Trainee of the Year
ITT Ring of Quality Nominee
ITT Presidents Award
Greater Philadelphia Hotel Association Guest Satisfaction Award

EDUCATION

Bachelor of Science in Business Management, Fairleigh Dickinson University, Rutherford, NJ
Studied at Fairleigh Dickinson University's affiliated overseas campus, Wroxton College, Oxford, England



Operational Restructuring of the Sheraton Meadowlands Hotel



Background:

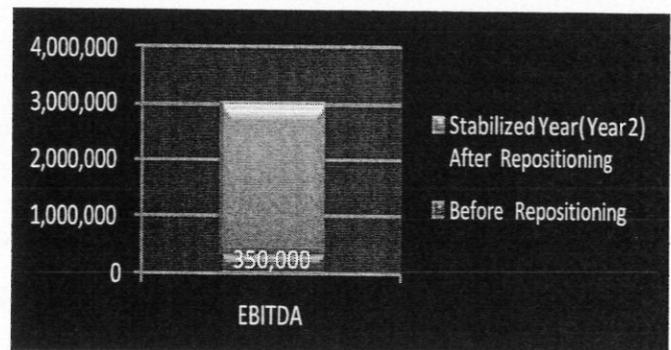
The Sheraton Meadowlands a 425 Room Hotel, with over 20,000 square feet in meeting space, located directly across the street from Met Life Stadium at the Meadowlands in Northern New Jersey. The property was underperforming in all aspects of operations, and had an EBITDA of \$350 thousand, after debt service the property was losing in excess of \$3 Million annually.

Implementation / Restructuring:

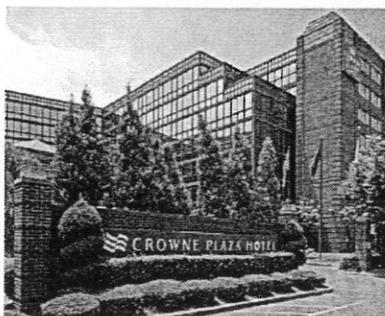
- Recruited new management
- Recruited and redeployed sales team
- Developed and implemented marketing plan
- Instituted new service standards
- Redesigned financial reporting and accountability processes and procedures

Conclusion:

- Rev Par Increased from 73% to 101%
- Guest Service Scores increased and the property was awarded the Chairman's Award for 6 out of 8 quarters
- EBITDA grew from 350K to over 3MM



Repositioning of the Crowne Plaza LGA



Background:

The 358-room Crowne Plaza at LaGuardia Airport had recently undergone a room's soft goods renovation and the property was running underperforming the market with a 90% RevPAR Index, which was about the same performance prior to renovations. The property was dead last in customer service scores for all Crowne Plaza Hotels nationwide.

Repositioning / Marketing Plan Implementation:

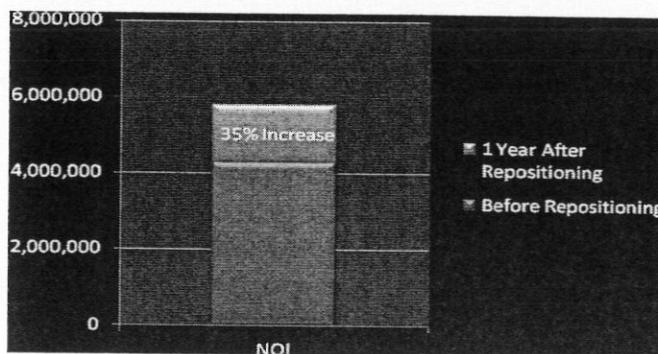
- Revised and implemented marketing plan
- Introduced and implemented revenue management techniques
- Realigned sales human resources and responsibilities
- Reallocated marketing dollars to support new marketing plan
- Revised pricing strategy for groups
- Revised inventory management and daily transient pricing strategy and procedures

Guest Service Improvement Plan Implementation:

- Designed and implemented a customer service plan
- Implemented customer Service Training throughout the organization
- Introduced a work order ticket process to identify and correct common maintenance items
- Implemented a Customer Service Complaint follow-up system and recognition for employees whom were complimented by the guest

Conclusion:

- Rev Par Index increased from 90% to 110% within 6 Months
- Increased in Net Operating Profit of approximately 1.5MM, a 35% increase over prior year
- Increased Guest Service Ranking from the last to above the brand average



Repositioned 348 room Hilton Valley Forge

Background:

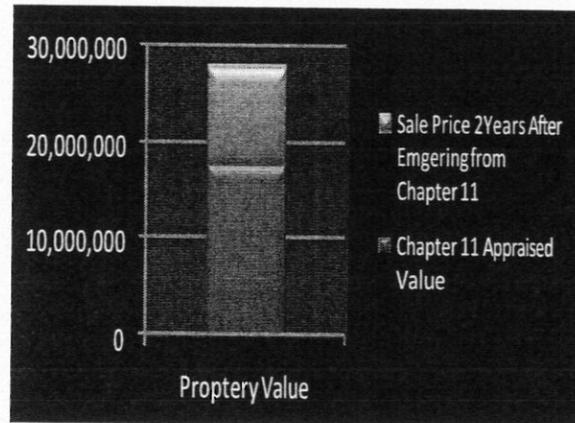
The Hilton Valley Forge is a 348 room property located in King of Prussia, Pennsylvania, a Philadelphia suburb. The property was not producing enough cash flow to cover debt service and foreclosure proceedings had begun, the property filed Chapter 11 under the bankruptcy code in order to stall the foreclosure.

Re-organization Plan Filed and Approved by the Court:

- Re-structured debt
- Implemented new service standards
- Reduced operating expenses
- Developed and implemented improved marketing and revenue management strategies

Conclusion:

- Property emerged from Chapter 11
- Favorable debt terms negotiated with lender
- Successfully paid all creditors in full and preserved and improved owners equity
- Sold the property 24 months after emerging from bankruptcy at a price 55% (\$10 Million) higher than the Chapter 11 appraised value.



Hampton Inn JFK Airport Development



Background:

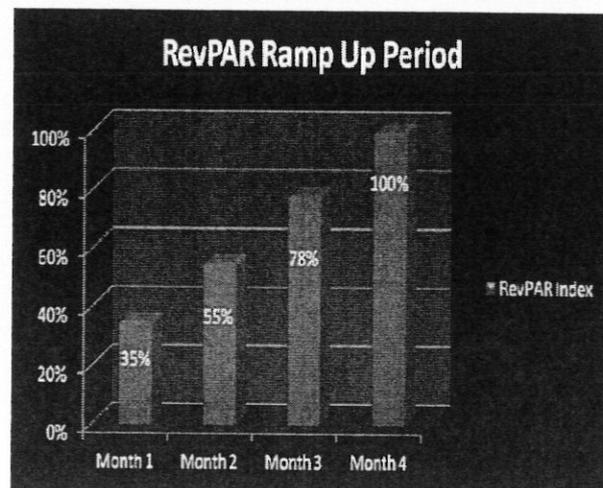
Developer was planning on building a 216 room Holiday Inn Express located near JFK Airport, and prior to groundbreaking it was decided to change it to a Hampton Inn. The Hilton acquisition of Promus, which included the Hampton Inn brand, facilitated this change as the Developer / Owner had a previous relationship with Hilton.

Owners Representative:

- Identified significant deviations in the building department approved plans as compared to Hilton specifications
- Valued engineered and negotiated changes with general contractor and/or Hilton
- Managed the relationship between the brand, general contractor, owners, and designer
- Negotiated and managed the purchasing and installation of all FF&E
- Performed all pre-opening hiring and training
- Produced and implemented a pre-opening marketing plan

Conclusion:

- Hilton modifications were completed within the existing budget
- Successfully met all the Hilton preopening requirements and the Hotel opened as scheduled
- Reached 100% Rev Par Index within the first 4 months of operations



Hampton Inn LaGuardia Airport Development



Background:

In conjunction with ownership managed the development of the Hampton Inn LaGuardia, from concept inception through opening, and market ramp up period.

Owners Representative / Project Manager:

- Obtained all zoning changes and approvals
- Liaison between Hilton Design and Construction, General Contractor, Architect and Interior Designer
- Managed all Hilton approval submissions and inspections
- Processed and oversaw the construction loan draws and approvals, worked with the lenders inspector and negotiated payments
- Negotiated and managed the purchasing and installation of all FF&E
- Responsible for all pre-opening hiring and training including management
- Produced and implemented preopening marketing plan
- Negotiated all service contracts including the outsourcing of the housekeeping department
- Managed expeditor and assisted in obtaining all permits and inspection approvals for the temporary certificate of occupancy

Conclusion:

- Successfully met all the Hilton pre-opening requirements
- Obtained 100% RevPAR Index within the first 8 months of operations
- Produced 2 million dollars of cash flow in the first year of operation



Preservation of Owner's Equity

Background:

Two full service hotels, the Holiday Inn JFK Airport and the Crowne Plaza LGA Airport, financed via triple tax exempt bonds in the amount of 35MM and 50MM respectively; bonds were publicly traded and held by many of the large household name mutual funds. Shortly after the perils of September 11, 2001 the properties performance began to falter, by mid 2003 the debt service reserve had been depleted and the properties were in default of the bond payments. In 2004 the bond holders, as a group, auctioned the bonds off. The bonds were purchased by a conglomerate of hedge funds for approximately 70% of face value, with the intent of foreclosing on the properties, renovating and selling them for a significant profit. The new bond holders had a receiver appointed without the knowledge of the properties owner. As a defensive maneuver and an effort to protect equity, the owners filed for protection under Chapter 11 of the Bankruptcy Code. This was a highly contested and litigated case.

Restructuring and Preserving Owner's Equity through a Chapter 11 Filing:

- Managed all US Trustee filings and reporting
- Implemented cash budgeting and reporting procedures
- Liaison between local management, council, bond holders and the US Trustees Office
- Provided expert testimony concerning hotel operations and local market conditions
- Provided rebuttal witness to bond holder expert witnesses
- Produced budgets and financial projections
- Participated in the development of the plan of reorganization

Conclusion:

- Plan of Reorganization for the LGA property confirmed and approved by the court
- Owner's equity of the LGA property was preserved
- Negotiated and secured new debt for the LGA property, resulting in the payoff of the bonds
- The JFK property was sold via the auction at 5 million dollars over the appraised value
- Deal was structured to defer recapture and capital gains regarding the JFK property
- Secured and unsecured creditors were paid in full for both properties

Value Engineered and Negotiated Hilton Conversion PIP



Background:

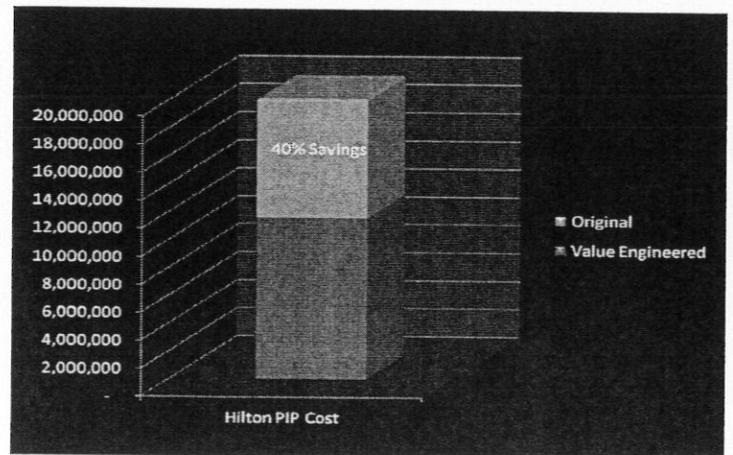
The owner of the Crowne Plaza LaGuardia Airport had a PIP from Hilton to convert the existing Crowne Plaza LGA to a full service Hilton at an estimated cost of 20MM.

Value Engineering and Negotiation:

- Conducted a detailed review of the PIP identifying areas of high cost concern and alternative plans were developed
- Successfully arranged a tour at the property with the Hilton brand manager to review our and approve our recommendations
- Obtained several proposals from designers and contractors; evaluated and recommended the most cost efficient bids
- Negotiated a very favorable case good pricing
- Prepared two sample rooms and obtained final Hilton approval on all guest room modifications

Conclusion:

- Hilton PIP was renegotiated and priced at a cost of 11.5MM, which equates to over a 40% savings
- Franchise agreement was negotiated with an owner favorable ramp up in franchise fees



QUALIFICATIONS OF JONATHAN JAEGER

Jonathan Jaeger, MAI
Managing Director
LW Hospitality Advisors®

200 West 41st Street, Suite 805
New York, NY 10036
(212) 300-6684 x116
Jonathan.Jaeger@lwhadvisors.com

Jonathan Jaeger currently serves as a Managing Director with LW Hospitality Advisors, based in New York City. Prior to joining LWHA, Mr. Jaeger had been with Pinnacle Advisory Group from January of 2008 through January of 2014. He began as a Consultant in the Boston office and was promoted to Vice President and head of the New York Practice. During his tenure at both Pinnacle and LWHA, Mr. Jaeger has been involved in the execution of over 1,000 lodging/gaming consulting and valuation assignments throughout the United States.

Prior to his advisory career, Mr. Jaeger held various hospitality operational and accounting/finance positions with Starwood Hotels & Resorts and Kimpton Hotels & Resorts. He graduated with a Bachelor of Science from the Boston University School of Hospitality Administration in addition to a minor in Business Administration from the Boston University Questrom School of Business. Mr. Jaeger is a State Certified Real Estate Appraiser specializing exclusively in the evaluation of hotel and resort properties. During his time in Boston, he served on the Emerging Leaders Committee of the Massachusetts Chapter of the Appraisal Institute as well as a Council Member of the Massachusetts Lodging Association Under 30 Gateway Chapter. Beginning in the spring of 2011, Mr. Jaeger joined the adjunct faculty at Boston University, serving as co-instructor of the Hotel Asset Management course. In addition to teaching a course at Boston University, Mr. Jaeger has written several articles for industry wide publications; topics included the Manhattan Lodging Market, Highest and Best Use Analyses, E-Commerce in the Hotel Industry, Texas Energy Lodging Markets, among others. In New York City, Jonathan is a member of YHIP, the Young Hospitality Investment Professionals Group and also participates with the NYC & Company Hotel Committee. Mr. Jaeger is also a member of the Metro NY Chapter of the Appraisal Institute. Beginning in the Fall of 2014, Mr. Jaeger joined the Adjunct Faculty at New York University; teaching the Lodging Development course.

Mr. Jaeger is a designated member of the Appraisal Institute (MAI); he achieved this designation in June of 2013. In addition, Mr. Jaeger is an active member of the American Hotel & Lodging Association (AH&LA) as well as a Development Coach for the United States Professional Tennis Association (USPTA).

QUALIFICATIONS OF JONATHAN JAEGER

EDUCATION

- Boston University, School of Hospitality Administration
 - Bachelor of Science, Hospitality Administration, Business Administration
 - Accounting/Finance Teaching Assistant

- Appraisal Institute Qualifying and Continuing Education
 - Basic Appraisal Principles
 - Basic Appraisal Procedures
 - 15-hour USPAP
 - Real Estate Finance, Statistics, and Valuation Modeling
 - Business Practices and Ethics
 - General Appraiser Income Approach Part I
 - General Appraiser Income Approach Part II
 - General Appraiser Report Writing and Case Studies
 - General Appraiser Sales Comparison Approach
 - CT Real Estate Appraisal Law
 - 2010 USPAP Update Course
 - General Appraiser Site Valuation & Cost Approach
 - General Appraisal Market Analysis and Highest & Best Use
 - Advanced Income Capitalization
 - Advanced Sales Comparison and Cost Approaches
 - Advanced Applications
 - 2012 USPAP Update Course
 - CT Real Estate Appraisal Law 2012
 - Ted Whitmer Comprehensive Workshop
 - General Demonstration Report Writing Seminar
 - Forecasting Revenue
 - Comparative Analysis
 - Candidate for Designation Advisor Orientation
 - 2014 USPAP Update Course
 - CT Real Estate Appraisal Law 2014
 - Special Use Properties – Hospitality and Senior Housing
 - Analyzing Operating Expenses
 - Appraisal of Land Subject to Ground Leases
 - Michigan Law Update 2015
 - Preparing for Trial

EMPLOYMENT EXPERIENCE

- | | | |
|------------------|---|--------------|
| • 2014 - Present | LW Hospitality Advisors®
Managing Director | New York, NY |
| • 2012 - 2014 | Pinnacle Advisory Group
Vice President | New York, NY |
| • 2008 - 2012 | Pinnacle Advisory Group
Consultant | Boston, MA |
| • 2007 | Starwood Hotels and Resorts
Accounting, Sheraton Hotels of New York & W Times Square | New York, NY |
| • 2006 | Starwood Hotels and Resorts
Rooms, Boston Park Plaza Hotel and Towers | Boston, MA |
| • 2005 | Kimpton Hotels
Intern, Hotel Marlowe & The Onyx Hotel | Boston, MA |

QUALIFICATIONS OF JONATHAN JAEGER

AFFILIATIONS & DESIGNATIONS

- The Appraisal Institute
 - Designated Member – MAI
 - University Outreach Chair – Emerging Leaders Group
- Certified General Real Estate Appraiser
- United States Professional Tennis Association (USPTA)
 - Developmental Coach
- The American Hotel and Lodging Association – AH&LA
 - Under 30 Gateway Member
 - Mentorship Chair
- Adjunct Professor – Boston University School of Hospitality Administration
 - Hotel Asset Management
- Adjunct Professor – New York University
 - Lodging Development

PROFESSIONAL SPEAKING ENGAGEMENTS

- The Appraisal Institute
 - Special Use Properties - Seminar Instructor
- The Appraisal Institute – 2015 AI Connect Conference in Dallas
 - Valuation of Seniors Housing and Hospitality Properties – Seminar Instructor
- New Jersey Gold Coast Investment Summit
 - Hotel Panel
- Professional Women in Construction (PWC)
 - Hospitality Forum
- Travel and Tourism Research Association
 - Marketing Outlook Forum - Hospitality
- iGlobal Forum – Global Hospitality & Lodging Investment Summit
- Evercore ISI 2015 Investor Day – Boston
- State of the US Lodging Industry
 - Presented to various lending institutions including US Bank, Deutsche Bank, East West Bank, MetLife, Natixis, Blackstone, and Morgan Stanley

PUBLISHED ARTICLES

- Manhattan Lodging Market: Why ADR Growth is Lagging Behind the U.S. Average
- Highest and Best Use Analysis – Enhancing Hotel Value
- The Impact of E-Commerce and Social Networking on the Hotel Industry
- Hotel Rush! Texas Energy Lodging Markets
- U.S. Lodging Industry Update
- The Evolution of Dual-Branded Hotels: How the Marriott/Starwood Acquisition Enhances Opportunities for Developers
- Boom to Bust; Eagle Ford Shale Lodging Markets Update

QUALIFICATIONS OF JONATHAN JAEGER

OTHER PUBLICATIONS

- Hospitality Management Learning Modules
- "Comprehending and Analyzing F&B Financial Statements"
- "Hotel F&B Profitability Analysis and Cost Management"

AWARDS AND ACHIEVEMENTS

- Hotel Management – Thirty Under 30
- ISHC Lori Raleigh Award for Emerging Excellence in Hospitality Consulting
- Boston University Young Alumni of the Year Award

**UNITED STATES OF AMERICA AND INTERNATIONAL
LODGING PROPERTY ASSIGNMENTS
(Executed and/or Managed)**

UNITED STATES OF AMERICA

ALASKA

- Best Western Lake Lucille Inn, Wasilla
- Proposed Conference Center, Soldotna

ARIZONA

- Nautical Beachfront Resort, Lake Havasu City

ARKANSAS

- Candlewood Suites West Little Rock, Little Rock
- Courtyard by Marriott Little Rock West, Little Rock
- DoubleTree Little Rock, Little Rock
- Embassy Suites Little Rock, Little Rock
- Fairfield Inn & Suites Rogers, Rogers
- Hampton Inn & Suites Springdale, Springdale
- Holiday Inn Springdale, Springdale

CALIFORNIA

- Proposed Country Inn & Suites Anaheim, Anaheim
- Courtyard by Marriott Bakersfield, Bakersfield
- The Lodge at Tiburon, Belvedere-Tiburon
- Graduate Hotel Berkeley, Berkeley
- Ventana Inn & Spa, Big Sur
- Embassy Suites San Francisco Airport, Burlingame
- Holiday Inn Express Hotel & Suites, Corona
- SpringHill Suites Corona Riverside, Corona
- Courtyard by Marriott Cupertino, Cupertino
- Embassy Suites LAX South, El Segundo
- Hacienda Hotel (Conversion to Fairfield Inn & Suites and Hyatt Place El Segundo), El Segundo
- Proposed Fairfield Inn & Suites and Aloft LAX El Segundo (former Hacienda Hotel), El Segundo
- Courtyard by Marriott Foster City, Foster City
- Courtyard by Marriott Fresno, Fresno
- Crossland Suites Fresno West, Fresno
- Radisson Hotel (Conversion to DoubleTree), Fresno
- Courtyard by Marriott LA, Hacienda Heights
- Irvine Marriott, Irvine
- Best Western Plus Laguna Brisas, Laguna Beach
- Hampton Inn & Suites Lancaster, Lancaster
- Homewood Suites Lancaster, Lancaster
- Courtyard by Marriott Marin Larkspur, Larkspur
- Toll House Hotel, Los Gatos
- Hilton Garden Inn Monterey, Monterey
- Hampton Inn & Suites, Moreno Valley
- TownePlace Suites Newark Silicon Valley, Newark
- Courtyard by Marriott Palm Springs, Palm Springs
- Hampton Inn & Suites Palmdale, Palmdale
- Hilton Garden Inn Pismo Beach, Pismo Beach

- Crossland Suites Sacramento, Rancho Cordova
- Hampton Inn & Suites Ridgecrest, Ridgecrest
- SpringHill Suites Ridgecrest, Ridgecrest
- Holiday Inn Sacramento Capitol Plaza, Sacramento
- Hotel Abri, San Francisco
- InterContinental Mark Hopkins, San Francisco
- San Francisco Marriott Union Square, San Francisco
- Courtyard by Marriott, San Luis Obispo
- Hilton Santa Cruz Scotts Valley, Santa Cruz
- JW Marriott Santa Monica Le Merigot, Santa Monica
- Wyndham Santa Monica at the Pier, Santa Monica
- Embassy Suites Monterey Bay Seaside, Seaside
- Beach Retreat & Lodge at Tahoe, South Lake Tahoe
- Courtyard by Marriott, Thousand Oaks
- TownePlace Suites by Marriott, Thousand Oaks
- Courtyard by Marriott Torrance, Torrance
- Fairfield Inn & Suites, Twentynine Palms
- Hampton Inn & Suites, West Sacramento

COLORADO

- St. Regis Aspen Resort, Aspen
- Crossland Suites Denver Airport Aurora, Aurora
- Courtyard by Marriott Boulder, Boulder
- TownePlace Suites Boulder Broomfield, Broomfield
- Crossland Suites Colorado Springs, Colorado Springs
- Courtyard by Marriott Denver Stapleton, Denver
- Crowne Plaza Denver Airport, Denver
- Crowne Plaza Denver International Airport, Denver
- Fairfield Inn & Suites Denver Airport, Denver
- SpringHill Suites Denver Airport, Denver
- TownePlace Suites Denver Downtown, Denver
- Warwick Denver Hotel, Denver
- Hampton Inn Fort Collins, Fort Collins
- Hilton Fort Collins, Fort Collins
- Hilton Garden Inn Fort Collins, Fort Collins
- Crossland Suites Denver Cherry Creek, Glendale
- Courtyard by Marriott Denver, Greenwood Village
- Holiday Inn Express & Suites East, Indianapolis
- Crossland Suites Denver Lakewood West, Lakewood
- Hampton Inn & Suites Pueblo Southgate, Pueblo
- Crossland Suites Denver Thornton, Thornton

CONNECTICUT

- Proposed Goodwin Hotel, Hartford
- Hampton Inn & Suites Manchester, Manchester
- Inn at Middletown, Middletown
- Hilton Mystic, Mystic

QUALIFICATIONS OF JONATHAN JAEGER

- Courtyard by Marriott Norwalk, Norwalk
- DoubleTree Norwalk, Norwalk
- Crowne Plaza & Holiday Inn Express, Stamford
- Courtyard by Marriott New Haven, Wallingford
- Courtyard Waterbury Downtown, Waterbury
- Hartford Windsor Marriott Airport, Windsor
- DoubleTree Hartford Bradley Airport, Windsor Locks

DELAWARE

- Hilton Garden Inn Dover, Dover
- TownePlace Suites Newark, Newark

DISTRICT OF COLUMBIA

- Four Seasons Hotel, Washington D.C.
- Loews Madison Hotel, Washington D.C.
- Proposed Line DC Hotel, Washington D.C.
- Proposed Trump International, Washington D.C.
- The Quincy Hotel (Conversion to Hotel RL), Washington D.C.
- Washington Hilton, Washington D.C.

FLORIDA

- SpringHill Suites Maitland, Altamonte Springs
- Courtyard by Marriott St. Petersburg, Clearwater
- Hampton Inn & Suites Clermont, Clermont
- Hilton Cocoa Beach, Cocoa Beach
- Courtyard by Marriott Fort Lauderdale, Coral Springs
- Fort Lauderdale Marriott, Coral Springs
- Holiday Inn Express & Suites, Dania Beach
- Hyatt House Fort Lauderdale Airport S, Dania Beach
- Hyatt Place Fort Lauderdale Airport, Dania Beach
- DoubleTree Deerfield Beach, Deerfield Beach
- Trump National Doral Resort, Doral
- Hampton Inn & Suites Fort Myers Estero, Estero
- Crossland Suites Fort Lauderdale, Fort Lauderdale
- Holiday Inn Express & Suites, Fort Lauderdale
- Courtyard by Marriott Fort Myers, Fort Myers
- Fairfield Inn & Suites Fort Pierce, Fort Pierce
- Aloft Jacksonville Airport, Jacksonville
- Courtyard by Marriott, Jacksonville Beach
- Hampton Inn & Suites Jacksonville S, Jacksonville
- Buena Vista Palace Hotel & Spa, Lake Buena Vista
- Holiday Inn & Suites Lake City, Lake City
- Westin Lake Mary Orlando North, Lake Mary
- Freehand Miami, Miami Beach
- Hotel Breakwater South Beach, Miami Beach
- Hotel Victor, Miami Beach
- Proposed Variety Hostel, Miami Beach
- Seagull Hotel Miami South Beach (Conversion to Holiday Inn Express, Miami Beach
- SLS South Beach, Miami Beach
- The Villa Casa Casuarina (also known as the Versace Mansion), Miami Beach
- Courtyard by Marriott Naples, Naples

- Staybridge Suites Naples Gulf Coast, Naples
- Courtyard by Marriott Ocala, Ocala
- Fairfield Inn & Suites Ocala, Ocala
- Residence Inn Ocala, Ocala
- Crossland Suites Orlando UCF Area, Orlando
- Fairfield Inn & Suites Orlando Universal, Orlando
- Four Points by Sheraton Orlando, Orlando
- Holiday Inn Express & Suites MCO Airport, Orlando
- Proposed Hotel Development at Skyplex, Orlando
- Palm Beach Gardens Marriott, Palm Beach Gardens
- Fairfield Inn & Suites Palm Coast, Palm Coast
- Fairfield Inn & Suites Lakeland, Plant City
- Residence Inn Fort St. Lucie, Port St. Lucie
- Hampton Inn & Suites Stuart North, Stuart
- Best Western Bay Harbor Hotel (Conversion to Bay Harbor Hotel), Tampa
- Courtyard by Marriott Tampa Brandon, Tampa
- Courtyard by Marriott Tampa Westshore, Tampa
- Embassy Suites Tampa USF, Tampa
- Fairfield Inn & Suites Tampa Brandon, Tampa
- Homewood Suites Tampa Brandon, Tampa
- SpringHill Suites Tampa North, Tampa
- Hampton Inn Titusville, Titusville
- Holiday Inn Kennedy Space Center, Titusville
- Courtyard by Marriott, West Palm Beach
- Holiday Inn Airport, West Palm Beach
- Homewood Suites, West Palm Beach
- SpringHill Suites, West Palm Beach

GEORGIA

- Country Inn & Suites Savannah Airport, Savannah

IDAHO

- Residence Inn Boise West, Boise

ILLINOIS

- Hilton Garden Inn Addison, Addison
- Courtyard by Marriott South, Arlington Heights
- Holiday Inn Aurora North Naperville, Aurora
- Hampton Inn Carbondale, Carbondale
- Chicago O'Hare Marriott, Chicago
- Club Quarters Hotel Central Loop, Chicago
- Freehand Chicago, Chicago
- Hotel Lincoln, Chicago
- Public Chicago Hotel, Chicago
- Sheraton Grand Chicago, Chicago
- Soho House Chicago, Chicago
- The Whitehall Hotel, Chicago
- Courtyard by Marriott Deerfield, Deerfield
- Courtyard by Marriott Highland Park, Highland Park
- Holiday Inn Express & Suites, Jacksonville
- Courtyard by Marriott Lincolnshire, Lincolnshire
- Holiday Inn Express & Suites, Mattoon
- Courtyard by Marriott Chicago, Oakbrook Terrace

QUALIFICATIONS OF JONATHAN JAEGER

- Courtyard by Marriott Rockford, Rockford
- Hilton Rosemont Chicago O'Hare, Rosemont
- Chicago Marriott Schaumburg, Schaumburg
- Hyatt Place Chicago Schaumburg, Schaumburg
- Holiday Inn Express Chicago NW, Vernon Hills
- Courtyard by Marriott Waukegan, Waukegan
- Crossland Suites Chicago Waukegan, Waukegan

INDIANA

- Residence Inn Indianapolis Carmel, Carmel
- SpringHill Suites Indianapolis Carmel, Carmel
- Hampton Inn Fort Wayne SW, Fort Wayne
- Residence Inn Fort Wayne, Fort Wayne
- Courtyard by Marriott Indianapolis, Indianapolis
- Holiday Inn Indianapolis Carmel, Indianapolis
- Fairfield Inn & Suites Merrillville, Merrillville
- Hampton Inn Merrillville, Merrillville
- Fairfield Inn & Suites Noblesville, Noblesville
- La Quinta Inn & Suites Indianapolis Airport, Plainfield
- Residence Inn South Bend, South Bend
- Hampton Inn Terre Haute, Terre Haute

IOWA

- Cedar Rapids Marriott, Cedar Rapids
- Radisson Quad City Plaza Hotel, Davenport
- Embassy Suites Downtown, Des Moines
- Sheraton West Des Moines, West Des Moines

KANSAS

- Holiday Inn Express & Suites Emporia, Emporia
- Holiday Inn Express & Suites, Hays
- Crossland Suites Kansas City, Independence
- Crossland Suites Kansas City NE, Kansas City
- Hampton Inn Kansas City Village West, Kansas City
- Holiday Inn Express Village West, Kansas City
- Crossland Suites Kansas City Lenexa, Lenexa
- Courtyard by Marriott Kansas City, Overland Park
- Holiday Inn Express & Suites, Overland Park
- Homewood Suites Overland Park, Overland Park
- Capitol Plaza Hotel & Convention Center, Topeka

KENTUCKY

- Holiday Inn University Plaza, Bowling Green
- Courtyard by Marriott Cincinnati, Covington
- Comfort Inn Cincinnati Airport, Florence
- Hilton Cincinnati Airport, Florence
- Cincinnati Airport Marriott, Hebron
- Courtyard by Marriott Lexington North, Lexington
- Crossland Suites Lexington Patchen Village, Lexington
- Comfort Inn & Suites Airport & Expo, Louisville
- Crossland Suites Louisville St. Matthews, Louisville

LOUISIANA

- Crossland Suites Sherwood Forest, Baton Rouge
- DoubleTree Baton Rouge, Baton Rouge
- Fairfield Inn & Suites Baton Rouge S, Baton Rouge
- SpringHill Suites Baton Rouge S, Baton Rouge
- TownePlace Suites Baton Rouge S, Baton Rouge
- Crossland Suites Shreveport, Bossier City
- Hampton Inn Shreveport Bossier City, Bossier City
- Hotel Modern New Orleans (Conversion to Holiday Inn Express), New Orleans
- Crossland Suites Lake Charles Sulphur, Sulphur

MAINE

- Caribou Inn & Convention Center, Caribou
- Hampton Inn Lewiston, Lewiston
- Presque Isle Inn & Convention Center, Presque Isle
- Inn on the Harbor, Stonington

MARYLAND

- Courtyard by Marriott Annapolis, Annapolis
- Hilton Annapolis, Annapolis
- Courtyard Baltimore Downtown, Baltimore
- Inn at The Colonnade, a DoubleTree, Baltimore
- Sheraton Inner Harbor Hotel, Baltimore
- SpringHill Suites Baltimore Downtown, Baltimore
- Hampton Inn & Suites Columbia South, Columbia
- SpringHill Suites Columbia, Columbia
- Hampton Inn & Suites DC North, Gaithersburg
- Super 8 La Vale Cumberland Area, La Vale
- DoubleTree Baltimore Airport, Linthicum Heights
- Holiday Inn & Suites Ocean City, Ocean City
- Proposed Hyatt Place Ocean City, Ocean City
- Hampton Inn & Suites National Harbor, Oxon Hill
- Courtyard by Marriott Silver Spring, Silver Spring

MASSACHUSETTS

- Courtyard by Marriott Boston Andover, Andover
- Battery Wharf Hotel, Boston
- Club Quarters Boston, Boston
- Fairmont Copley Plaza, Boston
- Loews Hotel Boston, Boston
- Proposed AC by Marriott Ink Block, Boston
- Proposed Hyatt Centric Boston, Boston
- Fairfield Inn & Suites Boston Cambridge, Cambridge
- Hilton Dedham, Dedham
- Holiday Inn Cape Cod Falmouth, Falmouth
- Proposed AC by Marriott Medford, Medford
- Hampton Inn Boston-Logan Airport, Revere
- Hilton Garden Inn Boston Waltham, Waltham
- Hyatt House Boston Waltham, Waltham
- Hampton Inn West Springfield, West Springfield

QUALIFICATIONS OF JONATHAN JAEGER

MICHIGAN

- Proposed Graduate Ann Arbor, Ann Arbor
- Hilton (Conversion to DoubleTree), Grand Rapids
- Holiday Inn Grand Rapids Airport, Grand Rapids
- Candlewood Suites Kalamazoo, Kalamazoo
- Courtyard by Marriott Detroit Livonia, Livonia
- Crossland Suites Detroit Livonia, Livonia
- Auburn Hills Marriott Pontiac, Pontiac
- Courtyard Detroit Pontiac Bloomfield, Pontiac
- Residence Inn Detroit Pontiac Auburn Hills, Pontiac
- Courtyard by Marriott Detroit Airport, Romulus
- Detroit Metro Airport Marriott, Romulus
- Courtyard by Marriott Southfield, Southfield
- Ann Arbor Marriott Ypsilanti at Eagle Crest, Ypsilanti

MINNESOTA

- Hilton Garden Inn Minneapolis, Bloomington
- Staybridge Suites Minneapolis, Bloomington
- Staybridge Suites Eagan Airport South, Eagan
- Hyatt Place Minneapolis Eden Prairie, Eden Prairie
- Residence Inn by Marriott Edina, Edina
- Courtyard Minneapolis Arbor Lakes, Maple Grove
- Hampton Inn Minneapolis NW, Maple Grove
- Holiday Inn & Suites Arbor Lakes, Maple Grove
- Staybridge Suites Arbor Lakes, Maple Grove
- Courtyard by Marriott MSP Airport, Mendota Heights
- Aloft Minneapolis, Minneapolis
- Homewood Suites New Brighton, New Brighton
- SpringHill Suites Rochester, Rochester
- Hilton Garden Inn Shoreview, Shoreview
- Homewood Suites St. Louis Park, St. Louis Park

MISSISSIPPI

- Courtyard by Marriott Jackson Ridgeland, Jackson
- Homewood Suites Jackson Ridgeland, Ridgeland
- Residence Inn Jackson Ridgeland, Ridgeland
- Staybridge Suites Jackson, Ridgeland

MISSOURI

- Courtyard by Marriott St. Louis, Creve Coeur
- Extended Stay America St. Louis Airport (Conversion to Crossland Suites), Hazelwood
- Extended Stay America St. Louis Airport North (Conversion to Crossland Suites), Hazelwood
- Capitol Plaza Hotel Jefferson City, Jefferson City
- Holiday Inn Joplin, Joplin
- Embassy Suites MCI Airport, Kansas City
- Fairfield Inn & Suites Liberty, Kansas City
- Four Points by Sheraton MCI Airport, Kansas City
- Homewood Suites MCI Airport, Kansas City
- Holiday Inn Express & Suites Nevada, Nevada
- Holiday Inn Hotel & Suites Springfield, Springfield
- Courtyard by Marriott St. Louis Westport, St. Louis

MONTANA

- Super 8 Helena, Helena
- Best Western Weston Inn, West Yellowstone

NEBRASKA

- Holiday Inn Lincoln Downtown (Conversion to Graduate Hotel Lincoln), Lincoln
- Embassy Suites Omaha Downtown, Omaha

NEVADA

- Crossland Suites Las Vegas Boulder Highway, Las Vegas
- Holiday Inn Express & Suites Mesquite, Mesquite

NEW HAMPSHIRE

- North Conway Grand Hotel, North Conway

NEW JERSEY

- Comfort Suites Woodbridge, Avenel
- Fairfield Inn & Suites Woodbridge, Avenel
- Proposed TownePlace Suites, Branchburg
- Holiday Inn Express & Suites, Carlstadt
- Hampton Inn Rockaway Parsippany, Denville
- Proposed TownePlace Suites Dover, Dover
- Embassy Suites Newark Airport, Elizabeth
- Hyatt Place Fair Lawn Paramus, Fair Lawn
- Grand Cascades Lodge, Hamburg
- Hilton Hasbrouck Heights, Hasbrouck Heights
- Hilton Woodbridge, Iselin
- Proposed Hyatt House Exchange Place, Jersey City
- The Westin Jersey City Newport, Jersey City
- Courtyard Lyndhurst Meadowlands, Lyndhurst
- Hampton Inn & Suites Mahwah, Mahwah
- Crossland Suites Philadelphia Maple Shade, Maple Shade
- Fairfield Inn & Suites Mt. Laurel, Mt. Laurel
- Hampton Inn Mt. Laurel, Mt. Laurel
- Hilton Garden Inn Mt. Laurel, Mt. Laurel
- Staybridge Suites North Brunswick, North Brunswick
- Tradewinds Motel, Ocean City
- Crowne Plaza Paramus, Paramus
- Park Ridge Marriott, Park Ridge
- Proposed Natirar Resort, Peapack Gladstone
- Courtyard by Marriott Lincroft Red Bank, Red Bank
- Hilton Garden Inn Ridgefield Park, Ridgefield Park
- Courtyard Secaucus Meadowlands, Secaucus
- Extended Stay America Secaucus, Secaucus
- Holiday Inn Secaucus, Secaucus
- Hyatt Place, Secaucus
- La Quinta Secaucus Meadowlands, Secaucus
- Proposed Aloft Secaucus Meadowlands, Secaucus
- Proposed Residence Inn Secaucus, Secaucus
- Proposed WoodSpring Suites, South Plainfield
- Hilton Garden Inn Springfield, Springfield

QUALIFICATIONS OF JONATHAN JAEGER

- Proposed Hampton Inn & Suites and Homewood Suites Teaneck Glenpointe, Teaneck
- SpringHill Suites Mt. Laurel Cherry Hill, Voorhees
- Wingate Voorhees Cherry Hill Mt. Laurel, Voorhees
- Proposed Residence Inn and Renaissance Port Imperial, Weekhawken
- Proposed Cambria Suites, West Orange
- Hyatt Place Princeton, West Windsor
- Courtyard Burlington Mount Holly, Westhampton
- Hanover Marriott, Whippany

NEW MEXICO

- Albuquerque Marriott Pyramid North, Albuquerque
- Crossland Suites Albuquerque Northeast, Albuquerque
- Hotel Santa Fe, Hacienda & Spa, Santa Fe

NEW YORK

- Proposed Best Western Yankee Stadium, Bronx
- Proposed Autograph by Marriott, Brooklyn
- Proposed La Quinta Hotel Brooklyn, Brooklyn
- Proposed Pod Hotel Williamsburg, Brooklyn
- Homewood Suites Carle Place, Carle Place
- Proposed SpringHill Suites Mineola, Carle Place
- Comfort Suites Albany (Conversion to Park Manor Hotel – Ascend Collection by Choice), Clifton Park
- SpringHill Suites New York LaGuardia, Corona
- Proposed Hotel at LaGuardia Airport, East Elmhurst
- The Baker House, East Hampton
- Kamway Lodge, Elmhurst
- Candlewood Suites Watertown, Evans Mills
- Marco LaGuardia Airport Hotel & Suites, Flushing
- Proposed Marriott Ithaca, Ithaca
- Kingston Garden Plaza Hotel (Conversion to Best Western Plus), Kingston
- Northwoods Inn, Lake Placid
- Holiday Inn Long Island City, Long Island City
- Paper Factory Hotel, Long Island City
- Proposed La Quinta Inn & Suites, Long Island City
- Proposed RL by Red Lion, Long Island City
- Ravel Hotel, Long Island City
- Montauk Blue Hotel, Montauk
- Ruschmeyer's Montauk, Montauk
- Days Inn Nanuet, Nanuet
- 70 Park Avenue Hotel, New York
- Broome Street Hotel, New York
- Cassa Hotel, New York
- citizenM Hotel Times Square, New York
- City Club Hotel, New York
- Comfort Inn Central Park West (Conversion to La Quinta Central Park West), New York
- Courtyard & Residence Inn Central Park, New York
- DoubleTree New York Financial District, New York
- Element New York Times Square West, New York
- Hampton Inn Times Square Central, New York
- Hilton Garden Inn Manhattan Chelsea, New York
- Hilton Garden Inn Tribeca, New York
- Holiday Inn Express Fifth Avenue, New York
- Holiday Inn Express Midtown West, New York
- Holiday Inn Lower East Side, New York
- Hotel 41 Times Square, New York
- Hotel Casablanca, New York
- Hotel Giraffe, New York
- InterContinental New York Barclay, New York
- La Quinta Inn & Suites Central Park, New York
- Magnuson Convention Center Hotel, New York
- Maritime Hotel, New York
- New York Marriott East Side, New York
- Nolitan Hotel, New York
- Paramount Hotel, New York
- Proposed AC by Marriott Times Square, New York
- Proposed AC by Marriott W 40th Street, New York
- Proposed Boutique Hotel, W 24th Street, New York
- Proposed Crowne Plaza West 36th Street, New York
- Proposed DoubleTree Times Square W, New York
- Proposed Dream Hotel, New York
- Proposed Fairfield Inn & Suites New York Columbus Circle, New York
- Proposed Holiday Inn Times Square S, New York
- Proposed Hotel at 11 Howard, New York
- Proposed Hotel Indigo Downtown, New York
- Proposed Hotel Indigo Financial District, New York
- Proposed Hyatt Centric Midtown, New York
- Proposed New York EDITION, New York
- Proposed Pestana Hotel New York, New York
- Proposed Residence Inn World Trade Ctr, New York
- Proposed SLS Hotel New York, New York
- Quality Inn Convention Center, New York
- Refinery Hotel, New York
- Sheraton Tribeca New York Hotel, New York
- Smyth Tribeca, New York
- SpringHill Suites Midtown / Fifth Ave, New York
- Staybridge Suites Times Square, New York
- The Gotham Hotel, New York
- The Jade Hotel, New York
- The Knickerbocker Hotel, New York
- The Life Hotel (Conversion of the Herald Square Hotel), New York
- The Marmara Manhattan, New York
- The MAVE Hotel, New York
- The NoMad Hotel, New York
- The Pod 51 Hotel, New York
- The Roger Hotel, New York
- The Shoreham Hotel, New York
- The Standard East Village, New York
- Westin New York Times Square, New York
- Wyndham Garden Manhattan Chelsea, New York
- Super 8 Newburgh West Point, Newburgh

QUALIFICATIONS OF JONATHAN JAEGER

- Proposed Microtel Niagara Falls, Niagara Falls
- Sands Motel, Niagara Falls
- Courtyard by Marriott Poughkeepsie, Poughkeepsie
- Beekman Arms, Delamater Inn & Montgomery House, Rhinebeck
- Hilton Garden Inn Riverhead, Riverhead
- Proposed Preston Hotel, Riverhead
- Proposed Residence Inn Riverhead, Riverhead
- DoubleTree Strathallan, Rochester
- Hilton Garden Inn Rochester Downtown, Rochester
- Holiday Inn Express Rochester Greece, Rochester
- Hilton Westchester, Rye Brook
- Courtyard by Marriott Rye, Rye
- Hilton Saratoga Springs, Saratoga Springs
- Comfort Inn Staten Island, Staten Island
- Holiday Inn Express Staten Island, Staten Island
- Holiday Inn Staten Island, Staten Island
- Former Hotel Syracuse, Syracuse
- Westchester Marriott, Village of Tarrytown
- Fairfield Inn & Suites Watertown, Watertown
- Holiday Inn Express & Suites, West Coxsackie
- Holiday Inn Express & Suites, West Coxsackie
- Best Western Woodbury Inn, Woodbury
- Proposed Courtyard by Marriott Yonkers, Yonkers

OHIO

- Proposed Courtyard by Marriott Akron, Akron
- Courtyard by Marriott Beachwood, Beachwood
- DoubleTree Cleveland East, Beachwood
- TownePlace Suites Cincinnati Blue Ash, Blue Ash
- Holiday Inn Canton Belden Village, Canton
- SpringHill Suites Cincinnati NE, Cincinnati
- SpringHill Suites Cincinnati North, Cincinnati
- TownePlace Suites Cincinnati NE, Cincinnati
- DoubleTree Cleveland Downtown, Cleveland
- Hampton Inn Cleveland Airport, Cleveland
- Hilton Garden Inn Cleveland East, Cleveland
- Courtyard by Marriott Downtown, Columbus
- Four Points by Sheraton CMH Airport, Columbus
- Columbus Marriott Northwest, Dublin
- TownePlace Suites Findlay, Findlay
- Courtyard by Marriott Hamilton, Hamilton
- Courtyard by Marriott Toledo Airport, Holland
- Courtyard Cleveland Independence, Independence
- Cincinnati Marriott Northeast, Mason
- Hampton Inn Massillon, Massillon
- Courtyard by Marriott Toledo Arrowhead, Maumee
- Staybridge Suites Mayfield Heights, Mayfield Heights
- Holiday Inn Cleveland East, Mentor
- Courtyard by Marriott Dayton, Miamisburg
- Courtyard Cleveland Airport S, Middleburg Heights
- TownePlace Suites Cleveland, Middleburg Heights
- Courtyard Cleveland Airport N, North Olmstead
- Courtyard by Marriott Toledo Perrysburg, Rossford

- Crossland Suites Cincinnati Sharonville, Sharonville
- Crossland Suites Cincinnati Springdale, Springdale
- Holiday Inn Express & Suites Wauseon, Wauseon
- Cincinnati Marriott North, West Chester Township
- Courtyard Cleveland Westlake, Westlake
- TownePlace Suites Cleveland Westlake, Westlake

OKLAHOMA

- Candlewood Suites Ardmore, Ardmore
- La Quinta Inn & Suites Ardmore Central, Ardmore
- Holiday Inn Express & Suites Bethany, Bethany
- Hampton Inn Chickasha, Chickasha
- Holiday Inn Express & Suites Chickasha, Chickasha
- Country Inn & Suites Norman, Norman
- Courtyard by Marriott OKC Airport, Oklahoma City
- Holiday Inn North Quail Springs, Oklahoma City
- Holiday Inn Oklahoma City Airport, Oklahoma City
- Renaissance Convention Center, Oklahoma City
- Staybridge Suites OKC Airport, Oklahoma City
- Holiday Inn Express & Suites, Pauls Valley
- Holiday Inn Express & Suites, Pauls Valley
- Hampton Inn & Suites Tulsa South Bixby, Tulsa
- Hampton Inn & Suites Woodward, Woodward

OREGON

- Hampton Inn Medford, Medford
- Crossland Suites Salem North, Salem
- Crossland Suites Eugene Springfield, Springfield

PENNSYLVANIA

- Homewood Suites West Fogelsville, Allentown
- Howard Johnson Inn & Suites Allentown, Allentown
- Homewood Suites Bethlehem Airport, Bethlehem
- Fairfield Inn & Suites Butler, Butler Township
- Days Inn Carlisle North, Carlisle
- SpringHill Suites Erie, Erie
- Comfort Inn Philadelphia Airport (Conversion to Holiday Inn), Essington
- Comfort Inn Philadelphia Airport, Essington
- Fairfield Inn Philadelphia Great Valley, Exton
- Staybridge Suites Brandywine, Glen Mills
- Comfort Inn Harrisburg Riverfront, Harrisburg
- Proposed Courtyard by Marriott Hershey, Hershey
- DoubleTree Valley Forge, King of Prussia
- Sheraton Valley Forge Hotel, King of Prussia
- Best Western Lock Haven, Lock Haven
- Courtyard by Marriott, Mechanicsburg
- MainStay Suites Lancaster County, Mountville
- Sleep Inn & Suites Lancaster County, Mountville
- Aloft Philadelphia Airport, Philadelphia
- Club Quarters Philadelphia, Philadelphia
- Four Points by Sheraton Airport, Philadelphia
- Hampton Inn Philadelphia Airport, Philadelphia
- Holiday Inn Express Midtown, Philadelphia

QUALIFICATIONS OF JONATHAN JAEGER

- Proposed Aloft Philadelphia, Philadelphia
- Proposed Fairfield Inn & Suites, Philadelphia
- Pittsburgh Marriott City Center, Pittsburgh
- Crowne Plaza Hotel, Reading
- Days Inn Reading Wyomissing, Reading
- Courtyard by Marriott Philadelphia Devon, Wayne
- Hampton Inn Reading Wyomissing, Wyomissing
- Best Western Westgate Inn, York
- Wingate by Wyndham York, York

RHODE ISLAND

- Newport Harbor Hotel & Marina, Newport
- Courtyard by Marriott Providence, Providence
- Renaissance Providence Downtown, Providence
- Hampton Inn & Suites Warwick, Warwick

SOUTH CAROLINA

- Comfort Inn Columbia, Columbia
- Fairfield Inn & Suites Hilton Head, Okatie

TEXAS

- Fairfield Inn & Suites Airport, Amarillo
- Holiday Inn West Medical Center, Amarillo
- Sleep Inn & Suites West Medical Center, Amarillo
- Hyatt Place Dallas North Arlington, Arlington
- Crossland Suites Austin West, Austin
- DoubleTree Suites Austin, Austin
- Hyatt Place Austin Arboretum, Austin
- Ramada Austin Central, Austin
- Comfort Suites Bay City, Bay City
- Courtyard by Marriott, College Station
- Holiday Inn Express & Suites Cotulla, Cotulla
- Best Western Park Heights Inn & Suites, Cuero
- Crossland Suites Dallas North Addison Tollway, Dallas
- Park Inn by Radisson Love Field Dallas (Conversion to Holiday Inn), Dallas
- Candlewood Suites Decatur, Decatur
- Holiday Inn & Suites Denton University Area (Conversion to SpringHill Suites), Denton
- Courtyard by Marriott El Paso Airport, El Paso
- El Paso Marriott, El Paso
- Fairfield Inn & Suites El Paso, El Paso
- Hampton Inn & Suites El Paso Airport, El Paso
- SpringHill Suites El Paso, El Paso
- Crossland Suites Fort Worth Fossil Creek, Fort Worth
- Holiday Inn Fort Worth North, Fort Worth
- Hyatt Place Fort Worth Cityview, Fort Worth
- Embassy Suites Dallas DFW North, Grapevine
- Crossland Suites Houston Northwest, Houston
- Crossland Suites Houston West Oaks, Houston
- Hyatt North Houston, Houston
- Hyatt Place Bush Intercontinental Airport, Houston

- Hyatt Regency North Houston, Houston
- Hyatt Place Fort Worth Hurst, Hurst
- Crossland Suites Dallas Irving, Irving
- Staybridge Suites Laredo, Laredo
- Crossland Suites Dallas Mesquite, Mesquite
- Hampton Inn & Suites Dallas Mesquite, Mesquite
- Candlewood Suites Midland Southwest, Midland
- Comfort Inn Midland, Midland
- Proposed Hyatt Place Midland, Midland
- TownePlace Suites Odessa, Odessa
- Holiday Inn Express & Suites Pearsall, Pearsall
- Candlewood Suites Plano, Plano
- Courtyard by Marriott Plano Parkway, Plano
- La Quinta Inn & Suites Port Arthur, Port Arthur
- Courtyard by Marriott Richardson NE, Richardson
- Residence Inn Austin Round Rock, Round Rock
- Fairfield Inn San Angelo, San Angelo
- Microtel Inn & Suites San Angelo, San Angelo
- Staybridge Suites San Angelo, San Angelo
- Courtyard by Marriott Downtown, San Antonio
- Courtyard San Antonio Airport, San Antonio
- Courtyard San Antonio SeaWorld, San Antonio
- Fairfield Inn & Suites San Airport, San Antonio
- Fairfield Inn & Suites SeaWorld, San Antonio
- Hyatt Place San Antonio Airport, San Antonio

UTAH

- Holiday Inn Express & Suites Kanab, Kanab
- Home2 Suites Lehi, Lehi
- Holiday Inn Express & Suites North Provo, Orem
- Crossland Suites Salk Lake City Mid Valley, Salt Lake City

VERMONT

- Basin Harbor Club, Ferrisburgh
- Topnotch Resort & Spa, Stowe

VIRGINIA

- Embassy Suites Alexandria Old Town, Alexandria
- Hampton Inn & Suites Mt. Vernon, Alexandria
- Hilton Alexandria Old Town, Alexandria
- Residence Inn Alexandria Old Town S, Alexandria
- Embassy Suites and Homewood Suites Dulles North Loudoun, Ashburn
- SpringHill Suites Ashburn Dulles North, Ashburn
- Hilton Garden Inn Blacksburg, Blacksburg
- Courtyard by Marriott Charlottesville, Charlottesville
- Graduate Hotel Charlottesville, Charlottesville
- Courtyard by Marriott Greenbrier, Chesapeake
- Hyatt Place Chesapeake, Chesapeake
- Proposed Marina Bay Hotel & Suites, An Ascend Collection Hotel, Chincoteague Island
- Fairfield Inn & Suites Emporia I-95, Emporia
- Pleasant Acres Motel, Fairfax

QUALIFICATIONS OF JONATHAN JAEGER

- SpringHill Suites Fairfax Fair Oaks, Fairfax
- Fairview Park Marriott, Falls Church
- Hyatt Place Herndon Dulles Airport E, Herndon
- Sheraton Herndon Dulles Airport, Herndon
- Courtyard by Marriott Manassas, Manassas
- Comfort Suites Inn at Ridgewood Farm, Salem
- Hampton Inn Stony Creek Petersburg, Stony Creek
- Sleep Inn & Suites Stony Creek, Stony Creek
- Hyatt Regency Tysons Corner Center, Tysons
- Hilton Garden Inn Tysons Corner, Vienna
- Proposed Hyatt House, Virginia Beach
- The Westin Town Center, Virginia Beach
- Holiday Inn Express & Suites Warrenton, Warrenton

WASHINGTON

- Fairfield Inn & Suites Bellevue, Bellevue
- Crossland Suites Seattle Kent Des Moines, Kent
- Crossland Suites Tacoma Puyallup, Puyallup
- Crossland Suites Spokane Valley, Spokane
- Fairfield Inn Spokane, Spokane
- Crossland Suites Tacoma Hosmer, Tacoma

WEST VIRGINIA

- Embassy Suites Charleston, Charleston
- Holiday Inn Express Civic Center, Charleston
- Proposed TownePlace Suites Wheeling, Wheeling

WISCONSIN

- Staybridge Suites Franklin, Franklin
- Graduate Hotel Madison, Madison
- Madison Marriott West, Middleton
- Fairfield Inn & Suites Downtown, Milwaukee
- Harbourwalk Hotel Racine (Conversion to DoubleTree Racine Harborwalk), Racine

INTERNATIONAL

CANADA

- Proposed Aloft and Element Toronto, Toronto

MEXICO

- Capella Pedregal Resort, Cabo San Lucas

QUALIFICATIONS OF PRISCILLA PLASAI

Priscilla Plasai

Senior Associate

LW Hospitality Advisors®

570 Seventh Avenue, Suite 805
New York, NY 10018
(212) 300-6684 x 118
Priscilla.Plasai@lwhadvisors.com

EDUCATION

- New York University, The Preston Robert Tisch Center for Hospitality, Tourism, and Sports Management
 - Bachelor of Science, Hotel and Tourism Management, 2011

MEMBERSHIPS & ASSOCIATIONS

- Hospitality Sales and Marketing Association International, Greater New York Chapter
 - NYU Student Chapter Vice Chair, 2011
- Meeting Professionals International, Greater New York Chapter
- NYU Hospitality Business Society

EMPLOYMENT EXPERIENCE

- 2014-present **LW Hospitality Advisors®** New York, NY
Associate
- 2013-2014 **Marriott International, Inc.** Irvine, CA
Sales Manager
- 2011-2013 **Marriott International, Inc.** Miami, FL
Sales Manager
- 2010 **The Setai Fifth Avenue** New York, NY
Sales and Marketing
- 2010 **Sheraton Maui Resort and Spa** Maui, HI
Front Office
- 2010 **The Ritz-Carlton Central Park** New York, NY
Housekeeping
- 2009 **Crosby Street Hotel** New York, NY
Administration
- 2009 **La Pietra International Conference
and Events Center** Florence, Italy
Marketing and Events



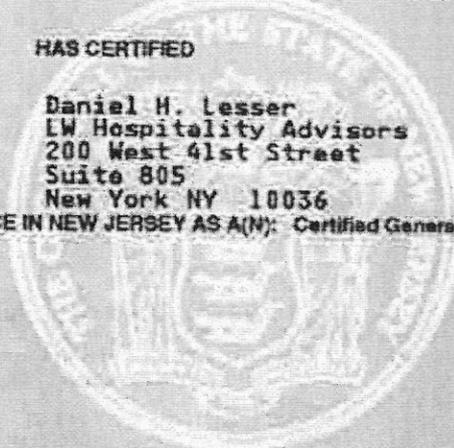
State Of New Jersey
New Jersey Office of the Attorney General
Division of Consumer Affairs

THIS IS TO CERTIFY THAT THE
Real Estate Appraisers Board

HAS CERTIFIED

Daniel H. Lesser
LW Hospitality Advisors
200 West 41st Street
Suite 805
New York NY 10036

FOR PRACTICE IN NEW JERSEY AS A(N): Certified General Appraiser



New Jersey Office of the Attorney General
Division of Consumer Affairs
THIS IS TO CERTIFY THAT THE
Real Estate Appraisers Board
HAS CERTIFIED
Daniel H. Lesser
Certified General Appraiser

12/28/2015 TO 12/31/2017

12/28/2015 TO 12/31/2017
VALID

42RG00239900

LICENSE REGISTRATION CERTIFICATION #

ACTING DIRECTOR

Signature of Licensee/Registrant/Certificate Holder

PLEASE DETACH HERE
IF YOUR LICENSE/REGISTRATION
CERTIFICATE ID CARD IS
PLEASE NOTIFY:
Real Estate Appraisers Board
P.O. Box 45022
Newark, NJ 07101

PLEASE DETACH HERE

Daniel H. Lesser

EXPIRATION DATE 2017

YOUR LICENSE REGISTRATION CERTIFICATE NUMBER IS 42RG 00239900 . PLEASE USE IT IN ALL
CORRESPONDENCE TO THE DIVISION OF CONSUMER AFFAIRS. USE THIS SECTION TO REPORT ADDRESS
CHANGES. YOU ARE REQUIRED TO REPORT ANY ADDRESS CHANGES IMMEDIATELY TO THE ADDRESS NOTED
BELOW.

Real Estate Appraisers Board
P.O. Box 45022
Newark, NJ 07101

PRINT YOUR NEW ADDRESS OF RECORD BELOW
YOUR ADDRESS OF RECORD IS THE ADDRESS THAT WILL PRINT ON
YOUR LICENSE REGISTRATION CERTIFICATE AND IT MAY BE MADE
AVAILABLE TO THE PUBLIC

HOME
BUSINESS

TELEPHONE
INCLUDE AREA CODE

PRINT YOUR NEW MAILING ADDRESS BELOW
YOUR MAILING ADDRESS IS THE ADDRESS THAT WILL BE
THE DIVISION OF CONSUMER AFFAIRS TO SEND
CORRESPONDENCE

HOME
BUSINESS

TELEPHONE
INCLUDE AREA CODE

If the law governing your profession requires the current license/registration/certificate to be displayed, it should be displayed within reasonable proximity of your original license/registration/certificate at your principal office or place of business.

UNIQUE ID NUMBER
46000009029

State of New York
Department of State
DIVISION OF LICENSING SERVICES

FOR OFFICE USE ONLY
Control No. 79155

PURSUANT TO THE PROVISIONS OF ARTICLE 6E OF THE
EXECUTIVE LAW AS IT RELATES TO R. E. APPRAISERS.

EFFECTIVE DATE
MO | DAY | YR
09 | 29 | 14

LESSER DANIEL H
C/O LW HOSPITALITY ADVISORS LL
570 SEVENTH AVE STE 805
NEW YORK, NY 10018

EXPIRATION DATE
MO | DAY | YR
09 | 28 | 16



HAS BEEN DULY CERTIFIED TO TRANSACT BUSINESS AS A
R. E. GENERAL APPRAISER

In Witness Whereof, The Department of State has caused
an official seal to be hereunto affixed.

CESAR A. PERALES
SECRETARY OF STATE

Department of State
Division of Licensing Services
Licensee Information

ID Number: 46000009029

Name: LESSER DANIEL H

Business Name: LW HOSPITALITY ADVISORS LLC

Business Address: 570 SEVENTH AVE STE 805

County: NEW YORK

License Type: CERTIFIED GENERAL REAL ESTATE APPRAISER

Expires: 09/28/2018

Commonwealth of Pennsylvania Department of State
Bureau of Professional and Occupational Affairs
Certified General Appraiser

Certificate Number
GA001356R

Expiration Date
06/30/2017

Registration Code
12814921

Certificate Status
Active

DANIEL HENRY LESSER
570 SEVENTH AVENUE SUITE 805
NEW YORK NY 10018



OFFICIAL DOCUMENT

READ THE FOLLOWING INFORMATION CAREFULLY CONCERNING YOUR LICENSE:

1. SIGN THE WALLET CARD AND CERTIFICATE WHERE INDICATED.
2. DETACH THE WALLET CARD AND CERTIFICATE AT PERFORATION.

Registration Code

Your registration code is found on the attached wallet card.

Use this registration code online to: renew your license, change your personal or license address, or order duplicate licenses.

Visit our website at: www.mylicense.state.pa.us

First time users will be required to use this registration code to create a user ID and password.

DANIEL HENRY LESSER
570 SEVENTH AVENUE SUITE 805
NEW YORK NY 10018

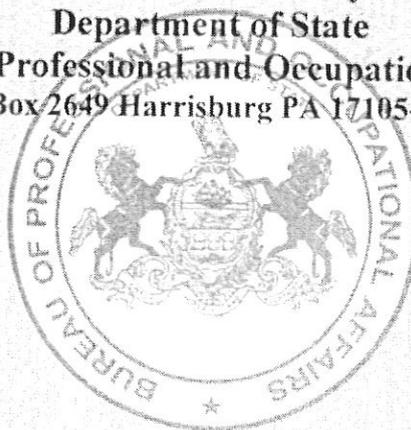
DISPLAY THIS CERTIFICATE PROMINENTLY • NOTIFY AGENCY WITHIN 10 DAYS OF ANY CHANGE

Commonwealth of Pennsylvania
Department of State
Bureau of Professional and Occupational Affairs
PO Box 2649 Harrisburg PA 17105-2649

15 0023301

Certificate Type
Certified General Appraiser

Certificate Status
Active



Initial Certification Date
02/14/1995

DANIEL HENRY LESSER
570 SEVENTH AVENUE SUITE 805
NEW YORK NY 10018

Certificate Number
GA001356R

Expiration Date
06/30/2017

Signature

Acting Commissioner of Professional and Occupational Affairs

YOUR REGISTRATION HAS A NEW FORMAT, DESIGN, COLOR AND ADDED SECURITY FEATURES. The wallet card provided below is your official authorization to practice. This card has security features and is printed on heat sensitive paper. Do not duplicate this document. Photocopies are not considered official documents.

The right-side portion can be used to update your HOME address only with the Colorado Division of Real Estate. After completing this form, please mail to:

Colorado Division of Real Estate
 Attn: Licensing Section (Address Change)
 1560 Broadway, Ste. 925
 Denver, CO 80202

To Remove Document Fold and Tear Along This Perforation

DANIEL H LESSER

Type: CG Number: 100043790

HOME Address - Include City, State, Zip
AREA
HOME Phone

Use the area above for a HOME address change only
 THIS IS YOUR WALLET CARD

STATE OF COLORADO Department of Regulatory Agencies Division of Real Estate PRINTED ON SECURE PAPER		
Active	Cert Gen Appraiser	Number
		100043790
	Issue Date	Expires
	Mar 19 2014	Dec 31 2016
DANIEL H LESSER NEW YORK, NY 10018 Program Administrator Licensee Signature		

STATE OF GEORGIA REAL ESTATE APPRAISERS BOARD

DANIEL HENRY LESSER

218291

IS AUTHORIZED TO TRANSACT BUSINESS IN GEORGIA AS A
CERTIFIED GENERAL REAL PROPERTY APPRAISER

THE PRIVILEGE AND RESPONSIBILITIES OF THIS APPRAISER CLASSIFICATION SHALL CONTINUE IN EFFECT AS LONG AS THE APPRAISER PAYS REQUIRED APPRAISER FEES AND COMPLIES WITH ALL OTHER REQUIREMENTS OF THE OFFICIAL CODE OF GEORGIA ANNOTATED, CHAPTER 43-39-A. THE APPRAISER IS SOLELY RESPONSIBLE FOR THE PAYMENT OF ALL FEES ON A TIMELY BASIS.

D. SCOTT MURPHY
Chairperson

RONALD M. HECKMAN
JEANMARIE HOLMES
KEITH STONE

JEFF A. LAWSON
Vice Chairperson

56271605

DANIEL HENRY LESSER

218291

Status ACTIVE

**CERTIFIED GENERAL REAL PROPERTY
APPRAISER**

THIS LICENSE EXPIRES IF YOU FAIL TO PAY
RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY
REQUIRED EDUCATION IN A TIMELY MANNER.

State of Georgia
Real Estate Commission
Suite 1000 - International Tower
229 Peachtree Street, N.E.
Atlanta, GA 30303-1605

ORIGINALLY LICENSED

03/13/2000

END OF RENEWAL
11/30/2017



WILLIAM L. ROGERS, JR.
Real Estate Commissioner

56271605

DANIEL HENRY LESSER

218291

Status ACTIVE

**CERTIFIED GENERAL REAL PROPERTY
APPRAISER**

THIS LICENSE EXPIRES IF YOU FAIL TO PAY
RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY
REQUIRED EDUCATION IN A TIMELY MANNER.

State of Georgia
Real Estate Commission
Suite 1000 - International Tower
229 Peachtree Street, N.E.
Atlanta, GA 30303-1605



WILLIAM L. ROGERS, JR.
Real Estate Commissioner

56271605

State of Illinois

Department of Financial and Professional Regulation
Division of Real Estate

LICENSE NO.
553.002280

The person, firm or corporation whose name appears on this certificate has complied with the provisions of the Illinois Statutes and/or rules and regulations and is hereby authorized to engage in the activity as indicated below.

EXPIRES:
09/30/2017

CERTIFIED
GENERAL REAL ESTATE APPRAISER

DANIEL H LESSER
11 GAY DRIVE
KINGS POINT, NY 11024



Bryan A. Schneider BRYAN A. SCHNEIDER
SECRETARY

The official status of this license can be verified at www.idfpr.com

10003205

Cut on Dotted Line ✂

For further reference, the Department is now providing a personal customer identification "Contact Number" which you may use in lieu of your social security number or FEIN number when contacting the Department. Your number is: 3019524

State of Illinois
Department of Financial and Professional Regulation
Division of Real Estate

LICENSE NO.
553.002280

CERTIFIED
GENERAL REAL ESTATE APPRAISER

DANIEL H LESSER

EXPIRES:
09/30/2017

Bryan A. Schneider BRYAN A. SCHNEIDE
SECRETARY

The official status of this license can be verified at www.idfpr.com 10003205



Cut on Dotted Line ✂

STATE OF MICHIGAN
DEPARTMENT OF LICENSING
AND REGULATORY AFFAIRS
P.O. BOX 30670
LANSING, MI 48909

M120916 001 S -0002

Please tell us about your licensing experience by completing our anonymous customer survey at: www.michigan.gov/larasurvey

DANIEL H LESSER
200 WEST 41ST STREET
SUITE 805
NEW YORK NY 10036

STATE OF MICHIGAN-DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS
BUREAU OF PROFESSIONAL LICENSING
CERTIFIED GENERAL APPRAISER
LICENSE

DANIEL H LESSER

LICENSE NO.	EXPIRATION DATE	AUDIT NO
1201005632	07/31/2018	3118949

Complaint Information

The issuance of this license or permit should not be construed as a waiver or dismissal of any complaints or violations pending against the licensee, its agents, employees or qualifying officer.

Inquiries Regarding this License
Please provide your license number on all correspondence, and when contacting the Department.

www.michigan.gov/bpl

Bureau of Professional Licensing
Department of Licensing and Regulatory Affairs
P.O. Box 30670
Lansing, MI 48909

(517) 373-8068

RICK SNYDER
GOVERNOR

STATE OF MICHIGAN
DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS
BUREAU OF PROFESSIONAL LICENSING
CERTIFIED GENERAL APPRAISER
LICENSE

M498839

DANIEL H LESSER

LICENSE NO.	EXPIRATION DATE	AUDIT NO
1201005632	07/31/2018	3118949

THIS DOCUMENT IS DULY ISSUED
UNDER THE LAWS OF THE STATE
OF MICHIGAN

STATE OF MINNESOTA



DANIEL HENRY LESSER
LW HOSPITALITY ADVISORS
570 SEVENTH AVENUE, SUITE 805
NEW YORK, NY 10018

Department of Commerce

The Undersigned **COMMISSIONER OF COMMERCE** for the State of Minnesota hereby certifies that
Daniel HENRY Lesser

LW HOSPITALITY ADVISORS
570 SEVENTH AVENUE, SUITE 805
NEW YORK, NY 10018

has complied with the laws of the State of Minnesota and is hereby licensed to transact the business of

Non-Resident Appraiser : Certified General

License Number: 40274875

unless this authority is suspended, revoked, or otherwise legally terminated. This license shall be in effect until August 31, 2017.

IN TESTIMONY WHEREOF, I have hereunto set my hand this October 06, 2016.

A handwritten signature in black ink that reads "Mike Rothman".

COMMISSIONER OF COMMERCE

Minnesota Department of Commerce

Licensing Division

85 7th Place East, Suite 500

St. Paul, MN 55101-3165

Telephone: (651) 539-1599

Email: licensing.commerce@state.mn.us

Website: commerce.state.mn.us

Notes:

- **Individual Licensees Only - Continuing Education:** 15 hours is required in the first renewal period, which includes a 7 hour USPAP course. 30 hours is required for each subsequent renewal period, which includes a 7 hour USPAP course.
- **Appraisers:** You must hold a licensed Residential, Certified Residential, or Certified General qualification in order to perform appraisals for federally-related transactions. **Trainees do not qualify.** For further details, please visit our website at commerce.state.mn.us.

**STATE OF OHIO
DIVISION OF REAL ESTATE
AND PROFESSIONAL LICENSING**

**AN APPRAISER LICENSE/CERTIFICATE
has been issued under ORC Chapter 4763 to:**

NAME: Daniel H Lesser
LIC/CERT NUMBER: 2014002667
LIC LEVEL: Cert. General R. E. Appraiser - Out of State
CURRENT ISSUE DATE: 07/13/2016
EXPIRATION DATE: 07/28/2017
USPAP DUE DATE: 07/28/2018

Daniel H Lesser
LW Hospitality Advisors
200 W 41st St Rm 805
New York, NY 10036-7214

UNIQUE ID NUMBER

46000049985

State of New York
Department of State

DIVISION OF LICENSING SERVICES

FOR OFFICE USE ONLY

Control
No.

81406

PURSUANT TO THE PROVISIONS OF ARTICLE 6E OF THE
EXECUTIVE LAW AS IT RELATES TO R. E. APPRAISERS.

EFFECTIVE DATE

MO.	DAY	YR.
01	10	15

WEISS EVAN
C/O LW HOSPITALITY ADVISORS LL
570 SEVENTH AVE STE 805
NEW YORK, NY 10018

EXPIRATION DATE

MO.	DAY	YR.
01	09	17

HAS BEEN DULY CERTIFIED TO TRANSACT BUSINESS AS A
R. E. GENERAL APPRAISER

In Witness Whereof, The Department of State has caused
its official seal to be hereunto affixed.

CESAR A. PERALES
SECRETARY OF STATE

THIS DOCUMENT IS PRINTED ON WATERMARKED PAPER, WITH A MULTI-COLORED BACKGROUND AND MULTIPLE SECURITY FEATURES. PLEASE VERIFY AUTHENTICITY.

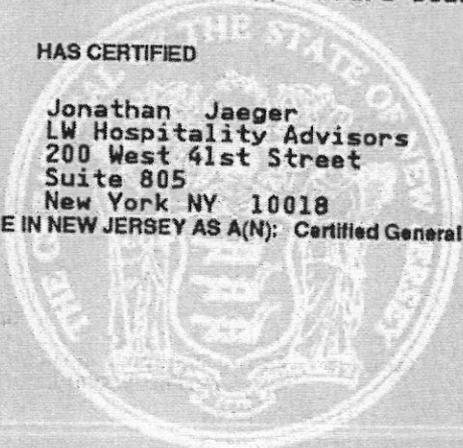
State Of New Jersey
New Jersey Office of the Attorney General
Division of Consumer Affairs

THIS IS TO CERTIFY THAT THE
Real Estate Appraisers Board

HAS CERTIFIED

Jonathan Jaeger
LW Hospitality Advisors
200 West 41st Street
Suite 805
New York NY 10018

FOR PRACTICE IN NEW JERSEY AS A(N): Certified General Appraiser



DCA

DCA

New Jersey Office of the Attorney General
Division of Consumer Affairs

THIS IS TO CERTIFY THAT THE
Real Estate Appraisers Board
HAS CERTIFIED

Jonathan Jaeger
Certified General Appraiser

SIGNATURE
[Signature]
ACTING DIRECTOR

12/08/2015 TO 12/31/2017

VALID

42RG00247800

License/Registration/Certificate #

12/08/2015 TO 12/31/2017
VALID

42RG00247800
LICENSE/REGISTRATION/CERTIFICATION #

[Signature]
Signature of Licensee/Registrant/Certificate Holder

[Signature]
ACTING DIRECTOR

PLEASE DETACH HERE
IF YOUR LICENSE/REGISTRATION/
CERTIFICATE ID CARD IS LOST
PLEASE NOTIFY:
Real Estate Appraisers Board
P.O. Box 45032
Newark, NJ 07101

PLEASE DETACH HERE

UNIQUE ID NUMBER

46000050939

State of New York
Department of State

DIVISION OF LICENSING SERVICES

FOR OFFICE USE ONLY

Control
No.

90114

PURSUANT TO THE PROVISIONS OF ARTICLE 6E OF THE
EXECUTIVE LAW AS IT RELATES TO R. E. APPRAISERS.

EFFECTIVE DATE

MO.	DAY	YR.
02	18	16

JAEGER JONATHAN
C/O LW HOSPITALITY ADVISORS
570 SEVENTH AVE
STE 805
NEW YORK, NY 10018

EXPIRATION DATE

MO.	DAY	YR.
02	17	18

HAS BEEN DULY CERTIFIED TO TRANSACT BUSINESS AS A
R. E. GENERAL APPRAISER

In Witness Whereof, The Department of State has caused
its official seal to be hereunto affixed.

CESAR A. PERALES
SECRETARY OF STATE

Commonwealth of Pennsylvania Department of State
Bureau of Professional and Occupational Affairs
Certified General Appraiser

Certificate Number
GA004139

Registration Code
83324904

Jonathan Jaeger
570 SEVENTH AVENUE
SUITE 805
New York NY 10018



Expiration Date
06/30/2017

Certificate Status
Active

OFFICIAL DOCUMENT

READ THE FOLLOWING INFORMATION CAREFULLY CONCERNING YOUR LICENSE:

1. SIGN THE WALLET CARD AND CERTIFICATE WHERE INDICATED.
2. DETACH THE WALLET CARD AND CERTIFICATE AT PERFORATION.

Registration Code

Your registration code is found on the attached wallet card.

Use this registration code online to: renew your license, change your personal or license address, or order duplicate licenses.

Visit our website at: www.mylicense.state.pa.us

First time users will be required to use this registration code to create a user ID and password.

JONATHAN JAEGER
570 SEVENTH AVENUE
SUITE 805
NEW YORK NY 10018

DISPLAY THIS CERTIFICATE PROMINENTLY • NOTIFY AGENCY WITHIN 10 DAYS OF ANY CHANGE

Commonwealth of Pennsylvania
Department of State
Bureau of Professional and Occupational Affairs
PO Box 2649 Harrisburg PA 17105-2649

15 0065894



Certificate Type
Certified General Appraiser

Certificate Status
Active

Jonathan Jaeger
570 SEVENTH AVENUE
SUITE 805
New York NY 10018

Certificate Number
GA004139

Initial Certification Date
03/30/2015

Expiration Date
06/30/2017

Signature

Acting Commissioner of Professional and Occupational Affairs

STATE OF CONNECTICUT
DEPARTMENT OF CONSUMER PROTECTION
 165 Capitol Avenue ♦ Hartford Connecticut 06106

Attached is your license. Such license shall be shown to any properly interested person on request. Questions regarding this license can be emailed to the Real Estate Unit at dcp.realestate@ct.gov.

Visit our website to verify licensure and download applications at www.ct.gov/dcp.

JONATHAN L JAEGER
 8 AMALFI DR
 CORTLANDT MANOR, NY 10567-7014

STATE OF CONNECTICUT
 DEPARTMENT OF CONSUMER PROTECTION

CERTIFIED GENERAL REAL ESTATE APPRAISER
 JONATHAN L JAEGER
 8 AMALFI DR
 CORTLANDT MANOR, NY 10567-7014

LIC. / REG NO.	EFFECTIVE	EXPIRES
RCG.0001299	05/01/2016	04/30/2017

SIGNED

STATE OF CONNECTICUT ♦ DEPARTMENT OF CONSUMER PROTECTION

Be it known that

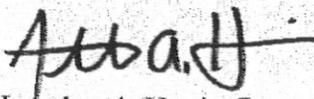
JONATHAN L JAEGER
 8 AMALFI DR
 CORTLANDT MANOR, NY 10567-7014

has been certified by the Department of Consumer Protection as a licensed

CERTIFIED GENERAL REAL ESTATE APPRAISER

License # RCG.0001299

Effective: 05/01/2016
 Expiration: 04/30/2017


 Jonathan A. Harris, Commissioner



COLORADO

Department of
Regulatory Agencies

Division of Real Estate

1560 Broadway, Suite 925
Denver, CO 80202-5111

Dear Jonathan Jaeger

Congratulations! Below are your electronic wallet cards and a larger wall license to use as proof of your licensure. You may also print your license any time through your Online E-Services account by visiting our homepage at dora.colorado.gov/dre and selecting "Online E-Services" from our "Quick Links".

If you have any questions about your credential, or if you require any additional assistance, please contact our Customer Support Team at (303) 894-2166 or by email at dora_realestate_website@state.co.us.

<p>Jonathan Jaeger 570 Seventh Avenue 200 West 41st Suite 805 New York, NY 10036</p>	<p>State of Colorado Department of Regulatory Agencies Division of Real Estate</p>  <p>Jonathan Jaeger Certified General Appraiser</p>	 <p>License #: CG.200000452 Status: Active Expires: 12/31/2016</p>
<p><i>Marcia Waters</i> Director: Marcia Waters</p>		
<p>For the most up to date information regarding this credential, visit http://dora.colorado.gov/dre</p>		

<p>Colorado Department of Regulatory Agencies Division of Real Estate Jonathan Jaeger Certified General Appraiser</p>	
<p><u>CG.200000452</u> License Number</p>	<p><u>11/27/2015</u> Issue Date</p>
<p><u>Active</u> License Status</p>	<p><u>12/31/2016</u> Expiration</p>
<p>Verify this license at http://dora.colorado.gov/dre</p>	
<p><i>Marcia Waters</i> Director: Marcia Waters</p>	<p>Licensee Signature</p>



State of Illinois

Department of Financial and Professional Regulation
Division of Real Estate

LICENSE NO.
553.002446

The person, firm or corporation whose name appears on this certificate has complied with the provisions of the Illinois Statutes and/or rules and regulations and is hereby authorized to engage in the activity as indicated below.

EXPIRES:
09/30/2017

CERTIFIED
GENERAL REAL ESTATE APPRAISER

JONATHAN JAEGER
570 SEVENTH AVENUE STE 805
NEW YORK, NY 10018



Bryan A. Schneider

BRYAN A. SCHNEIDER
SECRETARY

The official status of this license can be verified at www.idfpr.com

10099148

Cut on Dotted Line ✂

For further reference, the Department is now providing a personal customer identification "Contact Number" which you may use in lieu of your social security number or FEIN number when contacting the Department. Your number is: 3895937

State of Illinois
Department of Financial and Professional Regulation
Division of Real Estate

LICENSE NO.
553.002446

CERTIFIED
GENERAL REAL ESTATE APPRAISER

JONATHAN JAEGER

EXPIRES:
09/30/2017

Bryan A. Schneider BRYAN A. SCHNEIDE
SECRETARY

The official status of this license can be verified at www.idfpr.com 10099148



Cut on Dotted Line ✂

STATE OF MICHIGAN
DEPARTMENT OF LICENSING
AND REGULATORY AFFAIRS
P.O. BOX 30018
LANSING, MI 48909-7518

M120731 001 S -0007

Please tell us about your licensing
experience by completing our
anonymous customer survey at:
www.michigan.gov/larasurvey

STATE OF MICHIGAN-DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS
CORPS, SECURITIES & COMM LIC BUR
CERTIFIED GENERAL APPRAISER
LICENSE

JONATHAN JAEGER
570 SEVENTH AVENUE, SUITE 805
NEW YORK NY 10018

PERMANENT I.D. NO. EXPIRATION DATE AUDIT NO
1201075190 07/31/2017 2971481

JONATHAN JAEGER
570 SEVENTH AVENUE, SUITE 805
NEW YORK NY 10018

Complaint Information

The issuance of this license or permit should not be construed as a waiver or dismissal of any complaints or violations pending against the licensee, its agents, employees or qualifying officer.

Inquiries Regarding this License
Please provide your license number on all correspondence,
and when contacting the Department.

www.michigan.gov/commerciallicensing

Corporation, Securities & Commercial Licensing Bureau
Department of Licensing and Regulatory Affairs
P.O. Box 30018
Lansing, MI 48909

(517) 241-9288

RICK SNYDER
GOVERNOR

STATE OF MICHIGAN
DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS
CORPORATIONS, SECURITIES & COMMERCIAL LICENSING BUREAU

L884309

CERTIFIED GENERAL APPRAISER
LICENSE

JONATHAN JAEGER
570 SEVENTH AVENUE, SUITE 805
NEW YORK NY 10018

PERMANENT I.D. NO.
1201075190

EXPIRATION DATE
07/31/2017

AUDIT NO
2971481

THIS DOCUMENT IS DULY ISSUED
UNDER THE LAWS OF THE STATE
OF MICHIGAN

**STATE OF OHIO
DIVISION OF REAL ESTATE
AND PROFESSIONAL LICENSING
AN APPRAISER LICENSE/CERTIFICATE
has been issued under ORC Chapter 4763 to:**

Jonathan Jaeger
LW Hospitality Advisors
200 W 41st St Rm 805
New York, NY 10036-7214

NAME: Jonathan Jaeger
LIC/CERT NUMBER: 2014002834
LIC LEVEL: Cert. General R. E. Appraiser - Out of State
CURRENT ISSUE DATE: 07/13/2016
EXPIRATION DATE: 07/30/2017
USPAP DUE DATE: 07/30/2018

Testimonials



Starwood Property Trust, Inc.

"LW Advisors consistently goes beyond expectations in delivering not only a quality product, but also the thoughtful feedback and personal attention that is often overlooked in our fast-paced industry."

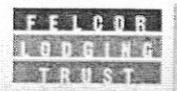
Warren De Haan - Chief Originations Officer & Managing Director
Starwood Property Trust, Inc.



Dilworth Paxson LLP

"I have used Dan Lesser for many years for valuation analysis in hotel cases. He always provides a timely, well written and well researched work product and is unflappable in the courtroom. I have similar experience with his colleague, Gary Isenberg, in the field of hotel operations. He is very knowledgeable, well prepared and a very polished witness. I want this skill set on my team and always act promptly to get it so that (as happened recently) they don't show up on the other side of a case."

Lawrence G. McMichael, Esq. - Firm Co-Chairman
Dilworth Paxson LLP



FelCor Lodging Trust, Inc.

"I have known Dan Lesser since our college days at Cornell's hotel school. Since then, on countless occasions, I have retained his consulting and valuation services in connection with a variety of assignments. Dan is simply the best at what he does!"

Michael A DeNicola - Chief Investment Officer and Executive Vice President
FelCor Lodging Trust, Inc.



For more testimonials, please visit our website:
<http://www.lwhospitalityadvisors.com/testimonials>

Testimonials



New York Life Real Estate Investors

"Dan Lesser is a leading global authority on hotel feasibility and valuation. I have worked with Dan, competed with him, and as a client have retained his services. During the many years I have had the privilege to know Dan, he has always been a scholar and a gentleman. I also have had the good fortune to work with, and mentor Evan Weiss. Evan is a rising star in the hotel real estate sector and the perfect complement to Dan's career."

Mark Vollmer - Senior Director
New York Life Real Estate Investors



HEI Hotels & Resorts

"As a former Cornell classmate, friend, and advisor I have witnessed Dan Lesser's maturation in this great business of ours. His knowledge, experience, and professionalism are simply unparalleled, and I have always counted on his sincere advice and opinions."

Gary Mendell - Founder and Chairman
HEI Hotels & Resorts



Taj Hotels Resorts & Palaces

"From my association of over + 30 years with Dan and his team at LW Hospitality Advisors LLC, I would like to say that Dan is the first person on my go-to list of persons whenever I need any advice for a real estate opportunity. I have no doubt that he gives me the best advice."

Raymond N. Bickson - Managing Director
Taj Hotels Resorts & Palaces



For more testimonials, please visit our website:
<http://www.lwhospitalityadvisors.com/testimonials>

Testimonials

PRESTON ROBERT TISCH CENTER
FOR HOSPITALITY, TOURISM, AND SPORTS MANAGEMENT
NYU SCPS

Preston Robert Tisch Center for Hospitality, Tourism, and Sports Management

"Since LW Hospitality Advisors' inception, the company continues to be a highly sought-after organization for internships and post-graduation career opportunities among our most accomplished and focused hotel management majors. LW Hospitality Advisor principal Evan Weiss, one of NYU Tisch Center's most successful alumni, has been dedicated to training and mentoring the best and brightest coming through today's hotel degree programs. Having known Evan and Dan for 15 years, I have come to appreciate their expectation for excellence in their partnerships, new hires and for creating a culture of "can-do" for their clients."

Dr. Donna Quadri-Felitti - Clinical Associate Professor – New York University
Preston Robert Tisch Center for Hospitality, Tourism, and Sports Management

starwood
Hotels and
Resorts

Starwood Resorts Worldwide Inc.

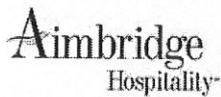
"It has been my good fortune to know Dan Lesser as both a colleague and friend since our days together at HVS, starting when the firm was founded in the early 1980's. Dan is the consummate professional. He is seasoned in every aspect of hotel transaction consulting, investment counseling, and valuation. His knowledge and advice have resulted in countless completed hotel transactions. He is smart, engaged, energetic, persistent, and very well-connected. You want this guy working for you and not for the other side."

Karen Rubin - Senior Vice President – Global Development Policy and Feasibility
Starwood Resorts Worldwide Inc.

LWHA[®]
LW HOSPITALITY ADVISORS

For more testimonials, please visit our website:
<http://www.lwhospitalityadvisors.com/testimonials>

Testimonials



Aimbridge Hospitality

"Dan Lesser's hotel valuation and advisory experience, knowledge, insight, and integrity are second to none. He is a friend and advisor that I can always count on for his frank and candid opinions. Dan and his colleagues at LW Hospitality Advisors bring this sincerity and forthrightness to the table for each and every mandate they execute."

Dave Johnson - President and Chief Executive Officer
Aimbridge Hospitality



Hilton Worldwide

"Those in the know, know who to turn to when they need one of the best experts in the industry: I am privileged to have worked years ago with Dan Lesser at Cushman & Wakefield, and know firsthand of his keen insights, skills, and ability to advise on all variations of hotel related matters."

Kevin Jacobs - Executive Vice President and Chief Financial Officer
Hilton Worldwide



Host Hotels & Resorts

"Deciding which hotel investment opportunities to pursue requires a great deal of preparation, research, and expertise. Dan Lesser and Evan Weiss are the folks to turn to for top-notch feasibility studies, market analysis and valuation services to make the best hotel business decisions possible."

Matthew Schreiber - Director, Acquisitions
Host Hotels & Resorts



For more testimonials, please visit our website:
<http://www.lwhospitalityadvisors.com/testimonials>



Weisberg, Molé, Krantz & Goldfarb, LLP
Certified Public Accountants

October 25, 2016

To Whom It May Concern

RE: LW Hospitality Advisors, LLC

Please be advised that we have been the accountants for LW Hospitality Advisors, LLC ("LWHA") since its inception. Based on the income tax returns prepared and filed by our firm we confirm that LWHA has been profitable since inception including the last three years. If you require any further information, please do not hesitate to contact me directly.

Sincerely,

A handwritten signature in black ink, appearing to read 'Richard A. Molé'.

Richard A. Molé CPA



LIA Administrators & Insurance Services

**APPRAISAL AND VALUATION
PROFESSIONAL LIABILITY INSURANCE POLICY**



ASPEN

DECLARATIONS

ASPEN SPECIALTY INSURANCE COMPANY

(A stock insurance company herein called the "Company")
175 Capitol Blvd. Suite 100
Rock Hill, CT 06067

Date Issued	Policy Number	Previous Policy Number
02/08/2016	ASI004122-01	

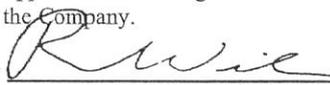
THIS IS A CLAIMS MADE AND REPORTED POLICY. COVERAGE IS LIMITED TO LIABILITY FOR ONLY THOSE CLAIMS THAT ARE FIRST MADE AGAINST THE INSURED DURING THE POLICY PERIOD AND THEN REPORTED TO THE COMPANY IN WRITING NO LATER THAN SIXTY (60) DAYS AFTER EXPIRATION OR TERMINATION OF THIS POLICY, OR DURING THE EXTENDED REPORTING PERIOD, IF APPLICABLE, FOR A WRONGFUL ACT COMMITTED ON OR AFTER THE RETROACTIVE DATE AND BEFORE THE END OF THE POLICY PERIOD. PLEASE READ THE POLICY CAREFULLY.

Item

<p>1. Customer ID: 128773 Named Insured: LW HOSPITALITY ADVISORS, LLC LW HOSPITALITY ADVISORS LW-GA LLC/LW-FL LLC 200 West 41st Street Suite 805 New York, NY 10036</p>	<p>THE INSURER NAMED HEREIN IS NOT LICENSED BY THE STATE OF NEW YORK, NOT SUBJECT TO ITS SUPERVISION, AND IN THE EVENT OF INSOLVENCY OF THE INSURER, NOT PROTECTED BY THE NEW YORK STATE SECURITY FUNDS. THE POLICY MAY NOT BE SUBJECT TO ALL OF THE REGULATIONS OF THE INSURANCE DEPARTMENT PERTAINING TO POLICY FORMS.</p> <p>THE NAMED INSURED IS A MEMBER OF THE APPRAISERS LIABILITY INSURANCE TRUST PURCHASING GROUP.</p>
<p>2. Policy Period: From: 02/10/2016 To: 02/10/2017 12:01 A.M. Standard Time at the address stated in 1 above.</p>	
<p>3. Deductible: \$2,500 Each Claim</p>	
<p>4. Retroactive Date: 02/10/2011</p>	
<p>5. Inception Date: 02/10/2016</p>	
<p>6. Limits of Liability: A. \$1,000,000 Each Claim B. \$2,000,000 Aggregate</p>	
<p>7. Mail all notices, including notice of Claim, to: LIA Administrators & Insurance Services 1600 Anacapa Street Santa Barbara, California 93101 (800) 334-0652; Fax: (805) 962-0652</p>	
<p>8. Annual Premium: \$16,628.00 + \$598.61 Surplus Lines Tax + \$29.93 Stamping Fee</p>	
<p>9. Forms attached at issue: LIA002S (12/14) ASPCO002 0715 LIA012 (12/14) LIA013 (10/14) LIA021 (10/14) LIA025A (11/14) LIA115 (10/14) LIA131 (10/14) LIA132 (10/14) LIA137 (10/14)</p>	

This Declarations Page, together with the completed and signed Policy Application including all attachments and exhibits thereto, and the Policy shall constitute the contract between the Named Insured and the Company.

02/08/2016
Date
LIA-001S (12/14)

By 
Authorized Signature
Aspen Specialty Insurance Company

Appraisal and Valuation Professional Liability Insurance Policy



Named Insured: LW HOSPITALITY ADVISORS, LLC
LW HOSPITALITY ADVISORS
LW-GA LLC/LW-FL LLC

Policy Number: ASI004122-01
Effective Date: 02/10/2016
Customer ID: 128773

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL COVERED APPRAISERS ENDORSEMENT

In consideration of the premium charged, it is agreed that Section IV. DEFINITIONS (I) "Insured" is amended to include:

"Insured" means:

The persons identified below, but only while acting on behalf of the Named Insured:

Name	Coverage Effective Date	Principal/Owner, Appraiser or Trainee
Daniel Lesser	02/10/2016	Principal/Owner
Evan Weiss	02/10/2016	Principal/Owner
Ellen Sooyon Park	02/10/2016	Appraiser
Michelle LaRocca	02/10/2016	Appraiser
Tony Jenkins	02/10/2016	Appraiser
Robert Van Laer	02/10/2016	Appraiser
Brian Biggs	02/10/2016	Appraiser
Jonathan Jaeger	02/10/2016	Appraiser
Michael Cline	02/10/2016	Appraiser
Ivan Colmenares	02/10/2016	Appraiser
Michelle O'Brien	02/10/2016	Appraiser
Jonathan Lesser	02/10/2016	Appraiser
Priscilla Plasai	02/10/2016	Appraiser
Jeremy Gilston	02/10/2016	Appraiser
Ki Shin	02/10/2016	Appraiser
Mark Lukens	02/10/2016	Appraiser
Fargo Balliett	02/10/2016	Appraiser
Yun Min Danny Kim	02/10/2016	Appraiser

All other terms, conditions, and exclusions of this Policy remain unchanged.

**Appraisal and Valuation
Professional Liability Insurance Policy**



Named Insured: LW HOSPITALITY ADVISORS, LLC
LW HOSPITALITY ADVISORS
LW-GA LLC/LW-FL LLC

Policy Number: ASI004122-01
Effective Date: 02/10/2016
Customer ID: 128773

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL COVERED APPRAISERS ENDORSEMENT

In consideration of the premium charged, it is agreed that Section IV. DEFINITIONS (I) "Insured" is amended to include:

"Insured" means:

The persons identified below, but only while acting on behalf of the Named Insured:

Name	Coverage Effective Date	Principal/Owner, Appraiser or Trainee
Nicholas Esoff	02/10/2016	Appraiser
Jacques Dominic Finn	02/10/2016	Appraiser
Christopher Remund	02/10/2016	Appraiser

All other terms, conditions, and exclusions of this Policy remain unchanged.

**Appraisal and Valuation
Professional Liability Insurance Policy**



Named Insured: LW HOSPITALITY ADVISORS, LLC
LW HOSPITALITY ADVISORS
LW-GA LLC/LW-FL LLC

Policy Number: ASI004122-01
Effective Date: 02/10/2016
Customer ID: 128773

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

COMMERCIAL APPRAISAL ENDORSEMENT

In consideration of the premium charged, it is agreed that the **Insureds** identified below have been approved by the Company to perform **Professional Services** involving **Commercial Property**.

Insured

Effective Date of Approval

Daniel Lesser	02/10/2016
Evan Weiss	02/10/2016
Tony Jenkins	02/10/2016
Mark Lukens	02/10/2016

Exclusion (N) remains unchanged and effective, however, unless the **Insured** identified is approved for **Professional Services** involving undeveloped or vacant land whose proposed use is for multiple unit single-family housing developments, condominium developments, co-operative housing developments or apartment developments consisting of 10 units or more.

All other terms, conditions, and exclusions of this Policy remain unchanged.

EXCEPTIONS TO SPECIFICATIONS

Request for Qualifications

RFP 16 – 10

RFQ – Professional Services – Hoboken Hotel and Industry Analyst
Term: November 2016 through November 2017



COMPANY NAME LW Hospitality Advisors

No exceptions to specifications

AFFIRMATIVE ACTION COMPLIANCE NOTICE

N.J.S.A. 10:5-31 and N.J.A.C. 17:27

**GOODS AND SERVICES CONTRACTS
(INCLUDING PROFESSIONAL SERVICES)**

This form is a summary of the successful Vendor's requirement to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27-1 et seq.

The successful Vendor shall submit to the public agency, after notification of award but prior to execution of this contract, one of the following three documents as forms of evidence:

(a) A photocopy of a valid letter that the vendor is operating under an existing Federally approved or sanctioned affirmative action program (good for one year from the date of the letter);

OR

(b) A photocopy of a Certificate of Employee Information Report approval, issued in accordance with N.J.A.C. 17:27-4;

OR

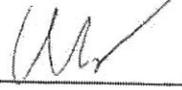
(c) A photocopy of an Employee Information Report (Form AA302) provided by the Division and distributed to the public agency to be completed by the vendor in accordance with N.J.A.C. 17:27-4.

The successful vendor may obtain the Affirmative Action Employee Information Report (AA302) from the contracting unit during normal business hours.

The successful vendor(s) must submit the copies of the AA302 Report to the Division of Contract Compliance and Equal Employment Opportunity in Public Contracts (Division). The Public Agency copy is submitted to the public agency, and the vendor copy is retained by the vendor.

The undersigned vendor certifies that he/she is aware of the commitment to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27.1 et seq. and agrees to furnish the required forms of evidence.

The undersigned vendor further understands that his/her proposal shall be rejected as non-responsive if said vendor fails to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27-1 et seq.

COMPANY: LW Hospitality Advisors SIGNATURE: 

PRINT NAME: Daniel Lesser TITLE: President & CEO

DATE: 10/25/16

STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

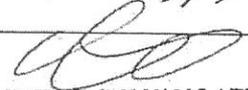
- Partnership
 Corporation
 Sole Proprietorship
 Limited Partnership
 Limited Liability Corp.
 Limited Liability Partnership
 Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: <u>Daniel Henry Lesser</u> Home Address: <u>11 Gay Drive</u> <u>Kings Point, NY 11024</u>	Name: <u>Evan Weiss</u> Home Address: <u>1118 Cambridge Road</u> <u>Teaneck, NJ 07666</u>
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:

Subscribed and sworn before me this <u>25th</u> day of <u>October</u> , 20 <u>16</u> (Notary Public) My Commission expires: <u>03/31/2018</u>	 _____ (Affiant) <u>Daniel Lesser, President & CEO</u> (Print name & title of affiant)
---	--


ROBERT HENRY VAN LAER
 Notary Public- State of New York
 No. 01VA6300147
 Qualified in New York County
 My Commission Expires March 31, 2018

**AMERICANS WITH DISABILITIES ACT OF 1990
ACKNOWLEDGEMENT FORM**

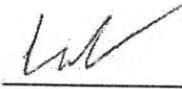
This form is an agreement of the successful Vendor's obligations to comply with the requirements of 42 U.S.C. §121.01 et seq., referred to as the Americans Disability Act of 1990.

The undersigned Vendor hereby acknowledges receipt of the Americans With Disabilities Act of 1990 found at Appendix B of this packet.

The undersigned Vendor hereby certifies that he/she is aware of the commitment to comply with the requirements of 42 U.S.C. §121.01 et seq. and agrees to furnish any required forms as evidence of compliance.

The undersigned Vendor further certifies that he/she understands that his/her proposal shall be rejected as non-responsive, and any contract entered into shall be void and of no effect if said Vendor fails to comply with the requirements of 42 U.S.C. §121.01 et seq.

COMPANY: LW Hospitality Advisors

SIGNATURE: 

PRINT NAME: Daniel Lesser

TITLE: President & CEO

DATE: 10/25/16

THE NUCLEAR-FREE HOBOKEN ORDINANCE

- (1) FINDINGS: The People of the City of Hoboken hereby find that:
 - (a) Nuclear weapons production, in the United States and in other countries, is draining the world's resources and presenting humanity with an ever-increasing threat of nuclear war.
 - (b) Any participation in the nuclear war industry, locally, federally, or otherwise, directly condones the possible annihilation of our civilization. We see this as a crime against the sacredness of our humanity.
 - (c) The emphatic expression of our community, along with communities throughout the world, can help initiate steps by the United States, the Soviet Union, and other nuclear weapons powers to end the arms race and the proliferation of all nuclear weapon systems.

- (2) POLICY: Hoboken shall be established as a Nuclear Free Zone. A Nuclear Free Zone shall be defined by these requirements:
 - (a) No nuclear weapons, delivery systems for such weapons, or components expressly intended to contribute to the operation, guidance or delivery of a nuclear weapon shall be produced or stored within the City of its' port.
 - (b) No waste from the production of nuclear weapons, their components, or commercial nuclear power shall be stored within the City of its' port.
 - (c) No research furthering nuclear weapons, their components, or commercial nuclear power shall be stored within the City of its' port.
 - (d) The Mayor and Council of the City of Hoboken shall request the United States Department of Transportation and the New Jersey Department of Transportation to provide the City with advance notification of any radioactive waste shipment through the City limits. Upon such notification, the Mayor and Council shall act to prevent transportation of radioactive waste through the City by seeking an exemption for preemption by Department of Transportation regulations or using other legal means at their disposal.
 - (e) The Mayor and Council of the City of Hoboken shall not do business or award any municipal contract to any person, firm, or organization engaged in the production of nuclear weapons or components.

(3) This ordinance expresses the policy of the City of Hoboken. It is not intended to make violations subject to forfeiture and nothing in this ordinance shall be construed to prohibit or regulate any activity not specifically described in Subsection (2).

(4) SEVERABILITY: If any portion of this Ordinance is hereafter declared invalid, all remaining portions shall remain in full force and effect, and to this extent, the provisions of this Ordinance are severable.

CERTIFICATION: I hereby certify that LW Hospitality Advisors does not engage in the production of nuclear weapons or components. (Name of Vendor)

10/25/16
Date


Signature
President & CEO
Title

DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN

City of Hoboken

PART 1: CERTIFICATION

BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX.

FAILURE TO CHECK EITHER BOX WILL RENDER THE PROPOSAL NON-RESPONSIVE.

Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury's Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at <http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Bidders **must** review this list prior to completing the below certification. **Failure to complete the certification will render a bidder's proposal non-responsive.** If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

PLEASE CHECK EITHER BOX:

I certify, pursuant to Public Law 2012, c. 25, that neither the person/entity listed above nor any of the entity's parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. **I will skip Part 2 and sign and complete the Certification**

OR

I am unable to certify as above because I or the bidding entity and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 list. I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.

Part 2

PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below.

PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, USE ADDITIONAL PAGES

Name: _____ Relationship to Bidder/Vendor: _____

Description of Activities: _____

Duration of Engagement: _____ Anticipated Cessation Date _____

Bidder/Vendor _____

Contact Name: _____ Contact Phone Number: _____

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the below-referenced person or entity. I acknowledge that the City of Hoboken is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of contracts with the City to notify the City in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreements(s) with the City of Hoboken and that the City at its option may declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print): Daniel Henry Leiser Signature: [Signature]

Title: President & CEO Date: 10/25/16

Bidder/Vendor: LW Hospitality Advisors

Mark VanStekelenburg
Managing Director

CBRE HOTELS

The World's Leading Hotel Experts.

CBRE, Inc.
Valuation & Advisory Services
One Penn Plaza, Suite 1835
New York, New York 10119

+1 212 984 7125 Office
+1 213 507 5303 Mobile

mark.vanstekelenburg@cbre.com
www.cbrehotels.com | www.pkfc.com

October 25, 2016

Division of Purchasing
c/o City Clerk
Hoboken City Hall
94 Washington Street
Hoboken, NJ 07030

To the Division of Purchasing for the City of Hoboken:

In accordance with the City of Hoboken's Request for Qualifications, we are pleased to submit our qualifications for professional services in connection with market feasibility and hospitality consulting for lodging facilities to be located in Hoboken, New Jersey.

Given our extensive experience in evaluating development and operations on a standalone basis and as part of a mixed-use development, we believe our staff is well-suited to assist the City in analyzing the financial feasibility and development and operations costs of the development in Hoboken, New Jersey.

As requested, I am authorized to represent CBRE Hotels and to bind the Company to all commitments made in this submission. This submission of our qualifications shall remain firm for a period of one year following the deadline date for submission of qualifications. Please address all questions and further correspondence to me. My information is as follows:

Mark VanStekelenburg
Managing Director – Northeast Practice
CBRE Hotels
One Penn Plaza, Suite 1835
New York, New York 10018
(212) 984-7125 Direct
(213) 507-5303 Mobile
mark.vanstekelenburg@cbre.com

To assist you in your planning, and implementation process, we will be pleased to conduct a market feasibility study to ascertain the potential market demand for the proposed hotel and the economic feasibility of the overall development.

The following presents our response to the Request for Qualifications.

I. BUSINESS ORGANIZATION

CBRE HOTELS

CBRE HOTELS is a division of the CBRE Group (NYSE:CBG), the largest real estate services firm in the World. CBRE HOTELS is a national firm of management consultants, appraisers, real estate brokers, and industry specialists who provide a full range of services to the hospitality and tourism industries.

Our Firm is comprised of two integrated divisions which provide consulting and research services to the hospitality industry.

Consulting

Our consulting group provides advisory services and industry expertise to help our private and public sector clients in planning, developing, managing, financing, problem-solving, improving operations, and valuing hotels and other hospitality assets, as well as destinations. Our engagements range from market and financial feasibility studies to investment structuring and economic impact analyses and from appraisals to asset management.

Our consulting group consistently provides clients both large and small with the most constructive and valuable advice in the industry, performing feasibility and market studies, acquisition due diligence and valuations involving hotels, resorts, restaurants, golf courses, spas, event centers, and a variety of mixed-use developments and other hospitality products. We have the distinct advantage of being the only hospitality consulting firm with its own, proprietary database of U.S. hotel financial statistics.

Research

CBRE Research owns the database for *Trends® in the Hotel Industry*, the statistical review of U.S. hotel operations which first appeared in 1935 and has been published every year since. CBRE's professionals use the *Trends®* database to assist their clients in making informed decisions. In addition, the *Trends®* data is used to produce custom financial reports for clients that enable them to benchmark hotel revenues, expenses, and profits.

Beginning in 2007, CBRE HOTELS unveiled its powerful *Hotel Horizons®*, an economics-based hotel forecasting model that projects five years of supply, demand, occupancy, ADR, and RevPAR for the U.S. lodging industry. *Hotel Horizons®* reports are published on a quarterly basis for 59 markets, six national chain-scales, and six national location categories.

With a long-standing tradition of tracking and forecasting the lodging industry, our Research Group has the technical capacity to conduct custom research, the analytical skills to interpret the data, and the access necessary to gather confidential performance information from the industry.

CBRE HOTELS Services include:

- Asset Management and Management Company Selection
- Real Estate Appraisals and Business Valuation
- Market and Financial Feasibility Studies
- Litigation Support and Expert Testimony
- Acquisition Due Diligence
- Operational Studies
- Tourism and Recreational Studies
- Resort and Recreation Services
- Conference, Convention, and Public Assembly Facilities
- Financial Benchmarking
- Econometric Forecasting
- Custom Research

In addition to CBRE Hotels' specific platform geared towards the lodging sector, CBRE Inc has divisions covering the office, residential, and other commercial sectors of the real estate industry. Furthermore, CBRE includes project management, property assessment, and research divisions that complement our real estate platforms. CBRE is the world's largest real estate services firm, combining local expertise with a global support platform.

Local Market Knowledge

Our Firm has conducted a significant number of market demand studies, facility recommendations, cash flow projections, cost analyses, and valuations for existing and proposed hotels in the local (Northern New Jersey) and extended regional market area (Greater New York City). Given the historical role of CBRE HOTELS in the hospitality and real estate industries in general, and the Northern New Jersey market specifically, we are of the opinion that there is no firm that can provide the services available through us. More background and information on our Firm can be obtained from our web site at www.cbrehotels.com.

II. PRIOR EXPERIENCE/GENERAL QUALIFICATIONS

CBRE Hotels has completed market studies, fiscal analyses, tourism inventory assessments, appraisals, and other consulting engagements for hotels, conference centers, and convention centers for municipalities and public entities. These include states, cities, universities, and other public entities, including:

- New Jersey Department of Transportation
- State University of New York at Geneseo
- State of Connecticut

We act as primary hospitality consultants for a number of these entities/bodies on a regular basis, and have performed scopes similar to what is presented in the RFP on

numerous occasions. The length of time varied for each assignment and was dependent upon the varying consulting services provided, depth of analysis, etc., with an average delivery time of approximately six weeks.

In addition to the following assignments, we have appraised numerous hotels in the Tri-State area, New England, and within the greater U.S.

Specific examples include:

1. *State University of New York at Geneseo (Market Study, Projection of Operating Results)*
December 2015

CBRE Hotels was retained by the State University of New York at Geneseo to conduct an analysis of the potential market demand for the proposed expansion of the Big Tree Inn, owned by Campus Auxiliary Services. For this assignment, we also estimated cash flow from operations available for debt service and income taxes for the first five years of operation following the proposed expansion. Proposed timeline – 4 to 6 weeks, actual timeline – 6 weeks, with follow on consulting.

State University of New York at Geneseo
Mark Scott, Campus Auxiliary Services Executive Director
Phone: (585) 245-5648

Project Fee: \$11,500

2. *State of Connecticut (Feasibility Study and Development Advisory for Redevelopment of Four Structures at a State Park)*
December 2015

CBRE Hotels was retained by the State of Connecticut to conduct a market demand and feasibility analysis for a proposed hotel to be located at a state park. Proposed timeline – 6 to 8 weeks, actual timeline – 8 weeks.

State of Connecticut
David Barkin, Chief Architect
Phone: (860) 713-5631

Project Fee: \$35,000

3. *New Jersey Department of Transportation (Market Demand Analysis with Facility Recommendations and Rooms Revenue Projections for Hotel Development)*
December 2015

CBRE Hotels was retained by the New Jersey Department of Transportation to conduct a market demand analysis with facility recommendations and projections of occupancy and average daily rate for a possible hotel development in Newark. Proposed timeline – 3 weeks, actual timeline – 3 weeks.

New Jersey Department of Transportation

Michael D. Kuzma, Jr., Real Estate Specialist II

Phone: (609) 530-2373

Project Fee: \$10,000

4. Three Wall Capital (Market Demand Analysis, Projections of Operating Results)
June 2016

CBRE Hotels was retained by Three Wall Capital to conduct a market demand analysis with facility recommendations and projections of operating results for a proposed hotel development in Jersey City. Proposed timeline – 2 to 3 weeks, actual timeline – 3 weeks.

Three Wall Capital

Timothy J. Dick, MAI, CRE, Principal

Phone: (404) 395-8393

Project Fee: \$9,500

5. Fisher Development Associates (Market Demand Analysis, Projections of Operating Results, Feasibility Analysis)
May 2016

CBRE Hotels was retained by Fisher Development Associates to conduct a market feasibility analysis with facility recommendations and projections of operating results for a proposed hotel development in New Rochelle, New York. Proposed timeline – 3 to 4 weeks, actual timeline – 4 weeks.

Fisher Development Associates

Brian Fisher, Principal

Phone: (914) 696-1200, ext. 307

Project Fee: \$12,000

A more comprehensive list of our work in the public sector is listed in the following table.

CBRE HOTELS

The World's Leading Hotel Experts.

Division of Purchasing – City of Hoboken

October 25, 2016

Public Entity	City	Project
General Services Administration	Hoboken, NJ	Hoboken Port of Embarkation Piers
New Jersey Department of Transportation	Newark, NJ	Proposed hotel
New Jersey Performing Arts Center	Newark, NJ	Proposed hotel
Newark Housing Authority	Newark, NJ	Various projects
Rutgers University	Livingston, NJ	Proposed conference center
New Jersey Redevelopment Authority	Jersey City, NJ	Various projects
New Jersey Meadowlands Commission	Lyndhurst, NJ	Various projects
Borough of Fort Lee	Fort Lee, NJ	Various projects
United States Postal Service	New Brunswick, NJ	Privatization of postal facility
New York Economic Development Corporation	New York, NY	Multiple hotel and mixed-use projects
Queens Chamber of Commerce	Astoria, NY	Proposed convention center
State University of New York Geneseo	Geneseo, NY	Proposed Big Tree Inn expansion
State of Connecticut	Waterford, CT	Proposed hotel
Greater Philadelphia Hotel Association	Philadelphia, PA	Various projects
Visit Philadelphia	Philadelphia, PA	Various projects
Philadelphia Convention and Visitors Bureau	Philadelphia, PA	Various projects
Temple University	Philadelphia, PA	Proposed conference center
Valley Forge Tourism and Convention Board	King of Prussia, PA	Various projects
Aston Township	Aston, PA	Proposed hotel
National Park Service	Washington, DC	Yellowstone, Glacier National, and Gateway
Foundation of the Carolinas	Charlotte, NC	Proposed hotel
Florida International University	Miami, FL	Proposed conference center
West Virginia Economic Development	Charleston, WV	Proposed hotel
University of Michigan	Ann Arbor, MI	Proposed conference center
City of Los Angeles	Los Angeles, CA	Mandarin Oriental at Grand Avenue
City of Los Angeles	Los Angeles, CA	JW Marriott and Ritz Carlton LA Live
City of Los Angeles	Los Angeles, CA	Wilshire Grand Redevelopment, Los Angeles
Port of San Diego	San Diego, CA	Proposed Lane Field Hotels
Port of San Diego	San Diego, CA	Hilton Campbell Shipyard
Port of San Diego	San Diego, CA	Proposed expansion of San Diego Convention Center and new convention hotel
City of Anaheim	Anaheim, CA	Gardenwalk Hotels
City of Cathedral City	Cathedral City, CA	Sheraton Cathedral City
City of Glendale, AZ	Glendale, AZ	Proposed hotel
City of Orange	Orange, CA	Ayres Hotel Orange
City of Santa Fe Springs	Santa Fe Springs, CA	Proposed hotel
City of Pasadena	Pasadena, CA	Proposed hotel near convention center
Revelment Agency of Chula Vista	Chula Vista, CA	Proposed Gaylord Hotel
City of Escondido	Escondido, CA	Marriott Escondido
Polk County Board of Supervisors	Des Moines, IA	Proposed headquarters hotel
Government Development Bank	San Juan, PR	Various projects
University of Arkansas	Fayetteville, AR	Proposed conference center
Internal Revenue Service	Chicago, IL	Evaluation of hotels in various locations throughout the United States
Las Vegas Convention and Visitors Association	Las Vegas, NV	Proposed hotel, Convention Center expansion, and World Trade Center

III. KEY PERSONNEL

Key personnel at the New York office of CBRE Hotels have over 50 years of combined experience working on various hospitality consulting projects in the Tri-State, New England, Southern California, and Southwestern United States areas. The overall firm, CBRE Hotels, formerly PKF Consulting USA, has been in the hospitality consulting business with our research department for over 80 years. For our office, with our central base in Manhattan, our staff is at the forefront of emerging trends and new developments in the local hospitality industry.

QUALIFICATIONS OF KEY PEOPLE

Consultant	Title
Mark VanStekelenburg	Managing Director
Dan Hanrahan, CRE, MAI	Director
Julie Surago	Senior Consultant
Jenna Finkelstein	Senior Consultant

The following table outlines each key staff member's qualifications and their primary roles for the proposed Hoboken assignment. Each staff member is based out of our New York office at One Penn Plaza.

Consultant	Title	Years with Firm	Key Tasks
Mark VanStekelenburg	Managing Director	14	Project Lead, manage timeline and project, manage team communication, review all analysis and develop conclusions, oversee economic impact analysis
Dan Hanrahan	Director	9	Provide assistance with market analysis, financial evaluation, and economic impact analysis
Julie Surago	Senior Consultant	2	Provide assistance with market analysis and economic feasibility analysis.
Jenna Finkelstein	Senior Consultant	3	Provide assistance with market analysis and economic feasibility analysis.

Detailed resumes of our key personnel are attached to this submission of qualifications.

LIABILITY REQUIREMENT

Our firm, CBRE Hotels, meets all of the liability requirements as outlined in the Request for Qualifications. The requisite documentation is included in this Request for Qualifications submission.

PROFESSIONAL FEES

Our hourly professional fees by position are outlined in the following table. In addition, we would typically be reimbursed for *all out of pocket expenses*.

	Per Hour
Managing Director	\$350 - \$450
Director	250 - 350
Associates	200 - 250
Consultants	110 - 200

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Division of Purchasing – City of Hoboken

October 25, 2016

We appreciate having the opportunity to submit our qualifications and look forward to opportunities to work with you and your associates on your hospitality endeavors.

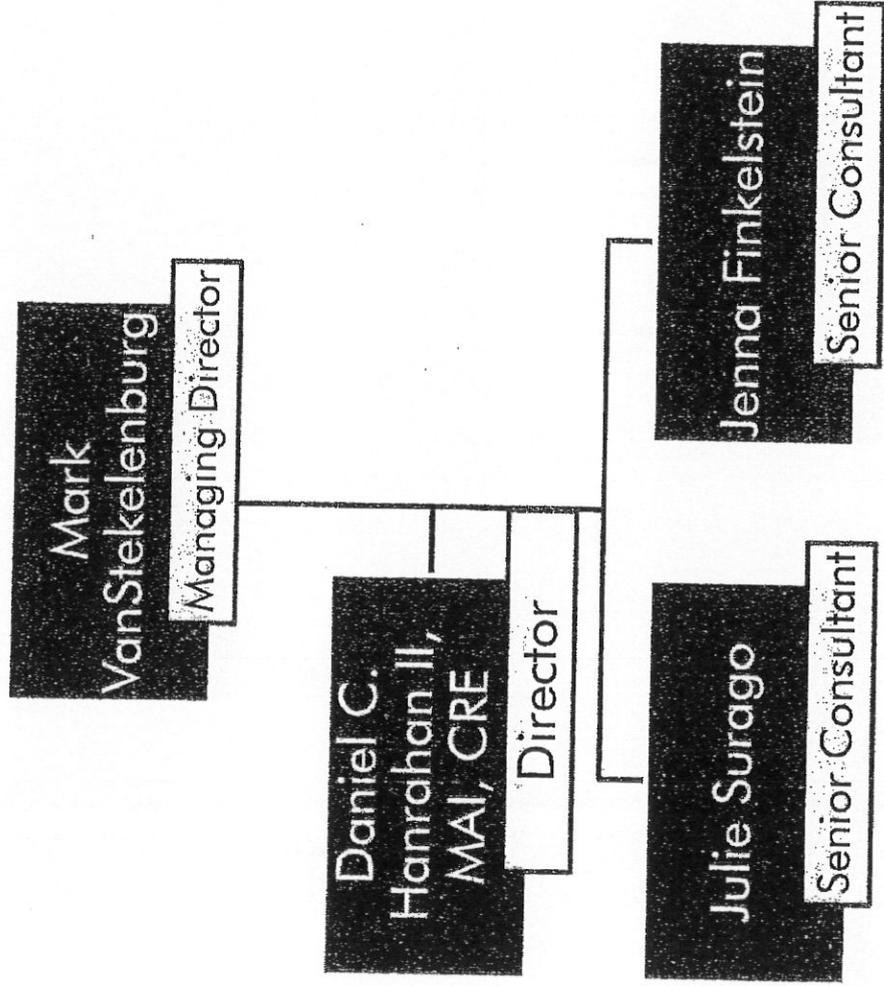
Respectfully submitted,

CBRE HOTELS



By: Mark VanStekelenburg
Managing Director
Northeast Practice Leader

CBRE Hotels: Northeast Practice – Management Chart



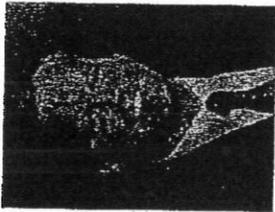
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Mark VanStekelenburg Managing Director

One Penn Plaza, Suite 1835
New York, NY 10119

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M +1 213 507 5303



PROFESSIONAL EXPERIENCE

Mark VanStekelenburg is the Managing Director of the New York office of CBRE Hotels, a subsidiary of CBRE Group, Inc. (NYSE:CBG). He previously spent 10 years in PKF Consulting's Los Angeles office. With over a decade of professional experience in the hospitality real estate industry, he offers expertise in strategic advisory assignments, acquisition and disposition due diligence, market and economic feasibility studies, complex asset and business valuation assignments, litigation support, and development and operational planning. His engagements cover all types of income-producing asset types, including hotels, resorts, casinos, golf courses, ski resorts, condominium hotels, vacation/shared ownership projects, and mixed-use hospitality projects in markets throughout the U.S. as well as Mexico, Costa Rica, the Caribbean, Africa, Europe, and Asia. Representative clients include major sources of debt financing, major public and private hotel companies, numerous municipalities and public agencies, public and private REITs, private equity firms, law firms and legal counsel, private sector hotel developers, and universities.

Prior to joining CBRE Hotels, Mr. VanStekelenburg held various positions within Ritz Carlton. He is a frequent speaker at industry events and as guest lecturer.

EDUCATION

- Cornell University, Bachelor of Science in Hotel Administration

AREAS OF EXPERTISE

- Economic, financial, operational, management and valuation consulting for the real estate, hospitality and related service industries

REPRESENTATIVE ASSIGNMENTS

- Numerous market and economic feasibility studies for hotels and resorts throughout the United States and Latin America
- Acquisition studies and development planning for numerous hotels and resorts
- Appraisal of the market value of all types of income producing properties including: hotels, restaurants, ski resorts, golf courses, mixed-use developments
- Preparation of master plan studies for the development of mixed-use real estate projects in the United States; these studies include highest and best use analyses for the proposed site, market and financial feasibility analyses, and economic valuations for project implementation
- Litigation support for court proceedings associated with all types of hotels and resorts
- Operational reviews, financial analyses, economic and fiscal impact, management evaluations and systems analyses for existing and proposed hotels, resorts, restaurants, and clubs
- Preparation of cash flow and return on investment calculations for proposed, operating and distressed hotels, resorts, restaurants, and clubs

REPRESENTATIVE CLIENTS

- Anschutz Entertainment Group
- Carey Watermark
- CrossHarbor Capital Partners
- Destination Hotels & Resorts
- Fortress Investment Group
- GE Real Estate
- Goldman Sachs
- Grant Thornton
- Hartz Mountain Industries
- HSBC
- Keck Seng Group
- Kimpton Hotels & Restaurants
- Las Vegas CVA
- Lowe Enterprises
- Meliá Hotels
- MSD Capital
- OTO Development
- Rockbridge Capital
- Stonebridge Companies
- United Overseas Bank
- Vail Resorts
- Wanda Group
- Wells Fargo Bank
- Westfield Corp
- Wing Lung Bank

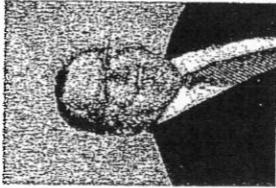
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CLIENTS REPRESENTED

- Bank of America
- TIAA-CREF
- Prudential
- MassMutual
- Cornerstone Real Estate Advisors
- RockBridge Capital
- HSBC Bank USA
- KSL Capital Partners
- GE Capital Real Estate
- Marriott International, Inc.
- Hilton Worldwide
- Hyatt Hotels Corporation
- General Electric
- Boeing
- Benchmark Hospitality
- Aramark
- Government Development Bank (Puerto Rico)
- Carey Watermark



Daniel C. Hanrahan II, CRE

Director

Two Liberty Place
50 S. 16th Street, Suite 3000
Philadelphia, PA 19102

O +1 215 561 8360
F +1 215 557 6719
M +1 215 280 7988

PROFESSIONAL EXPERIENCE

Daniel C. Hanrahan II, CRE has 37 years of domestic and international experience in the hospitality industry. This experience includes valuations and counseling services involving commercial, retail, industrial, mixed-use, multi-family, and vacant land projects throughout the United States for a broad array of institutional investors, private and public entities, and educational institutions. In addition, Mr. Hanrahan has specialized in, and provided valuation and counseling services to the lodging sector ranging from limited-service to "all-inclusive" resorts located throughout the United States, Mexico, the Caribbean, South America, and Canada. Over his career, Mr. Hanrahan has personally been involved in some of the most significant and identifiable hospitality projects in the locations noted.

Mr. Hanrahan's experiences encompass virtually every aspect of the hospitality industry, including but not restricted to market feasibility, economic feasibility, valuation, investment analysis, operational analysis, strategic planning, negotiation and selection process, RFQ/RFP preparation, financing advisory, and litigation support.

Mr. Hanrahan is a Director of CBRE Hotels, a division of CBRE (NYSE:CBG). Mr. Hanrahan divides his time between the Philadelphia and New York practice offices. Prior to joining PKF Consulting USA, now CBRE Hotels in July 2014, Mr. Hanrahan was an owner and founding partner of the hospitality advisory firm Pinnacle Advisory Group, which had offices in Boston, Princeton, and South Florida. Prior to founding Pinnacle Advisory Group, Mr. Hanrahan was a Principal with Pannell Kerr Forster, based in New York for the period 1986 to 1991. Pannell Kerr Forster was the predecessor firm to PKF Consulting USA, and their roots in the hospitality industry actually date back to 1911 and the firm of Harris, Kerr Forster & Company. For the period 1978 to 1986, Mr. Hanrahan was associated with two different and prominent real estate advisory firms that were located in the New York metropolitan area.

PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- The Counselors of Real Estate, CRE
- Member of the Appraisal Institute (MAI) (1986 to 2008)

EDUCATION

- Indiana University Kelley School of Business, B.S. Real Estate Administration (major), Economics (minor)

AREAS OF EXPERTISE

- Economic, financial, operational, management and valuation consulting for the real estate, hospitality and related service industries

SIGNIFICANT ASSIGNMENTS

- Valuations and counseling services involving commercial, retail, mixed-use, multi-family, and land development projects throughout the United States
- Valuations and counseling services involving hotel projects ranging from limited-service to "all-inclusive" resorts located throughout the United States, Mexico, South America, the Caribbean, and Canada
- Portfolio valuations and counseling services encompassing diversified properties located throughout the United States

CBRE

Daniel C. Hanrahan II, CRE
(Continued)

- Market diagnostics and investment grade ranking of nine destination resort cities in Mexico
- Valuation and counseling services involving corporate, executive, resort, and university conference centers throughout the United States
- Market diagnostics, design recommendations and financial analysis for a proposed convention center, New York, New York
- Valuation and counseling services for the largest convention hotels throughout the United States
- Annual and semi-annual valuations of Prudential's hotel portfolio
- Valuation and counseling services for the largest indoor waterpark resort in the United States (Kalahari Poconos Resort)
- Valuation and counseling services for several casino hotels located in Atlantic City, New Jersey
- Valuation and counseling services for some of the most exclusive lodging properties in the United States, including the Point Resort, Twin Farms, the Inn at Little Washington, and the Hotel Jerome.

PROFESSIONAL ACTIVITIES

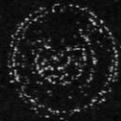
- Guest lecturer at Cornell School of Hotel Administration; Indiana Kelley School of Business; Pennsylvania State University School of Hospitality Management; FIU Chaplin School of Hospitality & Tourism Management; and New York University
- Repeat panelist at the leading hospitality investment conferences
- Former national instructor for the Appraisal Institute

EXPERT TESTIMONY

- Admitted as an expert in the Federal Bankruptcy Court in New York, Pennsylvania, South Carolina, Florida, and District of Columbia
- Admitted as an expert in the District Court of Connecticut
- Admitted as an expert in the Family Court of Vermont
- Admitted as an expert in the Tax Court of New Jersey

Daniel C. Hampton, III, CBE

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Dr. C. H. Hovde, Jr.

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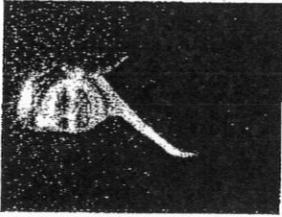
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1991

1992

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Julie Surago
Senior Consultant

One Penn Plaza, Suite 1835
New York, NY 10119

O +1 212 207 6027
M +1 978 930 0237

REPRESENTATIVE CLIENTS

- 1 Financial Corporation
- citizenM Hotels
- Chick Fil A Corporation
- Deutsche Bank
- Renaissance Downtown
- Hartz Mountain Industries
- Key Hospitality Group
- Lixi Group
- New Castle Hotels & Resorts
- Brookfield Property Partners
- Santander Bank
- SUNY Geneseo
- UC Funds
- Union Investment
- Waterford Hotel Group
- Three Wall Capital
- HSBC
- PKF O'Connor Davies, LLP
- Seaport Hotel & World Trade Center
- Allstate Investments
- Rock Capital Inc.
- Marriott International
- Northern Bank & Trust Company
- Fisher Development
- Engel Burman

PROFESSIONAL EXPERIENCE

Julie Surago is a senior consultant of the New York office of CBRE Hotels, a subsidiary of CBRE Group, Inc. (NYSE:CBG). Before working for CBRE Hotels, formerly PKF Consulting USA, Julie was completing her masters degree at the School of Hotel Administration at Cornell University. Her areas of special competence include economic, financial, and operational analysis and organizational, and general consulting for the hospitality and related services industries; economic analysis, market demand studies and development consulting for all phases of hotel real estate. Representative clients include major sources of debt financing, private hotel companies, private sector hotel developers, and universities.

Prior to joining CBRE Hotels, Ms. Surago held various positions within the food and beverage industry in Boston, Massachusetts. She is a member of the Cornell Hotel Society (CHS), and served as a member of the 2015 Board for the CHS New England chapter.

EDUCATION

- Cornell University, Master of Management in Hospitality, Graduate Minor in Real Estate
- Northeastern University, Bachelor of Science in Criminal Justice, Minor in Political Science

AREAS OF EXPERTISE

- Economic, financial, operational, management, and valuation consulting for the real estate, hospitality, and related service industries
- Market/feasibility studies, appraisals, impact studies, asset management, and general consulting.

REPRESENTATIVE ASSIGNMENTS

- Numerous market and economic feasibility studies for hotels and resorts throughout New England and the Tri-State area
- Appraisals for over \$450 million in hotel real estate
- Operational review for hotel spa, including review of management agreement terms
- Market study for proposed event center
- Market study for wellness resort with spa
- Market study for proposed hostel in urban market
- Management of an RFP process for high-profile proposed hotel in Manhattan

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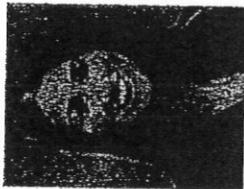
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Jenna Finkelstein Senior Consultant

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New York, NY 10010

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F +1 212 207 6169
M +1 908 328 4155



CLIENTS REPRESENTED

- RockBridge Capital
- Camden National Bank
- Carey Watermark
- Deutsche Bank
- Lixi Group
- Delaware North
- Fidelity
- Citi
- Noble Investments
- State of Connecticut
- John Hancock Financial Services
- Ultima Hospitality
- IMH Financial Corporation
- Kavanagh Advisory Group
- Peak Resorts

PROFESSIONAL EXPERIENCE

Jenna Finkelstein is a senior consultant of the New York office of CBRE Hotels, a subsidiary of CBRE Group, Inc. (NYSE:CBG). Before transferring to the New York office, Ms. Finkelstein was located in CBRE's Boston, Massachusetts offices. Before working for CBRE Hotels, formerly PKF Consulting USA, Jenna was completing her bachelors degree at the School of Hotel Administration at Cornell University. Her areas of special competence include economic, financial, and operational analysis and organizational and general consulting for the hospitality and related services industries; economic analysis, market demand studies and development consulting for all phases of hotel real estate. Representative clients include major sources of debt financing, private hotel companies, private sector hotel developers, and private member clubs.

Prior to joining CBRE Hotels, Ms. Finkelstein held various positions within the food and beverage industry in New York City and New Jersey. She is a member of the Cornell Hotel Society (CHS), and served as a committee member on the 2015 Board for the CHS New England chapter.

EDUCATION

- Cornell University, Bachelors of Science in Hotel Administration, Minor in Real Estate

AREAS OF EXPERTISE

- Economic, financial, operational, management and valuation consulting for the real estate, hospitality and related service industries

SIGNIFICANT ASSIGNMENTS

- Numerous market and economic feasibility studies for hotels and resorts through New England and the Tri-State area
- Appraisals in over \$1 billion in hotel real estate
- Market studies for proposed high-end, wellness-focused resorts
- Market studies for proposed hotels in both urban and rural markets
- Assessment of repositioning of hotel assets

CBRE



STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

Taxpayer Name: CBRE, INC.
Trade Name:
Address: 820 BEAR TAVERN ROAD
WEST TRENTON, NJ 08628
Certificate Number: 0904887
Effective Date: October 03, 2006
Date of Issuance: October 25, 2016

For Office Use Only:
20161025121937397

EXCEPTIONS TO SPECIFICATIONS

Request for Qualifications

RFP 16 – 10

RFQ – Professional Services – Hoboken Hotel and Industry Analyst
Term: November 2016 through November 2017



COMPANY NAME CBRE Hotels

AFFIRMATIVE ACTION COMPLIANCE NOTICE

N.J.S.A. 10:5-31 and N.J.A.C. 17:27

**GOODS AND SERVICES CONTRACTS
(INCLUDING PROFESSIONAL SERVICES)**

This form is a summary of the successful Vendor's requirement to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27-1 et seq.

The successful Vendor shall submit to the public agency, after notification of award but prior to execution of this contract, one of the following three documents as forms of evidence:

(a) A photocopy of a valid letter that the vendor is operating under an existing Federally approved or sanctioned affirmative action program (good for one year from the date of the letter);

OR

(b) A photocopy of a Certificate of Employee Information Report approval, issued in accordance with N.J.A.C. 17:27-4;

OR

(c) A photocopy of an Employee Information Report (Form AA302) provided by the Division and distributed to the public agency to be completed by the vendor in accordance with N.J.A.C. 17:27-4.

The successful vendor may obtain the Affirmative Action Employee Information Report (AA302) from the contracting unit during normal business hours.

The successful vendor(s) must submit the copies of the AA302 Report to the Division of Contract Compliance and Equal Employment Opportunity in Public Contracts (Division). The Public Agency copy is submitted to the public agency, and the vendor copy is retained by the vendor.

The undersigned vendor certifies that he/she is aware of the commitment to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27.1 et seq. and agrees to furnish the required forms of evidence.

The undersigned vendor further understands that his/her proposal shall be rejected as non-responsive if said vendor fails to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27-1 et seq.

COMPANY: CBRE Hotels

SIGNATURE: 

PRINT NAME: Mark VanSteenlenburg

TITLE: Managing Director

DATE: 10/20/2016

**AMERICANS WITH DISABILITIES ACT OF 1990
ACKNOWLEDGEMENT FORM**

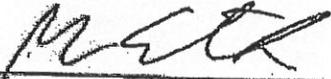
This form is an agreement of the successful Vendor's obligations to comply with the requirements of 42 U.S.C. §121.01 et seq., referred to as the Americans Disability Act of 1990.

The undersigned Vendor hereby acknowledges receipt of the Americans With Disabilities Act of 1990 found at Appendix B of this packet.

The undersigned Vendor hereby certifies that he/she is aware of the commitment to comply with the requirements of 42 U.S.C. §121.01 et seq. and agrees to furnish any required forms as evidence of compliance.

The undersigned Vendor further certifies that he/she understands that his/her proposal shall be rejected as non-responsive, and any contract entered into shall be void and of no effect if said Vendor fails to comply with the requirements of 42 U.S.C. §121.01 et seq.

COMPANY: CBRE Hotels

SIGNATURE: 

PRINT NAME: Mark van Stikelenburg

TITLE: Managing Director

DATE: 10/20/2016

THE NUCLEAR-FREE HOBOKEN ORDINANCE

- (1) FINDINGS: The People of the City of Hoboken hereby find that:
- (a) Nuclear weapons production, in the United States and in other countries, is draining the world's resources and presenting humanity with an ever-increasing threat of nuclear war.
 - (b) Any participation in the nuclear war industry, locally, federally, or otherwise, directly condones the possible annihilation of our civilization. We see this as a crime against the sacredness of our humanity.
 - (c) The emphatic expression of our community, along with communities throughout the world, can help initiate steps by the United States, the Soviet Union, and other nuclear weapons powers to end the arms race and the proliferation of all nuclear weapon systems.
- (2) POLICY: Hoboken shall be established as a Nuclear Free Zone.
A Nuclear Free Zone shall be defined by these requirements:
- (a) No nuclear weapons, delivery systems for such weapons, or components expressly intended to contribute to the operation, guidance or delivery of a nuclear weapon shall be produced or stored within the City of its' port.
 - (b) No waste from the production of nuclear weapons, their components, or commercial nuclear power shall be stored within the City of its' port.
 - (c) No research furthering nuclear weapons, their components, or commercial nuclear power shall be stored within the City of its' port.
 - (d) The Mayor and Council of the City of Hoboken shall request the United States Department of Transportation and the New Jersey Department of Transportation to provide the City with advance notification of any radioactive waste shipment through the City limits. Upon such notification, the Mayor and Council shall act to prevent transportation of radioactive waste through the City by seeking an exemption for preemption by Department of Transportation regulations or using other legal means at their disposal.
 - (e) The Mayor and Council of the City of Hoboken shall not do business or award any municipal contract to any person, firm, or organization engaged in the production of nuclear weapons or components.
- (3) This ordinance expresses the policy of the City of Hoboken. It is not intended to make violations subject to forfeiture and nothing in this ordinance shall be construed to prohibit or regulate any activity not specifically described in Subsection (2).
- (4) SEVERABILITY: If any portion of this Ordinance is hereafter declared invalid, all remaining portions shall remain in full force and effect, and to this extent, the provisions of this Ordinance are severable.

CERTIFICATION: I hereby certify that CBRE Hotels does not engage in the production of nuclear weapons or components. (Name of Vendor)

10/20/2016
Date

[Signature]
Signature
Managing Director
Title

DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN
City of Hoboken
PART 1: CERTIFICATION
BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX.

FAILURE TO CHECK EITHER BOX WILL RENDER THE PROPOSAL NON-RESPONSIVE.

Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury's Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at <http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Bidders must review this list prior to completing the below certification. Failure to complete the certification will render a bidder's proposal non-responsive. If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

PLEASE CHECK EITHER BOX:

I certify, pursuant to Public Law 2012, c. 25, that neither the person/entity listed above nor any of the entity's parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. I will skip Part 2 and sign and complete the Certification

OR

I am unable to certify as above because I or the bidding entity and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 list. I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.

Part 2

PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below.

PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, USE ADDITIONAL PAGES

Name: _____ Relationship to Bidder/Vendor: _____
 Description of Activities: _____

 Duration of Engagement: _____ Anticipated Cessation Date _____
 Bidder/Vendor: _____
 Contact Name: _____ Contact Phone Number: _____

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the below-referenced person or entity. I acknowledge that the City of Hoboken is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of contracts with the City to notify the City in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreement(s) with the City of Hoboken and that the City at its option may declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print): Mark Vansteleburg Signature: [Signature]
 Title: Managing Director Date: 10/20/2016
 Bidder/Vendor: CR&E Hotels

STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

- Partnership
 Corporation
 Sole Proprietorship
 Limited Partnership
 Limited Liability Corp.
 Limited Liability Partnership
 Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: Value Act Capital Management L.P. Home Address: 1 Letterman Drive, Building D, 4th Floor, San Francisco, CA 94129	Name: Home Address:
Name: Home Address:	Name: Home Address:
Name: Home Address:	Name: Home Address:

Subscribed and sworn before me this <u>20</u> day of <u>October</u> , 20 <u>16</u> (Notary Public) <u>Kathleen Rairden</u>	 _____ (Affiant) <u>Mark VanStekelenburg</u> (Print name & title of affiant)
---	--

My Commission expires: EEN RAIRDEN
 Notary Public, State of New York
 No. 01RA4837209
 Qualified in Suffolk County
 Commission Expires 2/28/2018



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
10/26/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE OF A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Aon Risk Services of the Northeast, Inc. Stamford CT Office 1600 Summer Street Stamford CT 06907-4907 USA	CONTACT NAME: PHONE (A/C, No. EX): (866) 283-7122 PHONE (A/C, No.): (847) 953-5390 E-MAIL ADDRESS:														
INSURED CBRE Group, Inc., and Subsidiaries 400 S. Hope Street Los Angeles, CA 90071	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">INSURERS AFFORDING COVERAGE</th> <th style="text-align: left;">NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A: Zurich American Insurance Company</td> <td>16535</td> </tr> <tr> <td>INSURER B: ACE Property & Casualty Insurance Co.</td> <td>20699</td> </tr> <tr> <td>INSURER C: American Zurich Insurance Company</td> <td>40142</td> </tr> <tr> <td>INSURER D: Factory Mutual Insurance Company</td> <td>21482</td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </tbody> </table>	INSURERS AFFORDING COVERAGE	NAIC #	INSURER A: Zurich American Insurance Company	16535	INSURER B: ACE Property & Casualty Insurance Co.	20699	INSURER C: American Zurich Insurance Company	40142	INSURER D: Factory Mutual Insurance Company	21482	INSURER E:		INSURER F:	
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INSURER E:															
INSURER F:															

COVERAGES

THIS IS TO CERTIFY THAT POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN. THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. Limits shown are as requested

INSR LTR	TYPE OF INSURANCE	ADD'L INSRD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YY)	POLICY EXP (MM/DD/YY)	LIMITS												
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> _____ GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC			GLO838419914	3/1/2016	3/1/2017	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>EACH OCCURRENCE</td><td style="text-align: right;">\$2,000,000</td></tr> <tr><td>DAMAGE TO RENTED PREMISES (Ea occurrence)</td><td style="text-align: right;">\$50,000</td></tr> <tr><td>MED EXP (Any one person)</td><td style="text-align: right;">\$10,000</td></tr> <tr><td>PERSONAL & ADV INJURY</td><td style="text-align: right;">\$2,000,000</td></tr> <tr><td>GENERAL AGGREGATE</td><td style="text-align: right;">\$2,000,000</td></tr> <tr><td>PRODUCTS - COMP/OP AGG</td><td style="text-align: right;">\$2,000,000</td></tr> </table>	EACH OCCURRENCE	\$2,000,000	DAMAGE TO RENTED PREMISES (Ea occurrence)	\$50,000	MED EXP (Any one person)	\$10,000	PERSONAL & ADV INJURY	\$2,000,000	GENERAL AGGREGATE	\$2,000,000	PRODUCTS - COMP/OP AGG	\$2,000,000
EACH OCCURRENCE	\$2,000,000																		
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GENERAL AGGREGATE	\$2,000,000																		
PRODUCTS - COMP/OP AGG	\$2,000,000																		
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTO <input type="checkbox"/> _____			EAP838420014	3/1/2016	3/1/2017	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>COMBINED SINGLE LIMIT (Ea accident)</td><td style="text-align: right;">\$2,000,000</td></tr> <tr><td>BODILY INJURY (Per person)</td><td></td></tr> <tr><td>BODILY INJURY (Per accident)</td><td></td></tr> <tr><td>PROPERTY DAMAGE (Per accident)</td><td></td></tr> </table>	COMBINED SINGLE LIMIT (Ea accident)	\$2,000,000	BODILY INJURY (Per person)		BODILY INJURY (Per accident)		PROPERTY DAMAGE (Per accident)					
COMBINED SINGLE LIMIT (Ea accident)	\$2,000,000																		
BODILY INJURY (Per person)																			
BODILY INJURY (Per accident)																			
PROPERTY DAMAGE (Per accident)																			
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE <input checked="" type="checkbox"/> RETENTION \$10,000			XOO G27952501001	3/1/2016	3/1/2017	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>EACH OCCURRENCE</td><td style="text-align: right;">\$8,000,000</td></tr> <tr><td>AGGREGATE</td><td style="text-align: right;">\$8,000,000</td></tr> </table>	EACH OCCURRENCE	\$8,000,000	AGGREGATE	\$8,000,000								
EACH OCCURRENCE	\$8,000,000																		
AGGREGATE	\$8,000,000																		
A C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below			WC914176310 WC838419517	3/1/2016	3/1/2017	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td><input checked="" type="checkbox"/> WC STATUTORY LIMITS</td> <td><input type="checkbox"/> OTH - ER</td> <td></td> </tr> <tr><td>E.L. EACH ACCIDENT</td><td></td><td style="text-align: right;">\$1,000,000</td></tr> <tr><td>E.L. DISEASE-EA EMPLOYEE</td><td></td><td style="text-align: right;">\$1,000,000</td></tr> <tr><td>E.L. DISEASE-POLICY LIMIT</td><td></td><td style="text-align: right;">\$1,000,000</td></tr> </table>	<input checked="" type="checkbox"/> WC STATUTORY LIMITS	<input type="checkbox"/> OTH - ER		E.L. EACH ACCIDENT		\$1,000,000	E.L. DISEASE-EA EMPLOYEE		\$1,000,000	E.L. DISEASE-POLICY LIMIT		\$1,000,000
<input checked="" type="checkbox"/> WC STATUTORY LIMITS	<input type="checkbox"/> OTH - ER																		
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E.L. DISEASE-EA EMPLOYEE		\$1,000,000																	
E.L. DISEASE-POLICY LIMIT		\$1,000,000																	
D	BUSINESS PERSONAL PROP & TENANT IMPROVEMENTS			1008749	3/1/2016	3/1/2017	All Risk Form, \$10,000 Deductible, Replacement Cost \$1,000,000												

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

The Certificate Holder is included as an additional insured, with respect to Commercial General Liability, to the extent required by written contract.

CERTIFICATE HOLDER

City of Hoboken
 Department of Community Development
 94 Washington Street
 Hoboken, NJ 07030

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Aon Risk Services Northeast, Inc.

The ACORD name and logo are registered marks of ACORD



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
10/26/2015

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

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PRODUCER Aon Risk Services Northeast, Inc. Stamford CT Office 1600 Summer Street Stamford CT 06907-4907 USA	CONTACT NAME: PHONE (A/C, No, Ext): (856) 283-7122 FAX (A/C, No.): (800) 363-0105 E-MAIL ADDRESS:	
	INSURER(S) AFFORDING COVERAGE	
INSURED CBRE Group, Inc. and Subsidiaries 400 S Hope Street Los Angeles CA 90071 USA	INSURER A: Lexington Insurance Company	NAIC # 19437
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

Holder Identifier :

Certificate No : 570059904878

COVERAGES

CERTIFICATE NUMBER: 570059904878

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

Limits shown are as requested

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION						EACH OCCURRENCE AGGREGATE	
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A				PER STATUTE OTH-ER E.L. EACH ACCIDENT E.L. DISEASE-EA EMPLOYEE E.L. DISEASE-POLICY LIMIT	
A	E&O-PL-Primary			QC1503805 Errors & Omissions	11/01/2015	11/01/2016	Per Claim/Aggregate SIR	\$5,000,000 \$2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Evidence of Insurance.

CERTIFICATE HOLDER**CANCELLATION**

CBRE Group, Inc. and/or Subsidiaries 400 South Hope Street Los Angeles CA 90071 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
	<i>Aon Risk Services Northeast Inc</i>



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
9/2/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Crystal & Company Crystal IBC LLC 32 Old Slip New York NY 10005	CONTACT NAME: _____ PHONE (A/C, No, Ext): _____ FAX (A/C, No): _____ E-MAIL ADDRESS: _____	
	INSURER(S) AFFORDING COVERAGE	
INSURED CBREGL CBRE Group, Inc. 400 S. Hope Street, 25th Floor Los Angeles CA 90071	INSURER A: Travelers Casualty and Surety Compa	NAIC # 19038
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER: 570492416** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL ISBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER: _____					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS					COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED \$ _____ RETENTION \$ _____					EACH OCCURRENCE \$ AGGREGATE \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/> Y / <input type="checkbox"/> N / A				PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Crime		105695269	12/1/2015	12/1/2016	Limit \$1,000,000 Deductible \$500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Evidence of Coverage

CERTIFICATE HOLDER CBRE Group, Inc. 400 S. Hope Street, 25th Floor Los Angeles CA 90071	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Crystal & Company</i>
---	--

Delaware

PAGE 1

The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED ARE TRUE AND CORRECT COPIES OF ALL DOCUMENTS FILED FROM AND INCLUDING THE RESTATED CERTIFICATE OR A MERGER WITH A RESTATED CERTIFICATE ATTACHED OF "CBRE, INC." AS RECEIVED AND FILED IN THIS OFFICE.

THE FOLLOWING DOCUMENTS HAVE BEEN CERTIFIED:

RESTATED CERTIFICATE, FILED THE FIRST DAY OF JULY, A.D. 2014, AT 10:09 O'CLOCK P.M.

CERTIFICATE OF CORRECTION, FILED THE THIRD DAY OF NOVEMBER, A.D. 2014, AT 7:03 O'CLOCK P.M.



0777218 8100X

141495956

You may verify this certificate online
at corp.delaware.gov/authver.shtml

A handwritten signature in black ink, appearing to read "JBullock", is written over a horizontal line.

Jeffrey W. Bullock, Secretary of State
AUTHENTICATION: 1928997

DATE: 12-05-14

RESTATED CERTIFICATE OF INCORPORATION
OF
CBRE, INC.

CBRE, Inc., a corporation organized and existing under the General Corporation Law of the State of Delaware (the "Corporation"), DOES HEREBY CERTIFY:

FIRST: The original name under which the Corporation was incorporated in the State of Delaware is Coldwell Banker Management Corporation.

SECOND: The original Certificate of Incorporation of the Corporation was filed with the Secretary of State of the State of Delaware on December 15, 1971.

THIRD: The Restated Certificate of Incorporation of the Corporation in the form attached hereto as Exhibit A has been duly adopted in accordance with the provisions of Section 245 of the General Corporation Law of the State of Delaware by the directors of the Corporation.

FOURTH: The Restated Certificate of Incorporation only restates and integrates and does not further amend the provisions of the Corporation's Certificate of Incorporation as heretofore amended or supplemented, and there is no discrepancy between those provisions and the provisions of this Restated Certificate of Incorporation.

(Signature page follows.)

IN WITNESS WHEREOF, the Corporation has caused this Certificate to be signed
this 30th day of June, 2014.

CBRE, INC.

By: Stephen Ball
Stephen Ballias
Senior Vice President

EXHIBIT A

RESTATED CERTIFICATE OF INCORPORATION
OF
CBRE, INC.

FIRST: The name of the corporation is CBRE, Inc.

SECOND: The address of its registered office in the State of Delaware is 1209 Orange Street, in the City of Wilmington, County of New Castle, Delaware 19801. The name of its registered agent at such address is The Corporation Trust Company.

THIRD: The nature of the business or purposes to be conducted or promoted is to engage in any lawful act or activity for which a corporation may be organized under the Delaware General Corporation Law as the same exists or may hereafter be amended.

FOURTH: The total number of shares of capital stock which the corporation shall have authority to issue is One Thousand (1,000) shares of common stock, \$0.01 par value per share.

FIFTH: A director of the corporation shall not be liable to the corporation or its stockholders for monetary damages for breach of fiduciary duty as a director, except to the extent such exemption from liability or limitation thereof is not permitted under the Delaware General Corporation Law as the same exists or may hereafter be amended. Any repeal or modification of the foregoing sentence shall not adversely affect any right or protection of a director of the corporation existing hereunder with respect to any act or omission occurring prior to such repeal or modification.

SIXTH:

A. The corporation shall indemnify and hold harmless, to the fullest extent permitted by applicable law as it presently exists or may hereafter be amended, any person who was or is made or is threatened to be made a party or is otherwise involved in any action, suit or proceeding, whether civil, criminal, administrative or investigative (a "Proceeding") by reason of the fact that he, or a person for whom he is the legal representative, is or was a director or officer of the corporation or is or was serving at the request of the corporation as a director, officer, employee or agent of another corporation or of a partnership, joint venture, trust, enterprise or nonprofit entity, including service with respect to employee benefit plans (an "Indemnitee"), against all liability and loss suffered and expenses (including attorneys' fees) reasonably incurred by such person. The corporation shall not be required to indemnify and hold harmless a person in connection with a Proceeding (or part thereof) initiated by such person unless the Proceeding (or the part thereof initiated by such person) was authorized by the Board of Directors.

B. The right to indemnification conferred by this Article SIXTH shall be presumed to have been relied upon the Indemnitee and shall be enforceable as a contract right. The

corporation may enter into contracts to provide individual Indemnitees with specific rights of indemnification to the fullest extent permitted by applicable law and may create trust funds, grant security interests, obtain letters of credit or use other means to ensure the payment of such amounts as may be necessary to effect the rights provided in this Article SIXTH or in any such contract.

C. Except for any Proceeding described in the last sentence of Section A of Article SIXTH, upon making a request for indemnification, the Indemnitee shall be presumed to be entitled to indemnification under this Article SIXTH and the corporation shall have the burden of proof to overcome that presumption in reaching any contrary determination. Such indemnification shall include the right to receive payment in advance of any reasonable expenses incurred by the Indemnitee in connection with any Proceeding (other than a Proceeding described in the last sentence of Section A of Article SIXTH) consistent with the provisions of applicable law.

D. Any repeal or modification of the foregoing provisions of this Article SIXTH shall not adversely affect any right or protection of any Indemnitee existing at the time of such repeal or modification.

SEVENTH: The Board of Directors is authorized to adopt, amend or repeal the by-laws of the corporation, without any action on the part of the stockholders, solely by the affirmative vote of at least a majority of the directors of the corporation then in office.

STATE OF DELAWARE
CERTIFICATE OF CORRECTION

CBRE, Inc., a corporation organized and existing under the General Corporation Law of the State of Delaware, DOES HEREBY CERTIFY:

1. The name of the corporation is CBRE, Inc.
2. That a Certificate of Restated Certificate of Incorporation of CBRE, Inc. was filed by the Secretary of State of Delaware on July 1, 2014 and that said Certificate requires correction as permitted by Section 103 of the General Corporation Law of the State of Delaware.
3. The inaccuracy or defect of said Certificate is:

The word "by" is missing between the words "upon" and "the Indemnitee" in Article SIXTH. B.

4. Article SIXTH. B. of the Certificate is corrected to read as follows:

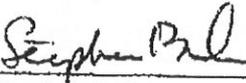
SIXTH:

B. The right to indemnification conferred by this Article SIXTH shall be presumed to have been relied upon by the Indemnitee and shall be enforceable as a contract right. The corporation may enter into contracts to provide individual Indemnitees with specific rights of indemnification to the fullest extent permitted by applicable law and may create trust funds, grant security interests, obtain letters of credit or use other means to ensure the payment of such amounts as may be necessary to effect the rights provided in this Article SIXTH or in any such contract.

(Signature page follows.)

IN WITNESS WHEREOF, the corporation has caused this Certificate of Correction to be signed this 3rd day of November, 2014.

CBRE, INC.

By: 

Stephen Ballas
Senior Vice President



STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

Taxpayer Name: CBRE, INC.
Trade Name:
Address: 820 BEAR TAVERN ROAD
WEST TRENTON, NJ 08628
Certificate Number: 0904887
Effective Date: October 03, 2006
Date of Issuance: October 25, 2016

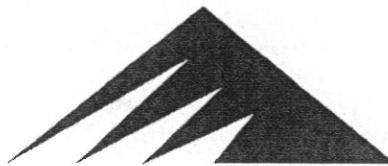
For Office Use Only:
20161025121937397

REQUEST FOR QUALIFICATION
RFP 16-10
PROFESSIONAL SERVICES
HOBOKEN HOTEL AND INDUSTRY ANALYST

Prepared for
CITY OF HOBOKEN, NJ

OCTOBER 2016

Submitted by:
Pinnacle Advisory Group



Pinnacle Advisory Group

Boston New York Newport Beach Portland Tampa Washington DC

Hospitality Consulting
Asset Management
Real Estate Appraisal
Litigation Support



Rachel J. Roginsky, ISHC
Principal

October 24, 2016

City of Hoboken
Division of Purchasing
c/o City Clerk
Hoboken City Hall
94 Washington Street
Hoboken, N.J. 07030

RE: PROFESSIONAL SERVICES - HOTEL AND INDUSTRY ANALYST

Dear City Clerk:

Pursuant to RFP 16-10, Pinnacle Advisory Group ("Pinnacle") is pleased to submit this proposal for professional services pertaining to the hotel development within the Hoboken, New Jersey. As we understand it, The City of Hoboken ("City") is seeking to retain a professional and experienced hospitality consulting firm to provide various advisory and analytical services to include: market and financial feasibility analysis, valuation, facility recommendations, site analysis, and contract advice and negotiations. These advisory services will be for mixed-use projects involving hospitality and other real estate uses with Hoboken.

Pinnacle Advisory Group, is a premier, national hospitality consulting firm with significant experience with consulting services pertaining to hotels, conference centers, and various mixed use facilities throughout the Northeast and United States. Pinnacle Advisory Group is exceptionally qualified to provide advisory and consulting services for the following reasons:

- We have extensive experience in assisting both the public, private, and governmental sectors with regard to hospitality-related facilities. We have conducted thousands of comparable assignments throughout the United States with respect to market and financial feasibility and facility recommendations. The project team that we will assemble for this assignment is eminently qualified by all standards of comparison including past experience, professional reputation, specialized knowledge of the lodging industry, and technical experience in all the required disciplines. These attributes will allow us to perform the research and analysis in a fashion that will be completely responsive to your needs.
- Our capabilities and experience are showcased by the caliber of our professional staff. Every member of the Pinnacle Advisory Group team has numerous years of experience in the field of hospitality consulting as well as a degree from one of the nation's leading hospitality or business programs, including the Cornell University School of Hotel Administration. More importantly, we are considered experts in the area of market research and analysis. Our unique focus is on primary research including data collection coupled with our proven ability to analyze and interpret large data sets from a wide variety of sources in order to arrive at sound and supportable conclusions regarding the probable viability of a proposed development. Our research techniques are vastly superior to the approaches utilized by other consulting firms,

which typically concentrate only on market supply issues. We not only utilize the most thorough methods of primary market research but we complement this with our technologically astute methods of data collection and utilization of our extensive proprietary databases.

- Over the past 25 years, Pinnacle Advisory Group has provided a full range of hospitality consulting services to an extensive client base that includes public agencies, economic development agencies, educational institutions, real estate investment and development firms, pension funds, insurance companies, and other financial institutions. Prior to the formation of Pinnacle Advisory Group, the majority of the firm's professional personnel provided similar services while employed by, or serving as principals at other national hospitality consulting firms. Pinnacle's reputation in the area of hospitality consultants is superior. Our clients are leading institutions. Our Partners are members of elite organizations such as the International Society of Hospitality Consultants and the Appraisal Institute. Rachel Roginsky is a regular lecturer at the Cornell School of Hotel Administration where she teaches Market Research and Feasibility for the Hotel Industry. She is an adjunct professor at Boston University's Hospitality School, and the past Chairman of the International Society of Hospitality Consultants (ISHC).
- Over the past 25 years, Pam McKinney, MAI, CRE has provided professional real estate counseling and valuation assistance to property owners, lenders, developers, investors, for-profit and not-for-profit corporations, and public agencies faced with diverse real estate issues and opportunities. Utilizing her numerous years of experience, Ms. McKinney employs advanced analytic techniques to provide clients with strategic inputs to complex real estate situations throughout the country. Ms. McKinney holds the Counselor of Real Estate (CRE) designation of the Society of Real Estate Counselors and is a founding member of the Boston Chapter of Lambda Alpha International, a prestigious land economics society.
- Pinnacle is one of the most experienced hospitality consulting firms in the country. Moreover, our reputation in the hospitality industry is superior. Over 60% of our business is from repeat clients. Please view our website: www.pinnacle-advisory.com to view our client list, a list of engagements, and qualifications for each member of our staff.
- Pinnacle has provided hotel consulting, advisory, and/or valuation services on approximately 50 hotels in the State of New Jersey including the cities of Jersey City, Trenton, Princeton, New Brunswick, Fort Lee and Hackensack. Pinnacle has also prepared numerous hotel assignments in Manhattan, Brooklyn, and Queens. A comprehensive list can be found on our website.
- Every engagement undertaken by our firm involves detailed analysis of the highest quality, is backed by the firm's industry expertise, and is completed in accordance with even the most pressing deadlines.
- With a staff of 14 full-time professionals, Pinnacle Advisory Group is small enough to offer personalized client support at the Principal level, a claim that few if any other consulting firms can make, yet large enough to complete any amount of market research in a timely and competent manner.

October 21, 2016

City of Hoboken, NJ
RFP 16-10

This Request for Qualifications (RFQ) addresses each item listed in the RFP. If you have any questions regarding our qualifications or experience, please contact Rachel J. Roginsky, ISHC, Principal of Pinnacle Advisory Group at 617-722-9916. We appreciate the opportunity of submitting our qualifications and look forward to your favorable consideration.

Respectfully submitted,

Rachel J Roginsky, ISHC
Principal and Owner
Pinnacle Advisory Group, Inc.
98 North Washington Street
STE 403
Boston, MA 02114
617.722.9916 (P)
617.722.9917 (F)



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Fact Sheet – Pinnacle Advisory Group

Pinnacle Advisory Group's Corporate Organization

Date of Incorporation

Ownership

Corporate Office

Affiliated Offices

Number of years in business

Size of business

Services offered

Number of Employees (professional)

- Incorporated as a woman owned business in (SOMWBA) Massachusetts
- Originally incorporated in Massachusetts - 1991
- Corporation
- **98 North Washington Street, Suite 403, Boston, MA 02114**
phone 617.722.9916 fax 617.722.9917
- 1271 Avenue of the Americas, Suite 4300, New York, NY 10020
phone 212.292.4824
- 6 Town Landing Road, Falmouth, ME 04105
Phone 207.781.0922 fax 207.638.5170
- 3030 North Rocky Point Drive West, Ste. 150, Tampa, FL 33607
phone 813.350.7969
- 67 San Nicolas Dr., Newport Beach, CA 92660
phone 949.734.6455
- 4507 38th Street North, Arlington, VA 22207
Phone 703-531-1320
- 25
- \$2.0 million in gross revenues (annually)
Thousands of engagements throughout the United States and the Caribbean
- Consulting
- Real Estate Valuation and Evaluation
- Asset Management
- Litigation Support
- Development Services
- 14

Management/Staffing:

The following personnel will be assigned to this engagement:

- Principal/Owner – Rachel J. Roginsky, ISHC
- Real Estate Advisor/Director of Valuation – Pam McKinney, MAI, CRE
- Executive Vice President – Matthew Arrants, ISHC
- Vice President – Natalie Francoeur, Sebastian Colella, and/or Meri Keller

Rachel Roginsky, ISHC will be the project manager for this assignment. Ms. Roginsky will take full responsibility for the completion of the engagement. She will attend client meetings (as requested) and provide supervision and oversight throughout the term of the engagement. Ms. Roginsky is well-known in the hospitality industry and her accomplishments include, among others:

- Authoring five editions of a book entitled “Hotel Investments: Issues and Perspectives”. This book was prepared on behalf of the Educational Institute of the American Hotel Lodging Association.
- Authoring numerous articles for a variety of publications including the New England Real Estate Journal, Hotel Motel Management, and Lodging Magazine.
- Lecturing, on a frequent basis over the last 15 years at Cornell University School of Hotel Administration. She is an invited guest lecturer to teach Market Study Techniques and Valuation of Hotels. Ms. Roginsky is also an adjunct professor at Boston University Hotel School.
- Participating as a panelist and moderator at the hotel industry’s major conferences in Los Angeles, New York City, and Phoenix.
- Former Chairman of the International Society of Hospitality Consultants (ISHC).
- Currently on the Board of Directors for the Massachusetts Lodging Association (20 years)
- As Principal, Owner, and Founder of Pinnacle Advisory Group, Ms. Roginsky has conducted over 1,000 market feasibility studies for hotels throughout the country.

Pam McKinney, MAI, CRE will be conduct all non-hospitality analyses and valuation needs. As Director of Valuation Services for Pinnacle, Ms. McKinney is involved with the appraisal practice which includes the preparation of valuations for a wide range of client needs including investment portfolio reporting, loan collateral evaluations, foreclosure and bankruptcy actions, development and renovation funding analyses, tax abatements and assessments, eminent domain proceedings and acquisition/disposition due diligence. Ms. McKinney holds the MAI designation of the Appraisal Institute, the CRE designation of the Society of Real Estate Counselors, and is a former member of the Board of Directors of the Greater Boston Chapter of the Appraisal Institute. With over 30 years of experience in the field of real estate valuation and development counseling, she is a State Certified General Real Estate Appraiser, holding active licenses in over 20 states and has qualified as an expert witness in numerous courts in Massachusetts as well as the Massachusetts Land Court, the Court of Chancery of the State of Delaware and the federal bankruptcy and tax courts. She also lectures widely on the topics of real estate finance, valuation and development for graduate level courses - most recently at Harvard University, the Massachusetts Institute of Technology and Boston University.



Depending on the scope of services required, Pinnacle's on-going consulting, research, and analysis will be provided by senior level staff including Mr. Arrants, Ms. Francoeur, Mr. Colella, and/or Ms. Keller.

Resumes for the employees noted above are presented on the following pages.

Rachel J Roginsky, ISHC

Experience

1991 to present	PINNACLE ADVISORY GROUP Principal
1986 to 1991	PANNELL KERR FORSTER Director Hospitality Advisory Services
1984 to 1986	PANNELL KERR FORSTER Senior Consultant
1980 to 1984	VICTORIA STATION RESTAURANTS Manager
1979 to 1980	WALT DISNEY WORLD Manager

Education

CORNELL UNIVERSITY
School of Hotel Administration Bachelor of Science Ithaca, New York

**Affiliations &
Designations**

Massachusetts Lodging Association
Board Member

International Society of Hospitality Consultants (ISHC)
Chair, Past President, Board Member

Certified Mediator and Arbitrator
New England Real Estate Journal

Hotel Industry Advisory Board

Roundtable Group
Adjunct Faculty Member

Cornell Hotel Society

Boston University
School of Hospitality Administration
Adjunct Professor

Urban Land Institute
Advisory Board - ULI Boston

Industry Activities

Co-Editor and Author:

Hotel Investments - Issues and Perspectives
American Hotel and Lodging Educational Institute
Editions 1995, 1999, 2003, 2006, 2011, 2014

Guest Lecturer:

- Hotel Market and Feasibility Analysis - Cornell University (15th Year)
- Distinguished Hospitality Management Lecturer Series - Boston University Hotel School
- International Hotel & Motel Restaurant Show
- Hotel Market trends - Massachusetts Institute of Technology

Panelist:

Numerous events including ALIS, REFA, NEWIRE, AHMA, and ULI

Pamela S McKinney, MAI, CRE

Experience

- 2009 to present PINNACLE ADVISORY GROUP
Director of Valuation Services
- 1989 to present BYRNE MCKINNEY & ASSOCIATES, INC.
President and Principal
- 1985-1989 LEGGAT MCCALL ADVISORS, INC.
Senior Vice President & Director
- 1980-1985 MINOT DEBLOIS & MADDISON, INC.
Senior Vice President & Director
- 1978-1980 METROPOLITAN AREA PLANNING COUNCIL
Economic Development Planner

Education

- HARVARD COLLEGE (1977)
NORTHEASTERN UNIVERSITY (1980)

**Affiliations &
Designations**

- MAI - Member of the Appraisal Institute (1989)
- CRE - Society of Real Estate Counselors (1993)
- LICENSES - Certified General Real Estate Appraiser
(MA# 745 – since 1990)
- LAI (Lambda Alpha International) Land Economics Society

Teaching

- HARVARD UNIVERSITY - Graduate School of Design
(1985-2002)
- BOSTON UNIVERSITY - Metropolitan College (1985-1995)

TUFTS UNIVERSITY - Lincoln Filene Center (1985-1995)

BOSTON UNIVERSITY - School of Management (2001-2015)

MIT - Center for Real Estate (2006-2015)

**Industry/
Community Activities**

APPRAISAL INSTITUTE (NE Chapter) - Various Seminars

NEWIRE/CREW (New England Women in Real Estate) - Founding Director
and former Officer of the Board

APPRAISAL INSTITUTE - (Greater Boston Chapter) Former Board member
of the local chapter

YWCA BOSTON - Former Chairman of the Board of Trustees

THE ADVENT SCHOOL - Former Chairman and Treasurer of the Board of
Trustees

BOSTON LATIN SCHOOL ASSOCIATION – Board of Trustees

PAMELA S. MCKINNEY, MAI, CRE

Pamela S. McKinney, MAI, CRE, has conducted a broad range of consulting and valuation assignments over her 35+ year career. Her background includes public, institutional and private sector experience with an emphasis on commercial, hospitality, industrial, large-scale residential and special purpose property.

Notable assignments undertaken by Ms. McKinney include: master planning, asset management and disposition/acquisition counseling for public agencies, Fortune 500 companies and institutional investors; market and financial feasibility studies for large scale waterfront developments; development feasibility and marketing implementation studies for both downtown and suburban office, industrial, bio-medical research parks and retail malls; development consulting for major mixed-use developments; hotel valuation and feasibility analyses nation-wide; adaptive re-use, redevelopment planning and disposition studies for surplus public, corporate and institutional properties; residential condominium, rental apartment and senior housing analyses for market rate and affordable projects; retail district revitalization planning, affordable housing and fiscal impact studies to support policy development at the state and local levels; and the evaluation of investor-held properties nationwide. Ms. McKinney has qualified as an expert witness in the Middlesex, Norfolk and Suffolk County courts in Massachusetts as well as the Massachusetts Land Court, the Court of Chancery of the State of Delaware and the federal bankruptcy and tax courts.

Ms. McKinney is the President and a Principal of Byrne McKinney & Associates, Inc., which she founded in 1989. BMA is nationally recognized for its expertise in commercial development, real estate finance and valuation. In 2009, Ms. McKinney formed an affiliation with the Pinnacle Advisory Group, a specialty hospitality consulting firm with offices in Boston, Florida, New York and California and serves as its Director of Valuation Services. Prior to founding Byrne McKinney & Associates, Inc. Ms. McKinney was Senior Vice President of Leggat McCall Advisors, Inc., the national consulting arm of the Leggat McCall Companies. Before joining Leggat McCall, she served as Senior Vice President of Minot, DeBlois & Maddison, Inc., the nation's oldest real estate firm, where she was a principal in the consulting group and a director of the firm. Ms. McKinney also worked as a planner and market analyst for metropolitan Boston's Regional Planning Agency where she managed major land use projects, and authored several planning manuals for local officials.

Ms. McKinney has taught courses in real estate development and investment analysis for Harvard University Graduate School of Design, the MIT Center for Real Estate, the Boston University School of Management and Metropolitan College and Tufts University and lectures widely on the topics of real estate finance, valuation and development and the economics of smart growth.

Ms. McKinney holds the CRE designation of the Society of Real Estate Counselors, the MAI designation of the Appraisal Institute, is a former member of the Board of Directors of the Greater Boston Chapter of the Appraisal Institute and has been elected to Lambda Alpha International, an honorary land economics society. She is a State Certified General Real Estate Appraiser holding Massachusetts license number 745. Ms. McKinney is a founding director of New England Women in Real Estate (NEWIRE) and of the Massachusetts Chapter of the Assisted Living Facilities Association of America. She is a former trustee of the Boston Latin School Association, past-chair of the Board of the YWCA Boston and a past-chair of the Board of the Advent School in Boston.

Matthew Arrants, ISHC

Experience

1996 to present	PINNACLE ADVISORY GROUP Executive Vice President
2001 to present	PINNACLE REALTY INVESTMENTS Co-Owner
1994 to 1996	FOUR SEASONS HOTELS AND RESORTS Various Operations Positions
1990 to 1992	THE LODGE AT KOELE Various Operations Positions
1989 to 1990	GRAND TETON LODGE COMPANY Food & Beverage Manager

Education

CORNELL UNIVERSITY
School of Hotel Administration
Masters of Professional Studies

HARVARD UNIVERSITY
Continuing Education

HARTWICK COLLEGE
B.A. Political Science

Affiliations & Designations

International Society of Hospitality Consultants (ISHC)
Chairman Emeritus

Cornell School of Hotel Administration
Tenure Review Committee

Boston University School of Hotel Administration
Adjunct Professor – Hotel Asset Management

Massachusetts Lodging Association

Government Affairs Committee Member

Cornell Hotel Society

Industry Activities

Author:

Hotel Investments Issues and Perspectives 5th Edition January 2009 "Competitive Advantage through Differentiation at the Ocean House"

Hotel Asset Management: Principles and Practices 2nd Edition January 2009 "Asset Management for the Non-Traditional Owner"

Course Instructor

- Hotel Asset Management - Boston University
- Hotel Asset Management- Cornell University
- Hospitality Marketing - Boston University Hotel School
- Hotel Market Trends - Massachusetts Institute of Technology
- Hotel Asset Management – Pennsylvania State University

Panelist:

Numerous events including ALIS, NYU, AH&LA, IHIF, Hunter Conference

Natalie Francoeur

Experience

2005 to present	PINNACLE ADVISORY GROUP Senior Vice President
2004 – 2005	NINE ZERO HOTEL Marketing
2000 – 2003	GALLUCCIO ESTATE VINEYARDS General Manager
1999-2000	BREEZES BEACH CLUB Assistant General Manager Zanzibar, Tanzania
1998 to 1999	PEGASUS SYSTEMS Marketing Services Coordinator

Education

F.W. OLIN GRADUATE SCHOOL OF BUSINESS
AT BABSON COLLEGE (MBA)
Masters of Business Administration

CORNELL UNIVERSITY
SCHOOL OF HOTEL ADMINISTRATION
Bachelor of Science and Business Administration

Affiliations & Designations

Cornell Hotel Society
Hotel Asset Managers Association
Industry Activities

Author 'Long term economic cycles and the current situation in the New England lodging market'
New England Real Estate Journal
January 1-22, 2009

Guest Speaker

Real Estate Finance Association - Boston Chapter
Urban Land Institute's Young Leaders Group

Sebastian J. Colella

Experience

2011 to present	PINNACLE ADVISORY GROUP Consultant
2009 to 2011	BARAZA RESORT & SPA Operations Manager
2008 to 2009	THE CARLYLE, A ROSEWOOD HOTEL Food & Beverage Manager
2005 to 2008	THE CITY CLUB OF WASHINGTON Private Events Director

EDUCATION

CORNELL UNIVERSITY
SCHOOL OF HOTEL ADMINISTRATION
Bachelor of Science

AFFILIATIONS & DESIGNATIONS

Cornell Hotel Society
New England Chapter

American Hotel & Lodging Association
Under 30 Gateway - Massachusetts Chapter

Meri Keller

Experience

2015 to present	PINNACLE ADVISORY GROUP Vice President
2014 to 2015	MK HOSPITALITY CONSULTING President
2011 to 2014	JONES LANG LASALLE HOTELS & HOSPITALITY GROUP Vice President
2006 – 2011	NOBLE INVESTMENT GROUP Manager of Strategic Investments
2005 – 2006	PKF CONSULTING Consultant
2004-2005	BRAVO DEVELOPMENT INCORPORATION Manager

Education

CORNELL UNIVERSITY
SCHOOL OF HOTEL ADMINISTRATION
Bachelor of Science and Business Administration

Affiliations & Designations

Cornell Hotel Society
(Member, Board Member & Chapter President)

Cornell Alumni Admissions Ambassador Network

Experience with Stated Professional Services for Public Entities

Since its inception 25 years ago, Pinnacle has provided consulting and advisory services for thousands of clients for thousands of hotel engagements. As previously noted, our extensive client base includes public agencies, economic development agencies, educational institutions, real estate investment and development firms, pension funds, insurance companies, and other financial institutions. Consulting services also vary, based on client needs, but generally include: site evaluation, market and financial feasibility, facility recommendations, economic impact, valuation, development advisory services, repositioning analysis, acquisition/disposition due diligence, asset management, rfp and contract negotiations, and litigation support.

Pinnacle's website (www.pinnacle-advisory.com) presents a comprehensive list of representative engagements. Presented below are several examples of our professional services for public entities and/or large institutional land owners. We would be pleased to provide a description of additional engagements.

- Massachusetts Port Authority (MassPort) – Pinnacle entered is in its third contract (3 year term/contract) with MassPort to provide on-going hospitality consulting and advisory services. There are four hotels situation on MassPort owned land at Logan Airport, and MassPort owns several parcels of land in Boston where they are currently considering additional hotel development. Pinnacle provides hospitality consulting advice for all hotel projections. Pinnacle is currently involved with two potential hotel projects. Pinnacle has prepared market research and feasibility analysis, developed a RFP for developers, represents MassPort at internal/external meetings, provides advice for contract negotiations, and provides analytical support. In the past, Pinnacle has provided research on hotel parking issues, leases and contracts, and asset management advice.

Mr. James Doolin
Massachusetts Port Authority
Phone: (617) 568-3102
jdoolin@massport.com

- Greater Orlando Aviation Authority (GOAA) – Pinnacle was retained by GOAA to work on a long term assignment. Pinnacle's was first engaged to analyze and evaluate various ownership options pertaining to hotels that operate on airport owned land. This analysis resulted in recommendations for the continued operation of the Hyatt Regency Orlando International Airport. The second part of our assignment was to negotiate both an extension and a new management contract with Hyatt. The third part of our assignment, which we are currently doing, is to provide Asset Management services to GOAA on the Hyatt hotel.

Mr. Phil Brown
Executive Director
Orlando International Airport (MCO)
Greater Orlando Aviation Authority
One Jeff Fuqua Boulevard
Orlando, FL 32827
Phone: 407-825-2026
pbrown@goaa.org

- Baton Rouge Metro Airport Authority (BRMA) – Pinnacle was retained by the City of St. Albans, Vermont to assist with the development of a hotel on city land. Initially we completed a comprehensive market demand study and prepared facility recommendations. Next we assisted with the RFP process regarding the selection of a developer. Finally we provided guidance to the city with the development agreement and ground lease terms.

Mr. Michael Taffaro
Special Assistant Parish Attorney/Airport Legal Counsel
Baton Rouge Metropolitan Airport
Phone: (225) 355-0333
MTaffaro@brgov.com

- Baton Rouge Metro Airport Authority (BRMA) – Pinnacle was retained by BRMA to assist with the development of a hotel on airport land. Initially we completed a comprehensive market demand study and prepared facility recommendations. Next we wrote a RFQ/RFP for selection of a developer.

Mr. Dominic Cloud
City Manager
City of St. Albans
PO Box 867
St. Albans, VT 05478
D.Cloud@stalbansvt.com

- Hillsborough County Aviation Authority (Tampa Airport) – Pinnacle is on retainer with Tampa Airport to assist them with a number of hotel needs. We have completed several comprehensive market demand studies and other research for new lodging development on airport grounds. We are also assisting with analysis of issues pertaining to a hotel that currently has a long term lease with the Airport Authority. Our contract allows us to continue providing advice (valuation, market research, development) for lodging at the Airport.

Mr. Randy Forister, A.A.E., CCIM,
Tampa International Airport / Commercial Real Estate Director,
Hillsborough County Aviation Authority
Phone: (813) 870-8734
rforister@tampaairport.com

- Harvard University – Pinnacle has a long-standing relationship with Harvard University as it relates to all of their lodging activity. Pinnacle has prepared numerous market demand studies/cash flow projections and facility recommendations for several hotels on land that is owned by Harvard. Pinnacle is the Asset Manager for the hotels that Harvard owns (with lease arrangements and via a management contracts). Pinnacle has provided assistance to developing and negotiating business terms for hotel leases and management contracts, and have provided valuation services for their lodging assets. Pinnacle provides regular market updates and trends data.

Ms. Carol Pedula Parga
Senior Manager, Financial Reporting & Analysis
Harvard Real Estate Services
Phone: (617) 496-8194
carol_parga@harvard.edu

- NYC and Co – Pinnacle is in its 7th year of preparing a Group Booking Pace report to NYC and Company for hotels that participate in the meetings market in NYC. Pinnacle also prepares various updates on the lodging market as part of our annual contract.

Mr. Jerry Cito
Senior Vice President, Convention Development
NYC and Co.
212-484-1269
jcito@nycgo.com

- Greater Boston Convention and Visitors Bureau (GBCVB) - Pinnacle is in its 11th year of preparing a Group Booking Pace report to the GBCVB for hotels that participate in the meetings market in Boston. Pinnacle also prepares quarterly State of the City reports on the Boston lodging market, and presents (on behalf of the GBCVB) annual reports on the lodging market at the annual Outlook Conference sponsored by the Mass Lodging Association.

Mr. Patrick Moscaritolo
President & C.E.O.
Greater Boston Convention & Visitors Bureau, Inc.
Phone: (617) 867-8235
patm@bostonusa.com

As noted in this Statement of Qualifications, we have included Pam McKinney, MAI, CRE, on our team. Ms. McKinney is Director of Pinnacle's Valuation Services. She also runs a general real estate firm – Byrne McKinney & Associates, Inc. (BMK). BMK provides professional real estate counseling and valuation assistance to property owners, lenders, developers, investors, for-profit and not-for-profit corporations, and public agencies faced with diverse real estate issues and opportunities BMA represents the real estate interests of its clients by solving a myriad of real estate related problems. Counseling assignments include market studies for residential, retail, office, hotel, industrial and special purpose property, highest and best use analyses, development master planning studies, neighborhood and city-wide economic-base and revitalization studies, financial feasibility analyses for public and private sector development plans, fiscal impact studies, real estate investment strategies and a wide variety of other issues. The firm's real estate counseling clients include public sector agencies and government, non-profit institutions and private sector interests of all sorts.

A representative list of Ms. McKinney's public agency and government clients include:

- Boston Redevelopment Authority
- Boston Water & Sewer Commission
- Community Development Finance Corporation (MA)
- General Services Administration (GSA)
- Dept. of Environmental Management (MA)
- Div. of Capital Planning & Operations (MA)

- City of Bangor, ME
- City of Boston, MA
- City of Birmingham, AL
- City of Braintree, MA
- City of Cambridge, MA
- City of Lawrence, MA
- City of Lynn, MA
- City of Miami, FL
- City of Peabody, MA
- City of Providence, RI
- City of Somerville, MA
- Econ. Dev. Industrial Corp (EDIC/Boston)
- Exec. Office of Communities & Dev. (MA)
- Massachusetts Aeronautics Commission
- Massachusetts Turnpike Authority
- Massachusetts Port Authority
- Massachusetts Bay Transit Authority
- Massachusetts Development Finance Agency
- Massachusetts Housing Finance Agency
- Neighborhood Dev. and Employ. Agency (Boston)
- New Hampshire Housing Finance Agency
- Town of Brookline, MA
- Town of Framingham, MA
- United States Postal Service
- Worcester Regional Transit Authority
- Worcester Business Development Corp.

References and Description of Experience/Record:

- Pinnacle has a long term contract with MassPort (Massachusetts Port Authority) to provide on-going hotel consulting. This includes market studies, financial projections, facility recommendations, return analysis, valuation, and advisory services. Pam McKinney, MAI, CRE also provides on-going real estate consulting to MassPort under a separate contract for general real estate advisory services.

Mr. James Doolin
Massachusetts Port Authority
1 Harborside Drive
Suite 200S
Boston, MA 02128
jdoolin@massport.com
Phone: (617) 568-3102

- Pam McKinney, MAI has provided market and financial feasibility analyses for various City-sponsored projects in Boston (non/hospitality real estate) including: density studies, masterplans, development review, and economic development consulting. She has provided consulting services to the BRA for over 20 years.

Boston Redevelopment Authority (BRA)
Boston City Hall
Boston, MA 02210
(617) 722-4300

Various BRA contacts include: Prataap Petrose, Ed O'Donnell, Rich McGuinness, Sue Kim, and Marie Mercurio.

- Pinnacle provides hospitality consulting advice to the Hillsborough County Aviation Authority, operator of the Tampa International Airport, in Tampa Florida since 2013. The scope our work has included hotel market analysis, benchmarking of lease provisions, and advice with respect to a wide variety of hospitality issues. Pinnacles' work is still on-going.

Mr. Randy Forister, A.A.E., CCIM
Tampa International Airport / Commercial Real Estate Director
Hillsborough County Aviation Authority
P.O. Box 22287
Tampa, FL 33622
Email: rforister@tampaairport.com
Phone: (813) 870-8734

- Pinnacle has a long term relationship (over 10 years) with the Massachusetts Convention Center Authority (MCCA) to provide on-going hotel and convention center consulting. This includes market studies, financial projections, facility recommendations, return analysis, valuation, Request For Proposal for Development/Management, contract negotiations for hotel entities, and other advisory services.

Ms. Michelle Ho (formerly with MCCA)
Real Estate and Asset Development
MassDOT
Ten Park Plaza, Suite 5720
Boston, MA 02116
michelle.ho@state.ma.us.
Phone: (617) 222-3255

- Pinnacle was selected through an extensive RFP process to provide consulting services to the Orlando Airport Authority. Pinnacle provided in-depth research to the Airport Authority on airport hotels and operating structures. Pinnacle reviewed the management contract and re-negotiated a completely new contract with Hyatt Regency Orlando Airport. Pinnacle is currently the Asset Manager and assists with renovation plans, as well as operational changes that will provide better financial returns to the Airport Authority.

Mr. Phil Brown
Executive Director
Orlando International Airport (MCO)
Greater Orlando Aviation Authority
One Jeff Fuqua Boulevard
Orlando, FL 32827
Phone: 407-825-2026
pbrown@goaa.org

- Comprehensive market demand study, financial projections, financial feasibility, and origination of visitors for a proposed hotel to be located in Syracuse, NY.

Ms. Kristi Smiley
Office of Economic Development
Onondaga County
Syracuse, NY
kristismiley@ongov.net
Phone: 315-435-2346

Ability to Provide Services in a Timely Fashion

For every engagement that Pinnacle undertakes, the project is staffed by a Principal of the Firm and a senior level consultant(s). Pinnacle will turn work down if it cannot meet client requested deadlines. Repeat client's represent approximately 60% of Pinnacle's business. You may contact any current or former client to discuss Pinnacle's ability to meet client deadlines. Pinnacle Advisory Group is small enough to offer personalized client support at the Principal level, a claim that few if any other consulting firms can make, yet large enough to complete any amount of market research in a timely and competent manner.

Hourly Rates (2017) and Typical Project Fees

Standard Hourly Rates:**

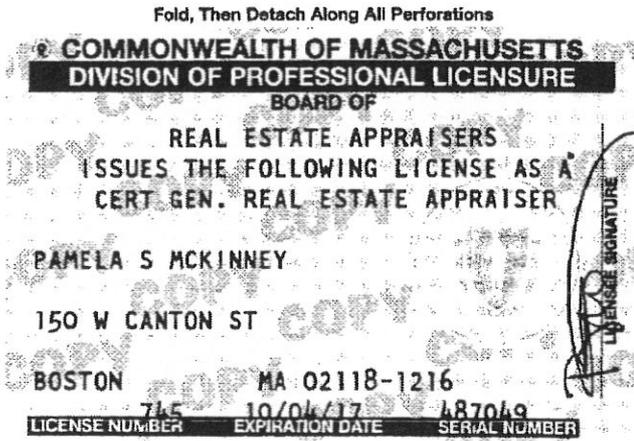
Principal/Owner – Rachel J. Roginsky, ISHC - \$375/hour
Real Estate Advisor/Director of Valuation – Pam McKinney, MAI, CRE - \$375/hour
Executive Vice President – Matthew Arrants, ISHC - \$325/hour
Managing Director Tampa Office – Allison Fogarty - \$325/hour
Managing Director DC Office – Anne Purcell - \$325/hour
Vice Presidents - \$285/hour

****Hourly rates for government work (i.e. City of Hoboken) will be discounted by 10%**

Typical Project Fees

Comprehensive Market Feasibility Studies - \$15,000-\$30,000
RFP's - \$20,000-\$50,000
Appraisals - \$15,000-\$25,000
Negotiations – Typically hourly

Licenses





OPERATIONAL SERVICES DIVISION
SUPPLIER DIVERSITY OFFICE

Reginald Nunnally
Executive Director

THE COMMONWEALTH OF MASSACHUSETTS
Executive Office for Administration and Finance
OPERATIONAL SERVICES DIVISION
One Ashburton Place, Suite 1017
Boston, MA 02108-1552

Charles D. Baker
Governor

Karyn E. Polito
Lieutenant Governor

Kristen Lepore
Secretary

Gary J. Lambert
Assistant Secretary for
Operational Services

February 17, 2015

Ms. Rachel Roginsky
Pinnacle Advisory Group, Inc.
164 Canal Street, 5th Floor
Boston, MA 02114

Dear Ms. Roginsky:

The Supplier Diversity Office (SDO) is in receipt of your certification renewal information (application). This consists of your request to renew the certification of Pinnacle Advisory Group, Inc. and the required certification renewal information and documentation. Accordingly, SDO has updated your file with this information and documentation. No substantive review of your company was done at this time. This letter serves as sole and exclusive proof of your firm's SDO certification.

Based on your certification renewal information (application), the certification of Pinnacle Advisory Group, Inc. as a woman-owned business enterprise (WBE) with the business description of **CONSULTANTS TO THE HOSPITALITY INDUSTRY** has been renewed effective the date of this letter. The company will remain listed in the SDO Directory of certified businesses and The Massachusetts Central Register, which is published by the Office of the Secretary of State unless its certification is revoked. Unless revoked, this certification will last for a period of two years and will automatically expire as of February 15, 2017, unless by that date, the certification of the company is renewed again or the company is recertified.

To renew the company's certification at that time, you will need to submit the following information to SDO no later than 30 business days prior to February 15, 2017.

- 1) All company financial statements since the date of the company's then most recent SDO certification;
- 2) A signed copy of all U.S. Tax Returns and Schedules since the date of the company's then most recent SDO renewal;
- 3) Corporations must submit all Annual Reports/Letters of Good Standing filed with the Secretary of (YOUR) State since the date of the company's then most recent renewal; and

PLEASE NOTE THAT THE FOLLOWING ITEMS 4-6 CAN BE COMBINED ON ONE NOTARIZED STATEMENT

- 4) A notarized statement that indicates:

"I certify under the pains and penalties of perjury that no significant changes affecting eligibility as a certified Minority/Minority-Woman/Woman business enterprise have occurred since the date of the company's then most recent date of SDO certification as defined in State regulations 425 CMR 2.00 The Massachusetts Supplier Diversity Office."

5) A notarized statement that indicates either "A or B" as referenced below.

A. "I certify under the pains and penalties of perjury that (Insert your Company Name) has not received any contract(s) as a result of having been SDO certified."

B. "I certify under the pains and penalties of perjury that: (Insert your Company Name) has received a contract(s) as a result of having been SDO certified." List all contract names, contract amounts and the names of the agencies with which you have contracted from the date of your last SDO renewal."

6) A notarized statement that indicates:

"I certify under the pains and penalties of perjury that (Insert your Company Name) has (number) of employees for each year end given; include owner(s)."

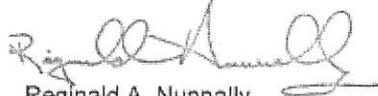
Furthermore, you have a continuing duty to notify SDO of a change in any information that is relevant to the firm's certification eligibility and to ensure that the information and documentation relied upon by SDO to certify or to maintain the certification of the business enterprise is accurate, complete and not misleading. You are required to notify SDO in writing of any change of such information or documentation within thirty calendar days. By way of example and not limitation, any change in ownership, control, investment, ongoing or independence may be considered material. Failure to abide by the continuing duty requirements shall constitute grounds for the business entity's decertification.

Additionally, every six years, certified companies that wish to remain certified must undergo a substantive review of their certification status with a SDO certification specialist who will re-evaluate the company to determine whether it continues to meet the applicable certification criteria. If you wish to recertify your company when it becomes due for substantive review, you will need to submit the applicable recertification application and all required information and documentation to SDO no later than forty-five (45) business days prior to the date of certification expiration (i.e., the recertification date). At that time, a certification specialist will be assigned to evaluate your company and will make a report and recommendation to the Certification Committee (CC) on whether or not the company continues to meet the applicable certification criteria.

As provided above in 425 CMR 2.00, if your company has a change of address or telephone number, please send a signed letter within thirty days of the change on company letterhead to notify SDO of the new address or telephone number.

During the period of your certification, if you have any further questions regarding your certification renewal, please direct them to Ms. Nedra D. White, Director of Certification, at (617) 502-8852.

Very truly yours,


Reginald A. Nunnally
Executive Director

We have filed for a business certificate with the State of NJ. The site states that our document is not yet ready for download, and will be mailed to us. This reference information has been provided in the interim:

DLN	N0000064572
Sequence Number	
Filing Date	10/20/2016
Authorized Representative	Rachel Roginsky
Business Name	Pinnacle Advisory Group
EIN Number	###-###-580/001
Trade Name on Certificate	Pinnacle Advisory Group
Other Trade Names	
Date of Registration filing	10/20/2016
Business Location	98 North Washington Street Suite 403 Boston MA 02114
Mailing Name and Address	Rachel Roginsky 98 North Washington Street Suite 403 Boston MA 02114
Business Code	2754
Principal Product or Service	Hospitality Consulting Service
Principal Activity	Hospitality Consulting
Industrial Code	8748
NAICS Code	541611
Number of Workers	
Ownership Type	
Last Month of Fiscal Year	December
State of Incorporation	MA

Is a subsidiary	No
Owners	Rachel J Roginsky Owner (Owns 100%) ###-##-7839 98 NORTH WASHINGTON STREET, SUITE 4 Boston MA 02114
Contact Name	Rachel J Roginsky
Title	Owner
Email	pgrant@pinnacle- advisory.com
Daytime Phone	(617) 722 - 9916
Evening Phone	

Other Relevant Information:

Hotel Consulting Background

Pinnacle Advisory Group was founded in 1991 and presently has principal offices in Boston, New York City, Washington DC, Los Angeles, and Tampa. Prior to founding Pinnacle Advisory Group, Rachel Roginsky, ISHC (owner/founder) was a Principal with Pannell Kerr Forster in their Boston office. Karen Johnson, MAI, CRE heads up the LA office and has been involved in hospitality consulting for the past 25 years. Allison Fogarty, Director of Pinnacle's Tampa office, has almost 30 years of senior level consulting experience with Pannell Kerr Forster, Ernst & Young, and Cunard. Anne Purcell, Director of Pinnacle's Washington, DC office, has more than 20 years of hospitality experience and has worked with top lodging companies including Marriott International, Host Hotels & Resorts and Choice Hotels International. The combined experience of these four Directors totals over 100 years. Pinnacle was formed as a company to provide the full spectrum of professional counseling services to the hospitality industry. Pinnacle's primary focus has been to remain relatively small in size, to offer exceptionally high quality work, and to ensure that all assignments maintain significant Principal-level involvement. These qualities, especially the latter, differentiate Pinnacle from all other consulting firms active in the industry.

Pinnacle Advisory Group is comprised of five divisions: consulting, valuation, development services, litigation support, and asset management. Pinnacle is a woman owned business, registered as a corporation in the Commonwealth of Massachusetts. Pinnacle's clients benefit from the services of a total of 14 professionals. Every engagement is directly managed by a Principal of the firm, with a staff member providing assistance in completing the fieldwork and analysis. A fact sheet containing a summary of relevant information about Pinnacle Advisory Group is presented on the following page. Additional information is provided on our web site: www.pinnacle-advisory.com:

Pinnacle's Approach to Proposed Services

Pinnacle's approach to providing the requested services will depend on the scope of services requested. At a minimum, Pinnacle will assign the most appropriate team members for the services requested. At the onset of any engagement, we would encourage a face-to-face meeting that will allow us to understand not only the scope of services requested, but the City's goals, expectations, and timeline. Once engaged, Pinnacle will prepare a detailed list of tasks and methodology, and a timetable, and will identify certain milestones for regular communication with the City's team.

Typically, each engagement will require comprehensive due diligence, and primary market research. Our unique focus is on primary research including data collection coupled with our proven ability to analyze and interpret large data sets from a wide variety of sources in order to arrive at sound and supportable conclusions regarding the probable viability of a project. Our research techniques are vastly superior to the approaches utilized by other consulting firms, which typically concentrate only on market supply issues. We not only utilize the most thorough methods of primary market research but we complement this with our technologically astute methods of data collection and utilization of our extensive proprietary databases. Pinnacle will employ senior staff for each assignment. Internally, Pinnacle uses a comprehensive and regimented internal review process before clients are presented with our findings and recommendations.

Bankruptcy Statement

Pinnacle Advisory Group and its Principal have never been included in any bankruptcy, or re-organization proceedings, or have operated under a different name.

Audited Financial Statements

Pinnacle will provide, upon request, and under separate cover, three consecutive years of demonstrated profitability via audited financial statements. These statements will be delivered provided the City signs a confidentiality statement.

Insurances

Pinnacle Advisory Group will furnish a certificates of insurance should we be chosen for the contract. Partial certificates detailing our coverages are detailed on the following pages.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
10/18/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Charles River Ins. Brokerage, Inc. 5 Whittier Street 4th Floor Framingham MA 01701		CONTACT NAME: Arlene Pucillo PHONE (A/C No. Ext): (508) 656-1400 FAX (A/C No.): (508) 656-1499 E-MAIL ADDRESS: apucillo@charlesriverinsurance.com	
INSURED Pinnacle Advisory Group 98 North Washington St., 4th Fl Boston MA 02114		INSURER(S) AFFORDING COVERAGE INSURER A: West American Insurance Co. NAIC # 44393 INSURER B: Peerless Insurance Co. NAIC # 24198 INSURER C: INSURER D: INSURER E: INSURER F:	

COVERAGES CERTIFICATE NUMBER: 2016 REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL/SUBR/INSR/WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY		BZW57056428	4/16/2016	4/16/2017	EACH OCCURRENCE \$ 2,000,000	
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR					DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 2,000,000	
	<input checked="" type="checkbox"/> Additional Insured					MED EXP (Any one person) \$ 15,000	
	GEN'L AGGREGATE LIMIT APPLIES PER:						PERSONAL & ADV INJURY \$ 2,000,000
	<input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC					GENERAL AGGREGATE \$ 4,000,000	
	OTHER:					PRODUCTS - COMP/OP AGG \$ 4,000,000	
						Additional Liability \$ 2,000,000	
A	AUTOMOBILE LIABILITY		BZW57056428	4/16/2016	4/16/2017	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000	
	<input type="checkbox"/> ANY AUTO					BODILY INJURY (Per person) \$	
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS					BODILY INJURY (Per accident) \$
	<input checked="" type="checkbox"/> HIRED AUTOS	<input checked="" type="checkbox"/> NON-OWNED AUTOS					PROPERTY DAMAGE (Per accident) \$
						\$	
	UMBRELLA LIAB	<input type="checkbox"/> OCCUR				EACH OCCURRENCE \$	
	EXCESS LIAB	<input type="checkbox"/> CLAIMS-MADE				AGGREGATE \$	
	DED	RETENTION \$				\$	
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY		WC1554097	10/16/2016	10/16/2017	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N				E.L. EACH ACCIDENT \$ 1,000,000	
	If yes, describe under DESCRIPTION OF OPERATIONS below	N/A				E.L. DISEASE - EA EMPLOYEE \$ 1,000,000	
						E.L. DISEASE - POLICY LIMIT \$ 1,000,000	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER CANCELLATION

Client#: 55659

PINNAADV

ACORD **CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)
10/24/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Starkweather & Shepley PO Box 549 Providence, RI 02901-0549 401 435-3600		CONTACT NAME: Laura Turchetta, CIC, AAI PHONE (A/C, No, Ext): 401 435-3600 FAX (A/C, No): 401 431-9390 E-MAIL ADDRESS: LTurchetta@starshep.com	
INSURED Pinnacle Advisory Group, Inc. 98 North Washington Street - Suite 403 Boston, MA 02114		INSURER(S) AFFORDING COVERAGE INSURER A: Ace American Insurance INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR INSR	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED \$ RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Professional Liability			G24143326006	07/01/2016	07/01/2017	\$1,000,000 Each Claim \$1,000,000 Aggregate \$5,000 Deductible

DESCRIPTION OF OPERATION(S) / LOCATION(S) / VEHICLE(S) (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION



AFFIRMATIVE ACTION COMPLIANCE NOTICE

N.J.S.A. 10:5-31 and N.J.A.C. 17:27

**GOODS AND SERVICES CONTRACTS
(INCLUDING PROFESSIONAL SERVICES)**

This form is a summary of the successful Vendor's requirement to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27-1 et seq.

The successful Vendor shall submit to the public agency, after notification of award but prior to execution of this contract, one of the following three documents as forms of evidence:

(a) A photocopy of a valid letter that the vendor is operating under an existing Federally approved or sanctioned affirmative action program (good for one year from the date of the letter);

OR

(b) A photocopy of a Certificate of Employee Information Report approval, issued in accordance with N.J.A.C. 17:27-4;

OR

(c) A photocopy of an Employee Information Report (Form AA302) provided by the Division and distributed to the public agency to be completed by the vendor in accordance with N.J.A.C. 17:27-4.

The successful vendor may obtain the Affirmative Action Employee Information Report (AA302) from the contracting unit during normal business hours.

The successful vendor(s) must submit the copies of the AA302 Report to the Division of Contract Compliance and Equal Employment Opportunity in Public Contracts (Division). The Public Agency copy is submitted to the public agency, and the vendor copy is retained by the vendor.

The undersigned vendor certifies that he/she is aware of the commitment to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27.1 et seq. and agrees to furnish the required forms of evidence.

The undersigned vendor further understands that his/her proposal shall be rejected as non-responsive if said vendor fails to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27-1 et seq.

COMPANY: Pinnacle Advisory Group, Inc SIGNATURE: _____

PRINT NAME: Rachel J Roginsky, ISHC TITLE: Principal and Owner

DATE: 10/24/16

STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

- Partnership Corporation Sole Proprietorship Limited Partnership
 Limited Liability Corp. Limited Liability Partnership Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: Rachel J Roginsky	Name:
Home Address: 36 Hillcrest Parkway Winchester, MA 01890	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:

Subscribed and sworn before me this ____ day of _____, 2__.	_____ (Affiant)
(Notary Public)	_____ (Print name & title of affiant)
My Commission expires:	

**AMERICANS WITH DISABILITIES ACT OF 1990
ACKNOWLEDGEMENT FORM**

This form is an agreement of the successful Vendor's obligations to comply with the requirements of 42 U.S.C. §121.01 et seq., referred to as the Americans Disability Act of 1990.

The undersigned Vendor hereby acknowledges receipt of the Americans With Disabilities Act of 1990 found at Appendix B of this packet.

The undersigned Vendor hereby certifies that he/she is aware of the commitment to comply with the requirements of 42 U.S.C. §121.01 et seq. and agrees to furnish any required forms as evidence of compliance.

The undersigned Vendor further certifies that he/she understands that his/her proposal shall be rejected as non-responsive, and any contract entered into shall be void and of no effect if said Vendor fails to comply with the requirements of 42 U.S.C. §121.01 et seq.

COMPANY: Pinnacle Advisory Group, Inc SIGNATURE: _____

PRINT NAME: Rachel J Roginsky, ISHC TITLE: Principal and Owner

DATE: 10/24/16

THE NUCLEAR-FREE HOBOKEN ORDINANCE

- (1) FINDINGS: The People of the City of Hoboken hereby find that:
- (a) Nuclear weapons production, in the United States and in other countries, is draining the world's resources and presenting humanity with an ever-increasing threat of nuclear war.
 - (b) Any participation in the nuclear war industry, locally, federally, or otherwise, directly condones the possible annihilation of our civilization. We see this as a crime against the sacredness of our humanity.
 - (c) The emphatic expression of our community, along with communities throughout the world, can help initiate steps by the United States, the Soviet Union, and other nuclear weapons powers to end the arms race and the proliferation of all nuclear weapon systems.
- (2) POLICY: Hoboken shall be established as a Nuclear Free Zone.
A Nuclear Free Zone shall be defined by these requirements:
- (a) No nuclear weapons, delivery systems for such weapons, or components expressly intended to contribute to the operation, guidance or delivery of a nuclear weapon shall be produced or stored within the City of its' port.
 - (b) No waste from the production of nuclear weapons, their components, or commercial nuclear power shall be stored within the City of its' port.
 - (c) No research furthering nuclear weapons, their components, or commercial nuclear power shall be stored within the City of its' port.
 - (d) The Mayor and Council of the City of Hoboken shall request the United States Department of Transportation and the New Jersey Department of Transportation to provide the City with advance notification of any radioactive waste shipment through the City limits. Upon such notification, the Mayor and Council shall act to prevent transportation of radioactive waste through the City by seeking an exemption for preemption by Department of Transportation regulations or using other legal means at their disposal.
 - (e) The Mayor and Council of the City of Hoboken shall not do business or award any municipal contract to any person, firm, or organization engaged in the production of nuclear weapons or components.
- (3) This ordinance expresses the policy of the City of Hoboken. It is not intended to make violations subject to forfeiture and nothing in this ordinance shall be construed to prohibit or regulate any activity not specifically described in Subsection (2).
- (4) SEVERABILITY: If any portion of this Ordinance is hereafter declared invalid, all remaining portions shall remain in full force and effect, and to this extent, the provisions of this Ordinance are severable.

CERTIFICATION: I hereby certify that Pinnacle Advisory Group, Inc. does not engage in the production of nuclear weapons or components. (Name of Vendor)

10/24/16
Date

Signature
Principal and Owner

Title



DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN
City of Hoboken
PART 1: CERTIFICATION
BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX.

FAILURE TO CHECK EITHER BOX WILL RENDER THE PROPOSAL NON-RESPONSIVE.

Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury's Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at <http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Bidders must review this list prior to completing the below certification. Failure to complete the certification will render a bidder's proposal non-responsive. If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

PLEASE CHECK EITHER BOX:

I certify, pursuant to Public Law 2012, c. 25, that neither the person/entity listed above nor any of the entity's parents, subsidiaries, or affiliates is listed on the NJ Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. I will skip Part 2 and sign and complete the Certification

I am unable to certify as above because I or the bidding entity and/or one or more of its parents, subsidiaries, or affiliates is listed

OR

on the Department's Chapter 25 list. I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.

Part 2

PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below. PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, USE ADDITIONAL PAGES

Name: Rachel J Roginsky, ISHC Relationship to Bidder/Vendor: Principal and Owner

Description of Activities:

I nor my company, Pinnacle Advisory Group, Inc., engage in or have investment activities in Iran.

Duration of Engagement: _____ Anticipated Cessation Date _____

Bidder/Vendor _____

Contact Name: _____ Contact Phone Number: _____

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the below-referenced person or entity. I acknowledge that the City of Hoboken is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of contracts with the City to notify the City in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreements(s) with the City of Hoboken and that the City at its option may declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print): Rachel J Roginsky, ISHC Signature: _____

Title: Principal and Owner Date: 10/24/16

Bidder/Vendor: Pinnacle Advisory Group, Inc.



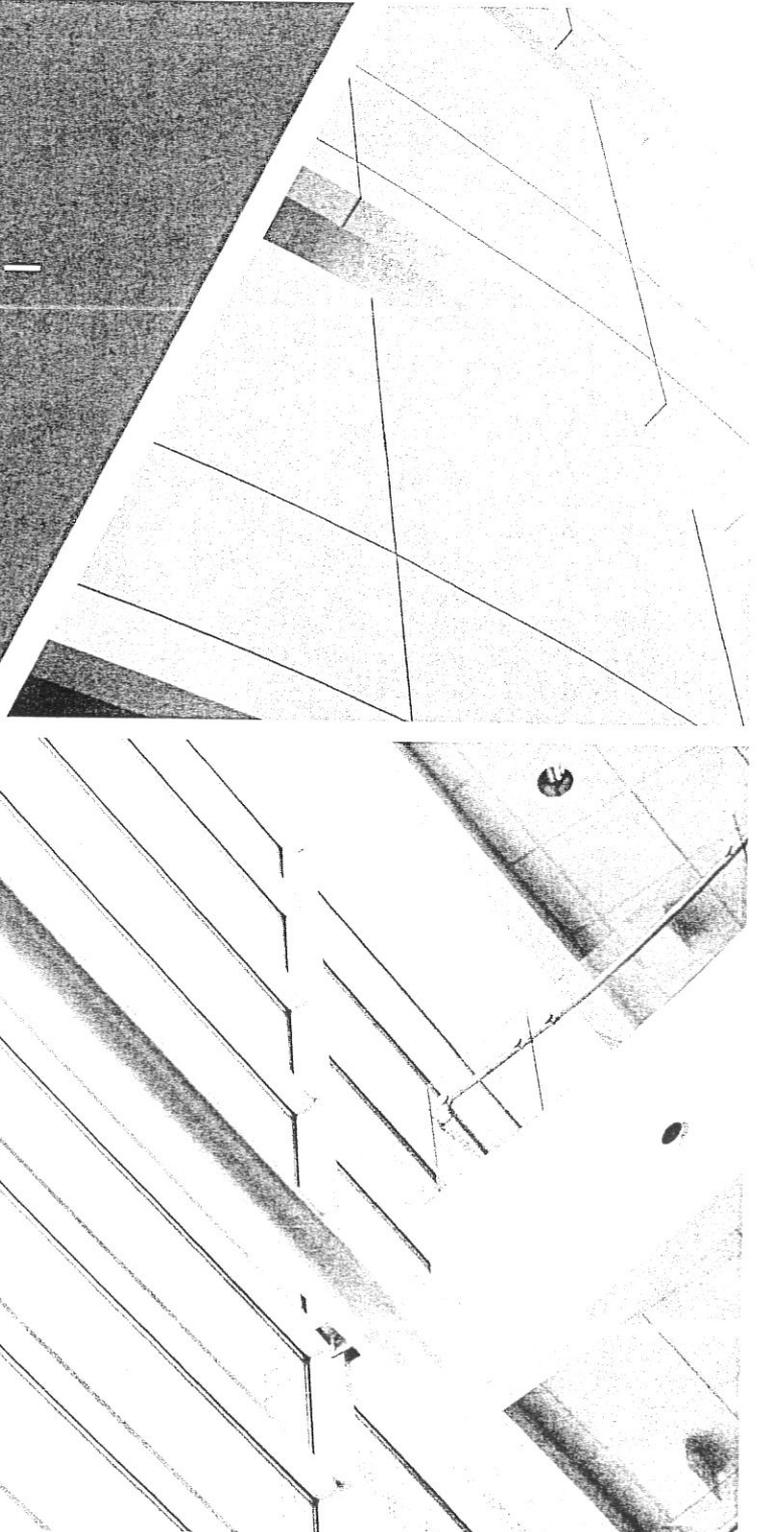
A proposal for

Professional Services – Hoboken Hotel and Industry Analyst

Prepared for

City of Hoboken, New Jersey

October 25, 2016





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cushmanwakefield.com

October 25, 2016

Division of Purchasing
c/o City Clerk
Hoboken City Hall
94 Washington Street
Hoboken, NJ 07030

Regarding: RFP 16 – 10
RFQ – Professional Service – Hoboken Hotel and Industry Analyst

To Whom it May Concern,

Cushman & Wakefield, Inc. ("Cushman & Wakefield" or "C&W") appreciates the opportunity to present our proposal to provide the City of Hoboken, New Jersey ("the City") with advisory and analytic services. In response to the Request for Proposal, this document describes our firm, people, resources and experience, and our qualifications and approach to successfully execute the City service requirement. Cushman & Wakefield affirms that it is qualified and prepared to meet all aspects of the intended scope of services associated with the City's contract, and is committed to providing the highest quality service response possible. As such, this proposal represents our offer to provide the City with professional appraisal and consulting services. Cushman & Wakefield is in agreement with all terms, conditions and provisions included in the solicitation.

Thank you for the opportunity to provide this proposal. Should you have any questions, or require additional information regarding our response, please do not hesitate to contact us at any time to discuss.

Respectfully Submitted,

CUSHMAN & WAKEFIELD, INC.

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Executive Managing Director
Practice Leader – Hospitality & Gaming
Valuation & Advisory
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Executive Summary

Cushman & Wakefield understands that the City is seeking the services of qualified, experienced real estate firms provide advisory and analytic services to the City, and to the City Council relating to its role as the Redevelopment Authority for the City. Such services will include the evaluation and feasibility of potential redevelopment, mixed use and/or other land use projects involving hospitality and other real estate uses within the City. Additionally, Cushman & Wakefield would provide assistance in negotiating with potential and/or chosen developers regarding the highest and best use of a given site, including determination of the highest and best use of a given parcel as well as the economics of a development and the need, if any, for municipal development incentives. To this end, the team will perform the following tasks:

Services to be Provided

- Meet with City officials to gain background on the potential development site(s) and gather any relevant information
- Perform a physical inspection of the site, it's immediate environs, and the greater area impacting the potential development
- Perform detailed physical, legal and financial due diligence on the relevant property(ies)
- Determine market position through economic statistics, market analysis, comparable rents and sales, and financial analysis
- Develop the highest and best use of each asset considering land use and legal constraints, physical capacity for development and financial feasibility based on existing and anticipated market conditions
- Recommend the ideal course of action for each asset such as sale, lease, development, joint venture partnership or status quo
- Determine the market value and appropriate pricing
- Report findings, conclusions and recommendations to stakeholders on a monthly basis, prepare executive level synopsis and make formal presentations as needed
- Assist the City in its negotiations with potential and/or chosen developer's in the pursuit of the City's goals for the site in question

Objectives

We endeavor to provide superior client service to the City by fielding a team of highly seasoned real estate veterans recognized as leaders in the Tri-State region. In addition to hospitality-focused advisory and transactions professionals, Cushman & Wakefield has the unique ability to tap into our in-house expertise in those property sectors which drive demand for hospitality, namely and primarily office and residential use, in Hoboken, Hudson County, as well as New York City, which also impacts the New Jersey "Gold Coast" property markets.

The engagement team assembled for this response is comprised of real estate practitioners whom clients rely on to provide real time, real world analysis, strategy, and negotiation skills. Our approach is practical and results-oriented. This team will deliver an actionable real estate plan to the City that is firmly rooted in a deep understanding of the market and sound analytics. The end game of the

strategy is to align the ultimate project and the deal structure behind the project as closely as possible to the City's goals and objectives as they pertain to the site in question.

Intended Results

At the conclusion of this engagement, the City will have a comprehensive understanding of the real estate holdings in question and the highest and best use of those assets, with an emphasis on the near- and long-term potential. Additionally, the optimum deal structure with a potential and/or chosen developer will be recommended to enable the City to achieve its goals and bring the project to successful completion for the ultimate benefit of the City of Hoboken and its residents.

Cushman & Wakefield Overview

Cushman & Wakefield is a global leader in commercial real estate services, helping clients transform the way people work, shop, and live. Cushman & Wakefield is among the largest commercial real estate services firms with revenues of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (branded C&W Services), global occupier services, investment management (branded DTZ Investors), project & development services, tenant representation and valuation & advisory.

Global Coverage

Cushman & Wakefield's wide presence gives us a deep understanding of real estate markets throughout the world, and it enables us to provide the same high-quality service globally with sensitivity to local market conditions and customs. Cushman & Wakefield can serve clients with real estate needs in a single market as well as those with expansive national or international real estate portfolios. In all markets, Cushman & Wakefield's full resources support our services.

Cushman & Wakefield's global reach, resources, and research provides a deep understanding of real estate markets throughout the world, which enables it to deliver the same high-quality service globally, with unsurpassed insights and experience to local market conditions.

Service Platform

Cushman & Wakefield's service platform covers the full spectrum of real estate requirements. Each Cushman & Wakefield service group excels in its field of specialization. Cushman & Wakefield offers a comprehensive, integrated real estate services platform:

- Agency Leasing
- Asset Services
- Capital Markets
- Facility Services
- Global Occupier Services
- Investment Management
- Project & Development Services
- Tenant Representation
- Valuation & Advisory



Valuation & Advisory Overview

Throughout its history, Cushman & Wakefield has continued to succeed and grow by bringing the best people, services, and solutions to its clients. With this objective in mind, and in order to better respond to our client's expanding needs for real estate problem solving, Valuation & Advisory (V&A) was established in 1981 to further complement Cushman & Wakefield's other existing core real estate services. Originally formed as the Appraisal Division, V&A has been a key service line of the firm and a participant in all of the major real estate trends of the last 35 years.

V&A professionals quantify the current value and projected performance of real estate by leveraging extensive knowledge of sales and lease transactions, operating patterns and market cyclicality to enhance client decision making regarding risk assessment, investment options, capital allocation and redeployment opportunities.

Today, V&A represents one of the largest fully-integrated real estate valuation and consulting firms in the world, and enjoys a successful record of serving nationally and globally prominent institutional, financial, and corporate clients in a confidential capacity.

V&A Global Locations

With 1,600± global valuation and advisory professionals located in 130+ offices throughout North America, EMEA, Asia Pacific and Latin America, we have the market knowledge, resources, experience, and geographic capabilities to provide our clients with a superior and seamless service response across the globe. V&A is uniquely qualified to handle large, complex multi-property assignments of all types on a national and international basis. We offer in-depth industry expertise, customized data assemblage, project specific templates and workbook design, web based and electronic report content posting and tracking.

V&A Core Services

APPRAISAL MANAGEMENT

The Appraisal Management Practice Group provides expertise in all facets of appraisal management and administration, including bidding, engaging, reviewing appraisal reports, compliance, third party appraiser selection, risk analysis and property inspections. Services range from single property appraisal reviews to major portfolio consulting assignments.

DILIGENCE ADVISORY

We are your partner in every aspect of a real estate transaction and our team of professionals provides accurate and reliable analyses to support your important real estate decisions. Benefitting from our cross-disciplinary approach, we create value during the acquisition/disposition process stage and limit risk on financing. Our experience enables us to provide an array of advisory services that are compatible with our clients' methodologies and templates. We work with our clients to customize a work product that meets their specific needs in a timely manner – whether a single asset or multiple-asset portfolio.

DISPUTE ANALYSIS & LITIGATION SUPPORT

The Dispute Analysis & Litigation Support Practice offers litigation-related services in matters involving toxic torts, construction defects, breach of contract, fraud, breach of fiduciary duty,

bankruptcy, property taxes, transportation and utility corridors, partnership disputes and best practices assessments.

FINANCIAL REPORTING

With exceptional credentials, industry knowledge and unparalleled talent, our staff is uniquely qualified to address financial reporting and related issues on both a national and international basis. We provide valuation services for financial reporting purposes, such as fair value measurements, business combinations, and fresh start accounting, which adhere to applicable standards including U.S. GAAP and IFRS, as well as country-specific compliance standards.

PROPERTY TAX SERVICES

Our Property Tax Services team is a nationwide network of professionals with the jurisdictional and valuation expertise needed to provide exceptional property tax savings results. We have built a reputation for excellence in understanding the unique complexities of all property types along with specialized knowledge of local process and unique jurisdictional procedures. The Property Tax Services team can handle every aspect of property tax administration and management to reduce administrative burden and minimize property tax obligations.

VALUATION/PORTFOLIO VALUATION

In today's investment climate, it is crucial that investors, lenders, and occupiers understand the value of their assets. We specialize in providing appraisal services for corporations, institutional investors, advisors and lenders on critical equity and debt investment decisions. Our dedicated portfolio team offers single-point-of-contact, centralized process, and web-based accessibility. Cushman & Wakefield has a proven track record and can develop client-specific report formats.

Valuation Practice Groups

The spectrum of services Valuation & Advisory provides clients are built upon an understanding of the underlying real estate that our professionals possess, which is second to none. At Cushman & Wakefield, this is accomplished through a long-standing organizational structure built around asset class specializations. Within V&A, we have 17 asset class specialty teams and deliver real estate strategies and solutions to clients within these industries and sectors that have unique operational, technical and business requirements.

Our practice groups benefit from relationships with specialized sales and leasing professionals in our Brokerage Services. The evaluation of economic and real estate cycles and identification of trends are critical to the decision making process of investors. Through our internal relationships with other Cushman & Wakefield core businesses, including Capital Markets, Global Occupier Services, Tenant Representation, Project & Development Services, Agency Leasing and Asset Services, and by incorporating proprietary research services, our asset-focused teams provide the best market data available with strategic insights into current and emerging trends for local and national markets.

Practice Groups

- Agribusiness, Natural Resources & Energy
- Automobile Dealership
- Gas Station & Convenience Store
- Golf
- Government
- Hospitality & Gaming
- Industrial
- Manufactured Housing
- Mission Critical Facilities
- Multifamily
- Office
- Residential Development
- Restaurant
- Retail
- Self Storage
- Senior Housing / Healthcare
- Sports & Entertainment

Our Hospitality & Gaming Practice Group offers a full range of valuation, advisory, property tax and litigation support services. The team is distinguished by its combination of industry experience, local market knowledge, global coverage and responsive service. The Hospitality & Gaming Practice Group operates in four continents with offices across the globe – Australia, Brazil, Canada, China, Czech Republic, Hungary, India, Italy, Japan, Mexico, Portugal, Singapore, Spain, Turkey, the United Kingdom and the United States. In addition, our staff of seasoned professionals has extensive experience and the ability to draw upon the diverse disciplines available from other Cushman & Wakefield core businesses, including Capital Markets, Consulting, Corporate Occupier & Investor Services and Leasing.

Our Services

- Appraisal Review
- Expense Analysis
- Feasibility Studies
- Financial Reporting
- Impact Studies
- Litigation Support
- Market Studies
- Portfolio Valuation
- Property Tax Consulting
- Real Property Appraisal

Property Types

- Condominium Hotels
- Conference Centers
- Dockside and Riverboat Casinos
- Existing or Proposed Properties
- Extended Stay Hotels
- Fractional Properties
- Full Service Hotels
- Horse and Dog Tracks
- Limited and Select Service Hotels
- Lodging Related Mixed Use Project
- Middle Market and Economy Facilities
- Native American Casinos
- Resorts
- Timeshare Properties
- Traditional Land Based Casinos

QUALITY CONTROL

V&A recognizes that our valuation reports are our best marketing tool. The objective of our Quality Control Plan (QCP) is to ensure delivery of valuation assignments in a timely manner that meet or exceed the expectations of our clients, while strictly adhering to industry standards.

In order to maintain consistently high-quality reporting, every valuation and consulting report is subject to review by a senior Cushman & Wakefield quality control professional located in the market or region resident to the real estate and/or reviewed by a national specialty practice leader, or both, as appropriate. It is our stated policy that every consulting and valuation report receives at least “two sets of eyes.” Importantly, every consulting and valuation report is prepared and/or reviewed and signed by a senior, designated Cushman & Wakefield professional.

Lastly, whether domestic or international, all valuation and consulting assignments are conducted by Cushman & Wakefield Valuation & Advisory full-time employees; we do not sub-contract. We believe strongly that this approach is in the best interest of the client and assures them of a consistently superior valuation and consulting work product and service response.

We will utilize CWOne, Cushman & Wakefield's client extranet, which enables Cushman & Wakefield staff and clients with on-demand access to track the progress of a project and to work collaboratively to share information and valuable resources such as documents, reference materials, financial analyses, project scheduling, reports, and tasks for specific assignments. It is individually tailored to each client and accessible on a global level. This invitation-only, password protected site is SSL secured and can be accessed around the globe by both clients and staff. Advantages include:

- Keeps clients and team members up to date on activities
- Places assignment information at your fingertips
- Allows access to portfolio information 24/7 through any Internet-enabled computer
- Tracks project activity by posting daily tasks and progress
- Schedules group appointments and automatically notify attendees
- Restricts members from viewing certain documents and appointments
- Changes document information while keeping a history file of all previous versions
- Allows access to all portfolios that you have been invited to join using one username and password
- Displays scheduled appointments across all your portfolios on one consolidated calendar
- Notifies members within the work group of any additions, changes, or deletions made to the portfolio

Equity, Debt & Structured Finance Overview

Cushman & Wakefield Equity, Debt & Structured Finance (EDSF) is a leading advisor of state-of-the-art financing and equity structuring, with a demonstrated track record completing mid-market and large, complex transactions at exceptional terms. In the past five years, the team has completed more than 250 transactions valued at over \$25 billion.

EDSF incorporates capital markets knowledge with local real estate expertise to successfully complete any type of real estate transaction. Formerly known as Sonnenblick Goldman, the firm was founded more than 120 years ago. Today, the team is headquartered in New York City and has twelve additional offices located throughout the country. Cushman & Wakefield Equity, Debt & Structured Finance is a leading commercial real estate capital intermediary and the team has executed capital markets transactions for every type of real estate asset.

The firm provides a full range of real estate financial services, including: senior and subordinate financing, construction financing, recapitalizations, joint venture and programmatic venture equity, and loan sale advisory.

Integrated as part of the EDSF platform, the Global Hospitality group has arranged over \$4.8 billion of equity and debt on behalf of the world's largest hotel and resort owners in the past five years. The group is the premier capital markets advisor to the hospitality industry with the ultimate goal of maximizing value and optimizing transaction terms.

Our current market knowledge combined with our hotel expertise, creative deal structuring, ability to clearly articulate the story for complex or underperforming assets, and deep relationships allow us to deliver the best possible outcome for our clients. Our focused team of hotel capital markets professionals leverages the greater Cushman & Wakefield network efficiently to provide clients with unparalleled access to an international network of capital sources.

INVESTMENT SALES

Full-service, independent, extended-stay, select-service, hotel centric mixed-use, luxury, and fractional assets

FINANCING

Acquisition, note acquisition, refinancing, renovation, construction, portfolio, and discounted pay-off

EQUITY STRUCTURING

Acquisition equity, asset recapitalization, programmatic joint ventures, and corporate recapitalization

HOTEL ADVISORY SERVICES

Acquisition advisory, loan restructuring, operator selection, note sales, lease negotiation and structuring

Approach

Our team is comprised of uniquely qualified professionals experienced in a vast range of product types who are also highly skilled in consulting, feasibility studies, highest and best use studies, advisory services, and negotiating. We offer valuations in compliance with the Uniform Appraisal Standards for Federal Land Acquisition compliance (Yellow Book), in addition to the Uniform Standards of Professional Appraisal Practice (USPAP). In addition to comprehensive coverage, we offer web-based accessibility and client specific formats. Our reporting format will be tailored to meet the specific needs of the City, providing the most beneficial information.

Cushman & Wakefield's deep bench of highly talented valuation professionals, and state of the market technology platform enable the firm to execute assignments efficiently and expeditiously.

The timetable for any valuation opportunity is first dictated by a client's needs, and is achievable based on the availability of the data and access to the real estate. A typical timetable for an assignment, the nature and scope of which the City is requesting, would be summarized as follows:

Project Plan

STAGE 1 – PROJECT INITIATION/DUE DILIGENCE/MEETINGS

- Kickoff Meeting with the City to review the City's objectives and approach to the properties
- Cushman & Wakefield will collect available due diligence items
- Cushman & Wakefield and the City will facilitate work session with staff or assembled working group to develop framework for prioritization of assets

STAGE 2

- Property inspection scheduling
- Market data collection
- Cushman & Wakefield will complete due diligence review of all assets

STAGE 3 – ANALYSIS

- Cushman & Wakefield will perform the requested services – highest and best use analysis, feasibility study, etc.

STAGE 4 – REPORT WRITING AND DELIVERY

- Team members will begin writing and preparing the preliminary reports
- Delivery of the draft report(s) as they are completed by the team

STAGE 5

- Client review and comments are submitted

STAGE 6

- All necessary revisions and corrections completed and final reports submitted
- Cushman & Wakefield will meet with the City to respond to any follow up questions or comments

STAGE 7

- All necessary revisions and corrections completed and final reports submitted
- Cushman & Wakefield will meet with the City to respond to any follow up questions or comments

Timeline

Given the proposed project plan, Cushman & Wakefield estimates the following timeline for completion of the City requirement. Please note that this is just an approximation and timeline is subject to change.

1	2	3	4	5	6	7
STAGE 1	STAGE 2	STAGE 3	STAGE 4	STAGE 5	STAGE 6	STAGE 7
• 1 week	• 1-2 weeks	• 1-2 weeks	• 1 week	• 1 week	• 1 week	• TBD

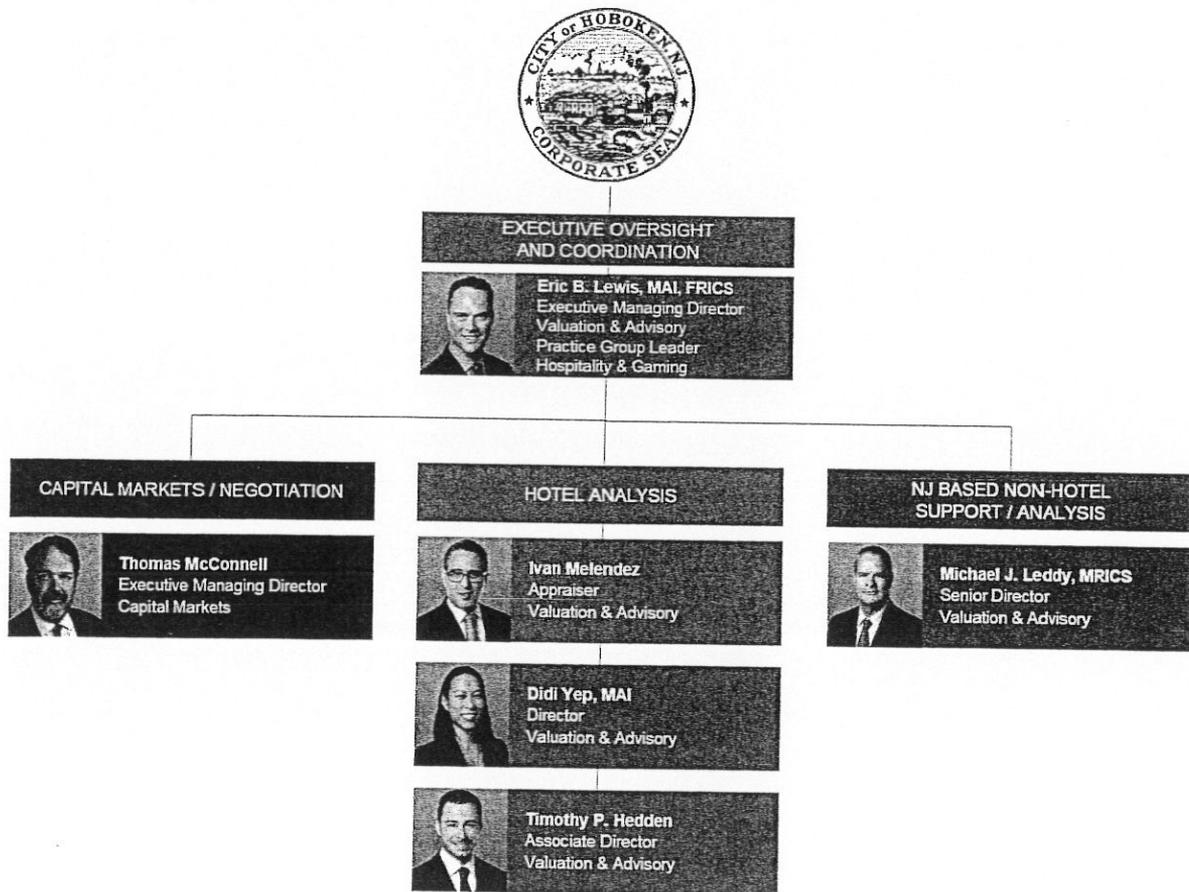
Project Team

Key Personnel

Cushman & Wakefield has assembled a collaborative team which is designed to capitalize on the subject matter expertise resident in our V&A group and combine with knowledge with the transactional skills of our Commercial Brokerage and Capital Markets professionals.

Each assignment is staffed by the most qualified personnel within the firm – dictated by location of the asset, prior experience of the respective personnel with the asset and/or location and the type of asset. The qualifications of our professional staff, or those individuals who would typically be involved in a valuation assignment involving the City's assets, are summarized below. Full qualifications are included in the Addenda.

Cushman & Wakefield Team



Roles and Responsibilities

Collaboration will characterize the Project Team's performance and will ensure efficiency and success in achieving the City's objectives. Each team member will carry out specific roles and responsibilities, which were determined through an analysis of every step required to fulfill the required services.

Project Team

Role	Team Member	Responsibility
------	-------------	----------------

Assignment Lead / Executive Oversight	Mr. Eric B. Lewis, MAI, FRICS	Primary contact responsible for coordination and quality control for services required by the City, including status meetings, status reports, and all other necessary communication.
Hospitality Advisor	Mr. Ivan Melendez	Hospitality Valuation & Advisory specialist with exclusive expertise in the hotel industry. Ivan would be the primary professional performing the analysis.
Hospitality Advisor/Analyst	Ms. Didi Yep	Hospitality Valuation & Advisory specialist with exclusive expertise in the hotel industry. Didi would assist Ivan as needed in the analysis of the property and project in question.
Hospitality Advisor/Analyst	Mr. Tim Hedden	Hospitality Valuation & Advisory specialist with exclusive expertise in the hotel industry. Tim would assist Ivan as needed in the analysis of the property and project in question.
Capital Markets/ Negotiation Lead	Mr. Tom McConnell	Hospitality Capital Markets specialist with deep experience in the negotiation of deal structure surrounding hotel projects. Tom would be the primary point of contact in negotiations with developers
New Jersey Non-Hotel Property Expert	Mr. Mike Leddy	Northern New Jersey commercial real estate valuation & advisory specialist. Mike would provide detailed information on those property sectors which impact the NJ and Hoboken hotel markets.

Please see the Addenda for full details regarding education, experience, qualifications, certifications and licenses, and number of years with the firm for each professional who is part of the project team.

Relevant Experience

Members of the project team have worked together on all or some of the assignments listed below. We believe that Cushman & Wakefield offers an unparalleled team of professionals collectively possessing a skill set perfectly suited to the task at hand and accordingly, is positioned to deliver results on behalf of the City.

- Cushman & Wakefield is currently in the process of providing advisory services and negotiation support to the New York Botanical Gardens ("NYBG") in the Borough of the Bronx in New York City. The NYBG owns a parcel of land just outside the main entrance to The Gardens which is currently under-improved with a small retail property. The NYBG's goal was to develop a hotel on the site which would support events held on the grounds of the NYBG and also accommodate room-night demand from surrounding uses such as Fordham University, the Bronx Zoo, and Montefiore Medical Center. Cushman & Wakefield performed detailed market analyses on the likely property types to aid the NYBG in formulating a conceptual mixed-use development plan

which was then circulated among C&W's list of potential developers for bids. During the process and to date, Tom McConnell and other C&W Capital Markets professionals, in conjunction with Eric Lewis and other Valuation & Advisory professionals, provided support in negotiation and deal structuring. The assignment continues to move forward successfully.

- The City University of New York ("CUNY") hired Cushman & Wakefield for a highest and best use study and negotiation services for a site located in Queens, New York, adjacent to one of CUNY's classroom buildings. CUNY's goal was to partner with a developer on the site to construct a full-service hotel which would act as a teaching facility for CUNY's culinary program in addition to providing guestrooms for CUNY-related business. Cushman & Wakefield provided a highest and best use study and aided in deal structuring. Ultimately, CUNY decided not to pursue development of this site as the development community's requirements did not align with CUNY's goals. CUNY avoided entering into a deal which would not have "worked" for its purposes.
- Cushman & Wakefield was retained by an Abu Dhabi based capital source to provide advisory services in connection with an equity investment and joint venture involving the mixed use, ultra luxury project known as One 57. Our analyses involved an underwriting of the ultra-luxury residential and five star hotel markets in Manhattan and also addressed various equity structures and investor preferences over the projected life of the investment. The assignment culminated in an equity investment / joint venture between the Abu Dhabi investor and Extell Development Company.
- Cushman & Wakefield worked with a development team and hotel brand to place a project plan before New York City Economic Development Corporation ("NYCEDC") in conjunction with the New York City Health and Hospitals Corporation ("HHC") for the redevelopment of the former Bellevue Psychiatric Hospital located at 429 First Avenue between 29th and 30th Streets in New York, NY. The redevelopment proposal required a focus on a hotel and conference center that would not only cater primarily to the surrounding medical and life-science related facilities, but would also have the ability to accommodate room night and conference demand originating from outside the immediate area. Work scope included surveys of surrounding demand generators, design consultation focusing on size and type of hotel, market studies, cash flow projections and feasibility.
- Cushman & Wakefield provided advisory support to the Hudson Yards Development Corporation ("HYDC") in connection with a major headquarters hotel to be developed adjacent to the Jacob Javits Convention Center in Manhattan. The Javits Center is currently undergoing a renovation and expansion aimed at re-establishing the Center as one of the preeminent convention centers in the United States. As part of this effort, a joint City and State task force was assembled to designate a developer for a 1,000+ room headquarters hotel on a municipally-owned site across 11th Avenue from the Center. Cushman & Wakefield's role included market and analytical research related to the hotel's sizing, positioning, relationship to Javits, operating results and ownership structure. We also advised HYDC on the public/private issues related to the development, including land lease structure, contribution and pricing of air rights, taxes and PILOT, etc.
- Cushman & Wakefield served as project manager/real estate advisor in support of a \$2 Billion senior revenue municipal bond issued by New York City to facilitate the development of the Hudson Yards area in Midtown. Working with the City and their underwriters, the team prepared a real estate analysis and 30-year forecast of office, retail, residential and hotel demand for this 45-block area. The study was used to validate revenue projections that will repay the bonds used to finance the area's new #7 subway extension and Park Boulevard currently under construction. Cushman & Wakefield recently completed an updated real estate analysis and 30-year forecast for

the Hudson Yards second municipal bond offering in October 2011, to support completion of district's infrastructure. Along with the City officials and project underwriters, and presented the real estate forecast and associated revenues to the rating agencies who rated the offering as A.

- The 337-key Westin Bellevue is a recently renovated, AAA Four-Diamond award-winning property with access to a venue of shopping, dining, and entertainment outlets. Cushman & Wakefield served as exclusive advisor to Kemper, a local family owned and operated developer, to arrange refinancing proceeds for the Westin Bellevue in an effort to free capital for expanded development of the Bellevue Collection. Marketing efforts focused on the hotel's strong stabilized cash flow, market leading performance, future complexing savings through managerial efficiencies, and compelling debt metrics. As a result of a highly competitive process, Cushman & Wakefield delivered term sheets from a wide base of institutional investors, including international banks, life companies, pension funds and debt funds. Ultimately the Sponsor closed with Metlife, who was seeking to geographically diversify their hospitality exposure.
- The landmark New Orleans Public Service Incorporated Building ("NOPSI") is located two blocks from the French Quarter in the heart of New Orleans' CBD. Cushman & Wakefield served as exclusive advisor to Building and Land Technology, arranging redevelopment financing for the adaptive re-use project of three historic landmark buildings, abandoned post-Katrina, into a modern 217-guestroom luxury hotel. Marketing efforts focused on the hotel's unique product and market positioning, long-term market fundamentals, world-class management, and the ability to establish partnership with an industry-leading developer and highly credible borrower. As a result of Cushman & Wakefield's competitive process, we were able to source a newly formed debt fund to provide a non-recourse construction loan with favorable reserve burn-offs and extension terms, allowing the sponsor maximum timeline and budget flexibility.

References

Below is a list of client references for which our firm has performed work similar to that of the City's requirement.

Contact

Mr. J.V. Cossaboom
Chief Operating Officer
The New York Botanical Garden
2900 Southern Blvd
Bronx, NY 10458
+1 (718) 817 8518
jvcossaboom@nybg.org

Ms. Dana Sunshine
Director Public Private Partnerships
City University of New York
+1 (212) 541-0164
dana.sunshine@mail.cuny.edu

Mr. Steve Caldwell
Vice President
Barclays CMBS Finance
+1 (212) 526 6706
Steven.caldwell@barclays.com

Mr. Anthony Martinez
Vice President
IDB Bank
+1 (212) 551 8769
AMartinez@idbny.com

Mr. Alan Anders
Deputy Director for Finance
New York City Office of Management and Budget
255 Greenwich Street - 6th Floor
New York, NY 10007
+1 (212) 788 5872
andersa@omb.nyc.gov

Resumes

As mentioned previously, the qualifications and experience of the key Project Team members are included in within the Addenda of our response.

Staff Training and Development Policies

Cushman & Wakefield is widely recognized as having the highest caliber valuation professionals in the industry. Our professionals are experienced, knowledge leaders with exceptional tenure at Cushman & Wakefield.

- 1,600± V&A professionals, globally
- 190± of MAIs

LICENSING

Each Cushman & Wakefield V&A professional is obligated to obtain and maintain the appropriate licenses needed to perform valuation services. It is a requirement and an expectation of V&A professionals to keep abreast of the requirements and restrictions in the jurisdiction(s) in which valuation and advisory services are performed.

Any lapse or revocation must be reported immediately. If a professional license lapses or is revoked, our professionals are required to immediately cease and desist from any and all valuation activity until that professional can legally perform assignments. Lapses represent a violation of Cushman & Wakefield's employment contracts and further action may be taken. On a quarterly basis, an internal audit of licensing compliance is conducted.

Fees

PROPOSED FEES

Level	Hourly Rate
Executive Managing Director and EVP	\$600/hour
Senior Managing Director	\$450/hour
Managing Director	\$400/hour
Senior Director	\$350/hour
Director	\$325/hour
Associate Director	\$300/hour
Administrative Assistant	Included

Addenda

Team Biographies

Required Forms

- Exceptions to Specifications
- Affirmative Action Compliance Notice
- Americans With Disabilities Act of 1990 Language
- Iranian Investment Activity Form
- Nuclear-Free Hoboken Ordinance
- Stockholder Disclosure Certificate
- Non-Collusion Affidavit



Eric B. Lewis, MAI, FRICS Executive Managing Director

Valuation & Advisory
Practice Group Leader | Hospitality & Gaming
Cushman & Wakefield, Inc.

Professional Expertise

Eric B. Lewis is the Executive Managing Director and Practice Lead of the Hospitality & Gaming group within Cushman & Wakefield's Valuation & Advisory division. Global Hospitality & Gaming consists of approximately 41 senior valuation professionals dedicated to the hospitality industry. In 2015, the group was responsible for appraising properties valued at more than \$96 billion, involving virtually every hospitality & gaming property type, including full-, limited-, and select-service hotels, conference centers, timeshares, fractionals, resorts, condominium hotels, traditional land-based casinos, racetracks, riverboat casinos, Native American casinos and racinos. Work scope includes appraisals, feasibility studies, market surveys, litigation support and investment analysis.

Following a career as a CPA with Arthur Young & Co. in New York, Mr. Lewis entered the real estate appraisal business in 1987 with Mason-Helmstetter in Hasbrouck Heights, NJ, and in 1991, received his Masters in Real Estate Valuation from New York University. In 1992, he joined Cushman & Wakefield's Stamford, Connecticut office, where he worked on a variety of property types and began to specialize in hotels. He moved to Cushman & Wakefield's New York World Headquarters in 1997, and was promoted to Americas Practice Leader in 2005. Mr. Lewis was elevated to his current position in 2013.

Mr. Lewis has been dedicated to the hospitality field for more than 18 years. He has personally completed appraisal, advisory and consulting assignments on all hospitality property types across the Americas, APAC and EMEA, and is a sought-after expert witness in hospitality-related litigation support cases.

Memberships, Licenses, Professional Affiliations and Education

- Designated Member, Appraisal Institute (MAI #9798). As of the current date, Eric Lewis, MAI has completed the requirements of the continuing education program of the Appraisal Institute.
- Certified General Real Estate Appraiser in the following states:
 - Colorado – CG.200000727
 - Connecticut – RCG.373
 - Georgia – 218990
 - Maryland – 12182
 - New Jersey – RG.0092200
 - New York – 46000022963
 - Ohio – 2001011863
 - Pennsylvania – GA-001608R

- Appraisal Institute
 - Board of Directors Member, Metropolitan New York Chapter No. 4 (2005-2007, 2008-2012)
 - President, Metropolitan New York Chapter No. 4, 2013
 - Regional Representative to the National Appraisal Institute (2008)
- Fellow, Royal Institution of Chartered Surveyors (FRICS #1278634)
- Master of Science, New York University
- Bachelor of Science, Lehigh University, Cum Laude

Other Accomplishments and Awards

- 1999 – James F. Ryan Humanitarian Award
- 1999 Cushman & Wakefield – New York Area VAS – Bronze Production Award
- 2000 Cushman & Wakefield – New York Area VAS – Silver Production Award
- 2001 Cushman & Wakefield – New York Area VAS – Gold Production Award
- 2002 Cushman & Wakefield – New York Area VAS – Silver Production Award
- 2003 Cushman & Wakefield – New York Area VAS – Gold Production Award
- 2003 Leading Valuation Services Professional in the Firm
- 2004 Cushman & Wakefield – New York Area VAS – Silver Production Award
- 2007 Person of the Year – Metropolitan New York Chapter of the Appraisal Institute
- Spoke before the Real Estate Lenders Association. Lectured at Cornell University, New York University, Baruch College and Lehigh University. Spoke before the Royal Institution of Chartered Surveyors, the Mortgage Bankers Association, various chapters of the Appraisal Institute, the NYU Hotel Conference, the American Lodging Investment Summit and the RICS Americas Conference. Appeared as a guest on the television show The Stoler Report, commenting on the New York City hotel market. He has been widely quoted on the hotel market in publications including The Hotel Journal, Hotel Business, Global Hotel Network, Real Estate Weekly and The Real Deal.

NEW JERSEY

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State Of New Jersey
New Jersey Office of the Attorney General
Division of Consumer Affairs

THIS IS TO CERTIFY THAT THE
Real Estate Appraisers Board

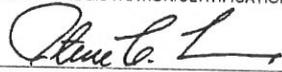
HAS CERTIFIED

ERIC B. LEWIS
36 Howard Street
Wyckoff NJ 07481

FOR PRACTICE IN NEW JERSEY AS A(N): Certified General Appraiser

11/04/2015 TO 12/31/2017
VALID

42RG00092200
LICENSE/REGISTRATION/CERTIFICATION #



Signature of Licensee/Registrant/Certificate Holder

ACTING DIRECTOR



Ivan Melendez Appraiser

Valuation & Advisory
Practice Group Member | Hospitality & Gaming
Cushman & Wakefield, Inc.

Professional Expertise

Mr. Melendez joined Cushman & Wakefield, Inc. (Cushman & Wakefield) in April 2012. He is a member of the Hospitality & Gaming group within Valuation & Advisory. Prior to joining Cushman & Wakefield, Mr. Melendez was a 13-year veteran with Four Seasons Hotels & Resorts. He gained experience in various aspects of hotel operations at the Four Seasons Hotel Philadelphia and Four Seasons Hotel Los Angeles and his most recent position was Director of Sales of the Beverly Wilshire, a Four Seasons Hotel. His core competencies are in revenue management and sales and marketing.

Since joining Cushman & Wakefield, Ivan has participated in the valuation of virtually every hospitality property type, including full-, limited- and select-service hotels, conference centers, resorts and condominium hotels. Work scope includes appraisals, feasibility studies, market surveys, litigation support and investment analysis.

Responsibilities entail valuation and analysis of hospitality related real estate in the northeast. Property types include hotels, motels, resorts, timeshare projects, conference centers and the like.

Memberships, Licenses, Professional Affiliations and Education

- Practicing Affiliate, Appraisal Institute – Metropolitan New York Chapter
- Licensed Real Estate Appraiser Assistant in the following state:
 - New York – 48000050497
- Bachelor of Science, Cornell University

Appraisal Education

- National USPAP
- Basic Appraisal Principles (R5)
- Basic Appraisal Procedures (R6)
- Market Analysis & Highest & Best Use (R7)
- Residential Site Valuation & Cost Approach (R8)
- Residential Sales Comparison & Income Approach (R9)
- Residential Report Writing (R10)
- General Appraiser Income Approach (G7)
- Statistics, Modeling and Finance (SMF)
- General Market Analysis & Highest and Best Use (G4)
- General Appraiser Sales Comparison Approach (G5)

- General Appraiser Site Valuation and Cost Approach (G6)
- General Appraisal Report Writing and Case Studies (G8)
- Fair Housing, Fair Lending and Env. Issues (GE1)
- He has also completed courses on Financial Management and Principles of Real Estate



Didi Yep, MAI Director

Valuation & Advisory
Cushman & Wakefield, Inc.

Professional Expertise

Didi Yep started her real estate career in January 2005 as a valuation assistant with Appraisal Advisory Group, Ltd. She then continued her appraisal career at Capital Appraisal Services, Inc. and Colliers International. Ms. Yep received her M.S. degree from New York University, Schack Institute of Real Estate, with a major in real estate development in 2010.

Ms. Yep's appraisal experience has spanned a variety of property types including but not limited to vacant land, development sites, rental apartment complexes, cooperative and condominium complexes, multi-tenant office buildings, strip shopping centers, single- and multi-tenant industrial facilities, hotels, retail/commercial condominium units, flex properties, special-use properties, leased fee/leasehold interest valuations and many mixed-use commercial properties. Assignments have been prepared for lenders, portfolio clients, attorneys, corporations, buyers and sellers and the Internal Revenue Service.

Memberships, Licenses, Professional Affiliations and Education

- Designated Member, Appraisal Institute (MAI #544434). As of the current date, Didi Yep, MAI has completed the requirements of the continuing education program of the Appraisal Institute.
- Certified General Real Estate Appraiser in the following states:
 - Massachusetts – 103786
 - New Jersey – 42RG00247500
 - New York – 46000049248
 - Pennsylvania – GA004198
- Master of Science, Schack Institute of Real Estate, New York University
- Bachelor of Arts, Princeton University

NEW JERSEY

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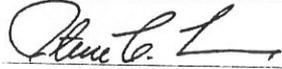
HAS CERTIFIED

Didi Yep
Cushman & Wakefield, Inc.
1290 Avenues of Americas, 9th Floor
New York NY 10104

FOR PRACTICE IN NEW JERSEY AS A(N): Certified General Appraiser

12/30/2015 TO 12/31/2017
VALID

42RG00247500
LICENSE/REGISTRATION/CERTIFICATION #



Signature of Licensee/Registrant/Certificate Holder

ACTING DIRECTOR



Timothy P. Hedden Associate Director

Valuation & Advisory
Practice Group Member | Hospitality & Gaming
Cushman & Wakefield, Inc.

Professional Expertise

Timothy P. Hedden is an appraiser with Cushman & Wakefield, Inc. in the Valuation & Advisory group. Mr. Hedden is currently an appraiser in the Hospitality and Gaming practice group, where he specializes in the appraisal of nearly every hospitality property type, including full-service, limited-service, extended-stay and select-service hotels; conference centers; and resorts. Work scope has included appraisals, feasibility studies, market surveys, litigation support and investment analysis.

Prior to joining the Hospitality and Gaming practice group, he appraised various commercial, industrial and residential properties throughout the State of New York. Appraisal and consulting assignments included office buildings, office and retail condominium units, neighborhood and regional retail centers, industrial warehouse properties, vacant land, transferable development rights (TDRs), multifamily apartment complexes, mixed-use properties, performance theaters and various other market analyses.

Memberships, Licenses, Professional Affiliations and Education

- Practicing Affiliate, Appraisal Institute – Metropolitan New York Chapter
- Licensed Real Estate Appraiser Assistant in the following state:
 - New York – 48000050230
- Bachelor of Arts, James Madison University

Appraisal Education

- Appraisal Institute Courses:
 - Uniform Standards of Professional Appraisal Practice (USPAP)
 - Basic Appraisal Principles (100GR)
 - Basic Appraisal Procedures (101GR)
 - Statistics, Modeling, and Finance (SMF)
 - HP12C Financial Calculator (GE-3)
 - General Market Analysis and Highest and Best Use (G-4)
 - General Appraiser Sales Comparison Approach (G-5)
 - General Appraiser Site Valuation and Cost Approach (G-6)
 - General Appraiser Income Capitalization Approach (G-7)
 - General Appraiser Report Writing and Case Studies (G-8)
 - Advanced Market Analysis and Highest and Best Use



Thomas McConnell Executive Managing Director
Head of Global Hospitality

Professional Expertise

Tom McConnell is the Head of Cushman & Wakefield's Global Hospitality Group, where his primary responsibilities include hotel real estate transaction advisory, brokerage, investment advisory, asset management and other related services.

Mr. McConnell joined Cushman & Wakefield in 2005 as a Senior Managing Director to establish the hotel Transactions Group. His experience in the hospitality industry spans two decades, and he has held advisory and consulting roles in numerous market and economic analyses of hotel investments, valuation, management contracts, finance and hotel company transactions.

Over his 20-year career, Mr. McConnell has been involved in numerous hotel transaction and consulting engagements related to investment advisory, finance, operations consulting, workouts and brokerage. He has worked with virtually all of the major, international hotel companies including Four Seasons Hotels & Resorts, Intercontinental Hotels Group, Starwood Hotels & Resorts and Marriott International. He also counts various Wall Street firms and investors as clients, including Credit Suisse, UBS, Morgan Stanley, Goldman Sachs, Citigroup, J.P. Morgan Chase and others.

Prior to joining C&W, Mr. McConnell worked for Insignia. Prior to that, he worked with Arthur Anderson, LLP as Director of Hospitality Consulting Services in the firm's New York City office. Previously, he held senior positions with Kenneth Leventhal & Company, and Laventhol & Horwath. He is a frequent lecturer and speaker at industry conferences and is often quoted in various national publications on hospitality-related issues.

Mr. McConnell received an undergraduate degree from Brown University and a graduate degree from the Cornell University School of Hotel Administration.



Michael J. Leddy, MRICS Senior Director
Valuation & Advisory
Cushman & Wakefield of New Jersey, Inc.

Professional Expertise

Mr. Leddy is an appraiser within the Valuation & Advisory group at Cushman & Wakefield of New Jersey, Inc. in East Rutherford, New Jersey. He began his career at Cushman & Wakefield as a college intern working as a research assistant in the Land Division, a specialty practice focusing on land development sites. Upon graduating with a degree in Economics he initially worked in the Market Research Department focusing on industrial properties. He began his appraisal career in September 1988 and is currently a Senior Director in the East Rutherford, New Jersey office. Mr. Leddy has appraised many property types including land, retail, residential, office and industrial, with a current concentration on suburban and CBD office properties and industrial properties including warehouse and manufacturing facilities.

Memberships, Licenses, Professional Affiliations and Education

- Candidate for Designation, Appraisal Institute
- Member, Royal Institution of Chartered Surveyors (MRICS #1302761)
- Licensed Real Estate Salesperson, State of New Jersey
- Certified General Real Estate Appraiser in the following states:
 - New Jersey – 42RG00105100
 - New York – 46000051587
- Bachelor of Science, Rutgers University
- Associate of Arts, Liberal Arts, Fairleigh Dickinson University

Appraisal Education

- Real Estate Appraisal Principles
- Basic Valuation Procedures
- Capitalization Theories and Techniques, Part A & B
- Report Writing & Valuation Analysis
- Standards of Professional Practice
- Advanced Applications
- Market Analysis and Highest and Best Use
- Advanced Sales Comparison & Cost Approaches

NEW JERSEY

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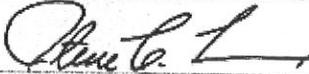
MICHAEL J. LEDDY
58 LAKESHORE DR
OAKLAND NJ 07436-2129

FOR PRACTICE IN NEW JERSEY AS A(N): Certified General Appraiser

01/04/2016 TO 12/31/2017
VALID


Signature of Licensee, Registrant/Certificate Holder

42RG00105100
LICENSE, REGISTRATION, CERTIFICATION #


ACTING DIRECTOR

EXCEPTIONS TO SPECIFICATIONS

Request for Qualifications

RFP 16 – 10

RFQ – Professional Services – Hoboken Hotel and Industry Analyst
Term: November 2016 through November 2017



COMPANY NAME Cushman & Wakefield

EXCEPTIONS TO SPECIFICATIONS

INSURANCE AND INDEMNIFICATION

The Vendor shall be required to have the following insurance coverage. Said coverage shall be applicable to this proposal and be made a part of the proposal documents:

INSURANCE REQUIREMENTS

Worker's Compensation Insurance

Workers Compensation insurance shall be maintained in full force during the life of the contract, covering all employees engaged in performance of the contract pursuant to N.J.S.A. 34:15-12(a) and N.J.A.C. 12:235-1.6.

General Liability Insurance

The Vendor shall furnish evidence to the City prior to the work he/she or any of his/her subcontractors perform and will provide Standard Vendor's Liability for any operations to be performed by vendor or subcontractors as follows:

General liability insurance shall be provided with limits of ~~not less than~~ \$1,000,000 for any occurrence and \$1,000,000 aggregate for bodily injury and property damage, coverage shall be maintained in full force during the life of the contract.

Automotive Liability Insurance

Automotive liability insurance covering Vendor for claims arising from owned, hired and non-owned vehicles with limits of ~~not less than~~ \$1,000,000 for any one occurrence and \$1,000,000 aggregate for bodily injury and property damage, coverage shall be maintained in full force during the life of the contract.

Crime/Fidelity Insurance

Crime/Fidelity insurance of ~~no less than~~ \$1,000,000 per loss covering theft, destruction, and disappearance on a blanket basis.

Errors and Omission Liability Insurance

Errors and Omissions Liability insurance of ~~no less than~~ \$1,000,000 per occurrence and in aggregate.

CERTIFICATES OF THE REQUIRED INSURANCE

Certificates of Insurance for those policies required shall be with an insurance company authorized to do business in the State of New Jersey and the successful vendor shall ~~name~~ include the City as an additional insured on the general liability and auto policies prior to contract execution.

Self-insured Vendors shall submit an affidavit attesting to their self-insured coverage at the time of submission and shall name the City as an additional insured prior to contract execution.

INDEMNIFICATION

Should Provider be awarded the contract, Provider's counsel will review the Indemnification in the context of the full contract. Provider affirms, at this time, that Provider will indemnify the City for claims resulting from gross negligence, willful misconduct or fraud.

PROVIDER'S INDEMNITY OBLIGATION. PROVIDER COVENANTS, AGREES TO, AND SHALL DEFEND (WITH COUNSEL REASONABLY ACCEPTABLE TO THE CITY), INDEMNIFY, AND HOLD HARMLESS THE CITY OF HOBOKEN, NEW JERSEY AND THE ELECTED OFFICIALS, THE OFFICERS, EMPLOYEES, REPRESENTATIVES, AND VOLUNTEERS OF THE CITY OF HOBOKEN, NEW JERSEY, INDIVIDUALLY OR COLLECTIVELY, IN BOTH THEIR OFFICIAL AND PRIVATE CAPACITIES (THE CITY OF HOBOKEN, NEW JERSEY, AND THE ELECTED OFFICIALS, THE OFFICERS, EMPLOYEES, REPRESENTATIVES, AND VOLUNTEERS OF THE CITY OF HOBOKEN, NEW JERSEY EACH BEING A "HOBOKEN PERSON" AND COLLECTIVELY THE "HOBOKEN PERSONS"), FROM AND AGAINST ANY AND ALL CLAIMS, LIABILITIES, JUDGMENTS, LAWSUITS, DEMANDS, HARM, LOSSES, DAMAGES, PROCEEDINGS, SUITS, ACTIONS, CAUSES OF ACTION, LIENS, FEES, FINES, PENALTIES, EXPENSES, OR COSTS, OF ANY KIND AND NATURE WHATSOEVER MADE UPON OR INCURRED BY THE CITY OF HOBOKEN, NEW JERSEY AND/OR ANY OTHER HOBOKEN PERSON, WHETHER DIRECTLY OR INDIRECTLY, (THE "CLAIMS"), THAT ARISE OUT OF, RESULT FROM, OR RELATE TO: (I) ANY OF THE WORK AND SERVICES OF THE PROVIDER AS DESCRIBED IN SECTION 1 OF THIS AGREEMENT, (II) ANY REPRESENTATIONS AND/OR WARRANTIES BY PROVIDER UNDER THIS AGREEMENT, AND/OR (III) ANY ACT OR OMISSION UNDER, IN PERFORMANCE OF, OR IN CONNECTION WITH THIS AGREEMENT BY PROVIDER, OR BY ANY OF PROVIDER'S OWNERS, DIRECTORS, OFFICERS, SHAREHOLDERS, MANAGERS, PARTNERS, EMPLOYEES, AGENTS, ENGINEERS, ARCHITECTS, CONSULTANTS, CONTRACTORS, SUBCONTRACTORS, INVITEES, PATRONS, GUESTS, CUSTOMERS, TENANTS, SUBTENANTS, LICENSEE, SUBLICONSEE, CONCESSIONAIRES, OR ANY OTHER PERSON OR ENTITY FOR WHOM PROVIDER IS LEGALLY RESPONSIBLE, AND THEIR RESPECTIVE OWNERS, DIRECTORS, OFFICERS, SHAREHOLDERS, MANAGERS, PARTNERS, EMPLOYEES, AGENTS, ENGINEERS, ARCHITECTS, CONSULTANTS, CONTRACTORS, SUBCONTRACTORS, INVITEES, PATRONS, GUESTS, CUSTOMERS, PROVIDERS, AND CONCESSIONAIRES. SUCH DEFENSE, INDEMNITY AND HOLD HARMLESS SHALL AND DOES INCLUDE CLAIMS ALLEGED OR FOUND TO HAVE BEEN CAUSED IN WHOLE OR IN PART BY THE NEGLIGENCE OR GROSS NEGLIGENCE OF ANY HOBOKEN PERSON, OR CONDUCT BY ANY HOBOKEN PERSON THAT WOULD GIVE RISE TO STRICT LIABILITY OF ANY KIND.

PROVIDER SHALL PROMPTLY ADVISE THE CITY IN WRITING OF ANY CLAIM OR DEMAND AGAINST ANY HOBOKEN PERSON RELATED TO OR ARISING OUT OF PROVIDER'S ACTIVITIES UNDER THIS AGREEMENT AND SHALL SEE TO THE

INVESTIGATION AND DEFENSE OF SUCH CLAIM OR DEMAND AT PROVIDER'S SOLE COST AND EXPENSE. THE HOBOKEN PERSONS SHALL HAVE THE RIGHT, AT THE HOBOKEN PERSONS' OPTION AND OWN EXPENSE, TO PARTICIPATE IN SUCH DEFENSE WITHOUT RELIEVING PROVIDER OF ANY OF ITS OBLIGATIONS HEREUNDER. THE DEFENSE, INDEMNITY, AND HOLD HARMLESS OBLIGATIONS SET FORTH HEREIN SHALL SURVIVE THE EXPIRATION OR TERMINATION OF THIS AGREEMENT.

AFFIRMATIVE ACTION COMPLIANCE NOTICE

N.J.S.A. 10:5-31 and N.J.A.C. 17:27

**GOODS AND SERVICES CONTRACTS
(INCLUDING PROFESSIONAL SERVICES)**

This form is a summary of the successful Vendor's requirement to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27-1 et seq.

The successful Vendor shall submit to the public agency, after notification of award but prior to execution of this contract, one of the following three documents as forms of evidence:

(a) A photocopy of a valid letter that the vendor is operating under an existing Federally approved or sanctioned affirmative action program (good for one year from the date of the letter);

OR

(b) A photocopy of a Certificate of Employee Information Report approval, issued in accordance with N.J.A.C. 17:27-4;

OR

(c) A photocopy of an Employee Information Report (Form AA302) provided by the Division and distributed to the public agency to be completed by the vendor in accordance with N.J.A.C. 17:27-4.

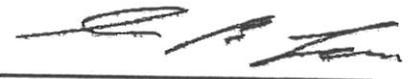
The successful vendor may obtain the Affirmative Action Employee Information Report (AA302) from the contracting unit during normal business hours.

The successful vendor(s) must submit the copies of the AA302 Report to the Division of Contract Compliance and Equal Employment Opportunity in Public Contracts (Division). The Public Agency copy is submitted to the public agency, and the vendor copy is retained by the vendor.

The undersigned vendor certifies that he/she is aware of the commitment to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27.1 et seq. and agrees to furnish the required forms of evidence.

The undersigned vendor further understands that his/her proposal shall be rejected as non-responsive if said vendor fails to comply with the requirements of N.J.S.A. 10:5-31 and N.J.A.C. 17:27-1 et seq.

COMPANY: Cushman & Wakefield, Inc.

SIGNATURE: 

PRINT NAME: Eric B. Lewis, MAI, FRICS

TITLE: Executive Managing Director

DATE: 10/24/16

**AMERICANS WITH DISABILITIES ACT OF 1990
ACKNOWLEDGEMENT FORM**

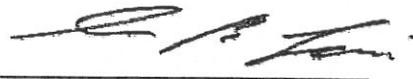
This form is an agreement of the successful Vendor's obligations to comply with the requirements of 42 U.S.C. §121.01 et seq., referred to as the Americans Disability Act of 1990.

The undersigned Vendor hereby acknowledges receipt of the Americans With Disabilities Act of 1990 found at Appendix B of this packet.

The undersigned Vendor hereby certifies that he/she is aware of the commitment to comply with the requirements of 42 U.S.C. §121.01 et seq. and agrees to furnish any required forms as evidence of compliance.

The undersigned Vendor further certifies that he/she understands that his/her proposal shall be rejected as non-responsive, and any contract entered into shall be void and of no effect if said Vendor fails to comply with the requirements of 42 U.S.C. §121.01 et seq.

COMPANY: Cushman & Wakefield, Inc.

SIGNATURE: 

PRINT NAME: Eric B. Lewis, MAI, FRICS

TITLE: Executive Managing Director

DATE: 10/24/16

DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN

City of Hoboken

PART 1: CERTIFICATION

BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX.

FAILURE TO CHECK EITHER BOX WILL RENDER THE PROPOSAL NON-RESPONSIVE.

Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury's Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at <http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Bidders must review this list prior to completing the below certification. Failure to complete the certification will render a bidder's proposal non-responsive. If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

PLEASE CHECK EITHER BOX:

I certify, pursuant to Public Law 2012, c. 25, that neither the person/entity listed above nor any of the entity's parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. I will skip Part 2 and sign and complete the Certification

OR

I am unable to certify as above because I or the bidding entity and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 list. I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.

Part 2

PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below.

PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, USE ADDITIONAL PAGES

Name: _____

Relationship to Bidder/Vendor: _____

Description of Activities: _____

Duration of Engagement: _____ Anticipated Cessation Date _____

Bidder/Vendor: _____

Contact Name: _____ Contact Phone Number: _____

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the below-referenced person or entity. I acknowledge that the City of Hoboken is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of contracts with the City to notify the City in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreements(s) with the City of Hoboken and that the City at its option may declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print): Eric B. Lewis, MAI, FRICS Signature: 

Title: Executive Managing Director Date: 10/24/16

Bidder/Vendor: Cushman & Wakefield, Inc.

THE NUCLEAR-FREE HOBOKEN ORDINANCE

(1) FINDINGS: The People of the City of Hoboken hereby find that:

(a) Nuclear weapons production, in the United States and in other countries, is draining the world's resources and presenting humanity with an ever-increasing threat of nuclear war.

(b) Any participation in the nuclear war industry, locally, federally, or otherwise, directly condones the possible annihilation of our civilization. We see this as a crime against the sacredness of our humanity.

(c) The emphatic expression of our community, along with communities throughout the world, can help initiate steps by the United States, the Soviet Union, and other nuclear weapons powers to end the arms race and the proliferation of all nuclear weapon systems.

(2) POLICY: Hoboken shall be established as a Nuclear Free Zone.

A Nuclear Free Zone shall be defined by these requirements:

(a) No nuclear weapons, delivery systems for such weapons, or components expressly intended to contribute to the operation, guidance or delivery of a nuclear weapon shall be produced or stored within the City of its' port.

(b) No waste from the production of nuclear weapons, their components, or commercial nuclear power shall be stored within the City of its' port.

(c) No research furthering nuclear weapons, their components, or commercial nuclear power shall be stored within the City of its' port.

(d) The Mayor and Council of the City of Hoboken shall request the United States Department of Transportation and the New Jersey Department of Transportation to provide the City with advance notification of any radioactive waste shipment through the City limits. Upon such notification, the Mayor and Council shall act to prevent transportation of radioactive waste through the City by seeking an exemption for preemption by Department of Transportation regulations or using other legal means at their disposal.

(e) The Mayor and Council of the City of Hoboken shall not do business or award any municipal contract to any person, firm, or organization engaged in the production of nuclear weapons or components.

(3) This ordinance expresses the policy of the City of Hoboken. It is not intended to make violations subject to forfeiture and nothing in this ordinance shall be construed to prohibit or regulate any activity not specifically described in Subsection (2).

(4) SEVERABILITY: If any portion of this Ordinance is hereafter declared invalid, all remaining portions shall remain in full force and effect, and to this extent, the provisions of this Ordinance are severable.

CERTIFICATION: I hereby certify that Cushman & Wakefield, Inc. does not engage in the production of nuclear weapons or components. (Name of Vendor)

10/24/16

Date



Signature

Executive Managing Director

Title

Stockholder Disclosure Certificate

Our legal group is continuing to review the RFP. With respect to the Stockholder Disclosure Certificate, should Cushman & Wakefield be awarded this assignment, it will be completed and submitted as required.

Non-Collusion Affidavit

Our legal group is continuing to review the RFP. With respect to the Non-Collusion Affidavit, should Cushman & Wakefield be awarded this assignment, it will be completed and submitted as required.



**CUSHMAN &
WAKEFIELD**

Contact Information

Eric B. Lewis, MAI, FRICS
Executive Managing Director
Practice Leader – Hospitality & Gaming
Valuation & Advisory
eric.lewis@cushwake.com
T +1 (212) 841 5964
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A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.
AT A MEETING HELD ON: NOV 02 2016

CD3

James J. Sarena

INTRODUCED BY: Peter H. King
SECONDED BY: De S...

CITY CLERK

CITY OF HOBOKEN
RESOLUTION NO: _____

RESOLUTION OF THE CITY OF HOBOKEN AUTHORIZING THE EXECUTION OF A CONSENT TO TRANSFER INTEREST OF US WATERFRONT III, LLC WITH RESPECT TO THE LEASE AND DEVELOPMENT AGREEMENT DATED DECEMBER 4, 2012 BETWEEN THE CITY OF HOBOKEN, THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY AND WATERFRONT CORPORATE CENTER III JV LLC

WHEREAS, on or about December 4, 2012, the City, the Waterfront Corporate Center III JV LLC ("WCC") and the Port Authority of New York and New Jersey entered into a Lease and Development Agreement ("Lease & Development Agreement") involving the development of property located in the Southern Redevelopment Area located in the City of Hoboken; and,

WHEREAS, pursuant to the terms of the Lease and Development Agreement, ownership of WCC is held by several entities, one of which is US Waterfront III, LLC (an affiliate of USAA) ("USAA Interest"); and,

WHEREAS, pursuant to Section 5A.4.1 of the Lease and Development Agreement, in the event that WCC or any of its members holding an ownership interest proposes to transfer ownership of such interest, WCC must provide certain written Notice to the Port Authority and City of Hoboken ("Transaction Notice") and obtain the Consent of the Port Authority and City of Hoboken for such proposed Transfer; and,

WHEREAS, WCC has provided the Port Authority and City of Hoboken with a Transaction Notice regarding the proposed Transfer of the USAA Interest to MFA WCC III LLC, ("Transferee") an entity controlled by Mitsui Fudosan American, Inc. ("MFA"), a US subsidiary of a Japanese real estate company, Mitsui Fudosan Co., Ltd, with approximately \$45 billion of assets; and,

WHEREAS, pursuant to Section 5A.2.1 of the Lease and Development Agreement, in the event of certain sales or financing transactions, of which the proposed Transfer of the USAA Interest qualifies, a payment of 5% of the net proceeds of such transaction are to be paid to the Port Authority and City of Hoboken ("Proceeds Payment"); and,

WHEREAS, pursuant to the terms of the proposed Transfer of the USAA Interest, the City of Hoboken and Port Authority will each receive a Proceeds Payment in the amount of \$1,218,184 upon completion of the Transfer; and,

WHEREAS, Port Authority staff met with officials of MFA and reviewed financial records related to MFA and the Transferee and following that review the staff recommended that the Port Authority consent to the proposed Transfer to the Transferee; and,

WHEREAS, based upon the recommendation of its staff, the Port Authority will provide its consent to the proposed Transfer to the Transferee; and,

WHEREAS, the staff of the Port Authority has reviewed the calculation of the Proceeds Payment and based upon that review is satisfied with the amount of the Proceeds Payment to be made to the Port Authority and the City of Hoboken; and,

WHEREAS, the Port Authority has reviewed and provided amendments to the proposed written Consent to the Transaction, and the Port Authority will provide Consent in the form of the revised written Consent form; and,

WHEREAS, based upon the review undertaken by the Port Authority and the decision by the Port Authority regarding the financial capability of the Transferee, the terms of the written Consent form and the amount of the Proceeds Payment, and in conformance with the terms and conditions of the Lease and Development Agreement, it is in the best interest of the City of Hoboken and the continued revitalization and development of the subject property to provide consent to the proposed Transfer to the Transferee; and,

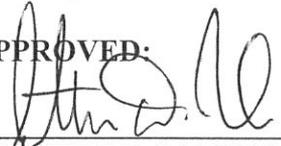
WHEREAS, the City of Hoboken will receive payment of \$1,218,184 upon the Transfer of the USAA Interest.

NOW, THEREFORE, BE IT RESOLVED, by the City Council of the City of Hoboken, as follows:

1. The Mayor is hereby authorized to execute the Consent to Transfer the USAA Interest to the Transferee in the form attached hereto as Schedule A or in a form substantially similar thereto.
2. Staff and consultants to the City are hereby authorized and directed to take all other administrative actions to implement this Resolution as are necessary and appropriate to accomplish its goals and intent.
3. This Resolution shall be effective immediately.

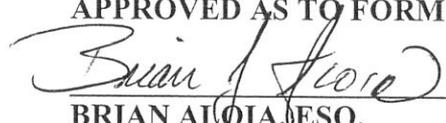
Meeting Date: November 2, 2016

APPROVED:



STEPHEN D. MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:



BRIAN ALOIA, ESQ.
CORPORATION COUNSEL

Councilperson	Yea	Nay	Abstain	No Vote
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Jennifer Giattino	/			

Schedule A

CONSENT

CONSENT

This Consent is made as of October _____, 2016 with respect to the Lease and Development Agreement (the "**Lease**") made as of December 4, 2012 among the City of Hoboken (the "**City**"), The Port Authority of New York and New Jersey (the "**Port Authority**") and Waterfront Corporate Center III JV LLC (the "**Developer/Lessee**").

The City and the Port Authority acknowledge that they have received a Transaction Notice dated September 15, 2016 in accordance with **Section 5A.4.1** of the Lease (a copy of which is attached to this Consent) of the Transfer (as defined in the Lease) by US Waterfront III, LLC of its entire direct membership interest in the Developer/Lessee to MFA WCC III LLC (the "**MFA Transfer**"). The City and the Port Authority hereby consent to the MFA Transfer.

The City and the Port Authority agree, assuming that the underlying facts set forth in the Transaction Notice are correct, that the calculation of the Net Proceeds (as defined in the Lease) and the amount of the Proceeds Payment (as defined in the Lease) set forth in the Transaction Notice are correct, and accordingly agree to accept the sum of \$2,436,368 as the Proceeds Payment in connection with the Transfer, of which \$1,218,184 shall be paid to the City and \$1,218,184 shall be paid to the Port Authority not later than the closing of the MFA Transfer.

The City and the Port Authority acknowledge that the diagram attached to the Transaction Notice entitled "Developer/Lessee Ownership Structure" (a copy of which is attached hereto) will, upon the effectiveness of the MFA Transfer, become Exhibit R to the Lease, as required by **Section 51.1.1(b)** of the Lease.

The City and the Port Authority agree that upon the effectiveness of the MFA Transfer, **Section 51.1.2 (a), (b) and (c)** of the Lease shall be deemed amended such that all references to "US Waterfront III, LLC" shall mean "MFA WCC III LLC", and all rights afforded to US Waterfront III, LLC shall be afforded to MFA WCC III LLC; and all references to "USAA Participant" shall mean "MFA Participant", which shall be defined to mean Mitsui Fudosan America, Inc., Mitsui Fudosan Co., Ltd. or one or more Affiliates of either of them.

Neither the Mayor of the City nor the Commissioners of the Port Authority, nor any of them, nor any officer, director, elected official, attorney, agent or employee of the City or the Port Authority, shall be charged personally by the

Developer/Lessee with any liability or held personally liable under any term or provision of this Consent or because of acts or omissions of any such individual or because of any breach or attempted or alleged breach of any of the provisions of this Consent, it being understood that all such liability, if any, shall be that of the City or the Port Authority, as applicable.

IN WITNESS WHEREOF, this Consent has been duly executed and delivered as of the day and year first above written.

Attest:

THE CITY OF HOBOKEN

City Clerk

Dawn Zimmer
Mayor

Attest:

THE PORT AUTHORITY OF NEW
YORK AND NEW JERSEY

Secretary

Patrick J. Foye
Executive Director

A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.
AT A MEETING HELD ON: NOV 02 2016

cc1

INTRODUCED BY: _____
SECONDED BY: _____

James J. Savino CITY OF HOBOKEN
RESOLUTION NO. _____

CITY CLERK

RESOLUTION APPROVING THE SETTLEMENT OF THE WORKERS
COMPENSATION MATTER JM V. CITY OF HOBOKEN (CLAIM NO.
W881014494) AS DELINEATED IN THE OCTOBER 19, 2016 LETTER
FROM LOUIS M. MASUCCI, JR., ESQ. TO BRIAN ALOIA, ESQ.

WHEREAS, the City of Hoboken was involved in a workers compensation matter with Plaintiff JM (Claim No.: W881014494); and,

WHEREAS, Weiner Lesniak, LLP has been representing the City's legal interests in this matter, and was granted settlement authority during a Closed Session meeting with the City Council of the City of Hoboken on September 7, 2016; and,

WHEREAS, Weiner Lesniak, LLP was able to settle this matter in accordance with the settlement authority granted, as delineated in the attached correspondence; and,

WHEREAS, the City Council finds the monetary settlement amount to be reasonable, and in the best interest of the City.

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Hoboken hereby confirms and approves the settlement of the matter of JM v. City of Hoboken, Claim No.: W881014494, as delineated in the October 19, 2016 correspondence attached hereto.

Meeting date: November 2, 2016

APPROVED:

Stephen D. Marks
STEPHEN D. MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:

Brian Aloia
BRIAN ALOIA, ESQ.
CORPORATION COUNSEL

Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Jennifer Giattino	/			

WEINER | LESNIAK LLP

ATTORNEYS AT LAW

www.weinerlesniak.com

LOUIS M. MASUCCI, JR.
Member of the Firm

lmasucci@weinerlesniak.com
Direct Dial 973-602-3886

October 19, 2016

Via email brian@aloialawfirm.com and regular mail

Brian J. Aloia, Corporation Counsel
City of Hoboken
94 Washington Street
Hoboken, New Jersey 07030

RECEIVED

Re: ██████████ v. City of Hoboken
Claim No.: W881014494
Our File No.: GSWC-191
Case No.: 2012-6496
Date of Loss: March 9, 2010

OCT 24 2016

OFFICE OF CORPORATION COUNSEL
HOBOKEN, N.J. 07030

Dear Brian:

Mr. ██████████'s claim has been settled. The parties will stipulate that ██████████ has a left shoulder disability of 27½% of partial total. In exchange, the City will waive its claim for \$1,105.00 in cost reimbursement. This is a savings of \$4,331.00 from the grant of authority. I anticipate the settlement will be placed on the record on November 3, 2016 or December 15, 2016.

Thank you for your assistance in resolving this matter.

Very truly yours,

WEINER LESNIAK LLP

By: Louis M. Masucci, Jr.

Louis M. Masucci, Jr.
A Member of the Firm

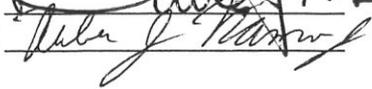
LMM:lh

A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.

E1

AT A MEETING HELD ON: NOV 02 2016

INTRODUCED BY: 

SECONDED BY: 

 James J. Sarina

CITY OF HOBOKEN

CITY CLERK RESOLUTION NO. _____

**RESOLUTION REJECTING BID PROPOSALS FOR THE HOBOKEN
MULTI SERVICE CENTER –EXTERIOR IMPROVEMENTS**

WHEREAS, the City solicited bid proposals for the Hoboken Multi Service Center – Exterior Improvements project, as specified in Bid Number 16–23 and seven (7) proposals were received; and,

WHEREAS, the lowest bid proposal received substantially exceeds the City’s appropriation for the project, and,

WHEREAS, the City intends to substantially revise the specifications to match the funds available for this project; and,

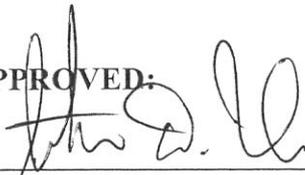
WHEREAS, therefore, the Administration recommends that the City Council of the City of Hoboken reject the bid submissions received in response to Bid No. 16- 25 in accordance with N.J.S.A. 40A:11-13.2(b) and (d).

NOW, THEREFORE, BE IT RESOLVED, that the City Council of the City of Hoboken hereby rejects the bid submission received in response to Bid No. 16-23 pursuant to N.J.S.A. 40A:11-13.2(b) and (d).

Meeting date: November 2, 2016

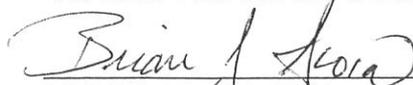
Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Jennifer Giattino	/			

APPROVED:



STEPHEN MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:



BRIAN ALOJA, ESQ.
CORPORATION COUNSEL

A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.
AT A MEETING HELD ON:

F1

NOV 02 2016

INTRODUCED BY: _____
SECONDED BY: _____

James J. Sarina

[Signature]

CITY OF HOBOKEN
CITY CLERK RESOLUTION NO. _____

**RESOLUTION INSERTING A SPECIAL ITEM OF REVENUE INTO THE
CY 2016 MUNICIPAL BUDGET TO INCLUDE THE \$3,000.00
RECEIVED FROM THE 2016 SUSTAINABLE JERSEY SOLAR
CHALLENGE**

WHEREAS, N.J.S.A. 40A:4-87 provides that the Director of the Division of Local Government Services may approve the insertion of any special item of revenue in the Budget of any county or municipality when such item shall have been made available by law and the amount thereof was not determined at the time of the adoption of the budget; and,

WHEREAS, said Director may also approve the insertion of an item of appropriation for an equal amount; and,

WHEREAS, the City of Hoboken has received notice of an award of \$3,000.00 from Sustainable Jersey for the CY2016 Sustainable Jersey Solar Challenge and wishes to amend its CY2016 Budget to include this amount as revenue.

NOW, THEREFORE, BE IT RESOLVED, that the City Council of the City of Hoboken hereby requests that the Director of the Division of Local Government Services approve the insertion of an item of revenue in the CY2016 budget in the amount of \$3,000.00 This is now available as revenue from:

Miscellaneous Revenues:

Special Items of General Revenue Anticipated
With Prior Written Consent of the Director of the
Division of Local Government Services:

State and Federal Revenues Off-set with
Appropriations:

Sustainable Jersey Solar Challenge
Other Expenses \$3,000.00

BE IT FURTHER RESOLVED by the City Council of the City of Hoboken that the sum of \$3,000.00 is hereby appropriated under the caption of:

General Appropriations:

(a) Operations Excluded from CAPS
State and Federal Programs Off-Set by
Revenues:

Sustainable Jersey Solar Challenge O/E
Other Expenses \$3,000.00

NOW, THEREFORE, BE IT RESOLVED, that the City Clerk will forward a certified copy of this resolution electronically to the Director of Local Government Services for approval.

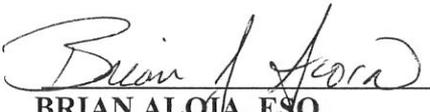
Meeting date: November 2, 2016

Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	//			
President Giattino				

APPROVED BY:


STEPHEN D. MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:


BRIAN ALOJA, ESQ.
CORPORATION COUNSEL



SUSTAINABLE JERSEY

SustainableJersey.com | PO Box 6855, Lawrenceville, NJ 08648 | 609.771.2831

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Atlantic County Utilities Authority
Chairperson

Anne-Marie Peracchio
New Jersey Natural Gas
Vice Chairperson

Edward Mahaney, Ed. D.
City of Cape May
Secretary

Caroline Ehrlich
Woodbridge Township
Treasurer

Jane Kenny
The Whitman Strategy Group
Governance Committee Chairperson

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Rutgers University

Roland Anglin, Ph.D.

Rutgers University

Anthony Cancro

Township of Plainsboro

Tanuja Dehne

Maureen Hassett

Economic Development Authority

Wanda Monahan, Esq.

Sedita, Campisano & Campisano, LLC

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Lawrence Township

William Pikołycky

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PSE&G

Cheryl Smith

Retired Superintendent

Gary Sondermeyer

Bayshore Recycling

Donald Webster, Jr.

New Jersey School Boards Assoc.

EX-OFFICIO

Michael Darcy

New Jersey State League of
Municipalities

Lawrence Feinsod Ed.D.

New Jersey School Boards Assoc.

Gary Finger

New Jersey Board of Public Utilities

Paul Baldauf

New Jersey Department of
Environmental Protection

PROGRAM CO-DIRECTORS

Donna Drewes

Randall Solomon

Sustainability Institute

The College of New Jersey

October 12, 2016

City of Hoboken
Att: George DeStefano, CFO
94 Washington Street
Hoboken, NJ 07030

RE: Sustainable Jersey Solar Challenge stipend

Dear George DeStefano:

Congratulations once again on the participation of the City of Hoboken in the 2016 Sustainable Jersey Solar Challenge.

Enclosed is a check for \$3000 as a stipend to cover costs related to the local Solar Challenge campaign, which is funded by the Gardinier Environmental Fund. The stipend must be used to support the Solar Challenge campaign, and you are required to provide a narrative description of expenditures as well as a general descriptive listing of budget items supported by invoices or purchase orders.

Included with this letter is an instruction sheet and a reporting template for the Solar Challenge Summary Report that is required to be submitted at the conclusion of the local Solar Challenge campaign. The Summary Report and all attachments must be submitted no later than June 1, 2017.

We wish you great success with your local Solar Challenge campaign!

Sincerely,

Randall Solomon
Co-Director, Sustainability Institute

Check#: 936
Amount: \$3000
Check date: 10/10/2016

Enclosures

Sustainable Jersey Solar Challenge Program Summary Report

Instructions & Reporting Requirements

This document outlines the requirements for the final Summary Report for the Sustainable Jersey Solar Challenge Program and provides a template (pages 2-3) for your final Summary Report. We have provided the template for your convenience and for adhering to our reporting requirements. You do not have to use this template to meet our reporting requirements but you must include all information outlined in these instructions.

These reporting requirements are a condition of your Solar Challenge award. Failure to submit this documentation on time will make the grantee municipality ineligible to apply for future Sustainable Jersey grants.

For the summary report, please document the activities of the local Solar Challenge campaign by addressing the following questions:

- *How was the money spent?*
- *What challenges were faced and how were they overcome?*
- *What improvements could be made if this project were undertaken again?*
- *What were the main lessons learned?*

In addition to the narrative portion, please attach:

- *Detailed accounting of expenditures*
- *Copies of purchase orders, receipts, or invoices documenting listed expenditures*
- *Sample photos, flyers, outreach materials, etc. from your local campaign*
- **Grantees Certification and Declaration** signed by municipal administrator or other authorized representative (declaration text is provided below on page 3)

If you would like to request an extension beyond the final report date, please submit the request to quirkn@tcnj.edu detailing why an extension is needed and the specific date to which you request the extension.

Please submit your final report electronically to quirkn@tcnj.edu and include the municipality name and "2016 Sustainable Jersey Solar Challenge Summary Report" in the subject line.

Sustainable Jersey Solar Challenge Program Summary Report Template

Municipality: Name of Municipality
County: County
Grant Award Amount: Grant amount
Submitted on: Date submitted
Report Prepared By: **Name
Title: Title
Address: Address

Phone: Phone
Email: Email

Project Completion Summary: Summarize the efforts that have taken place to implement the local Solar Challenge campaign.

Evaluation: Assess the impact of your project and reflect on the implementation of the project by addressing the following questions:

- What has been achieved?
- What challenges were faced and how were they overcome?
- What improvements could be made if this project were undertaken again?
- What were the main lessons learned?

List of Expenditures: List expenditures as they relate to attached invoices/purchase orders/receipts.

Example of list of expenditures:		
Banner	2 @ \$200.00 each	400.00
Direct mailing to 1,000 residents	1,000 @ \$1.50 each	1,500.00
Printing brochures (500)	\$500	500.00
	Total:	\$2,400.00

Attachments:

- Sample photos, flyers, outreach materials, etc. from the local campaign
- Copies of invoices, purchase orders, or receipts for expenditures reported
- *Grantees Certification and Declaration* signed by municipal administrator or other authorized representative (provided below)

Sustainable Jersey Solar Challenge Program
Summary Report Template

GRANTEES CERTIFICATION AND DECLARATION

I do solemnly declare and certify under the penalties of the law that the within description of the grant project is correct in all its particulars; that the articles have been furnished or services rendered as stated therein; that all expenditures are allowable charges against said grant and that all compliance issues of this grant have been met per the grant agreement.

SIGNATURE _____ DATE _____

POSITION _____

SUSTAINABLE JERSEY CORP
P.O. BOX 6855
LAWRENCEVILLE, NJ 08648

INVESTORS BANK
INVESTORS 24-HOUR SERVICE
1-888-444-4466
MYINVESTORSBANK.COM

936

65-7203/2212

10/10/2016

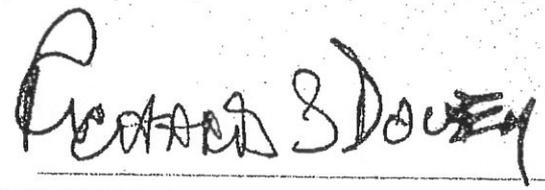
PAY TO THE ORDER OF City of Hoboken

\$ **3,000.00

Three Thousand and 00/100*****

DOLLARS 6

City of Hoboken
94 Washington Street
Hoboken, NJ 07030



MEMO 2016 Solar Challenge Funded by Gardinier

⑈000936⑈ ⑆221272031⑆ 8001277014⑈

City of Hoboken					10/10/2016	936	
Date	Type	Reference	Original Amt.	Balance Due	Discount	Payment	
10/10/2016	Bill	2016 SOLAR	3,000.00	3,000.00		3,000.00	
					Check Amount	3,000.00	

Checking Unrestricted - 2016 Solar Challenge Funded by Gardinier 3,000.00

A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.
AT A MEETING HELD ON: NOV 0 2 2016

F2

INTRODUCED BY:
SECONDED BY:

James J. Savino
CITY CLERK CITY OF HOBOKEN
RESOLUTION NO. _____

[Signature]

**RESOLUTION INSERTING A SPECIAL ITEM OF REVENUE INTO THE
CY 2016 MUNICIPAL BUDGET TO INCLUDE THE \$1,096,150.00
RECEIVED FROM THE US DEPARTMENT OF HOUSING & URBAN
DEVELOPMENT**

WHEREAS, N.J.S.A. 40A:4-87 provides that the Director of the Division of Local Government Services may approve the insertion of any special item of revenue in the Budget of any county or municipality when such item shall have been made available by law and the amount thereof was not determined at the time of the adoption of the budget; and,

WHEREAS, said Director may also approve the insertion of an item of appropriation for an equal amount; and,

WHEREAS, the City of Hoboken has received notice of an award of \$1,096,150.00 from the United States Department of Housing & Urban Development for Community Development Block Grants pursuant to the attached Letter of Award, and wishes to amend its CY2016 Budget to include this amount as revenue.

NOW, THEREFORE, BE IT RESOLVED, that the City Council of the City of Hoboken hereby requests that the Director of the Division of Local Government Services approve the insertion of an item of revenue in the CY2016 budget in the amount of \$1,096,150.00. This is now available as revenue from:

- Miscellaneous Revenues:
 - Special Items of General Revenue Anticipated
 - With Prior Written Consent of the Director of the
 - Division of Local Government Services:
 - State and Federal Revenues Off-set with
 - Appropriations:
 - Community Development Block Grant 2016
 - Other Expenses \$1,096,150.00

BE IT FURTHER RESOLVED by the City Council of the City of Hoboken that the sum of \$1,096,150.00 is hereby appropriated under the caption of:

- (a) Operations Excluded from CAPS
 - State and Federal Programs Off-Set by
 - Revenues:
 - Community Development Block Grant 2016
 - Other Expenses \$1,096,150.00

NOW, THEREFORE, BE IT RESOLVED, that the City Clerk will forward a certified copy of this resolution electronically to the Director of Local Government Services for approval.

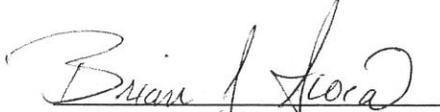
Meeting date: November 2, 2016

APPROVED BY:



STEPHEN D. MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:



BRIAN ALOIA, ESQ.
CORPORATION COUNSEL

Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Giattino				

PUBLIC SERVICES Organization	Project Name	City Council Allocated CDBG
Boys and Girls Club	Triple Play Healthy Habits	\$ 5,000.00
Garden State Episcopal CDC	Homeless Street Outreach	\$ 20,000.00
Hoboken Community Center	MBS Housing Urban Renewal LLC	\$ 17,500.00
Hoboken Day Care 100	Hoboken Day Care 100	\$ 15,000.00
Hoboken Family Planning	Family Planning Services for Residents of Hoboken	\$ 10,000.00
Hoboken Shelter	Rent and Utilities	\$ 45,000.00
HOPES CAP	HOPES Early Childhood Program	\$ 10,000.00
Hudson Pride Connections Center	YouthConnect	\$ 2,500.00
(Jubilee Center)/All Saints Community Service & Development Corp	The Jubilee Center's "Investing in Children Program"	\$ 25,000.00
The Waterfront Project, Inc	Housing Counsel And Legal Advocacy Program	\$ 4,422.50
True Mentors	Mentorship and Club Expansion	\$ 10,000.00
		\$ 164,422.50

PUBLIC FACILITIES Organization	Project Name	City Council Allocated CDBG
Hoboken Housing Authority	Elevator Modernization	\$ 740,627.50
Urban Renewal Corp	URC Warming and Cooling Center HVAC	\$ 165,000.00
Hob Art	Hob Art: Bringing Art to the Homeless and Veterans	\$ 9,000.00
		\$ 914,627.50

Total Program Year 2016 CDBG Grant	\$ 1,096,150.00
Public Services Cap (15%)	\$ 164,422.50
Program Administration	\$ 75,000.00
Reprogrammed Funding from 2015	\$ 15,900
Public Facilities (2015): \$15,900	\$ 15,900
Public Administration(2015): \$42,000	\$ 42,000
Remaining Funds Available For Projects	\$ 914,627.50
Public Facilities Allocated via City Council	\$ 914,627.50
Remaining Funds Available	\$ 0

Funding Approval/Agreement

Title I of the Housing and Community Development Act (Public Law 930383)
 HI-00515R of 20515R

U.S. Department of Housing and Urban Development
 Office of Community Planning and Development
 Community Development Block Grant Program

OMB Approval No.
 2506-0193 (exp 5/31/2018)

1. Name of Grantee (as shown in item 5 of Standard Form 424) Hoboken City	3a. Grantee's 9-digit Tax ID Number 226001993	3b. Grantee's 9-digit DUNS Number 091858563
2. Grantee's Complete Address (as shown in Item 5 of Standard Form 424) 94 Washington St Hoboken, NJ 07030	4. Date use of funds may begin (mm/dd/yyyy) 7/1/2016	
	5a. Project/Grant No. 1 B-16-MC-34-0131	6a. Amount Approved \$1,096,150.00
	5b. Project/Grant No. 2	6b. Amount Approved

Grant Agreement: This Grant Agreement between the Department of Housing and Urban Development (HUD) and the above named Grantee is made pursuant to the authority of Title I of the Housing and Community Development Act of 1974, as amended, (42 USC 5301 et seq.). The Grantee's submissions for Title I assistance, the HUD regulations at 24 CFR Part 570 (as now in effect and as may be amended from time to time), and this Funding Approval, including any special conditions, constitute part of the Agreement. Subject to the provisions of this Grant Agreement, HUD will make the funding assistance specified here available to the Grantee upon execution of the Agreement by the parties. The funding assistance specified in the Funding Approval may be used to pay costs incurred after the date specified in item 4 above provided the activities to which such costs are related are carried out in compliance with all applicable requirements. Pre-agreement costs may not be paid with funding assistance specified here unless they are authorized in HUD regulations or approved by waiver and listed in the special conditions to the Funding Approval. The Grantee agrees to assume all of the responsibilities for environmental review, decision making, and actions, as specified and required in regulations issued by the Secretary pursuant to Section 104(g) of Title I and published in 24 CFR Part 58. The Grantee further acknowledges its responsibility for adherence to the Agreement by sub-recipient entities to which it makes funding assistance hereunder available.

U.S. Department of Housing and Urban Development (By Name) Annemarie C. Uebbing	Grantee Name Dawn Zimmer
--	-----------------------------

Title HUD Community Planning and Development Director	Title Mayor
--	----------------

Signature <i>Annemarie C. Uebbing</i>	Date (mm/dd/yyyy) JUL 22 2016	Signature <i>Dawn Zimmer</i>	Date (mm/dd/yyyy) 8/18/2016
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7. Category of Title I Assistance for this Funding Action (check only one) <input checked="" type="checkbox"/> a. Entitlement, Sec 106(b) <input type="checkbox"/> b. State-Administered, Sec 106(d)(1) <input type="checkbox"/> c. HUD-Administered Small Cities, Sec 106(d)(2)(B) <input type="checkbox"/> d. Indian CDBG Programs, Sec 106(a)(1) <input type="checkbox"/> e. Surplus Urban Renewal Funds, Sec 112(b) <input type="checkbox"/> f. Special Purpose Grants, Sec 107 <input type="checkbox"/> g. Loan Guarantee, Sec 108	8. Special Conditions (check one) <input type="checkbox"/> None <input checked="" type="checkbox"/> Attached	9a. Date HUD Received Submission (mm/dd/yyyy) 5/14/2016	10. check one <input checked="" type="checkbox"/> a. Orig. Funding Approval <input type="checkbox"/> b. Amendment Amendment Number																
		9b. Date Grantee Notified (mm/dd/yyyy)																	
11. Amount of Community Development Block Grant		9c. Date of Start of Program Year (mm/dd/yyyy) 07/01/2016																	
		<table border="1"> <tr> <th></th> <th>FY (2016)</th> <th>FY (2014)</th> <th>FY ()</th> </tr> <tr> <td>a. Funds Reserved for this Grantee</td> <td>\$1,028,028.00</td> <td>\$68,122.00</td> <td></td> </tr> <tr> <td>b. Funds now being Approved</td> <td>\$1,028,028.00</td> <td>\$68,122.00</td> <td></td> </tr> <tr> <td>c. Reservation to be Cancelled (11a minus 11b)</td> <td></td> <td></td> <td></td> </tr> </table>			FY (2016)	FY (2014)	FY ()	a. Funds Reserved for this Grantee	\$1,028,028.00	\$68,122.00		b. Funds now being Approved	\$1,028,028.00	\$68,122.00		c. Reservation to be Cancelled (11a minus 11b)			
	FY (2016)	FY (2014)	FY ()																
a. Funds Reserved for this Grantee	\$1,028,028.00	\$68,122.00																	
b. Funds now being Approved	\$1,028,028.00	\$68,122.00																	
c. Reservation to be Cancelled (11a minus 11b)																			

12a. Amount of Loan Guarantee Commitment now being Approved N/A	12b. Name and complete Address of Public Agency 94 Washington St Hoboken, NJ 07030
Loan Guarantee Acceptance Provisions for Designated Agencies: The public agency hereby accepts the Grant Agreement executed by the Department of Housing and Urban Development on the above date with respect to the above grant number(s) as Grantee designated to receive loan guarantee assistance, and agrees to comply with the terms and conditions of the Agreement, applicable regulations, and other requirements of HUD now or hereafter in effect, pertaining to the assistance provided it.	12c. Name of Authorized Official for Designated Public Agency
	Title
	Signature

HUD Accounting use Only

Batch	TAC	Program	Y	A	Reg	Area	Document No.	Project Number	Category	Amount	Effective Date (mm/dd/yyyy)	F
	153											
	176											
			Y					Project Number		Amount		
			Y					Project Number		Amount		

Date Entered PAS (mm/dd/yyyy)	Date Entered LOCCS (mm/dd/yyyy)	Batch Number	Transaction Code	Entered By	Verified By
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U.S. Department of Housing and Urban Development
Newark Field Office – Region II
One Newark Center, 13th Floor
Newark, New Jersey 07102-5260
Telephone: (973) 622-7900

JUL 22 2016

Ms. Brandy Forbes, Director
Community Development Office
City Hall
94 Washington Street
Hoboken, New Jersey 07030

Dear Ms. Forbes:

SUBJECT: FY 2016 Action Plan Approval
HOME Consortium Non Lead Jurisdiction
City of Hoboken, New Jersey

I am pleased to advise you of the approval of the Hudson County HOME Consortium's FY 2016 Action Plan submission. (The Consortium's Plan approval was sent directly to the County as the lead jurisdiction.) The City of Hoboken is a CDBG entitlement member jurisdiction in the Hudson County HOME Consortium. The Hudson County HOME Consortium is composed of Hudson County (as the lead jurisdiction) and the City of Bayonne; the Township of North Bergen; the City of Union City; and the City of Hoboken (as consortium members).

Based upon the regulations at 24CFR Part 91, Subpart E, units of local government that participate in a Consortium must participate in the submission of a Consolidated Plan for the Consortium, prepared in accordance with Subpart E. CDBG entitlement communities that are members of a Consortium must provide additional information for the Consolidated Plan, as described in this Subpart.

Consequently, I am also pleased to transmit to you the approval of the City of Hoboken's 2016 Action Plan. The grant assistance for Hoboken that is being approved in the Plan is as follows:

Community Development Block Grant (CDBG) Program	\$1,096,150.
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The total allocation for the City of Hoboken is **\$1,096,150**.

Enclosed are the funding approval documents which include the CDBG Funding Approval Agreement (HUD 7082) and special conditions. These documents constitute the contract between the Department of Housing and Urban Development (HUD) and Hoboken.

Please sign all three (3) copies of each agreement. Retain one copy for your records and return the other two (2) copies to the address above within five (5) days. Failure to execute and return the grant agreement(s) within thirty (30) days from the date of this letter may be deemed rejection of the grant and cause for HUD to determine that the funds are available for reallocation to other grantees.

The Office of Community Planning and Development (CPD) has developed a website that provides the current regulations for each of your entitlement grant programs. I recommend that you use this resource as your guide for the implementation of your programs and all reporting requirements. The website is:

<https://www.hudexchange.info/manage-a-program/>

Please be reminded that before committing HUD assistance to any activity or project you must complete an environmental review per 24CFR Part 58. Specifically, 24CFR §58.22(a) states that neither a recipient nor any participant in the development process may commit HUD assistance on an activity or project until HUD has approved the recipient's Request for Release of Funds (RROF) and the related certification from the responsible entity. Additionally, until the RROF is approved and notification of the release of funds is received, non-HUD funds may not be committed, nor may any activities or projects be undertaken, if the activity or project would have an adverse environmental impact or limit the choice of reasonable alternatives. If the project or activity is exempt per §58.34 or categorically excluded (except in extraordinary circumstances) per §58.35(b), no request for release of funds (RROF) is required, but such determination must be documented in the environmental review record before committing HUD or non-HUD funds.

HUD has updated the Integrated Disbursement and Information System (IDIS) to begin phasing out the first-in-first-out (FIFO) accounting methodology. These changes ensure that IDIS both commits and disburses funds on a grant-specific basis, instead of using the FIFO (where the oldest monies are disbursed first) method that has been used for the CDBG, HOME, and HOPWA Programs to date. (Grant funds were already committed and disbursed in IDIS on a grant-specific basis for the Emergency Solutions Grants (ESG) Program.) For the other formula programs, grant-specific accounting began with FY 2015 formula allocations. With these changes, grantees tied activity funding/commitment and draws to a specific grant in IDIS. Funds from pre-2015 grants continue to be committed and disbursed using the FIFO method.

For specific information and guidance concerning your grants and compliance with grant-based accounting requirements, please refer to the HUDexchange website at:

<https://www.hudexchange.info/manage-a-program/grant-based-accounting/>

Please note that Federal agencies, including HUD, adopted 2CFR Part 200 requirements for Federal financial assistance programs by the Interim Final Rule published December 19, 2014. Indirect costs are addressed in §200.414. With 2CFR Part 200, grantees must accept a federally recognized indirect cost rate between the grantee and HUD, or, if no such rate exists, either negotiate a rate between the grantee and HUD or establish a de minimis indirect cost rate [see also §200.331(a)(4)]. **Your indirect cost plans must be attached to each 2016 grant agreement and your indirect cost rates must be declared on each 2016 grant agreement.**

Also, please note that:

- If a non-Federal entity has never received a negotiated indirect cost rate, it may elect to charge a de minimis rate of ten percent (10%) of modified total direct costs (MTDC) as defined in §200.68, which may be used indefinitely [§200.414(f)].
- Non-Federal entities that have a federally negotiated indirect cost rate may apply for a one-time extension of the current rate for a period up to four (4) years, subject to the review and approval of the cognizant agency for indirect costs. At the end of the four (4) year extension period, the non-Federal entity must negotiate a rate.

Fair Housing and Equal Opportunity (FHEO)

A primary goal of the Department is to reduce housing discrimination, affirmatively further fair housing through CPD programs, and promote diverse, inclusive communities. To that end, we encourage your community to take all measures necessary to ensure compliance with the Fair Housing requirements associated with these funds. A copy of your Consolidated Plan/Annual Action Plan was provided to the Newark Office of Fair Housing and Equal Opportunity (FHEO) for review. Please note the following items concerning the Annual Plan submission. These items must be addressed prior to the expenditure of your grant funds.

- Recommendations
 1. The City of Hoboken has not submitted its Four Factor Analyses or Language Assistance Plan for the limited English-proficient populations that exceed the 5% threshold (Hispanics 15.2% and Asians 7.0%). However, there is some discussion in the Plan which indicates specific services or activities to address the needs of these populations. In order to have a comprehensive strategy to address the needs of these protected classes, the City is reminded to submit its LAP within thirty (30) days of receiving the award letter from CPD. FHEO staff is available for technical assistance.
 2. The City has failed to include its certification to HUD that they are Affirmatively Furthering Fair Housing. This is a concern to this Office. The City has not submitted an Analysis of Impediments (AI). Thus, the Plan fails to provide a description of activities the City will undertake this Program Year to address any impediments identified in its AI. The City's failure to reference the impediment or any activities or funds allocated to overcome them, impacts FHEO's ability to track the City's accomplishments. FHEO

suggests that the City assign a portion of its CDBG funds, as appropriate, or cross collaborate and/or partner with agencies that can provide services that AFFH. In doing so, the City will be able to meet specific goals in furthering fair housing and overcome its identified impediments each PY. The City must submit its Certification of compliance with 24CFR §91.225 within thirty (30) days of receipt of the award letter from CPD.

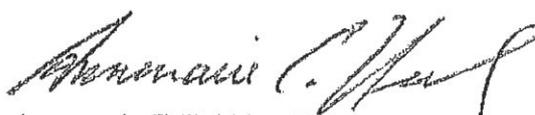
3. The City failed to submit its Section 3 / HUD form-60002 reports. Further, the Plan makes no specific reference to Section 3. The City is reminded that the creation of real economic opportunities with HUD awarded funds could have a great impact on Section 3 residents and Section 3 businesses. The City must comply with civil rights related program requirements and must develop and implement a viable Section 3 Program. The Plan also did not contain any specific information regarding its economic/job development strategies to properly assess its efforts in this area and if necessary provide technical assistance to ensure the inclusion of those activities in its Plan. The Plan makes no specific reference to Section 3. The City provided no job training opportunities, hired no Section 3 residents, and did not allocate any funds to any Section 3 businesses. This is unacceptable given the amount of money received from the Department this PY alone. The creation of real economic opportunities with these funds could have a great impact on Section 3 residents and Section 3 businesses. The City must develop and implement a viable Section 3 program. The program must delineate the City's strategies to ensure full compliance with Section 3 requirements, including how it will provide meaningful training opportunities and/or have solid links to job training agencies and unions via referral process; a description of the City's efforts to certify and hire Section 3 residents; and how procurement can be broadened to include Section 3, WBE, and MBE businesses in the City and surrounding areas. The City should establish a list of Section 3 residents and participate in HUD's Section 3 business registry, which is now open to businesses in New Jersey. Section 3 businesses should receive training from the City on its procurement and bidding process works to facilitate legitimate, viable bidding by Section 3 businesses. The City must fully comply with Section 3 regulations at 24CFR Part 135 going forward. The City should designate a Section 3 Coordinator. FHEO staff is available to assist in providing Technical Assistance in order for the City to meet its Section 3 obligations.

If you have any questions regarding any FHEO-related matters, please contact Ms. Wanda Nieves, Director of the Newark Fair Housing and Equal Opportunity (FHEO) Center at (973) 776-7307 or (973) 776-7303. Her email address is: Wanda.S.Nieves@hud.gov

Please note that approval of your Consolidated Plan/Action Plan does not constitute approval of the proposed activities within the Plan. The City of Hoboken should review and document that each activity, funded with the aforementioned resources, complies with applicable requirements and HUD regulations. We look forward to working with you during the year to accomplish the goals you have set forth for Bayonne and to further refine and improve the Consolidated Plan development process. In the meantime, if you have any questions or desire

assistance concerning this letter or other items related to the community development programs, please contact Ms. Eileen Cummins Lott, Senior Community Planning and Development (CPD) Representative at: 973-776-7282 or by email at: eileen.cumminslott@hud.gov

Sincerely,



Annemarie C. Uebbing, Director
Community Planning and Development

Enclosures

cc: Honorable Dawn Zimmer
Mayor, City of Hoboken



U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT
WASHINGTON, DC 20410-7000

OFFICE OF THE ASSISTANT SECRETARY FOR
COMMUNITY PLANNING AND DEVELOPMENT

February 16, 2016

RECEIVED

MAR 11 2016

The Honorable Dawn Zimmer
Mayor of Hoboken City
94 Washington St
Hoboken, NJ 07030

OFFICE OF THE MAYOR
HOBOKEN, NJ

Dear Mayor Zimmer:

I am pleased to inform you of your jurisdiction's Fiscal Year (FY) 2016 allocations for the Office of Community Planning and Development's (CPD) formula programs, which provide funding for housing, community and economic development activities, and assistance for low and moderate-income persons and special populations across the country. President Obama signed Public Law 114-113 on December 18, 2015, which includes FY 2016 funding for these programs. Your jurisdiction's FY 2016 available amounts are:

Community Development Block Grant (CDBG)	\$1,096,150
HOME Investment Partnerships (HOME)	\$ 0
Housing Opportunities for Persons with AIDS (HOPWA)	\$ 0
Emergency Solutions Grants (ESG)	\$ 0

This letter highlights several important points related to these programs. First, Secretary Julián Castro is committed to making HUD the "Department of Opportunity" and has established a number of initiatives intended to achieve that goal. In 2015, we celebrated the 50th anniversary of the Department's establishment, and these initiatives build on HUD's mission to promote homeownership, support community development, and increase access to affordable housing free from discrimination. The Department is working hard with grantees on these key goals and urges you to review the entire plan at: <http://portal.hud.gov/hudportal/HUD?src=/hudvision>. In an era when the nation's severe shortage of affordable rental housing creates substantial housing instability—contributing to homelessness, family mobility and unequal educational attainment—I am particularly interested in working with grantees to increase affordable housing production through our CPD formula programs.

Second, HUD recommends that grantees effectively plan and implement programs that leverage these critical Federal financial resources to achieve the greatest possible return for the communities and individuals they are intended to assist.

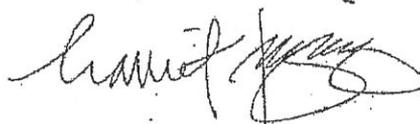
- HUD urges grantees to consider using CDBG funds, to the extent possible, to support investments in predevelopment activities for infrastructure and public facilities activities that can provide multiple benefits for communities.
- HUD has created a Renewable Energy Toolkit specifically tailored to CPD grantees. To the extent that grantees are interested in using funds for renewable energy projects, please feel free to access that toolkit online at www.hudexchange.info.
- If you would like assistance from CPD in redesigning, prioritizing or targeting your programs,

either you or the head of the agency that administers your program may request assistance through your local CPD Director.

Third, CPD is asking grantees to renew their focus on administration and management of these programs as part of an effort to ensure effective use of the funds. Throughout 2016, CPD and HUD's Office of the Inspector General expect to issue a range of guidance that will highlight particular areas where grantees commonly stumble. I urge grantees to actively review their policies and procedures governing these programs and to strengthen management practices, particularly with regard to recordkeeping, in order to avoid problems and risk this vital funding. This focus on administration is particularly critical because the Integrated Disbursement and Information System (IDIS), which is HUD's financial and data system for managing these formula programs, will no longer commit and disburse grant funds on a first-in first-out (FIFO) basis beginning with the FY 2015 grants. All FY 2015 and future grants will be committed and disbursed on a grant specific basis.

The Office of Community Planning and Development is looking forward to working with you to promote simple steps that will enhance the viability and performance of these critical programs and successfully meet the challenges that our communities face. Please contact your local CPD office if you or your staff has any questions or comments.

Sincerely,



Harriet Tregoning
Principal Deputy Assistant Secretary

Executive Summary

AP-05 Executive Summary - 91.200(c), 91.220(b)

1. Introduction

The City of Hoboken has prepared the HUD Community Development Block Grant (CDBG) Program Year 2016 Annual Action Plan, which covers the second year goals described in the City's 2015-2019 Consolidated Plan. The Action Plan identifies the activities to be funded with CDBG funds to be received from the U.S. Department of Housing and Urban Development for Program Year 2016. The City will also re-program \$42,000 in Public Administration funding and \$15,900 in Public Facilities funding, for a total of \$57,900, into its 2016 funding allocation. The FY 2016 Annual Action Plan will serve the following functions for the City:

- An application for federal funds under HUD's formula grant programs; and
- An action plan that provides a basis for assessing the City's performance of HUD's goals.

2. Summarize the objectives and outcomes identified in the Plan

The National goals for the housing and community development programs covered by the 2015-2019 Consolidated Plan and Annual Action Plan are:

- To provide decent housing;
- To establish and maintain a suitable living environment; and
- To expand economic development opportunities primarily for persons of low-to-moderate income.

The City anticipates that 100% of its Program Year 2016 CDBG funds will be expended for activities that benefit low to moderate-income persons. For Program Year 2016, the City anticipates receiving from HUD \$1,096,150 of CDBG funds. The City will also reprogram \$42,000 in Public Administration funding and \$15,900 in Public Facilities, for a total of \$57,900, into its 2016 funding allocation.

The City will fund activities in furtherance of the objectives and priorities identified in the Consolidated Plan's Five-year Strategic Plan covering 2015-2019.

3. Evaluation of past performance

Annual Action Plan
May 15, 2016

PUBLIC SERVICES: Organization	Project Name	City Council Allocated CDBG
Boys and Girls Club	Triple Play Healthy Habits	\$ 5,000.00
Garden State Episcopal CDC	Homeless Street Outreach	\$ 20,000.00
Hoboken Community Center	MBS Housing Urban Renewal LLC	\$ 17,500.00
Hoboken Day Care 100	Hoboken Day Care 100	\$ 15,000.00
Hoboken Family Planning	Family Planning Services for Residents of Hoboken	\$ 10,000.00
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Hudson Pride Connections Center	YouthConnect	\$ 2,500.00
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Urban Renewal Corp	URC Warming and Cooling Center HVAC	\$ 165,000.00
Hob'Art	Hob'Art: Bringing Art to the Homeless and Veterans	\$ 9,000.00
		\$ 914,627.50

A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.
AT A MEETING HELD ON:

NOV 02 2016

INTRODUCED BY:

SECONDED BY:

F3

James J. Sarena
CITY CLERK

CITY OF HOBOKEN
RESOLUTION NO. _____

**RESOLUTION INSERTING A SPECIAL ITEM OF REVENUE INTO THE
CY2016 MUNICIPAL BUDGET TO INCLUDE THE \$169,091.00
RECEIVED FOR THE 2016 ASSISTANCE TO FIREFIGHTERS
PROGRAM GRANT WITH A CITY MATCH IN THE AMOUNT OF
\$16,909.00**

WHEREAS, N.J.S.A. 40A:4-87 provides that the Director of the Division of Local Government Services may approve the insertion of any special item of revenue in the Budget of any county or municipality when such item shall have been made available by law and the amount thereof was not determined at the time of the adoption of the budget; and,

WHEREAS, said Director may also approve the insertion of an item of appropriation for an equal amount; and,

WHEREAS, the City of Hoboken has received notice of an award of \$169,091.00 from FEMA for CY2016 Assistance to Firefighters Program Grant, with a City match in the amount of \$16,909.00, for a total amount of \$186,000.00, and wishes to amend its CY2016 Budget to include \$169,091.00 as revenue with an appropriation for an equal amount.

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Hoboken hereby requests that the Director of the Division of Local Government Services approve the insertion of an item of revenue in the CY2016 budget in the amount of \$169,091.00 This is now available as revenue from:

This is now available as revenue from:

Miscellaneous Revenues:

Special Items of General Revenue Anticipated
With Prior Written Consent of the Director of the
Division of Local Government Services:

State and Federal Revenues Off-set with
Appropriations:

FEMA Firefighter Assist Program
Other Expenses \$169,091.00

BE IT FURTHER RESOLVED that the sum of \$169,091.00 is hereby appropriated under the caption of:

General Appropriations:

(a) Operations Excluded from CAPS
State and Federal Programs Off-Set by

Revenues:

FEMA Firefighter Assist Program O/E
Other Expenses \$169,091.00

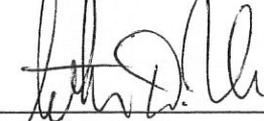
BE IT FURTHER RESOLVED that the sum of \$169,091.00 representing the amount for the City's share of the aforementioned undertaking appears in the CY2016 budget under the caption "Matching Funds for Grants" and is hereby appropriated under the caption of "City Match-FEMA Firefighter Assistance Program."

BE IT FURTHER RESOLVED that the City Clerk will forward a certified copy of this resolution electronically to the Director of Local Government Services for approval.

Meeting date: November 2, 2016

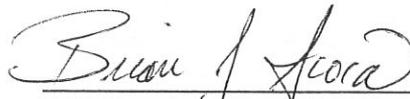
Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Giattino	/			

APPROVED BY:



STEPHEN D. MARKS
BUSINESS ADMINISTRATOR

APPROVED AS TO FORM:



BRIAN ALOIA, ESQ.
CORPORATION COUNSEL

Award Package

AC
AD

Award # EMW-2015-FO-1630

SCBA
GRANT

FED GRANT AWARDED	169,091.00	
CITY MATCH	16,909.00	6-01-46-892001
	<hr/>	
	\$186,000.00	

Summary Award Memo

**SUMMARY OF ASSISTANCE ACTION
ASSISTANCE TO FIREFIGHTERS GRANT PROGRAM
Application**

INSTRUMENT: GRANT
AGREEMENT NUMBER: EMW-2015-FO-01630
GRANTEE: Hoboken Fire Department
DUNS NUMBER: 956400931
AMOUNT: \$186,000.00, Operations and Safety

Project Description

The purpose of the Assistance to Firefighters Program is to protect the health and safety of the public and firefighting personnel against fire and fire-related hazards.

After careful consideration, FEMA has determined that the recipient's project or projects submitted as part of the recipient's application, and detailed in the project narrative as well as the request details section of the application - including budget information - was consistent with the Assistance to Firefighters Grant program's purpose and worthy of award. The projects approved for funding are indicated by the budget or negotiation comments below. The recipient shall perform the work described in the grant application for the recipient's approved project or projects as itemized in the request details section of the application and further described in the grant application narrative. The content of the approved portions of the application - along with any documents submitted with the recipient's application - are incorporated by reference into the terms of the recipient's award. The recipient may not change or make any material deviations from the approved scope of work outlined in the above referenced sections of the application without prior written approval, via amendment request, from FEMA.

Period of Performance

26-AUG-16 to 25-AUG-17

Amount Awarded

The amount of the award is detailed in the attached Obligating Document for Award. The following are the budgeted estimates for object classes for this grant (including Federal share plus recipient match):

Personnel:	\$0.00
Fringe Benefits	\$0.00
Travel	\$0.00
Equipment	\$186,000.00
Supplies	\$0.00
Contractual	\$0.00
Construction	\$0.00
Other	\$0.00
Indirect Charges	\$0.00

State Taxes	\$0.00
Total	\$186,000.00

NEGOTIATION COMMENTS IF APPLICABLE (max 8000 characters)

The approved cost for SCBA is 30 at \$6,200 each.

Therefore, they have recommended the award at this level:

Total budget \$186,000

Federal share \$169,091

Applicant share \$16,909

Any questions pertaining to your award package, please contact your GPD Grants Management Specialist: Nancy Cannon at nancy.cannon@fema.dhs.gov.

FEMA Officials

Program Officer: The Program Specialist is responsible for the technical monitoring of the stages of work and technical performance of the activities described in the approved grant application. If you have any programmatic questions regarding your grant, please call the AFG Help Desk at 866-274-0960 to be directed to a program specialist.

Grants Assistance Officer: The Assistance Officer is the Federal official responsible for negotiating, administering, and executing all grant business matters. The Officer conducts the final business review of all grant awards and permits the obligation of federal funds. If you have any questions regarding your grant please call ASK-GMD at 866-927-5646 to be directed to a Grants Management Specialist.

Grants Operations POC: The Grants Management Specialist shall be contacted to address all financial and administrative grant business matters for this grant award. If you have any questions regarding your grant please call ASK-GMD at 866-927-5646 to be directed to a specialist.

ADDITIONAL REQUIREMENTS (IF APPLICABLE) (max 8000 characters)

The approved cost for SCBA is 30 at \$6,200 each.

Therefore, they have recommended the award at this level:

Total budget \$186,000

Federal share \$169,091

Applicant share \$16,909

Any questions pertaining to your award package, please contact your GPD Grants Management Specialist: Nancy Cannon at nancy.cannon@fema.dhs.gov.

Agreement Articles



FEMA

U.S. Department of Homeland Security
Washington, D.C. 20472

AGREEMENT ARTICLES

ASSISTANCE TO FIREFIGHTERS GRANT PROGRAM - Operations and Safety

GRANTEE: Hoboken Fire Department

PROGRAM: Operations and Safety

AGREEMENT NUMBER: EMW-2015-FO-01630

AMENDMENT NUMBER:

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Article XLI	Environmental Planning and Historic Preservation Screening

I. **Assurances, Administrative Requirements and Cost Principles**

Recipients of DHS federal financial assistance must complete OMB Standard Form 424B Assurances - Non-Construction Programs. Certain assurances in this document may not be applicable to your program, and the awarding agency may require applicants to certify additional assurances. Please contact the program awarding office if you have any questions.

The administrative requirements and cost principles that apply to DHS award recipients originate from:

2 C.F.R. Part 200, Uniform Administrative Requirement, Cost Principles, and Audit Requirements for Federal Awards, as adopted by DHS at 2 C.F.R. Part 3002.

II. **Acknowledgement of Federal Funding from DHS**

All recipients must acknowledge their use of federal funding when issuing statements, press releases, requests for proposals, bid invitations, and other documents describing projects or programs funded in whole or in part with Federal funds.

- III. **Activities Conducted Abroad**
All recipients must ensure that project activities carried on outside the United States are coordinated as necessary with appropriate government authorities and that appropriate licenses, permits, or approvals are obtained.
- IV. **Age Discrimination Act of 1975**
All recipients must comply with the requirements of the *Age Discrimination Act of 1975* (42 U.S.C. § 6101 *et seq.*), which prohibits discrimination on the basis of age in any program or activity receiving Federal financial assistance.
- V. **Americans with Disabilities Act of 1990**
All recipients must comply with the requirements of Titles I, II, and III of the *Americans with Disabilities Act*, which prohibits recipients from discriminating on the basis of disability in the operation of public entities, public and private transportation systems, places of public accommodation, and certain testing entities (42 U.S.C. §§ 12101-12213).
- VI. **Best Practices for Collection and Use of Personally Identifiable Information (PII)**
All recipients who collect PII are required to have a publically-available privacy policy that describes what PII they collect, how they use the PII, whether they share PII with third parties, and how individuals may have their PII corrected where appropriate.

Award recipients may also find as a useful resource the DHS Privacy Impact Assessments: [Privacy Guidance](#) and [Privacy template](#) respectively.
- VII. **Title VI of the Civil Rights Act of 1964**
All recipients must comply with the requirements of Title VI of the *Civil Rights Act of 1964* (42 U.S.C. § 2000d *et seq.*), which provides that no person in the United States will, on the grounds of race, color, or national origin, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any program or activity receiving Federal financial assistance. Implementing regulations for the Act are found at [6 C.F.R. Part 21](#) and [44 C.F.R. Part 7](#).
- VIII. **Civil Rights Act of 1968**
All recipients must comply with [Title VIII of the Civil Rights Act of 1968](#), which prohibits recipients from discriminating in the sale, rental, financing, and advertising of dwellings, or in the provision of services in connection therewith, on the basis of race, color, national origin, religion, disability, familial status, and sex (42 U.S.C. § 3601 *et seq.*), as implemented by the Department of Housing and Urban Development at [24 C.F.R. Part 100](#). The prohibition on disability discrimination includes the requirement that new multifamily housing with four or more dwelling units-i.e., the public and common use areas and individual apartment units (all units in buildings with elevators and ground-floor units in buildings without elevators)-be designed and constructed with certain accessible features (see [24 C.F.R. § 100.201](#)).
- IX. **Copyright**
All recipients must affix the applicable copyright notices of [17 U.S.C. §§ 401 or 402](#) and an acknowledgement of Government sponsorship (including award number) to any work first produced under Federal financial assistance awards, unless the

work includes any information that is otherwise controlled by the Government (e.g., classified information or other information subject to national security or export control laws or regulations).

X. **Debarment and Suspension**

All recipients must comply with Executive Orders 12549 and 12689, which provide protection against waste, fraud and abuse by debarring or suspending those persons deemed irresponsible in their dealings with the Federal government.

XI. **Drug-Free Workplace Regulations**

All recipients must comply with the *Drug-Free Workplace Act of 1988* (41 U.S.C. § 701 et seq.), which requires that all organizations receiving grants from any Federal agency agree to maintain a drug-free workplace. DHS has adopted the Act's implementing regulations at 2 C.F.R Part 3001.

XII. **Duplication of Benefits**

Any cost allocable to a particular Federal award provided for in 2 C.F.R. Part 200, Subpart E may not be charged to other Federal awards to overcome fund deficiencies, to avoid restrictions imposed by Federal statutes, regulations, or terms and conditions of the Federal awards, or for other reasons. However, this prohibition would not preclude the non-Federal entity from shifting costs that are allowable under two or more Federal awards in accordance with existing Federal statutes, regulations, or the terms and conditions of the Federal awards.

XIII. **Energy Policy and Conservation Act**

All recipients must comply with the requirements of 42 U.S.C. § 6201 which contain policies relating to energy efficiency that are defined in the state energy conservation plan issues in compliance with this Act.

XIV. **Reporting Subawards and Executive Compensation**

a. **Reporting of first-tier subawards.**

1. *Applicability.* Unless you are exempt as provided in paragraph d. of this award term, you must report each action that obligates \$25,000 or more in Federal funds that does not include Recovery funds (as defined in section 1512(a)(2) of the American Recovery and Reinvestment Act of 2009, Pub. L. 111-5) for a subaward to an entity (see definitions in paragraph e. of this award term).

2. *Where and when to report.*

i. You must report each obligating action described in paragraph a.1. of this award term to <http://www.fsr.gov>.

ii. For subaward information, report no later than the end of the month following the month in which the obligation was made. (For

example, if the obligation was made on November 7, 2010, the obligation must be reported by no later than December 31, 2010.)

3. *What to report.* You must report the information about each obligating action that the submission instructions posted at <http://www.fsrs.gov> specify.

b. Reporting Total Compensation of Recipient Executives.

1. *Applicability and what to report.* You must report total compensation for each of your five most highly compensated executives for the preceding completed fiscal year, if-

i. the total Federal funding authorized to date under this award is \$25,000 or more;

ii. in the preceding fiscal year, you received-

(A) 80 percent or more of your annual gross revenues from Federal procurement contracts (and subcontracts) and Federal financial assistance subject to the Transparency Act, as defined at 2 CFR 170.320 (and subawards); and

(B) \$25,000,000 or more in annual gross revenues from Federal procurement contracts (and subcontracts) and Federal financial assistance subject to the Transparency Act, as defined at 2 CFR 170.320 (and subawards); and

iii. The public does not have access to information about the compensation of the executives through periodic reports filed under section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m(a), 78o(d)) or section 6104 of the Internal Revenue Code of 1986. (To determine if the public has access to the compensation information, see the U.S. Security and Exchange Commission total compensation filings at <http://www.sec.gov/answers/execomp.htm>.)

2. *Where and when to report.* You must report executive total compensation described in paragraph b.1. of this award term:

i. As part of your registration profile at <https://www.sam.gov>.

ii. By the end of the month following the month in which this award is made, and annually thereafter.

c. Reporting of Total Compensation of Subrecipient Executives.

1. *Applicability and what to report.* Unless you are exempt as provided in paragraph d. of this award term, for each first-tier subrecipient under this award, you shall report the names and total compensation of each of the subrecipient's five most highly compensated executives for the subrecipient's preceding completed fiscal year, if-

i. in the subrecipient's preceding fiscal year, the subrecipient received-

(A) 80 percent or more of its annual gross revenues from Federal procurement contracts (and subcontracts) and Federal financial assistance subject to the Transparency Act, as defined at 2 CFR 170.320 (and subawards); and

(B) \$25,000,000 or more in annual gross revenues from Federal procurement contracts (and subcontracts), and Federal financial assistance subject to the Transparency Act (and subawards); and

ii. The public does not have access to information about the compensation of the executives through periodic reports filed under section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m(a), 78o(d)) or section 6104 of the Internal Revenue Code of 1986. (To determine if the public has access to the compensation information, see the U.S. Security and Exchange Commission total compensation filings at <http://www.sec.gov/answers/execomp.htm>.)

2. *Where and when to report.* You must report subrecipient executive total compensation described in paragraph c.1. of this award term:

i. To the recipient.

ii. By the end of the month following the month during which you make the subaward. For example, if a subaward is obligated on any date during the month of October of a given year (*i.e.*, between October 1 and 31), you must report any required compensation information of the subrecipient by November 30 of that year.

d. Exemptions

If, in the previous tax year, you had gross income, from all sources, under \$300,000, you are exempt from the requirements to report:

i. Subawards,

and

ii. The total compensation of the five most highly compensated executives of any subrecipient.

e. Definitions. For purposes of this award term:

1. *Entity* means all of the following, as defined in 2 CFR part 25:

i. A Governmental organization, which is a State, local government, or Indian tribe;

- ii. A foreign public entity;
 - iii. A domestic or foreign nonprofit organization;
 - iv. A domestic or foreign for-profit organization;
 - v. A Federal agency, but only as a subrecipient under an award or subaward to a non-Federal entity.
2. *Executive* means officers, managing partners, or any other employees in management positions.
3. *Subaward*:
- i. This term means a legal instrument to provide support for the performance of any portion of the substantive project or program for which you received this award and that you as the recipient award to an eligible subrecipient.
 - ii. The term does not include your procurement of property and services needed to carry out the project or program (for further explanation, see Sec. __.210 of the attachment to OMB Circular A-133, "Audits of States, Local Governments, and Non-Profit Organizations").
 - iii. A subaward may be provided through any legal agreement, including an agreement that you or a subrecipient considers a contract.
4. *Subrecipient* means an entity that:
- i. Receives a subaward from you (the recipient) under this award; and
 - ii. Is accountable to you for the use of the Federal funds provided by the subaward.
5. *Total compensation* means the cash and noncash dollar value earned by the executive during the recipient's or subrecipient's preceding fiscal year and includes the following (for more information see 17 CFR 229.402(c)(2)):
- i. *Salary and bonus.*
 - ii. *Awards of stock, stock options, and stock appreciation rights.* Use the dollar amount recognized for financial statement reporting purposes with respect to the fiscal year in accordance with the Statement of Financial Accounting Standards No. 123 (Revised 2004) (FAS 123R), Shared Based Payments.
 - iii. *Earnings for services under non-equity incentive plans.* This does not include group life, health, hospitalization or medical

reimbursement plans that do not discriminate in favor of executives, and are available generally to all salaried employees.

iv. *Change in pension value.* This is the change in present value of defined benefit and actuarial pension plans.

v. *Above-market earnings on deferred compensation which is not tax-qualified.*

vi. Other compensation, if the aggregate value of all such other compensation (e.g. severance, termination payments, value of life insurance paid on behalf of the employee, perquisites or property) for the executive exceeds \$10,000.

XV. **False Claims Act and Program Fraud Civil Remedies**

All recipients must comply with the requirements of 31 U.S.C. §3729 which set forth that no recipient of federal payments shall submit a false claim for payment. See also 38 U.S.C. § 3801-3812 which details the administrative remedies for false claims and statements made.

XVI. **Federal Debt Status**

All recipients are required to be non-delinquent in their repayment of any Federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowances, and benefit overpayments. See OMB Circular A-129 and form SF-424B, item number 17 for additional information and guidance.

XVII. **Fly America Act of 1974**

All recipients must comply with Preference for U.S. Flag Air Carriers: (air carriers holding certificates under 49 U.S.C. § 41102) for international air transportation of people and property to the extent that such service is available, in accordance with the *International Air Transportation Fair Competitive Practices Act of 1974* (49 U.S.C. § 40118) and the interpretative guidelines issued by the Comptroller General of the United States in the March 31, 1981, amendment to Comptroller General Decision B-138942.

XVIII. **Hotel and Motel Fire Safety Act of 1990**

In accordance with Section 6 of the *Hotel and Motel Fire Safety Act of 1990*, 15 U.S.C. §2225a, all recipients must ensure that all conference, meeting, convention, or training space funded in whole or in part with Federal funds complies with the fire prevention and control guidelines of the *Federal Fire Prevention and Control Act of 1974*, as amended, 15 U.S.C. §2225.

XIX. **Limited English Proficiency (Civil Rights Act of 1964, Title VI)**

All recipients must comply with the *Title VI of the Civil Rights Act of 1964* (Title VI) prohibition against discrimination on the basis of national origin, which requires that recipients of federal financial assistance take reasonable steps to provide meaningful access to persons with limited English proficiency (LEP) to their programs and services. Providing meaningful access for persons with LEP may entail providing language assistance services, including oral interpretation and written translation. In order to facilitate compliance with Title VI, recipients

are encouraged to consider the need for language services for LEP persons served or encountered in developing program budgets. Executive Order 13166, *Improving Access to Services for Persons with Limited English Proficiency* (August 11, 2000), requires federal agencies to issue guidance to recipients, assisting such organizations and entities in understanding their language access obligations. DHS published the required recipient guidance in April 2011, *DHS Guidance to Federal Financial Assistance Recipients Regarding Title VI Prohibition Against National Origin Discrimination Affecting Limited English Proficient Persons*, 76 Fed. Reg. 21755-21768, (April 18, 2011). The Guidance provides helpful information such as how a recipient can determine the extent of its obligation to provide language services; selecting language services; and elements of an effective plan on language assistance for LEP persons. For additional assistance and information regarding language access obligations, please refer to the DHS Recipient Guidance <https://www.dhs.gov/guidance-published-help-department-supported-organizations-provide-meaningful-access-people-limited> and additional resources on <http://www.lep.gov>.

XX. Lobbying Prohibitions

All recipients must comply with 31 U.S.C. §1352, which provides that none of the funds provided under an award may be expended by the recipient to pay any person to influence, or attempt to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with any Federal action concerning the award or renewal.

XXI. Non-supplanting Requirement

All recipients who receive awards made under programs that prohibit supplanting by law must ensure that Federal funds do not replace (supplant) funds that have been budgeted for the same purpose through non-Federal sources. Where federal statutes for a particular program prohibits supplanting, applicants or recipients may be required to demonstrate and document that a reduction in non-Federal resources occurred for reasons other than the receipt of expected receipt of Federal funds.

XXII. Patents and Intellectual Property Rights

Unless otherwise provided by law, recipients are subject to the Bayh-Dole Act, Pub. L. No. 96-517, as amended, and codified in 35 U.S.C. § 200 et seq. All recipients are subject to the specific requirements governing the development, reporting, and disposition of rights to inventions and patents resulting from financial assistance awards are in 37 C.F.R. Part 401 and the standard patent rights clause in 37 C.F.R. § 401.14.

XXIII. Procurement of Recovered Materials

All recipients must comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the

item exceeds \$10,000 or the value of the quantity acquired by the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

XXIV. Contract Provisions for Non-federal Entity Contracts under Federal Awards

a. Contracts for more than the simplified acquisition threshold set at \$150,000.

All recipients who have contracts exceeding the acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by Civilian Agency Acquisition Council and the Defense Acquisition Regulation Council as authorized by 41 U.S.C. §1908, must address administrative, contractual, or legal remedies in instance where contractors violate or breach contract terms and provide for such sanctions and penalties as appropriate.

b. Contracts in excess of \$10,000.

All recipients that have contracts exceeding \$10,000 must address termination for cause and for convenience by the non-Federal entity including the manner by which it will be effected and the basis for settlement.

XXV. SAFECOM

All recipients who receive awards made under programs that provide emergency communication equipment and its related activities must comply with the SAFECOM Guidance for Emergency Communication Grants, including provisions on technical standards that ensure and enhance interoperable communications.

XXVI. Terrorist Financing E.O. 13224

All recipients must comply with U.S. Executive Order 13224 and U.S. law that prohibit transactions with, and the provisions of resources and support to, individuals and organizations associated with terrorism. It is the legal responsibility of recipients to ensure compliance with the E.O. and laws.

XXVII. Title IX of the Education Amendments of 1972 (Equal Opportunity in Education Act)

All recipients must comply with the requirements of Title IX of the Education Amendments of 1972 (20 U.S.C. § 1681 et seq.), which provides that no person in the United States will, on the basis of sex, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any educational program or activity

receiving Federal financial assistance. Implementing regulations are codified at 6 C.F.R. Part 17 and 44 C.F.R. Part 19

XXVIII. Trafficking Victims Protection Act of 2000

All recipients must comply with the requirements of the government-wide award term which implements Section 106(g) of the *Trafficking Victims Protection Act (TVPA) of 2000*, as amended (22 U.S.C. § 7104). This is implemented in accordance with OMB Interim Final Guidance, *Federal Register*, Volume 72, No. 218, November 13, 2007. Full text of the award term is located at 2 CFR § 175.15.

XXIX. Rehabilitation Act of 1973

All recipients of must comply with the requirements of Section 504 of the *Rehabilitation Act of 1973*, 29 U.S.C. § 794, as amended, which provides that no otherwise qualified handicapped individual in the United States will, solely by reason of the handicap, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any program or activity receiving Federal financial assistance. These requirements pertain to the provision of benefits or services as well as to employment.

XXX. USA Patriot Act of 2001

All recipients must comply with requirements of the *Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism Act (USA PATRIOT Act)*, which amends 18 U.S.C. §§ 175-175c. Among other things, the USA PATRIOT Act prescribes criminal penalties for possession of any biological agent, toxin, or delivery system of a type or in a quantity that is not reasonably justified by a prophylactic, protective, bona fide research, or other peaceful purpose.

XXXI. Use of DHS Seal, Logo and Flags

All recipients must obtain DHS's approval prior to using the DHS seal(s), logos, crests or reproductions of flags or likenesses of DHS agency officials, including use of the United States Coast Guard seal, logo, crests or reproductions of flags or likenesses of Coast Guard officials.

XXXII. Whistleblower Protection Act

All recipients must comply with the statutory requirements for whistleblower protections (if applicable) at 10 U.S.C § 2409, 41 U.S.C. § 4712, and 10 U.S.C. § 2324, 41 U.S.C. §§ 4304 and 4310.

XXXIII. DHS Specific Acknowledgements and Assurances

All recipients must acknowledge and agree-and require any sub-recipients, contractors, successors, transferees, and assignees acknowledge and agree-to comply with applicable provisions

governing DHS access to records, accounts, documents, information, facilities, and staff.

1. Recipients must cooperate with any compliance review or complaint investigation conducted by DHS.
2. Recipients must give DHS access to and the right to examine and copy records, accounts, and other documents and sources of information related to the grant and permit access to facilities, personnel, and other individuals and information as may be necessary, as required by DHS regulations and other applicable laws or program guidance.
3. Recipients must submit timely, complete, and accurate reports to the appropriate DHS officials and maintain appropriate backup documentation to support the reports.
4. Recipients must comply with all other special reporting, data collection, and evaluation requirements, as prescribed by law or detailed in program guidance.
5. If, during the past three years, the recipient has been accused of discrimination on the grounds of race, color, national origin (including limited English proficiency), sex, age, disability, religion, or familial status, the recipient must provide a list of all such proceedings, pending or completed, including outcome and copies of settlement agreements to the DHS awarding office and the DHS Office of Civil Rights and Civil Liberties.
6. In the event any court or administrative agency makes a finding of discrimination on grounds of race, color, national origin (including limited English proficiency), sex, age, disability, religion, or familial status against the recipient, or the recipient settles a case or matter alleging such discrimination, recipients must forward a copy of the complaint and findings to the DHS Component and/or awarding office.

The United States has the right to seek judicial enforcement of these obligations.

XXXIV. System of Award Management and Universal Identifier Requirements

A. Requirement for System of Award Management

Unless exempted from this requirement under 2 CFR 25.110, you as the recipient must maintain the currency of your information in the SAM until you submit the final financial report required under this award or receive the final payment, whichever is later. This requires that you review and update the information at least annually after the initial registration, and more frequently if required by changes in your information or another award term.

B. Requirement for unique entity identifier

If authorized to make subawards under this award, you:

1. Must notify potential subrecipients that no entity (see definition in paragraph C of this award term) may receive a subaward from you unless the entity has provided its unique entity identifier to you.
2. May not make a subaward to an entity unless the entity has provided its unique entity identifier to you.

C. Definitions

For purposes of this award term:

1. *System of Award Management(SAM)* means the Federal repository into which an entity must provide information required for the conduct of business as a recipient. Additional information about registration procedures may be found at the SAM Internet site (currently at <http://www.sam.gov>).

2. *Unique entity identifier* means the identifier required for SAM registration to uniquely identify business entities.

3. *Entity*, as it is used in this award term, means all of the following, as defined at 2 CFR part 25, subpart C:

- a. A Governmental organization, which is a State, local government, or Indian Tribe;
- b. A foreign public entity;
- c. A domestic or foreign nonprofit organization;
- d. A domestic or foreign for-profit organization; and
- e. A Federal agency, but only as a subrecipient under an award or subaward to a non-Federal entity.

4. *Subaward*:

- a. This term means a legal instrument to provide support for the performance of any portion of the substantive project or program for which you received this award and that you as the recipient award to an eligible subrecipient.
- b. The term does not include your procurement of property and services needed to carry out the project or program (for further explanation, see 2 CFR 200.330).
- c. A subaward may be provided through any legal agreement, including an agreement that you consider a contract.

5. *Subrecipient* means an entity that:

- a. Receives a subaward from you under this award;
and
- b. Is accountable to you for the use of the Federal funds provided by the subaward.

XXXV. Animal Welfare Act of 1966

All recipients of financial assistance will comply with the requirements of the Animal Welfare Act, as amended (7 U.S.C. §2131 et seq.), which requires that minimum standards of care and treatment be provided for vertebrate animals bred for commercial sale, used in research, transported commercially, or exhibited to the public. Recipients must establish appropriate policies and procedures for the humane care and use of animals based on the Guide for the Care and Use of Laboratory Animals and comply with the Public Health Service Policy and Government Principles Regarding the Care and Use of Animals.

XXXVI. Protection of Human Subjects

All recipients of financial assistance will comply with the requirements of the Federal regulations at 45 CFR Part 46, which requires that recipients comply with applicable provisions/law for the protection of human subjects for purposes of research. Recipients must also comply with the requirements in DHS Management Directive 026-04, Protection of Human Subjects, prior to implementing any work with human subjects. For purposes of 45 CFR Part 46, research means a systematic investigation, including research, development, testing, and evaluation, designed to develop or contribute to general knowledge. Activities that meet this definition constitute research for purposes of this policy, whether or not they are conducted or supported under a program that is considered research for other purposes. The regulations specify additional protections for research involving human fetuses, pregnant women, and neonates (Subpart B); prisoners (Subpart C); and children (Subpart D). The use of autopsy materials is governed by applicable State and local law and is not directly regulated by 45 CFR Part 46.

XXXVII. Incorporation by Reference of Notice of Funding Opportunity

The Notice of Funding Opportunity for this program is hereby incorporated into your award agreement by reference. By accepting this award, the recipient agrees that all allocations and use of funds under this grant will be in accordance with the requirements contained in the Notice of Funding Opportunity.

XXXVIII. Acceptance of Post Award Changes

In the event FEMA determines that changes are necessary to the award document after an award has been made, including changes to period of performance or terms and conditions, recipients will be notified of the changes in writing. Once notification has been made, any subsequent request for funds will indicate recipient acceptance of the changes to the award. If you have questions about these

procedures, please contact the AFG Help Desk at 1-866-274-0960, or send an email to firegrants@dhs.gov.

XXXIX. Prior Approval for Modification of Approved Budget

Before making any change to the DHS/FEMA approved budget for this award, you must request prior written approval from DHS/FEMA where required by 2 C.F.R. § 200.308. For awards with an approved budget greater than \$150,000, you may not transfer funds among direct cost categories, programs, functions, or activities without prior written approval from DHS/FEMA where the cumulative amount of such transfers exceeds or is expected to exceed ten percent (10%) of the total budget DHS/FEMA last approved. You must report any deviations from your DHS/FEMA approved budget in the first Federal Financial Report (SF-425) you submit following any budget deviation, regardless of whether the budget deviation requires prior written approval.

XL. Disposition of Equipment Acquired Under the Federal Award

When original or replacement equipment acquired under this award by the recipient or its sub-recipients is no longer needed for the original project or program or for other activities currently or previously supported by DHS/FEMA, you must request instructions from DHS/FEMA to make proper disposition of the equipment pursuant to 2 C.F.R. § 200.313.

XLI. Environmental Planning and Historic Preservation Screening

AFG funded activities (Modification to Facility or Equipment) that may require an EHP review, involving the installation or requiring renovations to facilities, including but not limited to air compressor/fill station/cascade system (Fixed) for filling SCBA, air improvement systems, alarm systems, antennas, gear dryer, generators (fixed), permanently mounted signs, renovations to facilities, sprinklers, vehicle exhaust systems (fixed) or washer/extractors are subject to FEMA's Environmental Planning and Historic Preservation (EHP) review process.

FEMA is required to consider the potential impacts to natural and cultural resources of all projects funded by FEMA grant funds, through its EHP Review process, as mandated by the National Environmental Policy Act; National Historic Preservation Act of 1966, as amended; National Flood Insurance Program regulations; and, any other applicable laws and Executive Orders.

To access the FEMA's Environmental and Historic Preservation (EHP) screening form and instructions go to our Department of Homeland Security/Federal Emergency Management Agency-website at: <https://www.fema.gov/library/viewRecord.do?id=6906>

In order to initiate EHP review of your project(s), you must complete all relevant sections of this form and submit it to the Grant Programs Directorate (GPD) along with all other pertinent project information. Failure to provide requisite information could result in delays in the release of grant funds.

**FEDERAL EMERGENCY MANAGEMENT AGENCY
OBLIGATING DOCUMENT FOR AWARD/AMENDMENT**

1a. AGREEMENT NO. EMW-2015-FO-01630	2. AMENDMENT NO. 0	3. RECIPIENT NO. 22-6001993	4. TYPE OF ACTION AWARD	5. CONTROL NO. WX02311N2016T
6. RECIPIENT NAME AND ADDRESS Hoboken Fire Department 201 Jefferson Street Hoboken New Jersey, 07030-1901	7. ISSUING OFFICE AND ADDRESS Grant Programs Directorate 500 C Street, S.W. Washington DC, 20528-7000 POC: Katrice Hagan	8. PAYMENT OFFICE AND ADDRESS FEMA, Financial Services Branch 500 C Street, S.W., Room 723 Washington DC, 20472		
9. NAME OF RECIPIENT PROJECT OFFICER Anton Peskens	PHONE NO. 2014202258	10. NAME OF PROJECT COORDINATOR Catherine Patterson	PHONE NO. 1-866-274-0960	
11. EFFECTIVE DATE OF THIS ACTION 26-AUG-16	12. METHOD OF PAYMENT SF-270	13. ASSISTANCE ARRANGEMENT Cost Sharing	14. PERFORMANCE PERIOD From:26-AUG-16 To:25-AUG-17	

Budget Period
From:01-OCT-15 To:30-SEP-16

15. DESCRIPTION OF ACTION
a. (Indicate funding data for awards or financial changes)

PROGRAM NAME ACRONYM	CFDA NO.	ACCOUNTING DATA (ACCS CODE) XXXX-XXX-XXXXXX-XXXX-XXXX-XXXX-X	PRIOR TOTAL AWARD	AMOUNT AWARDED THIS ACTION + OR (-)	CURRENT TOTAL AWARD	CUMULATIVE NON-FEDERAL COMMITMENT
AFG	97.044	2016-F5-C111-P4310000-4101-D	\$0.00	\$169,091.00	\$169,091.00	\$16,909.00
TOTALS			\$0.00	\$169,091.00	\$169,091.00	\$16,909.00

b. To describe changes other than funding data or financial changes, attach schedule and check here.
N/A

16a. FOR NON-DISASTER PROGRAMS: RECIPIENT IS REQUIRED TO SIGN AND RETURN THREE (3) COPIES OF THIS DOCUMENT TO FEMA (See Block 7 for address)

Assistance to Firefighters Grant recipients are not required to sign and return copies of this document. However, recipients should print and keep a copy of this document for their records.

16b. FOR DISASTER PROGRAMS: RECIPIENT IS NOT REQUIRED TO SIGN

This assistance is subject to terms and conditions attached to this award notice or by incorporated reference in program legislation cited above.

17. RECIPIENT SIGNATORY OFFICIAL (Name and Title)
N/A

DATE
N/A

18. FEMA SIGNATORY OFFICIAL (Name and Title)
Katrice Hagan

DATE
22-AUG-16

[Go Back](#)



NEW JERSEY FIRE EQUIPMENT COMPANY

Apparatus, Equipment, Hose, Supplies

119-131 Rt. 22 East
Green Brook, NJ 08812
Tel. 732-968-2121
Fax 732-968-4724
www.njfe.com

September 12, 2016

CITY OF HOBOKEN
HOBOKEN FIRE DEPARTMENT
ATT: CHIEF PESKENS

QUOTATION

Terms: net 30

Acceptance: New Jersey State Contract A80961;T0790;Exp. 3/31/17

FOB: prices quoted are DELIVERED PRICES to Hoboken

Delivery: 5-7 weeks ARO

Salesman: James Giunchini

- 1) 30 – SCOTT #x3124022000202 Wireframe SCBA (NFPA/NJPEOSHA), standard Kevlar harness with spring clips, 4500 psi, EZ-FLO+ regulator, CBRN, Quick-Disconnect, Heads-Display, Rapid Intervention/ Universal air connection, PAK ALERT SE+ dual redundant pressure reducer, complete, NO facepiece, NO cylinder, NO carry case
NJSC A80961 ----- @ 5868.00 --- 176,040.00 delivered
- 2) 30 – SCOTT #201215-02 AV3000HT facepiece, Kevlar head harness, Nosecup, medium NJSC A80961 ----- @ 322.20 --- 9,666.00 delivered
- 3) 60 – SCOTT #10009673, 4500 psi, nominal 45 minute, carbon wrap cylinder only, NO valve NJSC A80961 ----- @ 1071.00 --- 64,260.00 delivered
{a} NJFE COURTESY – remove valves from old Customer cylinders, replace "O" rings, install valves on new cylinders, fill with breathing air ----- NO CHARGE
- 4) TRADE-IN – NJFE COURTESY:
[a] 30 – Customer SCOTT AP75 ----- @ 1900.00 ---- (57,000.00)
[b] 60 – Customer 4500 psi SCOTT cylinders @ 60.00 ---- (3,600.00)

\$189,366.00 delivered

Training Session for on basic operation/care of equipment included.

Thank you.

George D. Fosdick
President

U.S. Department of Homeland Security
Washington, D.C. 20472



FEMA

Mr. Anton Peskens
Hoboken Fire Department
94 Washington St
Hoboken, New Jersey 07030-4556

Re: Award No.EMW-2015-FO-01630

Dear Mr. Peskens:

Congratulations, on behalf of the Department of Homeland Security, your application for financial assistance submitted under the Fiscal Year (FY) 2015 Assistance to Firefighters Grant has been approved in the amount of \$169,091.00. As a condition of this award, you are required to contribute a cost match in the amount of \$16,909.00 of non-Federal funds, or 9 percent of the Federal contribution of \$169,091.00.

Before you request and receive any of the Federal funds awarded to you, you must establish acceptance of the award through the Assistance to Firefighters Grant Programs' e-grant system. By accepting this award, you acknowledge that the terms of the following documents are incorporated into the terms of your award:

- Summary Award Memo
- Agreement Articles (attached to this Award Letter)
- Obligating Document (attached to this Award Letter)
- FY 2015 Assistance to Firefighters Grant Notice of Funding Opportunity.

Please make sure you read, understand, and maintain a copy of these documents in your official file for this award.

Prior to requesting Federal funds, all recipients are required to register in the System for Award Management (SAM.gov). As the recipient, you must register and maintain current information in SAM.gov until you submit the final financial report required under this award or receive the final payment, whichever is later. This requires that the recipient review and update the information annually after the initial registration, and more frequently for changes in your information. There is no charge to register in SAM.gov. Your registration must be completed on-line at <https://www.sam.gov/portal/public/SAM/>. It is your entity's responsibility to have a valid DUNS number at the time of registration.

In order to establish acceptance of the award and its terms, please follow these instructions:

Step 1: Please go to <https://portal.fema.gov> to accept or decline your award. This will take you to the Assistance to Firefighters eGrants system. Enter your User Name and Password as requested on the login screen. Your User Name and Password are the same as those used to complete the application on-line.

Once you are in the system, the Status page will be the first screen you see. On the right side of the Status screen, you will see a column entitled Action. In this column, please select the View Award Package from the drop down menu. Click Go to view your award package and indicate your acceptance or declination of award. PLEASE NOTE: your period of performance has begun. If you wish to accept your grant, you should do so immediately. When you have finished, we recommend printing your award package for your records.

Step 2: If you accept your award, you will see a link on the left side of the screen that says "Update 1199A" in the Action column. Click this link. This link will take you to the SF-1199A, Direct Deposit Sign-up Form. Please complete the SF-1199A on-line if you have not done so already. When you have finished, you must submit

the form electronically. Then, using the Print 1199A Button, print a copy and take it to your bank to have the bottom portion completed. Make sure your application number is on the form. After your bank has filled out their portion of the form, you must fax a copy of the form to FEMA's SF-1199 Processing Staff at 301-998-8699. You should keep the original form in your grant files. After the faxed version of your SF 1199A has been reviewed you will receive an email indicating the form is approved. Once approved you will be able to request payments online. If you have any questions or concerns regarding your 1199A, or the process to request your funds, please call (866) 274-0960.

Sincerely,



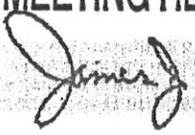
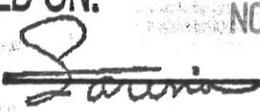
Brian E. Kamoie
Assistant Administrator for Grant Programs

Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Jennifer Giattino	/			

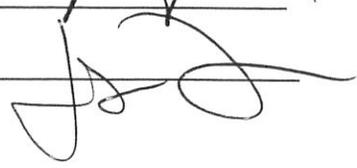
CL1

A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.
AT A MEETING HELD ON:

NOV 02 2016

CITY CLERK

Sponsored by: 
Seconded by: 

City of Hoboken

Resolution No. _____

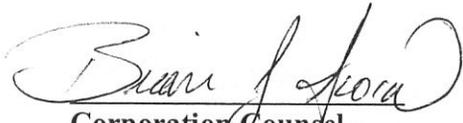
BE IT RESOLVED, that the attached Meeting Minutes for the City of Hoboken's Special meeting of the City Council for September 28, 2016 and the Regular and Special meeting of October 5, 2016 have been reviewed by the Governing Body, and are hereby approved by the Governing Body, and said Meeting Minutes shall now be made public, except to the extent said minutes include closed execution session discussions, which shall remain confidential until the need for confidentiality no longer exists, at which point the matters discussed therein will be made available to the public in accordance with applicable law.

Approved as to substance:



City Clerk

Approved as to form:



Corporation Counsel

Meeting Date: November 2, 2016

Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael Defusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos Jr.	/			
Michael Russo	/			
President Jen Giattino	/			

A TRUE COPY OF A RESOLUTION ADOPTED BY
THE COUNCIL OF THE CITY OF HOBOKEN, N.J.

TX1

AT A MEETING HELD ON:

NOV 02 2016

INTRODUCED BY:

SECONDED BY:

James J. Sarena

[Signature]

CITY OF HOBOKEN

CITY CLERK RESOLUTION NO. _____

RESOLUTION AUTHORIZING THE REFUND OF TAX OVERPAYMENTS

WHEREAS, an overpayment of taxes has been made on properties listed below; and,

WHEREAS, Sharon Curran, Collector of Revenue for the City of Hoboken recommends that the following refunds be made in accordance with N.J.S.A. 54:4-69.

NOW, THEREFORE, BE IT RESOLVED, that a warrant be drawn on the City Treasury in the total amount of \$8,929.19, made payable to the following:

NAME	BL/LT/UNIT	PROPERTY	QTR/YEA R	AMOUNT
Albert Balady 1301 Adams St #308 Hoboken, NJ 07030	114/1/C0308	1300 Grand St	2/14	\$1,727.49 (abatement)
Manesha Lakhiani 1100 Adams St #605 Hoboken, NJ 07030	104/1.01/C0210	1100 Adams St	2/16	\$1,966.14 (abatement)
Syed Sirajuddin 1300 Grand St #606 Hoboken, NJ 07030	114/1/C0606	1300 Grand St	2/15	\$1,520.64 (abatement)
Andrew S. Granzow 501 Monroe St #4 Hoboken, NJ 07030	67/1/C0004	501 Monroe St	2/16	\$2,132.48
Kaitlin McGillvray 260 Eighth St #2 Hoboken, NJ 07030	170/1/C0002	801 Willow Ave/260 Eighth St	4/15	\$1,582.44

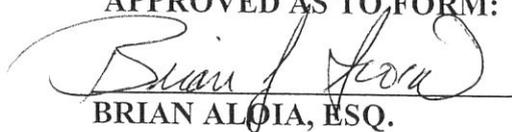
Meeting date: November 2, 2016

APPROVED:



SHARON CURRAN
TAX COLLECTOR

APPROVED AS TO FORM:



BRIAN ALOIA, ESQ.
CORPORATION COUNSEL

Councilperson	Yea	Nay	Abstain/Present	Absent
Ravinder Bhalla	/			
Peter Cunningham	/			
Michael DeFusco	/			
James Doyle	/			
Tiffanie Fisher	/			
David Mello	/			
Ruben Ramos, Jr.	/			
Michael Russo	/			
President Jennifer Giattino	/			