

AGENDA FOR THE COMMITTEE OF THE WHOLE AND REGULAR SESSION
MONDAY, NOVEMBER 10, 2014 2014 7: 00 PM
PRESIDING: THE HONORABLE MAYOR JOSEPH R. PETERSON
CHAIRPERSON OF THE EVENING: THE HONORABLE LEONARD SABUDA

ROLL CALL: FRICKE, GALESKI, MICIURA, SABUDA, SCHULTZ, STEC

COMMUNICATIONS MISCELLANEOUS:

1. Communication from Michael MacDonald relative to the 13th check.
2. Communication from Andrew and Karen Przytula regarding their dissatisfaction of the cable change over to digital.

PERSONS IN THE AUDIENCE:

COMMUNICATIONS FROM CITY AND OTHER OFFICIALS

3. Communication from the Assistant General Manager of Municipal Service regarding the adoption of the proposed ordinance authorizing issuance of Electric System Revenue Bonds and Bond Anticipation Notes (BAN's).
4. Communication from the City Administrator submitting a legal opinion on the Special Supplemental Retirement Allowance ("13th Check").

5. Communication from the City Administrator regarding various services performed by the City of Wyandotte in accordance with Section 222 of the City Charter.
6. Communication from the City Administrator regarding the City Council Referral-Vinewood Village Condominium Association.
7. Communication from the Chief of Police and Inspector regarding the purchase of Police Package Chevrolet Tahoe Patrol Vehicles.
8. Communication from the Downtown Development Director regarding the Hotel Market Feasibility Study.
9. Communication from the Special Event Coordinator regarding the Wyandotte Street Art Fair Website Contract 2015.
10. Communication from the Special Event Coordinator regarding the Christmas Parade-Carriage Contract.
11. Communication from the Special Event Coordinator regarding the holiday Performance Contract.
12. Communication from the City Engineer regarding the purchase of 227 Walnut.
13. Communication from the Hearing Office relative to the property maintenance at 222 Antoine.
14. Communication from the City Engineer regarding the sale of the former 3425-5th Street.
15. Communication from the City Engineer submitting a sales Agreements for NSP2 home 459 Ford Avenue.

16. Communication from the City Engineer-Re- Cable HVAC Controls at 3200 Biddle Avenue.

17. Communication from the City Engineer relative to dumpster Pick-Up Fees.

18. Communication from the City Engineer regarding the Neighborhood stabilization Homes (NSP3)-Sales Price.

19. Communication from the City Engineer regarding the Special Assessment District # 937.

CITIZENS PARTICIPATION:

FIRST AND FINAL READING OF AN ORDINANCE:

AN ORDINANCE TO AUTHORIZE AND PROVIDE FOR THE ISSUANCE OF CITY OF WYANDOTTE ELECTRIC SYSTEM REVENUE BONDS TO PAY THE COSTS OF ACQUISITION AND CONSTRUCTION OF IMPROVEMENTS TO THE CITY OF WYANDOTTE ELECTRIC UTILITY SYSTEM UNDER THE PROVISIONS OF ACT 94, PUBLIC ACTS OF MICHIGAN, 1933, AS AMENDED, TO AUTHORIZE AND PROVIDE FOR THE ISSUANCE OF ELECTRIC SYSTEM REVENUE BOND ANTICIPATION NOTES UNDER THE PROVISIONS OF ACT 34, PUBLIC ACTS OF MICHIGAN, 2001, AS AMENDED; TO PROVIDE FOR THE RETIREMENT AND SECURITY OF THE BONDS AND NOTES HEREIN AUTHORIZED; AND TO PROVIDE FOR OTHER MATTERS RELATIVE TO SAID BONDS

FINAL READING OF ORDINANCES:

AN ORDINANCE ENTITLED "AN ORDINANCE TO AMEND
THE CITY OF WYANDOTTE CODE OF ORDINANCES BY ADOPTING BY
REFERENCE THE 2012 INTERNATIONAL FIRE CODE

AN ORDINANCE ENTITLED "AN ORDINANCE TO AMEND
THE CITY OF WYANDOTTE CODE OF ORDINANCES BY
ADOPTING BY REFERNCE THE 2012 EDITION
OF THE MICHIGAN BUILDING CODE"

REPORTS AND MINUTES:

Municipal Service Commission	October 29, 2014
Daily Cash Receipts Finance	November 5, 2014
Daily Cash Receipts Finance	October 29, 2014
Zoning Board of Appeals	October 1, 2014
Wyandotte Cultural and Historical	September 11, 2014

October 28, 2014

Honorable Mayor Peterson and City Council,

This letter is in regards to the proposed ordinance change to the "Special Supplemental Retirement Benefit Allowance" (I.e. 13th Check)

1
2014 OCT 28 A 11:28
WYANDOTTE CITY CLERK

As a retiree of the City of Wyandotte Fire Department (January 2012) and recipient of this allowance, I was concerned with the proposed amendment to Section 2-245 and how it would directly affect me and many other retirees if adopted as presented. I would in fact have completely lost the 13th check for the next two years and faced a 50% reduction for the next five years thereafter.

I find it commendable on the part of Mr. Drysdale, the Union Bargaining units and the retirement commission to look for a way to help the long time retirees with a larger cost of living adjustment. The problem lies with how to implement this change fairly without harming a large group of current and recent retirees.

During my employment with the Fire Department I was involved with directly negotiating union contracts as union president of the Wyandotte Fire Fighters and assisted the City Administrator with the Fire Department contracts as Fire Chief. It was always my experience that contract modifications and changes affected the current bargaining unit members of the fire department not its retirees. State law prohibits negotiating for non-unit members. (I.e. Retirees) Active bargaining unit members ratify their contract and contract modifications become in effect when signed. Those members are now aware how those modifications will affect them in the future.

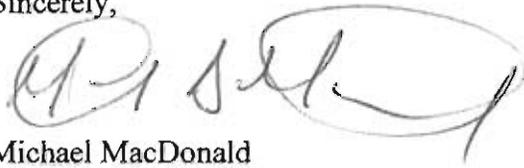
It was my belief, at the time of my retirement, that my pension was based on the contract language contained in the Wyandotte Fire Fighters collective bargaining agreement in effect in January 2012 and the language contained in the City of Wyandotte pension ordinance pertaining to Fire Department retirees and would not be changed in the future.

I am fortunate to be receiving a pension much higher than many of the long term city retirees but I also do not want to lose the 13th check. Thank you for passing the resolution at your October 27, 2014 meeting providing for a 13th check for all eligible retirees this year and I hope you will readdress this issue in the future.

I would like to make a suggestion for your consideration which may help with the future adoption of the proposed changes to the "Special Supplemental Retirement Benefit Allowance". All future retirees would fall under the table contained in Sec. 2-245 Sec. 1 c. once adopted. All current retirees with 15 or more years of retirement will receive the outlined increases. Current retirees with less than 15 years of retirement will continue to receive 100% of the calculated benefit as approved by the Retirement Commission and City Council until they reach the 15 year mark of retirement and would then become eligible to receive the increase.

I thank you for your consideration of this matter and hope your honorable body can find an acceptable resolution of this issue.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael MacDonald". The signature is written in a cursive style with a large, looping initial "M" and a long, sweeping tail.

Michael MacDonald
1798 Sycamore
Wyandotte, Michigan 48192

FIRST Reading

BACKUP submitted with item # 1 by remitter

AN ORDINANCE ENTITLED
"AN ORDINANCE TO AMEND SEC. 2-245 OF THE
CITY CODE OF ORDINANCES ENTITLED "SPECIAL SUPPLEMENTAL
RETIREMENT BENEFIT ALLOWANCES"

THE CITY OF WYANDOTTE ORDAINS:

Section 1. Amendment to Sec. 2-245. – Special supplemental retirement benefit allowances:

Sec. 2-245. - Special supplemental retirement benefit allowance.

(a)

The provisions of this section shall be effective December 15, 1980, and shall be operative during a fiscal year if the (i) retirement commission adopts a resolution to allocate monies to the special retirement reserve fund for the fiscal year under section 2-238, and (ii) the city council adopts a resolution declaring the provisions of this section in effect for the fiscal year.

(b)

Subject to the preceding restrictions, to be eligible for a special supplemental retirement benefit allowance, the retirant or beneficiary must have been in receipt of a retirement allowance for one (1) full calendar year as of the September thirtieth prior to receiving a retirement allowance.

(c)

The amount of the special supplemental retirement allowance to be paid each eligible retirant or beneficiary shall be equal to one-half of the total monies credited to the special retirement reserve fund as of September thirtieth of each fiscal year under section 2-238 divided by the total number of years of credited service for all eligible retirants and beneficiaries of the system multiplied by each retirant's or beneficiary's respective years of credited service in the system multiplied by the applicable percentage in the following table:

0 – 5 complete years retired:	None
>5 -10 complete years retired:	50% of calculated benefit
>10-15 complete years retired:	100% of calculated benefit
>15-20 complete years retired:	150% of calculated benefit
> 20 complete years retired:	200% of calculated benefit

(d)

Payment of the special supplemental retirement benefit allowance set forth herein shall be paid to each eligible retirant or beneficiary on December fifteenth of each year.

(e)

A notice form, required to be returned within thirty (30) days of mailing, shall be submitted to each eligible retirant or beneficiary requesting that they should notify the City if they do not wish to receive the benefit.

(f)

In the case of a beneficiary, the effective date of the special supplemental retirement benefit allowance shall be the date of death of the member of the system or the date of retirement of the member of the system, as the case may be.

(g)

The commission shall evaluate the requirements of this section and the possibility of increasing benefits under this section each fiscal year.

(h)

Notwithstanding anything in this section to the contrary, no special supplemental retirement benefit allowance shall be made to any retirant or beneficiary in any fiscal year unless sufficient monies are available in the special retirement reserve fund to make the benefit payments provided in subsection (c).

Section 2. Severability.

All ordinances or parts of ordinances in conflict herewith are hereby repealed only to the extent necessary to give this ordinance full force and effect.

Section 3. Effective Date.

This Ordinance takes effect fifteen (15) days from the date of its passage and this ordinance shall be published in a newspaper circulated in the City of Wyandotte within ten (10) days after the adoption.

On the question, "SHALL THIS ORDINANCE NOW PASS?", the following vote was recorded:

YEAS	COUNCILMEN	NAYS
_____	Fricke	_____
_____	Galeski	_____
_____	Miciura	_____
_____	Sabuda	_____
_____	Schultz	_____
_____	Stec	_____

Absent: _____

I hereby approve the adoption of the foregoing ordinance this _____ day of _____, 2014.

November 6, 2014

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Mayor Peterson & The City Council

Wyandotte, MI 49192

Subject: Cable Changeover

To All:

This letter is to voice our total dissatisfaction of the cable change over to digital.

The change started on Oct 15th. As of today, we are not receiving 100% of our service. Voices are continually fading in and out. The voices are cracking and are distorted. The screens are freezing continually. We are missing important plays during a football game. The volumes are go from a very low to very high from station to station. Trying to list the number of stations that this is occurring would be impossible.

And now on to the digital TVs without the boxes. Municipal services listed several stations that would need reprogramming. We did the reprogramming process, twice. We still cannot get ESPN Classic. Calls to municipal services are automatically forwarded to Broadband Services Tech Support. Broadband services indicate they are complete with the changeover. They indicated we would need to call municipal services. This has been a vicious circle.

So who do we go to for assistance?

We have asked for a 50% credit to our cable utility bill and were denied. Why should we have to pay 100% of the bill when we are not getting 100% of the service for an entire month?

If the city council can find the money in their budget for a 13th check for the public retirees, I am sure they can find money to refund the cable customers 50% of their cable bill. We will be present at the meeting on November 10, 2014 to review this further.



Andrew & Karen Przytula

1736 Oak Street

Wyandotte, MI 48192

Phone: 734-282-1924

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

3

MEETING DATE: November 10, 2014

AGENDA ITEM #

ITEM: Resolution requesting that City Council adopt the proposed ordinance authorizing issuance of Electric System Revenue Bonds and Bond Anticipation Notes (BAN's)

PRESENTER: Paul LaManes - Assistant GM *PLM*

INDIVIDUALS CONSULTED: *RL* Rod Lesko - GM, *CH* Charlene Hudson - PSSE

BACKGROUND: The formal process for issuance of Revenue Bonds and BAN's requires that the City Council adopt an ordinance authorizing the issuance of Electric System Revenue Bonds and BAN's. Although the attached is called an ordinance under Michigan's Revenue Bond Act (Act 94), under the provisions of Act 94, City Council may adopt the ordinance at the meeting at which it is introduced regardless of the City's usual procedures for enacting ordinances. The ordinance must be approved by the affirmative vote of a majority of Council's elected members. The ordinance becomes effective upon adoption. The requirements of Act 94 are the sole requirements and shall not be limited by a charter or statutory provisions, except that adoption is subject to provisions permitting approval or disapproval of the Mayor and the adoption of the ordinance over his veto.

- For the sale of the BAN's, the ordinance authorizes either the GM or Asst. GM to sell the BAN's without further approvals.
- For the sale of the Bonds, the ordinance authorizes the Municipal Services Commission to sell the Bonds without further City Council Approvals. The resolution for approval by the Commission authorizing the sale of the bonds is expected to be presented for adoption in the late spring of 2015.

STRATEGIC PLAN/GOALS: Improving our power generation and distribution facilities, both current and future, to ensure they continue to meet or exceed all state and federal regulatory and legal requirements.

ACTION REQUESTED: Requesting City Council approval of an ordinance to authorize issuance of Electric System Revenue Bonds and BAN's.

BUDGET IMPLICATIONS: The authorized bond issuance is an integral part of the multi-year business plan for the Electric Utility that ultimately impacts each future budget year.

IMPLEMENTATION PLAN: Subsequent to Council approval, distribute BAN RFQ to potential bidders, receive bids, award and close on BAN's. Chapter XV Section 12 of the City Charter says that the bonds must be issued and delivered to the purchasers thereof within 3 years; bonds are intended for issuance during the late spring 2015.

MAYOR REVIEW: *ALP*

CITY ADMINISTRATOR REVIEW: *SDunpsdal*

LEGAL COUNSEL REVIEW: Miller, Canfield, Paddock & Stone P.L.C. serving as Bond Counsel

LIST OF ATTACHMENTS: N/A

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

MEETING DATE: November 10, 2014

ITEM # 4

ITEM: Legal Opinion – Special Supplemental Retirement Allowance (“13th Check”)

PRESENTER: Todd A. Drysdale, City Administrator *TDrysdale*

INDIVIDUALS IN ATTENDANCE: N/A

BACKGROUND: Attached you will find a legal analysis and opinion regarding the recommendation to modify the distribution formula for the Special Supplemental Retirement Allowance (“13th Check”). Note that this information is consistent with the information that was verbally presented to you at the City Council meetings held on October 20, 2014 and October 27, 2014. This legal opinion is also the basis for the language in the collective bargaining agreements previously approved by this body on October 28, 2013 (POAM and COAM) and September 29, 2014 (POAM-Dispatchers).

STRATEGIC PLAN/GOALS: N/A

ACTION REQUESTED: Receive and place on file.

BUDGET IMPLICATIONS & ACCOUNT NUMBER: N/A

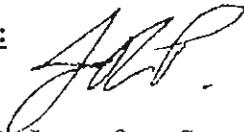
IMPLEMENTATION PLAN: The City Council should abide by the contractual requirements previously approved and use the revised distribution formula for the 2015 Special Supplemental Retirement Allowance if approved.

COMMISSION RECOMMENDATION: N/A

CITY ADMINISTRATOR’S RECOMMENDATION: Concur

LEGAL COUNSEL’S RECOMMENDATION: N/A

MAYOR’S RECOMMENDATION:



LIST OF ATTACHMENTS: 1. Letter from Steven H. Schwartz and Associates, PLC

MODEL RESOLUTION:

RESOLUTION

Wyandotte, Michigan
Date: November 10, 2014

RESOLUTION by Councilperson _____

RESOLVED BY THE MAYOR AND COUNCIL that the communication from the City Administrator regarding the legal analysis and opinion regarding the Special Supplemental Retirement Allowance is received and placed on file.

I move the adoption of the foregoing resolution.

MOTION by Councilperson _____

Supported by Councilperson _____

<u>YEAS</u>	<u>COUNCIL</u>	<u>NAYS</u>
_____	Fricke	_____
_____	Galeski	_____
_____	Miciura	_____
_____	Sabuda	_____
_____	Schultz	_____
_____	Stec	_____

LAW OFFICES
STEVEN H. SCHWARTZ & ASSOCIATES, P.L.C.

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JOHN A. SCHIPPER

*ALSO ADMITTED IN OHIO

OF COUNSEL
GREGG SCHULTZ
BETH YOUNG
SCHULTZ AND YOUNG, P.C.

November 6, 2014

Mr. Todd Drysdale
City of Wyandotte
3131 Biddle Street
Wyandotte, MI 48192

RE: 13th Check

Dear Mr. Drysdale:

Recently, the City Council approved a supplemental retirement allowance for retirees of the City, using the formula in effect for December 2013. The City Council requested a legal opinion regarding whether that allowance is required under the State Constitution or prior collective bargaining agreements with the City's unions and whether the distribution formula may be changed.

For the reasons described in this letter, it is our opinion that the City Council (as it has done in the past) has the discretion to increase, decrease or eliminate, on an annual basis, the supplemental retirement allowance to retirees. It can also change the percentage payout to individuals, provided that individuals in a same category are treated consistently (such as all police employees retiring in 2014 receive the same formula for a payout).

Background

The City operates an independent Retirement System for its retirees. Beginning in 1972, the City Council adopted an Ordinance amending the Retirement System so that existing retirees would receive an additional check in December, as a supplement to the monthly checks they were receiving. This practice was formally called the "supplemental retirement allowance" and commonly referred to as the "13th check". Similar to the tiering described in the City's current collective bargaining agreements, the 1972 Ordinance provided a higher payment formula to retirees who have been retired the longest period of time.

It is our understanding that the supplemental retirement allowance program was instituted unilaterally by the City Council in response to requests by retirees and not as a result of a negotiated demand by any of the City's unions. To our knowledge, no union has ever demanded that the supplemental retirement allowance be specifically incorporated into their collective bargaining agreement or that the City acknowledge the supplemental retirement allowance as a binding past practice. In the most recent collective bargaining agreements, the City has negotiated provisions that a scale be incorporated so that the oldest retirees receive a larger amount than the younger retirees. The language of the Police Command, Patrol and Dispatch

units specifically states that the supplemental retirement allowance is at the sole discretion of the City Council. Since this is a contractual requirement, and some current employees may retire this year or next year, the 2015 supplemental retirement allowance should follow the formula in the collective bargaining agreements.

History of Supplemental Retirement Allowance Payments

The right of municipal employees to collectively bargain was established in 1969. Most of the City's labor unions were established in the early 1970's. The typical practice, at least since the late 1990's, was for the City and its unions to negotiate changes to pension provisions into the newest collective bargaining agreement. The City Council would then amend the retirement ordinance to be consistent with that new collective bargaining agreement, after ratifying that new collective bargaining agreement.

On January 24, 1972, the City Council enacted the first supplemental retirement allowance ordinance. That ordinance stated (emphasis added):

The provisions of this section shall be operative during the fiscal year if the city council:

- (1) Adopts a resolution declaring the provisions of this section in effect for the fiscal year; and
- (2) Appropriates an amount sufficient to finance the supplemental retirement allowance to be made during the fiscal year.

Subject to the preceding restrictions, each retirant or beneficiary included in one (1) of the following three (3) groups shall be eligible for a supplemental retirement allowance upon his written application filed with the retirement commission:

[remainder of the scale describes a formula for the supplement allowance].

On August 23, 1976, the Retirement Ordinance was amended to change the distribution formula scale and added employees who had retired between 1966 and (depending on the category of retirees), between 1969 to 1973 for "supplemental payment A" and 1975 for "supplemental payment B". This revised distribution formula, like the 1971 Ordinance, granted greater benefits to those retirees who had been retired longer. The provisions relating to the restrictions established by the City Council in the 1972 ordinance remained in effect.

On May 9, 1977, the Retirement Ordinance was amended to include the most recent retirees, however, the provisions relating to the restrictions established by the City Council in the 1972 ordinance remained in effect. The distribution formula did not change and still provided a greater benefit to individuals who had been retired the longest.

On March 12, 1979, the Retirement Ordinance was again amended to change the distribution formula, but again, the provisions relating to the restrictions established by the City Council in the 1972 ordinance remained in effect. Although the dollar amounts changed, the principle that those retirees who had been retired the longest received the greatest benefit.

On June 8, 1981, the Retirement Ordinance was again amended, this time to establish a formula based upon credited service. However, the Ordinance was also amended to change the procedural restrictions for the establishment of the supplemental retirement benefit allowance:

The provisions of this section shall be effective December 15, 1980, and shall be operative during a fiscal year if the (1) retirement commission adopts a resolution as of September thirtieth of each fiscal year to allocate monies to the special retirement reserve fund for the fiscal year under section 2-238, and, (ii) the city council adopts a resolution declaring provisions of this section in effect for the fiscal year.

Subject to the preceding restrictions, to be eligible for a special supplemental retirement benefit allowance, the retirant or beneficiary must have been in receipt of a retirement allowance for one (1) full calendar year as of the September thirtieth prior to receiving a retirement allowance.

[remainder of the scale remains unchanged].

(h) Notwithstanding anything in this section to the contrary, no special supplemental retirement benefit allowance shall be made to any retirant or beneficiary in any fiscal year unless sufficient monies are available in the special retirement reserve fund to make the benefit payment provided in subsection (c).

These procedural restrictions have remained unchanged since the 1981 amendment. In 2005, the City Council unilaterally reduced the supplemental retirement allowance by cutting it in half. There was no challenge to this reduction by a retiree or a union. Since 2005, the supplemental retirement allowance has not been restored to its pre-2005 levels.

Analysis

1. Retirees do not have a Vested Right to a Supplemental Retirement Allowance under the Michigan Constitution.

The Michigan Constitution in Article 9, Section 24 states in relevant part:

The accrued financial benefits of each pension plan and retirement system of the state and its political subdivisions shall be a contractual obligation thereof which shall not be diminished or impaired thereby.

There is very direct and clear guidance from the courts on the meaning of this Constitutional provision. The Michigan Court of Appeals has ruled that the intention of Article 9, Section 24 was to "protect the pension benefits related to work already performed". *Ass'n of Prof' & Technical Employees v. City of Detroit*, 154 Mich. App. 440 (1986). Pension benefits, as such, accrue while the employee performs work.

In two cases with virtually the same facts, the Court of Appeals has twice ruled that supplemental pension enhancement ordinances do not serve to diminish or impair benefits but, rather, are supplementary. *Halstead v. Flint*, 127 Mich App. 148, 154 (1983); *Hannan v. Detroit City Counsel*, 2000 Mich App. Lexis 980 (2000). In this case, the supplemental retirement allowance is not related to work performed; it is a gratuity passed after the employee retires. *Id.* The only way a supplemental retirement allowance in any particular year could be become constitutionally vested is when the Council issues an ordinance approving that allowance. Unless and until the City Council extends the supplemental retirement benefit to retirees, they have not accrued a constitutional right to a special supplemental retirement allowance. Thus, our opinion is there is no viable constitutional claim that the special supplemental retirement allowance is a vested right that cannot be altered by Council.

2. The City has Retained the Right to Exercise its Sole Discretion in Issuing The Special Supplemental Retirement Allowance.

It is our opinion that the City should prevail in any challenge claiming either a union contract and/or ordinance(s) incorporated by reference make a binding commitment of a special supplemental retirement allowance.

The subject of pension benefits and their calculation is clearly a mandatory subject of bargaining that must be negotiated to agreement or impasse. *St Clair Intermediate School Dist v. Intermediate Ed Ass'n/Michigan Ed Ass'n*, 458 Mich. 540, 550, 551 (1998). "Under the PERA, an employer commits an unfair labor practice if, before bargaining, it unilaterally alters or modifies a term or condition of employment, unless the employer has fulfilled its statutory obligation or has been freed from it." *Port Huron Ed Ass'n v. Port Huron Area School Dist*, 452 Mich. 309, 317 (1996). An employer "can fulfill its statutory duty by bargaining about a subject and memorializing resolution of that subject in the collective bargaining agreement." *Id.* at 317-18. When the parties "negotiat[e] for a provision in the collective bargaining agreement that fixes the parties' rights," they "'foreclose[] further mandatory bargaining'" because "the matter is 'covered by' the agreement." *Id.* at 318.

Past practice may create a term of employment despite clear and unambiguous language only when that past practice is "so widely acknowledged and mutually accepted that it creates an

amendment to the contract.” *Macomb County v. AFCSME Council 25 Locals 411 & 893*, 494 Mich. 65 (2013) (citing *Port Huron Ed Ass’n, supra* at 312). The Supreme Court describes this as an exceedingly high burden to meet and that a party alleging such a term must present “evidence establishing the parties’ affirmative intent to revise the collective bargaining agreement and establish new terms and conditions of employment.” *Id.* at 82. Arbitration, not the Michigan Employment Relations Commission (MERC), is the forum to resolve whether past practice has matured to a new term or condition of employment. *Id.*

The supplemental retirement allowance is clearly and unambiguously contingent upon the City Council approving the financing to the reserve fund and adopting a resolution to put that allowance into action for the fiscal year. This has been the case since the inception of the payments. With regard to their negotiations and collective bargaining agreements, the Unions have never demanded bargaining over the issue of entitlement to the supplemental retirement allowance, despite bargaining other elements of their pensions. Thus, the matter of pensions has been extensively bargained, and any challenge to the pension provision would be a matter of interpretation; not an unfair labor practice charge before MERC. *Port Huron Ed Ass’n, supra*, p. 317. The collective bargaining agreements only mention that pension ordinances are adopted into the agreements by reference. In the most recent agreements, the unions agreed that if the supplemental retirement allowance was approved by the sole discretion of the Commission, then the retirees would accept a payment of percentage of supplemental pay, which would allow for those who had progressed further into retirement a higher share of the payment.

Further, the supplemental retirement allowance ordinance clearly states that that allowance is to be paid *only* if the Retirement Commission adopts such a resolution and approves the financing of the reserve fund.

This language is clear and unambiguous that the supplemental retirement allowance would be paid only in the discretion of the City Council and Retirement Commission. Thus, to claim a contractual right to the supplemental retirement allowance, a retiree would have to show that the payment has been, “so widely acknowledged and mutually accepted that it creates an amendment to the contract,” and that the parties had an affirmative intent to revise the collective bargaining agreement and establish new terms and conditions of employment. *Macomb County, supra*, p. 82.

Our opinion is that the unions or retirees could not meet that burden of proof to show that their contracts were amended by past practice to add a separate and enforceable terms that they must be paid a supplemental retirement allowance of some amount each fiscal year. Specifically, for a number of years they have allowed the contracts to be ratified without demanding that the supplemental retirement allowance be mandatory or that it even be a fixed sum. The mere fact that it has always been paid is not enough to overcome the clear and unambiguous language. They would have to produce evidence that the City had intent to make this a mandatory payment. There is to our knowledge no such evidence. If anything, there is evidence that the unions knew the payment was discretionary and, in fact, in 2005 it was reduced without any objection. Specifically, the City’s unions agreed to recent contracts with language

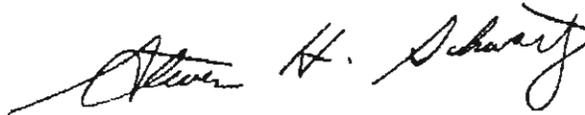
Mr. Todd Drysdale
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Page 6

affirming the payment was within the Council's sole discretion. If they were under the impression it was mandatory, they would not have otherwise conceded that payment was discretionary.

Given the recently negotiated formula in the collective bargaining agreements, that formula should be followed in 2015, if the City Council elects to provide a supplemental retirement allowance.

Lastly, our opinion is that that an arbitrator or court interpreting the contracts, ordinances and past practice would find that these payments are completely discretionary. Thus, while we cannot guarantee that an arbitrator or court would agree with this analysis, our opinion is that the City should prevail in any challenge to the discretion of the City Council to increase, decrease or eliminate, on an annual basis, the supplemental retirement allowance to retirees.

Sincerely,

A handwritten signature in black ink, appearing to read "Steven H. Schwartz". The signature is fluid and cursive, with a long horizontal stroke extending to the left.

Steven H. Schwartz

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

⑤

MEETING DATE: November 10, 2014

AGENDA ITEM # _____

ITEM: Various Services performed by the City of Wyandotte

PRESENTER: Todd Drysdale, City Administrator *Drysdale*

INDIVIDUALS IN ATTENDANCE: N/A

BACKGROUND: Attached is a list of services performed by the Department of Public Service that have not been paid. In accordance with Section 222 of the City Charter, said charges should be placed as a special assessment against property.

STRATEGIC PLAN/GOALS: The City is committed to maintaining and developing excellent Neighborhoods and the Downtown.

ACTION REQUESTED: Approve said charges to be placed as a special assessment against properties.

BUDGET IMPLICATIONS & ACCOUNT NUMBER: N/A

IMPLEMENTATION PLAN: The City Assessor to spread said charges on the 2014 Summer Tax Roll.

COMMISSION RECOMMENDATION: N/A

CITY ADMINISTRATOR'S RECOMMENDATION: Concur with recommendation.

LEGAL COUNSEL'S RECOMMENDATION: N/A

MAYOR'S RECOMMENDATION: Concur with recommendation.

Joseph R. Peterson

LIST OF ATTACHMENTS: Special Assessment Roll for 2014 Winter Tax Roll

MODEL RESOLUTION:

RESOLVED by City Council that Council hereby concurs in the recommendation of the City Administrator in his communication regarding the list of various services performed by the Department of Public Service; AND

BE IT FURTHER RESOLVED that Council directs the City Assessor to spread said charges on the 2014 Winter Tax Roll.

I move the adoption of the foregoing resolution.

MOTION by Councilperson _____

Supported by Councilperson _____

<u>YEAS</u>	<u>COUNCIL</u>	<u>NAYS</u>
_____	Fricke	_____
_____	Galeski	_____
_____	Miciura	_____
_____	Sabuda	_____
_____	Schultz	_____
_____	Stec	_____

SPECIAL ASSESSMENT ROLL
All Records
All Special Assessments
WINTER SEASON

Parcel No	Owners Name	Sp. Assessment	Amount
57 003 01 0264 002	SALYERS, MIRANDA D. 1116 17TH WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 003 01 0267 000	LOANCARE 3637 SENTARA WAY VIRGINIA BEACH VA 23452	OUT: Outside Service	200.00
57 003 02 0013 001	FEDERAL NATIONAL MORTGAGE 14221 DALLAS PARKWAY, STE 1000 DALLAS TX 75254	OUT: Outside Service	200.00
57 003 07 0169 001	MIA'S CAR WASH 1035 FORT WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 003 08 0329 000	WILLIAMS, EVA 1634 19TH WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 003 08 0392 000	FLAGSTAR BANK 5151 CORPORATE DR TROY MI 48098	OUT: Outside Service	200.00
57 003 08 0536 000	KLING, SANDRA 1835 16TH WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 004 10 0036 000	PROFESSIONAL PROCESSING & 13349 MICHIGAN AVE DEARBORN MI 48126	OUT: Outside Service	200.00
57 004 10 0102 000	HERNANDEZ, ROLANDO 939 1ST WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 004 25 0065 301	MCDANIEL, JEANNINE 4476 WEBSTER ECORSE MI 48229	OUT: Outside Service	200.00
57 004 26 0030 000	GORBETT, JEFFREY #19 TIERRA BONITA LA MESA NM 88044	OUT: Outside Service	200.00
57 004 26 0048 000	RONAN, ZACHARY 809 ST JOHNS WYANDOTTE MI 48192	OUT: Outside Service	400.00
57 004 26 0071 000	1 L & S INVESTMENTS LLC 941 CORA WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 004 31 0187 002	BYERS, PHILLIP 23369 PARKE LANE GROSSE ILE MI 48138	OUT: Outside Service	400.00
57 005 01 0009 002	MULLINS, BOYD 880 ST JOHNS WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 005 02 0014 000	HOME VENTURES ENTERPRISES 4301 ORCHARD LAKE RD STE 180 WEST BLOOMFIELD MI 48323	OUT: Outside Service	200.00
57 005 07 0063 002	HASLER PROPERTIES LLC 2865 HARRISON AVENUE TRENTON MI 48183	OUT: Outside Service	200.00
57 005 07 0103 002	CHUPURDY, IONA 1060 ELECTRIC WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 006 01 0081 000	FARRUGIA, CHARLES 20576 DALBY REDFORD MI 48240	OUT: Outside Service	200.00
57 006 02 0176 002	HARBOUR PORTFOLIO VII LP 8214 WESTCHESTER, STE 635 DALLAS TX 75225	OUT: Outside Service	200.00
57 006 03 0428 002	ASSET REHAB & MAINTENANCE 22014 PLEASANT SAINT CLAIR SHORES MI 48080	OUT: Outside Service	200.00
57 006 08 0221 000	MANGIAPANE, AARON 1840 LINDBERGH WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 006 09 0013 000	NATIONSTAR MTG LLC 1615 7TH WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 007 03 0003 000	EVANS, ROSE-ESTATE OF 222 ANTOINE WYANDOTTE MI 48192	OUT: Outside Service	400.00
57 007 04 0113 303	ROGERS, WILLIAM 213 HUDSON WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 011 03 0001 003	WILKS, MONICA 29350 LEEMOOR SOUTHFIELD MI 48076	OUT: Outside Service	200.00

SPECIAL ASSESSMENT ROLL
All Records
All Special Assessments
WINTER SEASON

Parcel No	Owners Name	Sp. Assessment	Amount
57 012 10 0030 000	STILSON, MIKE 2046 4TH WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 012 10 0060 301	BOGGS, JOE 437 FORD WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 013 08 0041 000	HAYES, DAVID/ELAINE 1297 SPRUCE WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 013 08 0054 000	BANK OF NEW YORK 400 COUNTRYWIDE WAY SIMI VALLEY CA 93065	OUT: Outside Service	200.00
57 014 01 0072 000	US BANK 4600 REGANT BLVD, STE 200 IRVING TX 75063	OUT: Outside Service	200.00
57 014 06 0001 000	3429 HOLDINGS LLC 15680 MEADOWS DR RIVERVIEW MI 48193	OUT: Outside Service	200.00
57 014 13 0009 001	SCHIMMEL, CHARLES 17771 BRENTWOOD RIVERVIEW MI 48193	OUT: Outside Service	200.00
57 015 22 0014 000	STRONG, DENISE 30033 BAYVIEW DR GROSSE ILE MI 48138	OUT: Outside Service	200.00
57 016 03 0048 303	MORTGAGE ELECTRONIC REGIS P. O. BOX 2026 FLINT MI 48501-2026	OUT: Outside Service	200.00
57 016 03 0189 000	VINCENT, LAWRENCE/KATHY 2285 19TH ST WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 016 04 0561 000	LUDDY HOLDCO 4 LLC 43 CENTER DR OLD GREENWICH CT 06870	OUT: Outside Service	40.00
57 017 01 0033 000	NOLAND, ANDREW C. 1516 SUPERIOR WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 017 05 0434 001	BRAVERMAN, LES 6697 TORYBROOK CIRCLE WEST BLOOMFIELD MI 48323	OUT: Outside Service	200.00
57 017 16 0033 000	ABREHART, ELIZABETH 1408 ELM WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 017 16 0185 000	SCOTT, ROBERT H/TURNWALD, 15560 N FLW BLVD, STE B4-5298 SCOTTSDALE AZ 85260	OUT: Outside Service	200.00
57 018 02 0602 000	OAKS, TABETHA E. 3400 18TH WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 019 11 0016 002	OSBURN, MICHAEL/MARILYN 2350 CARDINAL CT APT C WOOSTER OH 44691	OUT: Outside Service	200.00
57 020 06 0007 002	LANGLET, DAVID 3522 3RD WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 021 10 0027 000	LARETZ, ADAM 3421 13TH ST WYANDOTTE MI 48192	OUT: Outside Service	200.00
57 021 13 0035 000	GRATIOT, GERARD 1207 LEE WYANDOTTE MI 48192	OUT: Outside Service	400.00
57 018 01 0536 000	UNION HOME PROPERTIES LLC 1479 FORT WYANDOTTE MI 48192	SOLID: Solid Waste	50.00
57 020 16 0007 000	TKACH, VICTORIA L 26937 HAWTHORNE BLVD FLAT ROCK MI 48134	SOLID: Solid Waste	86.70
57 017 01 0005 000	KOLAKOWSKI, ALBERT 1441 SUPERIOR WYANDOTTE MI 48192	Toter: Toter Fee	48.00
57 015 03 0009 002	WAY, SAMANTHA/TROY 19460 CASCADE BROWNSTOWN MI 48174	Toter: Toter Fee	48.00
57 019 30 0099 000	DUVE, RICHARD 4465 15TH WYANDOTTE MI 48192	Toter: Toter Fee	48.00
57 006 05 0194 000	JOLLY, TARA 159 MULBERRY WYANDOTTE MI 48192	Toter: Toter Fee	48.00

SPECIAL ASSESSMENT ROLL
All Records
All Special Assessments
WINTER SEASON

Parcel No	Owners Name	Sp. Assessment	Amount
57 006 02 0208 000	GALATI, SHIRLEY 3027 MANGO TREE DRIVE EDGEWATER FL 32141	Toter: Toter Fee	48.00
57 004 20 0020 002	BAKER, RANDALL JR 878 LINCOLN WYANDOTTE MI 48192	Toter: Toter Fee	48.00
57 004 10 0023 301	KELLY, NATALIE 108 GODDARD WYANDOTTE MI 48192	Toter: Toter Fee	48.00
57 013 19 0018 000	BLUE HORSESHOE HOLDING CO 17250 WEST 12 MILE RD, STE 200 SOUTHFIELD MI 48076	Toter: Toter Fee	48.00
57 001 04 0332 000	WELLS FARGO BANK 1 HOME CAPMUS DES MOINES IA 50328	WEED: Weed Cutting	200.00
57 006 03 0413 002	JENKINS, JOSEPH 1550 12TH WYANDOTTE MI 48192	WEED: Weed Cutting	200.00
57 007 04 0113 303	ROGERS, WILLIAM 213 HUDSON WYANDOTTE MI 48192	WEED: Weed Cutting	200.00
57 007 10 0074 000	WOOLNOUGH, ROBERT 1878 4TH WYANDOTTE MI 48192	WEED: Weed Cutting	200.00
57 013 25 0012 000	PETROWSKI, GEORGE L 4025 23RD WYANDOTTE MI 48192	WEED: Weed Cutting	200.00
Totals for OUT Outside Service		Count: 46	9,840.00
Totals for SOLID Solid Waste		Count: 2	136.70
Totals for Toter Toter Fee		Count: 8	384.00
Totals for WEED Weed Cutting		Count: 5	1,000.00
Grand Totals		Count: 61	11,360.70

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

MEETING DATE: November 10, 2014

ITEM # 6

ITEM: City Council Referral – Vinewood Village Condominium Association

PRESENTER: Todd A. Drysdale, City Administrator *T. Drysdale*

INDIVIDUALS IN ATTENDANCE: N/A

BACKGROUND: On October 27, 2014, the City Council referred the communication from Melanie A. Brown, 657 Vinewood, relative to the Vinewood Village Condominium Association to the City Engineer, Finance Department, and Department of Legal Affairs for a review and report back in two (2) weeks (November 10, 2014). This correspondence is requested a one (1) week extension to respond to the City Council. The City has filed a request to the Exception Request Board with MSHDA. This request is scheduled to be heard on November 12, 2014.

STRATEGIC PLAN/GOALS: N/A

ACTION REQUESTED: Approve the request for a one (1) week extension for a response.

BUDGET IMPLICATIONS & ACCOUNT NUMBER: N/A

IMPLEMENTATION PLAN: Await the results of the hearing scheduled for 11/12/14.

COMMISSION RECOMMENDATION: N/A

CITY ADMINISTRATOR'S RECOMMENDATION:

LEGAL COUNSEL'S RECOMMENDATION: N/A

MAYOR'S RECOMMENDATION:



LIST OF ATTACHMENTS:

1. Council Resolution dated October 27, 2014
2. Email to MSHDA representatives regarding the request to be heard at the Exception Request Board

MODEL RESOLUTION:

RESOLUTION

Wyandotte, Michigan
Date: November 10, 2014

RESOLUTION by Councilperson _____

RESOLVED BY THE MAYOR AND COUNCIL that the request for a one (1) week extension to respond to the City Council regarding the communication from Melanie A. Brown, 657 Vinewood, relative to the Vinewood Village Condominium Association is approved.

I move the adoption of the foregoing resolution.

MOTION by Councilperson _____

Supported by Councilperson _____

<u>YEAS</u>	<u>COUNCIL</u>	<u>NAYS</u>
_____	Fricke	_____
_____	Galeski	_____
_____	Miciura	_____
_____	Sabuda	_____
_____	Schultz	_____
_____	Stec	_____

OFFICIALS

William R. Griggs
CITY CLERK

Todd M. Browning
CITY TREASURER

Thomas R. Woodruff
CITY ASSESSOR



JOSEPH PETERSON
MAYOR

COUNCIL

Sheri M. Sutherby-Fricke
Daniel E. Galeski
Ted Miciura Jr.
Leonard T. Sabuda
Donald C. Schultz
Lawrence S. Stec

October 28, 2014

RESOLUTION

Melanie A. Brown
657 Vinewood Street
Wyandotte, Michigan 48192

By Councilman Ted Miciura Jr.
Supported by Councilwoman Sheri M. Fricke

RESOLVED by the City Council that WHEREAS the City of Wyandotte does not have any jurisdiction over the Kramer-Triad condominium association and the management thereof ; the communication from Melanie A. Brown, 657 Vinewood, Wyandotte, Michigan is hereby received and placed on file. AND BE IT FURTHER RESOLVED that said communication be referred to the City Engineer, Finance Department and Department of Legal Affairs for a review and report back in two (2) weeks; (November 10, 2014).

MOTION UNANIMOUSLY CARRIED

RESOLUTION DECLARED ADOPTED

I, William R. Griggs, City Clerk for the City of Wyandotte, do hereby certify that the foregoing is a true and exact copy of a resolution adopted by the Mayor and Council of the City of Wyandotte, at the regular meeting held on October 27, 2014.


William R. Griggs
City Clerk

CC: Engineering, Finance, Department of Legal Affairs

Todd Drysdale

From: mkowalewski mkowalewski [mailto:mkowalewski@wyandotte.net]
Sent: Thursday, November 06, 2014 9:14 AM
To: Young, Tonya (MSHDA)
Cc: Odom, Emanuel (MSHDA); Bill Look; Mayor's Office; tdrysdale@wyan.org; Julie Sadlowski; kroberts@wyan.org
Subject: RE: Exception Request

Tonya,

The City of Wyandotte recommends the request to utilize \$11,010.00 of NSP2 Program Income from our next closing to settle any and all claims from the Vinewood Village Condominium Association be approved provided a release for Wyandotte, MSHDA and the builder DMC is signed from all 14 owners.

Thanks,

Mark A. Kowalewski, PE
City Engineer
City of Wyandotte
3200 Biddle, suite 200
Wyandotte, MI 48192
1-734-324-4554

From: Young, Tonya (MSHDA) [mailto:youngt4@michigan.gov]
Sent: Wednesday, November 05, 2014 4:31 PM
To: mkowalewski mkowalewski
Cc: Odom, Emanuel (MSHDA)
Subject: RE: Exception Request

Please provide us with what the city's recommendation is regarding this request.

Tonya Young
Program – Policy Manager
Community Development Division
Michigan State Housing Development Authority
517.335.4337

Electronic Privacy Notice. This email and any attachments, contains information that is, or may be, covered by electronic communication privacy laws, and is also confidential and proprietary in nature. It is for the exclusive use of the intended recipient(s). If you are not the intended recipient(s), please be advised that you are legally prohibited from retaining, using, copying, distributing, or otherwise disclosing this information in any manner. Instead, please reply to the sender that you have received this information in error, and then immediately delete the communication. Thank you in advance for your cooperation.

From: mkowalewski mkowalewski [mailto:mkowalewski@wyandotte.net]
Sent: Wednesday, November 05, 2014 10:45 AM
To: Odom, Emanuel (MSHDA)
Cc: Young, Tonya (MSHDA); tdrysdale@wyan.org; Mayor's Office; Julie Sadlowski
Subject: Exception Request

Emanuel,

Attached is the City of Wyandotte's request to the Exception Request Board meeting on November 12, 2014, to utilize \$11,010.00 of NSP2 Program Income from our next closing. There has been an ongoing discussion with Vinewood Village

Condominium owner's attending Wyandotte City Council meetings which has culminating in this request as a final recommended solution by the Condominium Association. Tonya is very familiar with this request.

Please note all units are now sold and we are in the process of closing the last two units.

Mark A. Kowalewski, PE
City Engineer
City of Wyandotte
3200 Biddle, suite 200
Wyandotte, MI 48192
1-734-324-4554

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

MEETING DATE: November 10, 2014

AGENDA ITEM # 7

ITEM: Purchase of Police Package Chevrolet Tahoe Patrol Vehicles

PRESENTER: Jamie Pouliot, Inspector Daniel J. Grant, Chief of Police

INDIVIDUALS IN ATTENDANCE: Jamie Pouliot

BACKGROUND: Since several of our patrol cars are in need of replacement we are requesting approval from the City Council to purchase three (3) new patrol vehicles. The City Council approved the purchase of 3 Chevrolet Tahoe Police Package patrol vehicles during our prior fiscal year and I am requesting to purchase 3 more of the same vehicles. We have looked at several of the available "police package" vehicles available and the Chevrolet Tahoe is highly rated and the Tahoe's that we have been operating in our fleet have been very reliable and efficient.

I am requesting to purchase the patrol vehicles from Berger Chevrolet Inc. which is the dealership awarded the State of Michigan and Oakland County contracts.

STRATEGIC PLAN/GOALS: Maintaining our fleet of patrol vehicles enables our Police Officers to maintain patrols throughout the City of Wyandotte and effectively respond to calls for service from our residents which is consistent with the City of Wyandotte's strategic plan.

ACTION REQUESTED: City Council approval for the purchase of three (3) Chevrolet Tahoe police package patrol vehicles.

BUDGET IMPLICATIONS & ACCOUNT NUMBER: The funds for the purchase of 3 vehicles with the price quoted at \$29,993.00 each for a total of \$89,979.00 has been approved in the budget and will come from the Vehicle Account 101-301-850-530.

IMPLEMENTATION PLAN: If approved by the City Council, the order will be placed with Berger Chevrolet Inc. and when the vehicles are delivered the necessary equipment will be installed and vehicles will be deployed for patrol service.

COMMISSION RECOMMENDATION: The Police Commission has been presented with this proposal and will formally review this request at their next meeting on November 11th.

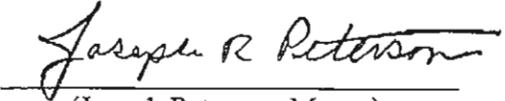
CITY ADMINISTRATOR'S RECOMMENDATION: Concur with recommendation.



(Todd Drysdale, City Administrator)

LEGAL COUNSEL'S RECOMMENDATION: N/A

MAYOR'S RECOMMENDATION: Concur with recommendation.



(Joseph Peterson, Mayor)

LIST OF ATTACHMENTS:

1. Price Quote from Berger Chevrolet Inc.
2. Copy of advertisement from Police Chief's magazine

MODEL RESOLUTION:

RESOLUTION

Wyandotte, Michigan
Date: November 3, 2014

RESOLUTION by Councilman _____

BE IT RESOLVED BY THE CITY COUNCIL that the Council concurs with the Chief of Police to purchase three (3) Chevrolet Tahoe police package patrol vehicles from Berger Chevrolet Inc. which is the dealership awarded the contract for the State of Michigan and Oakland County. The pricing as quoted is the same pricing afforded in the aforementioned contracts.

BE IT FURTHER RESOLVED BY THE CITY COUNCIL that this expenditure will be paid from our Vehicle account 101-301-850-530.

I move the adoption of the foregoing resolution.

MOTION by
Councilmen _____

Supported by Councilman _____

YEAS

COUNCIL

NAYS

Fricke
Galeski
Miciura
Sabuda
Schultz
Stec

Berger

The only Chevrolet Dealer
that holds contracts for both
the State of Michigan
and Oakland County.



Caprice
Starting at \$25,349



Tahoe
Starting at \$24,462



Impala
Starting at \$19,074

This offer is good through Berger Chevrolet *only*, and is extended to all municipalities in Michigan. Our customers have grown to expect and appreciate consistent performance from Berger for all their vehicle needs.

Easy to deal with - year after year
Talk to a professional
See the difference

Bob Evans
Fleet Sales Manager



Berger Chevrolet
2525 28th Street S.E.
Grand Rapids, MI 49512

Berger
Since 1925 
It's always better at Berger

YOUR PATROL VEHICLE SPECIALIST SERVING MUNICIPALITIES SINCE 1925

TOLL-FREE 866-760-6500

BID PER ENCLOSED SPECIFICATIONS

Cost per vehicle \$ \$29,993.00

Number of units 3

Total Bid Amount \$ \$89,979.00

Vehicle Description:

Year 2015

Make Chevrolet

Model Tahoe 2wd
police package

Vendor:

Berger Chevrolet Inc.

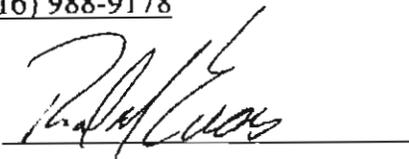
Address 2525 28th Street S.E.

Grand Rapids, MI 49512

Phone (616) 949-5200

Fax (616) 988-9178

Signature



Printed Signature Robert M. Evans

Date 10/15/2014

Bid Prepared For :

City of Wyandotte

Prepared For:
City of Wyandotte

Prepared By:
Robert M. Evans
Berger Chevrolet
2525 28th SE
Grand Rapids, MI 49512
Phone: (616) 949-5200
Fax: (616) 988-9178
Email: bevans@bergerchevy.com

2015 Fleet/Non-Retail Chevrolet Tahoe 2WD 4dr Commercial CC15706

SELECTED MODEL & OPTIONS

SELECTED OPTIONS - 2015 Fleet/Non-Retail CC15706 2WD 4dr Commercial

<u>Code</u>	<u>Description</u>
<u>.001</u>	Night saver dome light
5T5	SEATS, 2ND AND 3RD ROW VINYL WITH FRONT CLOTH SEATS Provides vinyl second and third row seats and cloth front seats (Requires (H0U) Jet black trim)
UTQ	THEFT-DETERRENT SYSTEM, CONTENT, DISABLE the alarm and horn become non-functional in an attempt of theft to the vehicle
VPV	SHIP THRU, PRODUCED IN ARLINGTON ASSEMBLY and shipped to Kerr Industries and onto Arlington Assembly

OPTIONS TOTAL

An underlined code indicates that the options have been applied by the dealer. All sales prices established solely by dealer.

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 355.0, Data updated 10/7/2014
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Customer File:

Prepared For:
City of Wyandotte

Prepared By:
Robert M. Evans
Berger Chevrolet
2525 28th SE
Grand Rapids, MI 49512
Phone: (616) 949-5200
Fax: (616) 988-9178
Email: bevens@bergerchevy.com

2015 Fleet/Non-Retail Chevrolet Tahoe 2WD 4dr Commercial CC15706

SELECTED MODEL & OPTIONS

SELECTED MODEL - 2015 Fleet/Non-Retail CC15706 2WD 4dr Commercial

<u>Code</u>	<u>Description</u>
CC15706	2015 Chevrolet Tahoe 2WD 4dr Commercial

SELECTED VEHICLE COLORS - 2015 Fleet/Non-Retail CC15706 2WD 4dr Commercial

<u>Code</u>	<u>Description</u>
-	Interior: Jet Black
-	Exterior 1: Black
-	Exterior 2: No color has been selected.

SELECTED OPTIONS - 2015 Fleet/Non-Retail CC15706 2WD 4dr Commercial

<u>Code</u>	<u>Description</u>
AVF	2016 INTERIM PROCESSING CODE (Required on all interim models produced starting in October 2014.)
Z56	SUSPENSION, HEAVY-DUTY, POLICE-RATED front, independent torsion bar, and stabilizer bar and rear, multi-link with coil springs (Included and only available with (9C1) Police Vehicle only)
FE9	EMISSIONS, FEDERAL REQUIREMENTS includes (NT7) Federal tier 2 emissions
L83	ENGINE, 5.3L ECOTEC3 V8 WITH ACTIVE FUEL MANAGEMENT, DIRECT INJECTION AND VARIABLE VALVE TIMING includes aluminum block construction (355 hp [265 kW] @ 5600 rpm, 382 lb-ft of torque [516 N-m] @ 4100 rpm) (STD)
MYC	TRANSMISSION, 6-SPEED AUTOMATIC, ELECTRONICALLY CONTROLLED with overdrive and tow/haul mode (STD)
GU4	REAR AXLE, 3.08 RATIO (STD) (Not available with (NHT) Max Trailering Package.)
1FL	COMMERCIAL PREFERRED EQUIPMENT GROUP Includes Standard Equipment *CREDIT*

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City of Wyandotte

Prepared By:
Robert M. Evans
Berger Chevrolet
2525 28th SE
Grand Rapids, MI 49512
Phone: (616) 949-5200
Fax: (616) 988-9178
Email: bevans@bergerchevy.com

2015 Fleet/Non-Retail Chevrolet Tahoe 2WD 4dr Commercial CC15706

SELECTED MODEL & OPTIONS

SELECTED OPTIONS - 2015 Fleet/Non-Retail CC15706 2WD 4dr Commercial

<u>Code</u>	<u>Description</u>
RAP	WHEELS, 17" X 8" (43.2 CM X 20.3 CM) STEEL, POLICE, BLACK (Included and only available with (9C1) Police Vehicle)
QAR	TIRES, P265/60R17 ALL-SEASON, POLICE, V-RATED (Included and only available with (9C1) Police Vehicle)
ZAK	TIRE, SPARE, P265/60R17 ALL-SEASON, POLICE, V-RATED (Included and only available with (9C1) Police Vehicle)
ZY1	PAINT SCHEME, SOLID APPLICATION
GBA	BLACK
AZ3	SEATING, FRONT 40/20/40 SPLIT-BENCH, 3-PASSENGER includes 6- way power driver and 2-way front passenger seat adjuster, driver and front passenger power lumbar control and power reclining, center fold- down armrest with storage, storage compartments in seat cushion (includes auxiliary power outlet), adjustable outboard head restraints and storage pockets (With vinyl, does not include (AG1) Driver 6-way power seat adjuster or (AG2) Front passenger 6-way power adjuster.) (STD)
H0U	JET BLACK, CLOTH SEAT TRIM
IO3	AUDIO SYSTEM, AM/FM STEREO WITH CD PLAYER AND AUXILIARY INPUT JACK includes 2 USB ports and 1 SD card reader (STD)
9C1	IDENTIFIER FOR POLICE PATROL VEHICLE (Must be specified.) *CREDIT*
NZZ	FRONT UNDERBODY SHIELD (Included and only available with (9C1) Police Vehicle)
K4B	BATTERY, AUXILIARY, 730 CCA
—	POWER SUPPLY, 100-AMP, AUXILIARY BATTERY, REAR ELECTRICAL CENTER (Included and only available with (9C1) Police Vehicle only)
—	POWER SUPPLY, 50-AMP, POWER SUPPLY, AUXILIARY BATTERY passenger compartment wiring harness (Included and only available with (9C1) Police Vehicle only)
—	POWER SUPPLY, 120-AMP, (4) 30-AMP CIRCUIT, PRIMARY BATTERY relay controlled, passenger compartment harness wiring (Included and only available with (9C1) Police Vehicle only)

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

Prepared For:
City of Wyandotte

Prepared By:
Robert M. Evans
Berger Chevrolet
2525 28th SE
Grand Rapids, MI 49512
Phone: (616) 949-5200
Fax: (616) 988-9178
Email: bevans@bergerchevy.com

2015 Fleet/Non-Retail Chevrolet Tahoe 2WD 4dr Commercial CC15706

SELECTED MODEL & OPTIONS

SELECTED OPTIONS - 2015 Fleet/Non-Retail CC15706 2WD 4dr Commercial

<u>Code</u>	<u>Description</u>
KW7	ALTERNATOR, 170 AMPS, HIGH OUTPUT (Included and only available with (9C1) Police Vehicle only)
C5U	GVWR, 6800 LBS. (3084 KG) (Included and only available with (9C1) Police Vehicle)
RM7	WHEEL, 17" X 8" (43.2 CM X 20.3 CM) FULL-SIZE, STEEL SPARE includes P265/60R17 V-rated tire (Included and only available with (9C1) Police Vehicle)
—	LUGGAGE RACK, DELETE (Included and only available with (9C1) Police Vehicle only)
9G8	HEADLAMPS, DAYTIME RUNNING LAMPS AND AUTOMATIC HEADLAMP CONTROL DELETE deletes standard Daytime Running Lamps and automatic headlamp control features from the vehicle for police stealth surveillance (Requires (9C1) Police Vehicle)
6J7	FLASHER SYSTEM, HEADLAMP AND TAILLAMP, DRL COMPATIBLE with control wire (Requires (9C1) Police Vehicle)
7X6	SPOTLAMP, LEFT-HAND (Requires (9C1) Police Vehicle)
AKO	GLASS, DEEP-TINTED (all windows, except light-tinted glass on windshield and driver- and front passenger-side glass) (Included and only available with (9C1) Police Vehicle only)
AKX	WINDSHIELD, SOLAR ABSORBING, SHADED UPPER (Included and only available with (9C1) Police Vehicle only)
AKK	WINDSHIELD STYLE, ACOUSTIC LAMINATED GLASS (Included and only available with (9C1) Police Vehicle only)
—	EXTERIOR ORNAMENTATION DELETE (Included and only available with (9C1) Police Vehicle only)
6J3	WIRING, GRILLE LAMPS AND SIREN SPEAKERS (Requires (9C1) Police Vehicle)
6J4	WIRING, HORN AND SIREN CIRCUIT (Requires (9C1) Police Vehicle)
—	DOOR HANDLES, BODY-COLOR (Included and only available with (9C1) Police Vehicle only)
UN9	RADIO SUPPRESSION PACKAGE, WITH GROUND STRAPS (Included and only available with (9C1) Police Vehicle)

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 355.0, Data updated 10/7/2014
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Customer File:

Prepared For:
City of Wyandotte

Prepared By:
Robert M. Evans
Berger Chevrolet
2525 28th SE
Grand Rapids, MI 49512
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2015 Fleet/Non-Retail Chevrolet Tahoe 2WD 4dr Commercial CC15706

SELECTED MODEL & OPTIONS

SELECTED OPTIONS - 2015 Fleet/Non-Retail CC15706 2WD 4dr Commercial

<u>Code</u>	<u>Description</u>
AG1	SEAT ADJUSTER, DRIVER 10-WAY POWER (Requires (AZ3) 40/20/40 split-bench front seat. Not available with (H2G) Jet Black vinyl seats)
AG2	SEAT ADJUSTER, FRONT PASSENGER 6-WAY POWER
ATD	SEAT DELETE, THIRD ROW PASSENGER (Included with (9C1) Police Vehicle) (Deletes rear storage compartment.) *CREDIT*
---	INSTRUMENTATION, ANALOG with certified 150 mph speedometer, odometer with trip odometer, engine hour meter, fuel level, voltmeter, engine temperature, oil pressure and tachometer (Included and only available with (9C1) Police Vehicle only)
---	KEY, 2-SIDED (Included and only available with (9C1) Police Vehicle only)
6E2	KEY COMMON, COMPLETE VEHICLE FLEET provides a single key with a specific code that is common to the door locks and Ignition of all the vehicles in the vehicle fleet. Key code is an alternate to SEO(6E8) complete vehicle fleet common key. NOTE: NOT COMPATIBLE with previous model years (Requires (9C1) Police Vehicle)
---	THEFT-DETERRENT SYSTEM, VEHICLE, PASS-KEY III (Included and only available with (9C1) Police Vehicle only)
---	POWER OUTLETS, 4 AUXILIARY, 12-VOLT includes 1 on the instrument panel, 1 in armrest, and 2 in the cargo area (Included and only available with (9C1) Police Vehicle)
UE0	ONSTAR DELETE (Deletes (UPF) bluetooth for phone.) *CREDIT*
---	SAFETY BELTS, 3-POINT, DRIVER AND FRONT PASSENGER IN ALL SEATING POSITIONS (Included and only available with (9C1) Police Vehicle only)
R9Y	FLEET FREE MAINTENANCE CREDIT This option code provides a credit in lieu of the free oil changes, tire rotations and inspections (4 maximum), during the first 24 months and 24,000 miles period for this ordered vehicle. The invoice will detail the applicable credit. The customer will be responsible for all oil change, tire rotations and inspections costs for this vehicle. (Requires one of the following Fleet or Government order types: FBC, FBN, FCA, FCN, FLS, FNR, FRC or FGO. Not available with FDR order types.) *CREDIT*

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

8

MEETING DATE: November 10th, 2014

AGENDA ITEM #

ITEM: Hotel Market Feasibility Study

PRESENTER: Natalie Rankine - DDA Director



INDIVIDUALS IN ATTENDANCE: Todd A. Drysdale, City Administrator
Mark A. Kowalewski, City Engineer



BACKGROUND: Please find herewith the completed Market Feasibility Study for a potential hotel development in the City of Wyandotte performed by Core Development Group, LLC. Please note that the outlook of the study is favorable for a proposed hotel development in the City of Wyandotte. As a result, the DDA wishes to resume discussions with Cobblestone Hotels or another comparable hotel chain about developing in downtown Wyandotte.

STRATEGIC PLAN/GOALS: The completed market feasibility study further reinforces the City's Strategic Plan and Wyandotte's commitment to revitalize the downtown by giving the DDA the tools and information needed to court a hotel developer to the downtown area.

ACTION REQUESTED: Receive the study and place on file, and concur with the recommendation to move forward with discussions with Cobblestone Hotels and/or another hotel chain for development within downtown Wyandotte.

BUDGET IMPLICATIONS & ACCOUNT NUMBER: N/A

IMPLEMENTATION PLAN: The DDA will work with other city officials in discussions with Cobblestone Hotels and/or another hotel chain about development in Downtown Wyandotte.

COMMISSION RECOMMENDATION: Concur

CITY ADMINISTRATOR'S RECOMMENDATION:



LEGAL COUNSEL'S RECOMMENDATION: N/A

MAYOR'S RECOMMENDATION:



LIST OF ATTACHMENTS:

1. Hotel Market Feasibility Study for the City of Wyandotte

RESOLUTION:

RESOLVED BY MAYOR AND COUNCIL to receive the attached Hotel Market Feasibility Study be and place on file; AND BE IT FURTHER RESOLVED THAT MAYOR AND COUNCIL concur with the recommendation of the DDA Director to resume discussions with Cobblestone Hotels and/or another comparable chain for development in downtown Wyandotte.

I move the adoption of the foregoing resolution.

MOTION by Councilmember _____

SUPPORTED by Councilmember _____

<u>YEAS</u>	<u>COUNCIL</u>	<u>NAYS</u>
_____	Fricke	_____
_____	Galeski	_____
_____	Miciura	_____
_____	Sabuda	_____
_____	Schultz	_____
_____	Stec	_____

ABSENT _____

Michigan

Story Behind the Name

French colonization of the North American continent

Robert La Joliffe of the Huron Indians

Michigan: Large Lake

Location & Geography

Surrounded by 4 of the Great Lakes

Landscape is known for its nearly endless lakes and waterways

Counties & Regions

16 counties

Divided by the Upper Peninsula and the Lower Peninsula

Upper Peninsula
Copper Country, Keweenaw Peninsula

Lower Peninsula
Central Michigan, Eastern Michigan, Western Michigan, Northern Michigan, Southern Michigan, Western Michigan

Population

10 million people

1 of the 10 most populated states

Living conditions due to a depression of the manufacturing industry

200,000 people

Major Cities

Detroit

Largest city

Grand Rapids

2nd largest city

Lansing

the state capital

Major Cities

1774 country
France's experience came to trade with the Indian tribes

1763
France sold its claims to the land to the British

Was in 1812
After bloody battles were fought between American, British and Native American forces

1812
Admitted as a state

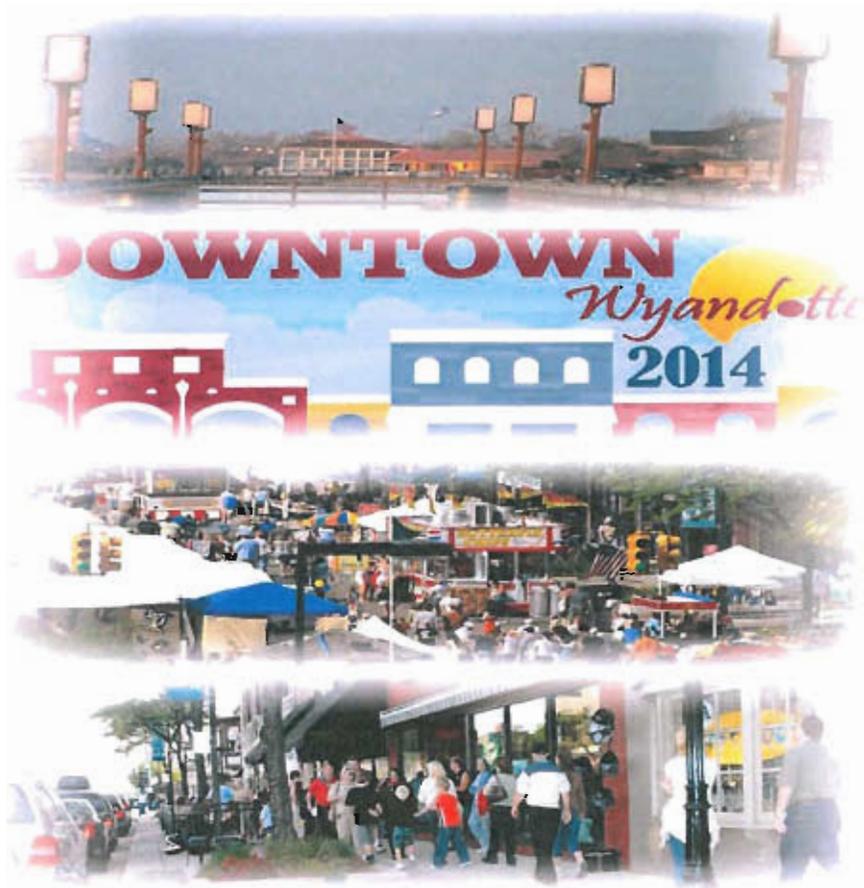
1870s
Mining, logging and other industries were in production

1917
Overseas military training camps

1960s
Automotive industry began to flourish

Market Feasibility Study

Wyandotte, MI



For more information regarding this report, contact:

Core Distinction Group LLC

(612) 849-9775

coredistinctiongroup@gmail.com



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Introduction

The following Comprehensive Market Feasibility Study Report will review the proposed development of a hotel in Wyandotte, Michigan. At the time of this report, the style, type, and size of hotel determined would be between 40-50 guestrooms. There are three different sites identified as potential for this development detailed in the Site Selection Section of this report.

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

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

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

This Market Study report provides statistical support and highlighted narrative's to support the conclusions regarding the market area and its ability to support the proposed hotel. This report should be acceptable for external investing and/or lending purposes. Core Distinction Group LLC will be available to answer any questions related to this Market Feasibility Study Report.

General Market Overview

General Market Location

The general market for this hotel is Wyandotte, Michigan. However, this market is broader than just Wyandotte and includes areas within Wayne County.

Wyandotte, MI is located in southeastern Michigan, surrounded by several smaller communities within short driving distance. These cities offer a variety of local support for retail, dining options, and community. Nearest city with pop. 50,000+: Taylor, MI (7.9 miles, pop. 65,868). Nearest city with pop. 200,000+: Detroit, MI (13.8 miles, pop. 951,270). Nearest city with pop. 1,000,000+: Chicago, IL (277.8 miles, pop. 2,896,016).

Nearest cities: Ecorse, MI (2.2 miles), Southgate, MI (2.3 miles), Lincoln Park, MI (3.9 miles), Riverview, MI (4.0 miles), River Rouge, MI (4.2 miles), Trenton, MI (5.5 miles), Allen Park, MI (6.1 miles), Melvindale, MI (6.5 miles).



Other cities, towns, and suburbs near Wyandotte, Michigan:

[Ecorse, MI](#)

[Southgate, MI](#)

[Lincoln Park, MI](#)

[Riverview, MI](#)

[River Rouge, MI](#)

[Allen Park, MI](#)

[Melvindale, MI](#)

[Trenton, MI](#)

[Grosse Ile, MI](#)

[Taylor, MI](#)

[Woodhaven, MI](#)

[Dearborn, MI](#)

[Amherstburg, Canada](#)

[Windsor, Canada](#)

[Detroit, MI](#)

The center of each city listed is within 10 miles of Wyandotte, MI.

Map of local cities around Wyandotte, MI



General Market Overview (Map)

Map of major cities nearby Wyandotte, MI



distance from Wyandotte, MI

This is a list of large cities closest to Wyandotte, MI. A big city usually has a population of at least 200,000 and you can often fly into a major airport.

- [14.6 miles to Windsor, Canada](#)
- [13.8 miles to Detroit, MI](#)
- [48.5 miles to Toledo, OH](#)
- [133.1 miles to London, Canada](#)
- [151.8 miles to Fort Wayne, IN](#)
- [159.1 miles to Cleveland, OH](#)
- [180.5 miles to Akron, OH](#)
- [192.1 miles to Columbus, OH](#)
- [197.6 miles to Kitchener, Canada](#)
- [203.9 miles to Hamilton, Canada](#)

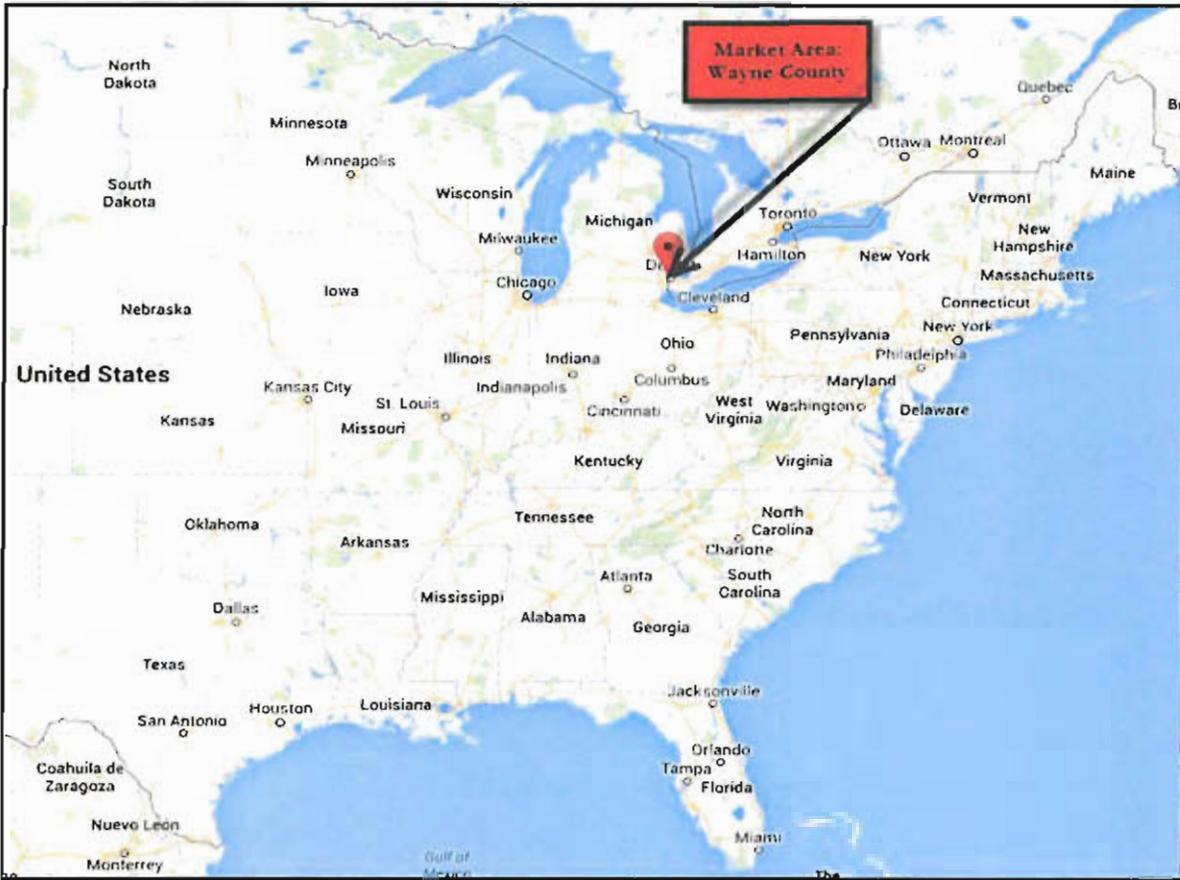
local towns

This is a list of smaller local towns that surround Wyandotte, MI. If you're planning a road trip or exploring the local area, make sure you check out some of these places to get a feel for the surrounding community.

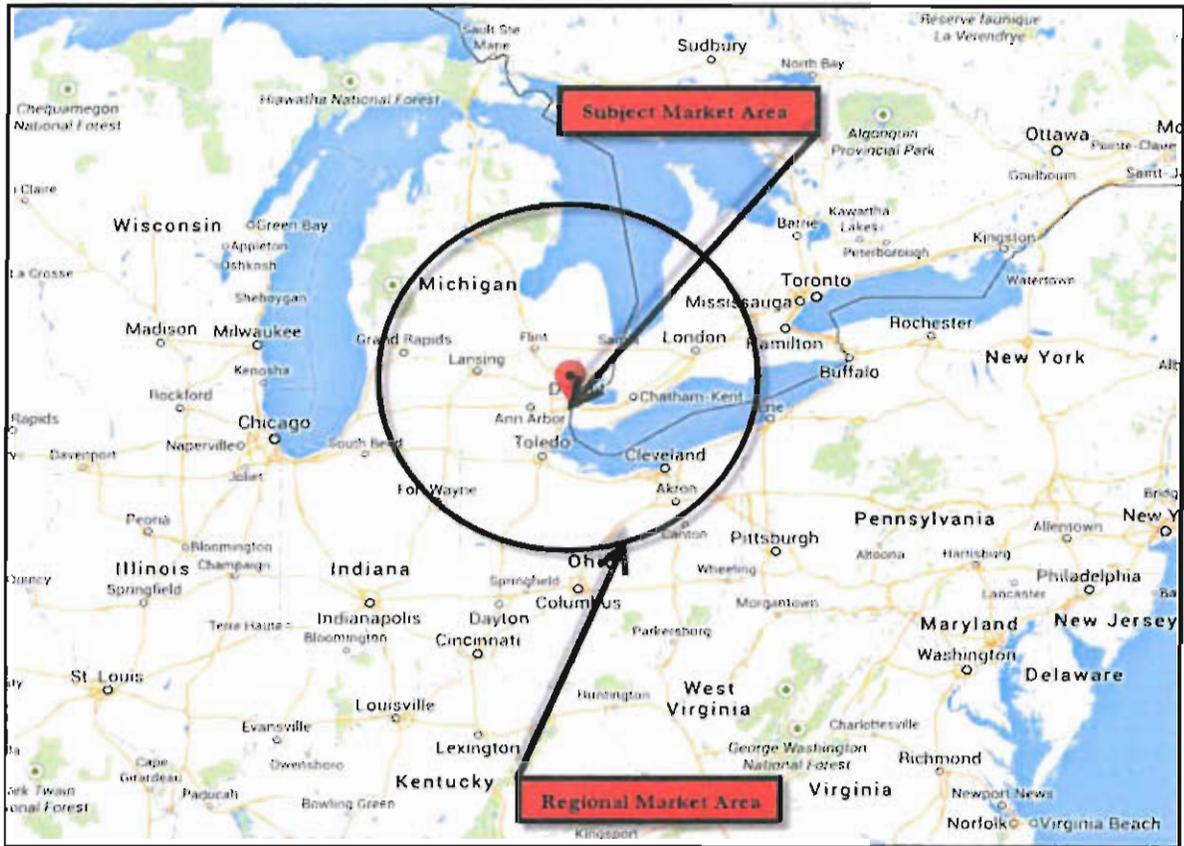
- [Ecorse, MI](#)
- [Southgate, MI](#)
- [Lincoln Park, MI](#)
- [Riverview, MI](#)
- [River Rouge, MI](#)
- [Allen Park, MI](#)
- [Melvindale, MI](#)
- [Trenton, MI](#)
- [Taylor, MI](#)
- [Woodhaven, MI](#)
- [Dearborn, MI](#)

Map of local towns around Wyandotte, MI





Geographic Location of the Wayne County Market within the United States



Geographic Location of Wayne County within the State of Michigan including the Regional Market Area



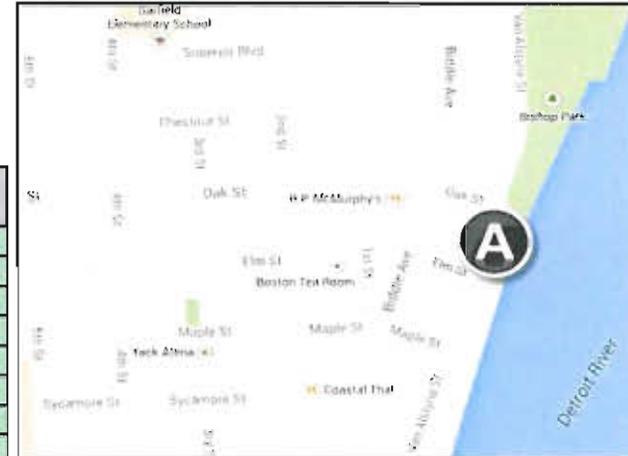
Site Analysis

This section of the report describes the site identified for the proposed hotel.

A Site Options (Riverfront between Oak and Elm)

The site for the proposed hotel being recommended is located in downtown Wyandotte, MI on the river between Oak Street and Elm Street. This hotel site would give the hotel visibility for travelers coming into downtown yet the best views of the river from the hotel which could add to the appeal and pricing.

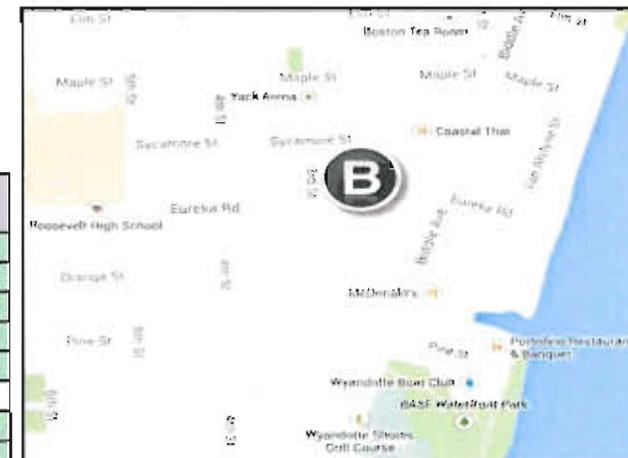
Subject Site Evaluation				
Visibility	Poor	Fair	Good	Excellent
Accessibility	Poor	Fair	Good	Excellent
Site Prep	Poor	Fair	Good	Excellent
Major Utilities	Poor	Fair	Good	Excellent
Zoning	Poor	Fair	Good	Excellent
Area Support Services	Poor	Fair	Good	Excellent
Competition Position	Poor	Fair	Good	Excellent
Overall Result	Poor	Fair	Good	Excellent



B Site Options (South Gateway corner of 3rd and Eureka)

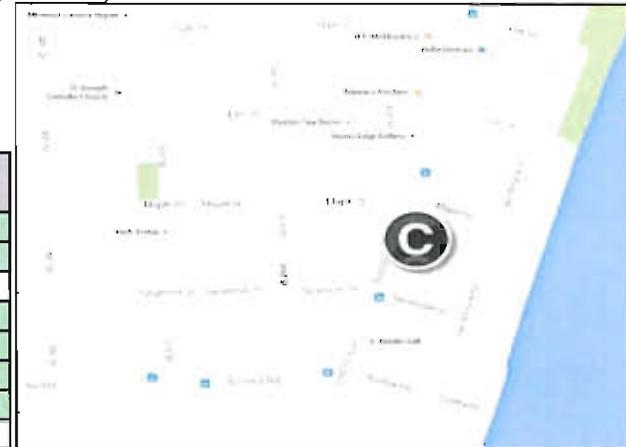
The site for the proposed hotel being recommended is located at the gateway to downtown Wyandotte, MI. This hotel site would give the hotel visibility for travelers entering into the downtown from Eureka Road which also has the highest traffic counts indicated.

Subject Site Evaluation				
Visibility	Poor	Fair	Good	Excellent
Accessibility	Poor	Fair	Good	Excellent
Site Prep	Poor	Fair	Good	Excellent
Major Utilities	Poor	Fair	Good	Excellent
Zoning	Poor	Fair	Good	Excellent
Area Support Services	Poor	Fair	Good	Excellent
Competition Position	Poor	Fair	Good	Excellent
Overall Result	Poor	Fair	Good	Excellent



C Site Options Old City Hall (South Gateway on Biddle between Maple and Sycamore)

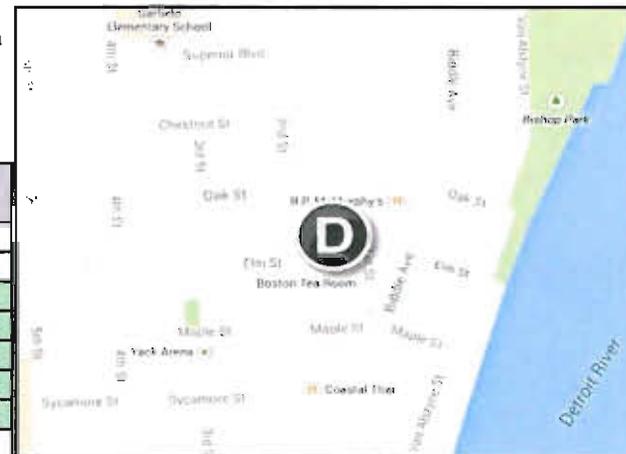
The site for the proposed hotel being recommended is located in downtown Wyandotte, MI near the river between Maple and Sycamore Streets on Biddle Avenue. This hotel site would give the hotel visibility for travelers coming into downtown and potential views of the river from higher floors which could add to the appeal and pricing.



Subject Site Evaluation				
Visibility	Poor	Fair	Good	Excellent
Accessibility	Poor	Fair	Good	Excellent
Site Prep	Poor	Fair	Good	Excellent
Major Utilities	Poor	Fair	Good	Excellent
Zoning	Poor	Fair	Good	Excellent
Area Support Services	Poor	Fair	Good	Excellent
Competition Position	Poor	Fair	Good	Excellent
Overall Result	Poor	Fair	Good	Excellent

D Site Options Theatre Site (South Gateway on 1st between Oak and Elm)

The site for the proposed hotel being recommended is located in downtown Wyandotte, MI on 1st Street between Oak and Elm Streets. This hotel site would give the hotel proximity to downtown establishments for travelers coming into downtown yet is off Biddle by a block, which maybe less visible to travelers.

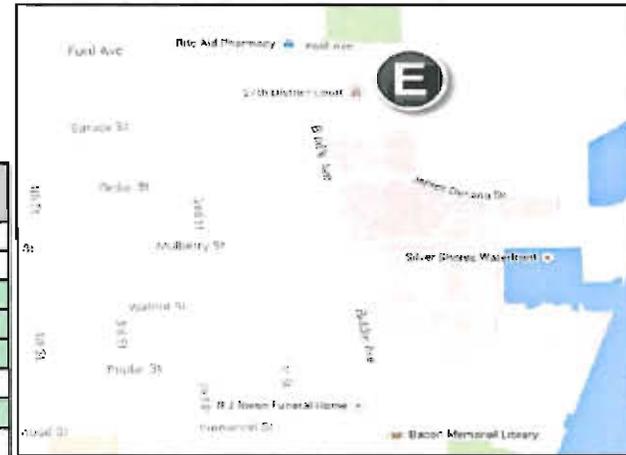


Subject Site Evaluation				
Visibility	Poor	Fair	Good	Excellent
Accessibility	Poor	Fair	Good	Excellent
Site Prep	Poor	Fair	Good	Excellent
Major Utilities	Poor	Fair	Good	Excellent
Zoning	Poor	Fair	Good	Excellent
Area Support Services	Poor	Fair	Good	Excellent
Competition Position	Poor	Fair	Good	Excellent
Overall Result	Poor	Fair	Good	Excellent

E Site Options (North Gateway on Biddle between Ford and Spruce)

The site for the proposed hotel being recommended is located north of downtown Wyandotte, MI. This hotel site would give the hotel close proximity to major employers in the market, yet further from the downtown market area.

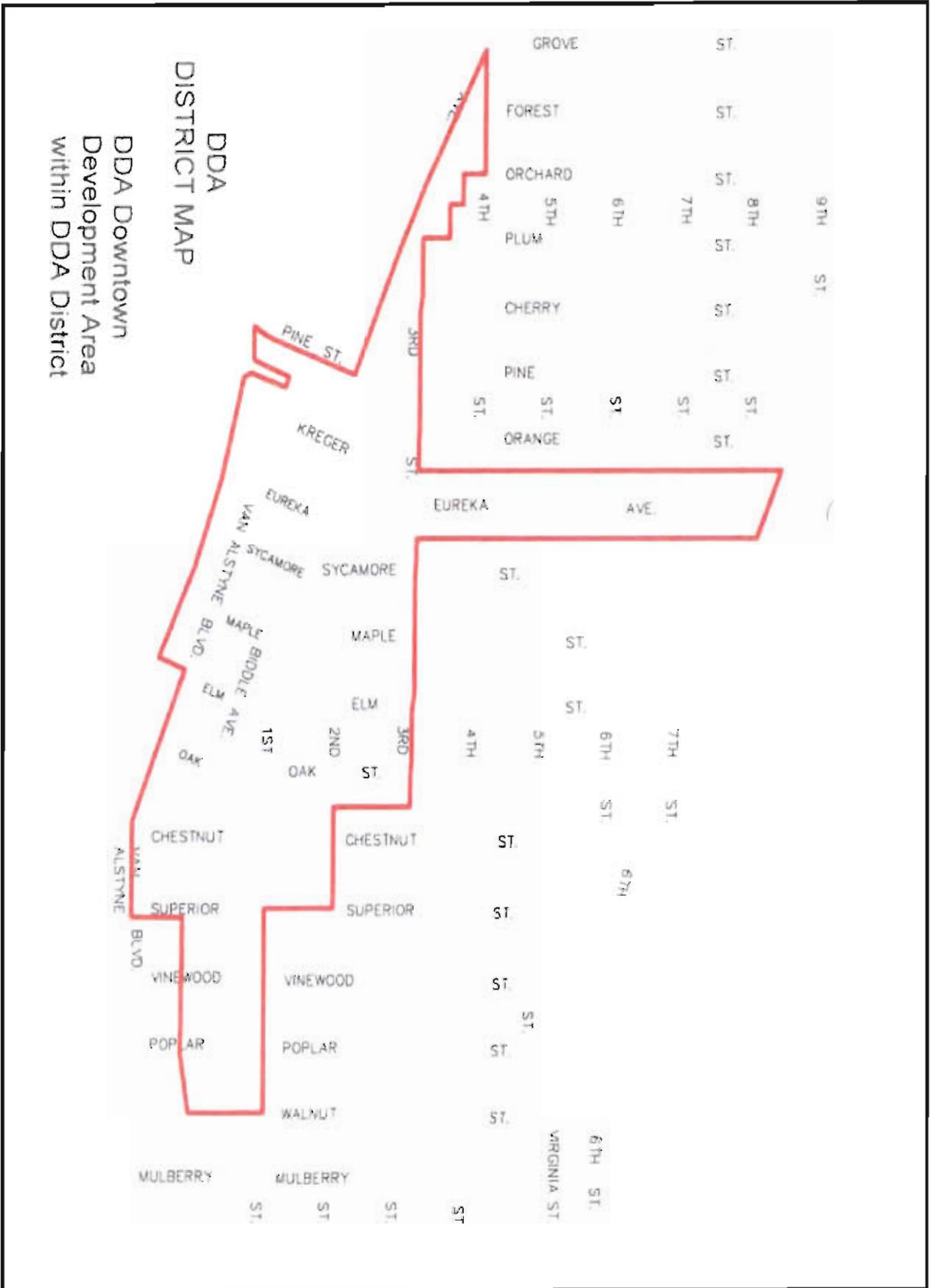
Subject Site Evaluation				
Visibility	Poor	Fair	Good	Excellent
Accessibility	Poor	Fair	Good	Excellent
Site Prep	Poor	Fair	Good	Excellent
Major Utilities	Poor	Fair	Good	Excellent
Zoning	Poor	Fair	Good	Excellent
Area Support Services	Poor	Fair	Good	Excellent
Competition Position	Poor	Fair	Good	Excellent
Overall Result	Poor	Fair	Good	Excellent



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

Both Site A and Site B have qualities within the sites reviewed for profitable hotel location. Site A would give the hotel river view appealing to downtown travelers as well encourage economic spend into the downtown market. Site B would give the hotel visibility for travelers entering into the downtown area immediately, this area also has the highest traffic counts in the Wyandotte Market.





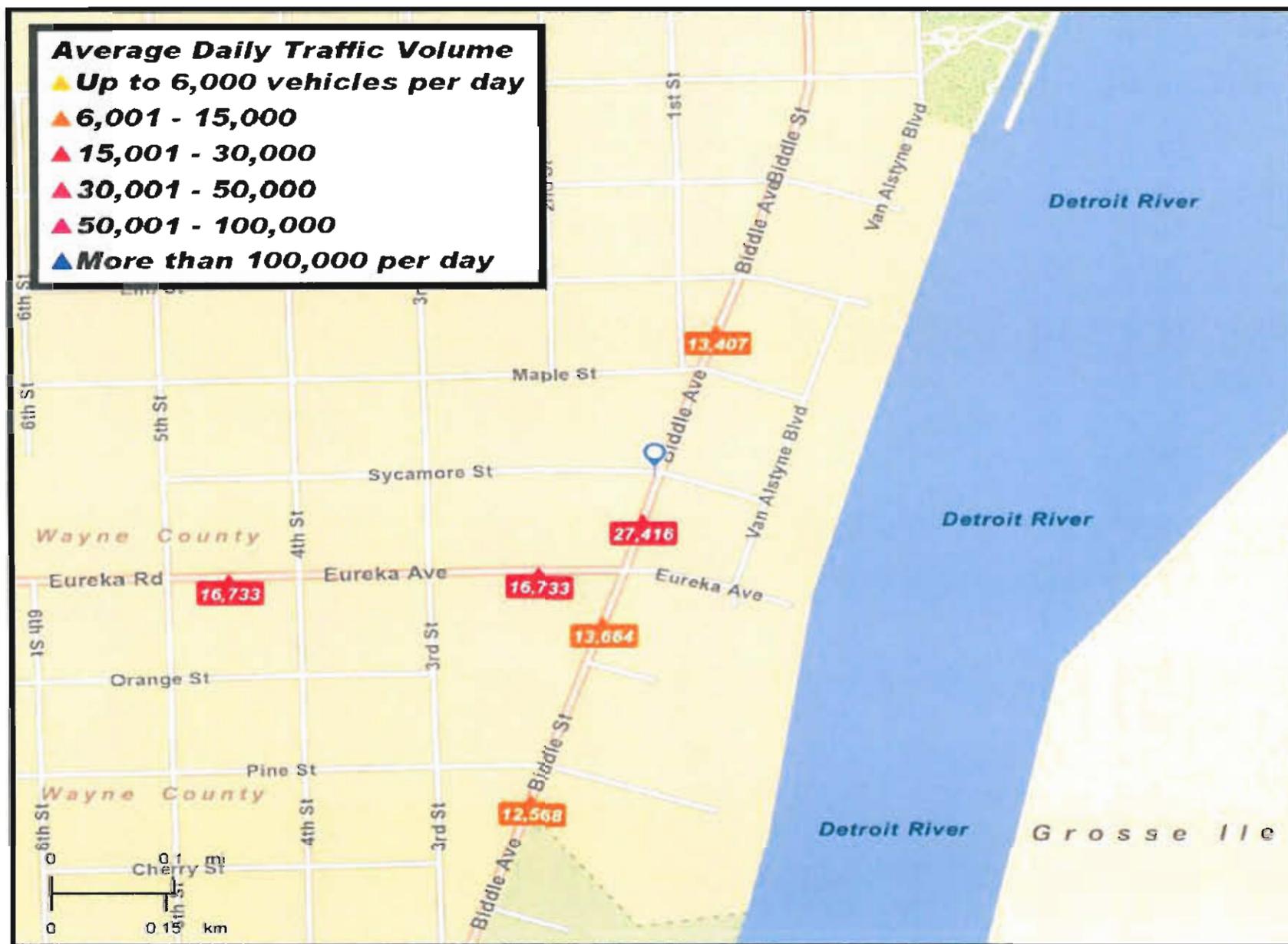
* AADT (Average Annual Daily Traffic)

Traffic Counts

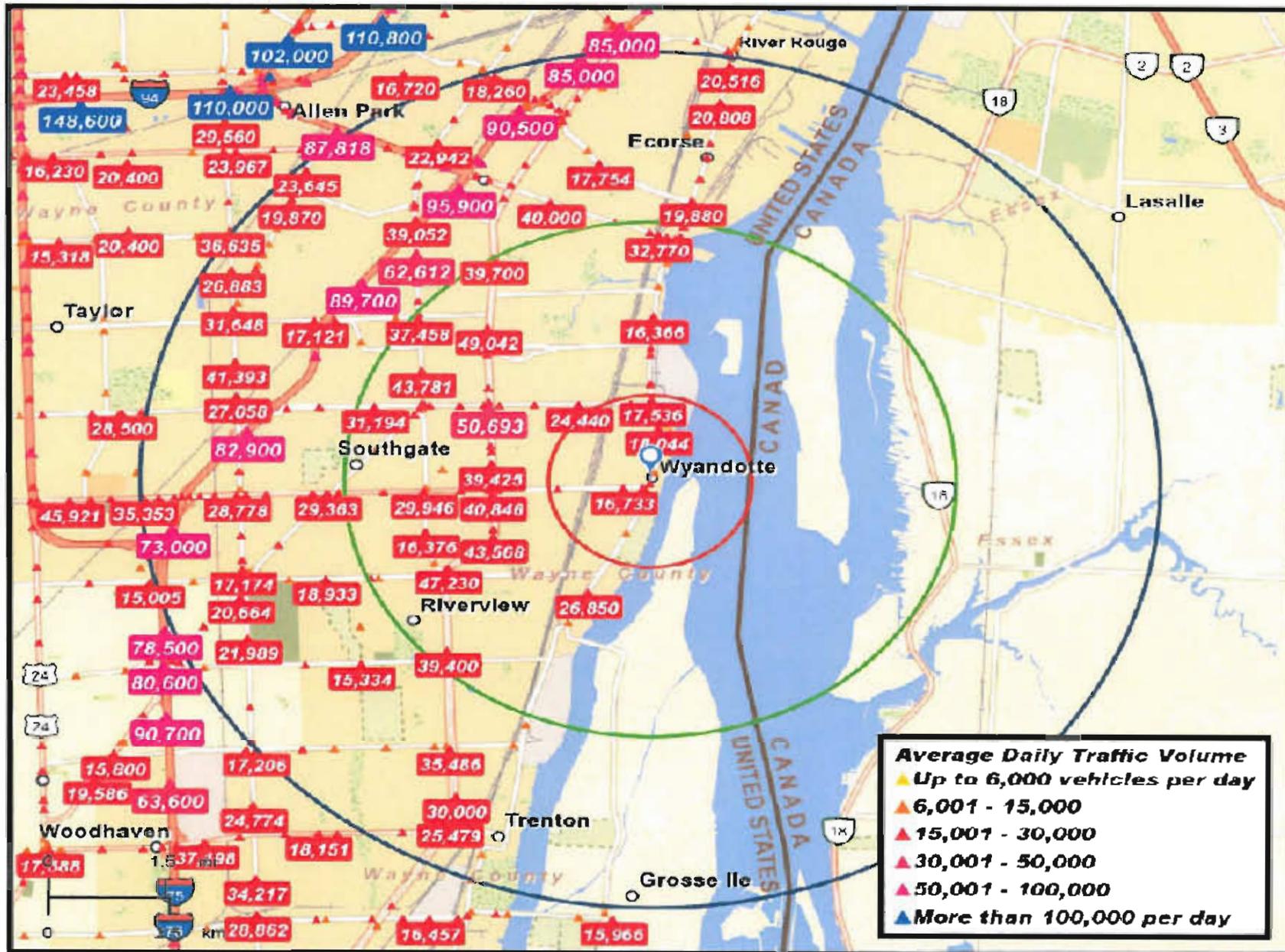
Wyandotte

The Annual Average Daily Traffic (AADT) are traffic volumes that are adjusted by a month and day of week factor to account for seasonal variations in traffic. The AADT provides an estimate of the average daily traffic for the given location for the stated year. By clicking on the AADT you will leave SEMCOG's website and will be directed to a more detailed report for the specific location. The report will contain the AADT, Raw Traffic Count, and other information.

Road Name	Dir.	Limits	Community	Year	AADT
Biddle	NB	Eureka to North Line	Wyandotte	2010	7,390
Biddle	SB	Eureka to North Line	Wyandotte	2010	8,390
Biddle	NB	Goddard to Emmons	Wyandotte	2004	7,460
Biddle	SB	Goddard to Emmons	Wyandotte	2004	8,250
Biddle	NB	North Line to Goddard	Wyandotte	2004	7,520
Biddle	SB	North Line to Goddard	Wyandotte	2004	8,800
Biddle	NB	Pennsylvania to Eureka	Wyandotte	2009	5,100
Biddle	SB	Pennsylvania to Eureka	Wyandotte	2009	5,810
Eureka	EB	100 Feet East Of M-85 (Fort Street)	Wyandotte	2004	12,643
Eureka	WB	100 Feet East Of M-85 (Fort Street)	Wyandotte	2004	12,373
Eureka	EB	Fort (M-85) to Jefferson, W.	Wyandotte	2003	14,020
Ford	EB	100 Feet East Of M-85 (Fort Street)	Wyandotte	2004	11,100
Ford	WB	100 Feet East Of M-85 (Fort Street)	Wyandotte	2004	10,867
Ford	2-WAY	Fort (M-85) to Jefferson	Wyandotte	2004	21,290



Source: 2012 Market Planning Solutions, Inc. and ESRI



Source: 2012 Market Planning Solutions, Inc. and ESRI

Economic Overview

This section describes the preliminary general economic conditions observed in this area through various research sources.

Population

Wyandotte is a city in Wayne County in the U.S. state of Michigan. The population was 25,883 at the 2010 census, a decrease of 7.6% from 2000. Wyandotte is located in southeastern Michigan, approximately 11 miles (18 km) south of Detroit on the Detroit River, and is part of the collection of communities known as Downriver. Wyandotte is bounded by Southgate (west), Lincoln Park (northwest), Riverview (south), Ecorse (north) and LaSalle, Canada (east). Wyandotte is a sister city to Komaki, Japan, and each year delegates from Komaki come to Wyandotte to tour the city. Wayne County is the most populous county in the U.S. state of Michigan. As of the 2010 census, its population was 4,820,584, making it the 18th most-populous county in the United States. The county seat is Detroit, the largest city in Michigan. Wayne County is included in the Detroit-Warren-Dearborn, MI Metropolitan Statistical Area.

The 2010 United States Census indicates Wayne County had a 2010 population of 1,820,584. This is a decrease of 240,578 people from the 2000 United States Census. Overall, the county had a -11.7% growth rate during this ten-year period. In 2010 there were 702,749 households and 450,651 families in the county. The population density was 2,974.4 per square mile (1,148.4 square kilometers). There were 821,693 housing units at an average density of 1,342.5 per square mile (518.3 square kilometers). 52.3% were White, 40.5% Black or African American, 2.5% Asian, 0.4% Native American, 0.8% of some other race and 2.4% of two or more races. 5.2% were Hispanic or Latino (of any race). 7.5% were of German, 6.8% Polish and 5.2% Irish ancestry.

There were 702,749 households out of which 33.1% had children under the age of 18 living with them, 37.4% were husband and wife families, 20.7% had a female householder with no husband present, 35.9% were non-families, and 30.7% were made up of individuals. The average household size was 2.56 and the average family size was 3.22.

In the county the population was spread out with 25.4% under age of 18, 9.7% from 18 to 24, 25.5% from 25 to 44, 26.8% from 45 to 64, and 12.7% who were 65 years of age or older. The median age was 37 years. For every 100 females there were 92.4 males. For every 100 females age 18 and over, there were 88.7 males.

The 2010 American Community Survey 1-year estimate indicates the median income for a household in the county was \$39,408 and the median income for a family was \$49,176. Males had a median income of \$26,823 versus \$17,744 for females. The per capita income for the county was \$20,948. About 18.6% of families and 23.7% of the population were below the poverty line, including 34.8% of those under the age 18 and 11.7% of those age 65 or over.



Historical population		
Census	Pop.	%±
1810	2,227	—
1820	3,574	60.5%
1830	6,781	89.7%
1840	24,173	256.5%
1850	42,756	76.9%
1860	75,547	76.7%
1870	119,068	57.6%
1880	168,444	41.5%
1890	257,114	52.6%
1900	348,793	35.7%
1910	531,591	52.4%
1920	1,177,645	121.5%
1930	1,888,946	60.4%
1940	2,015,623	6.7%
1950	2,435,235	20.8%
1960	2,666,297	9.5%
1970	2,666,751	0.0%
1980	2,337,891	-12.3%
1990	2,111,687	-9.7%
2000	2,061,162	-2.4%
2010	1,820,584	-11.7%
Est. 2013	1,775,273	-2.5%

U.S. Decennial CensusTM
2012 EstimateTM

Effective Buying Income

2010 Household Income Statistics	Wyandotte, MI
Median Household Income	\$49,991
Average Household Income	\$60,063
Income Less than \$15,000	11.5%
Income \$15,000 to \$24,999	10.4%
Income \$25,000 to \$34,999	11.7%
Income \$35,000 to \$49,999	16.5%
Income \$50,000 to \$74,999	21.5%
Income \$75,000 to \$99,999	14.7%
Income \$100,000 to \$124,999	7.5%
Income \$125,000 to \$149,999	3.4%
Income \$150,000 to \$199,999	1.7%
Income \$200,000 and Over	1.3%

Source: CLR Search

Retail Sales

2010 Retail Sales Statistics	Wyandotte, MI
Motor Vehicle Store Sales	20.78%
Health and Personal Care Store Sales	20.12%
Food and Beverage Store Sales	14.22%
Electrical and Appliances Store Sales	12.00%
Food Services	7.32%
Building Materials and Garden Store Sales	7.28%
Gasoline Stations Store Sales	6.52%
General Merchandise Store Sales	2.83%
Miscellaneous Store Sales	2.50%
Clothing and Accessories Store Sales	2.45%
Sporting Goods Store Sales	2.05%
Home Furnishings Store Sales	1.02%
Nonstore Purchases Store Sales	0.91%
	100.0%

Source: CLR Search

Workforce/Employment Distribution

Employment leaders in Wyandotte, MI: Health Care and Social Assistance (36%); Manufacturing (13%) Retail Trade (9%); and Accommodation and Food Services (8%).

Employee Statistics by NAICS Code	Wyandotte, MI
Health Care and Social Assistance	35.81%
Manufacturing	13.44%
Retail Trade	8.79%
Accommodation and Food Services	8.05%
Wholesale Trade	7.52%
Transportation and Warehousing	5.88%
Other Services (Except Public Admin)	5.17%
Construction	4.68%
Finance and Insurance	3.85%
Admin Support, Waste Mgmt., and Remediation Services	3.57%
Professional Scientific, and Technical Services	3.20%
	100.0%

Source: CLR Search

Unemployment

Since 2005 the unemployment rate in Wyandotte, Michigan has ranged from 5.2% in May 2006 to 13.2% in July 2009. The current unemployment rate for Wyandotte is 6.3% in May 2014.

Labor Supply

The labor supply is felt to be above average to support a hotel development. The hotel could draw employment from the broad geographic area of Wayne County or entice commuting community members to stay closer to home for work rather than commuting to cities outside Wyandotte, MI. The unemployment levels in the county do not appear to place limitations on labor supply needed for this build.

Wage Pressures

Wage pressures were not reported to be a concern in attracting Service employees for a hotel. Wage competition was indicated as average.

Eating and Drinking Places (Downtown Wyandotte, MI)

Angelina's Mexican Restaurant	Do Hickey's	Portofino on the River
Axe'n Ladder Deli	Dunkin' Donuts	RP McMurphys
Belicoso Martini Cigar Bar	Frank's Restaurant & Pizzeria	Sanders Chocolate & Ice Cream Shop
The Dotte Pub	Gizmo's	Stroh's
La Perle Hooka	Jersey Giant Subs	Sweet Nothings
Stone Pub	Jimmy Johns	Yogurt Town
The Grind Coffeehouse	Joe's Hamburgers	Sports Brew Pub
Big Boy	Lucky Dragon	Subway
Bourbon's on Sycamore	Magdaleno Italian Restaurant	Sushi Bar & Japanese Cuisine
Captain's	Mancino's Pizza & Grinders	Tim Horton's
Chicken Coop	McDonald's	Tongue's Protein Bar & Chill Lounge
Coastal Thai	Nanna's Kitchen	Wendy's
Cheesesteak Institute of America (CIA)	Pancho's II Mexican Restaurant	

Major Highways Wayne County

 Interstate 75	 U.S. Highway 16	 Michigan Highway 39
 Interstate 94	 U.S. Route 25	 Michigan Highway 53
 Interstate 96	 Michigan Highway 1	 Michigan Highway 85
 Interstate 275	 Michigan Highway 3	 Michigan Highway 97
 Interstate 375	 Michigan Highway 5	 Michigan Highway 102
 U.S. Highway 12	 Michigan Highway 8	 Michigan Highway 153
 U.S. Highway 24	 Michigan Highway 10	
 U.S. Highway 10	 Michigan Highway 14	

Air Transportation

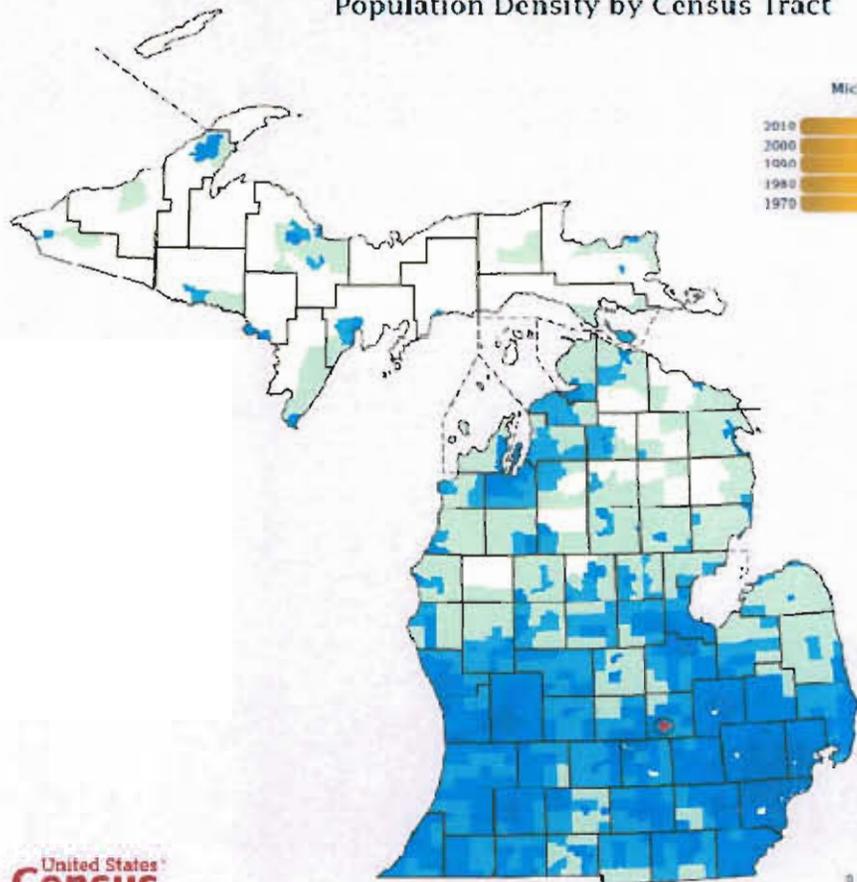
The nearest major airport is Detroit Metropolitan Wayne County Airport (DTW / KDTW). This airport has international and domestic flights from Detroit, Michigan and is 14 miles from the center of Wyandotte, MI. Another major airport is Windsor International Airport (YQG / CYQG), which has domestic flights from Windsor, Canada and is 21 miles from Wyandotte, MI.

Continued Economic Overview Information to follow:

Michigan Profile 2010 Census
 Henry Ford Hospital "In the News"
 Retail Market Potential (1, 3, 5 Mile Radius)

2010 Census: Michigan Profile

Population Density by Census Tract



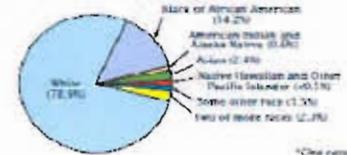
Michigan Population 1970 to 2010

2010	9,883,640
2000	9,938,444
1990	9,295,297
1980	8,262,078
1970	6,875,083

United States
Census
Bureau

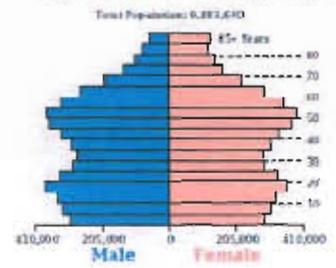
U.S. Department of Commerce - Economic and Statistics Administration U.S. CENSUS BUREAU

State Race¹ Breakdown



Hispanic or Latino (of any race) makes up 4.4% of the state population.

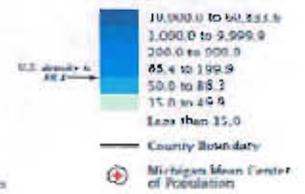
Population by Sex and Age



Housing Tenure



People per Square Mile by Census Tract



U.S. News & World Report Ranks Henry Ford Wyandotte Hospital Among the Best in Southeastern

Released: July 16th, 2014 (Wyandotte News)

WYANDOTTE – Henry Ford Wyandotte Hospital has been ranked as one of the best hospitals regionally for 2014-15 in nine medical specialties by U.S. News & World Report. Henry Ford Wyandotte Hospital had the most medical specialties recognized as high-performing than any other hospital Downriver or in Dearborn. The annual U.S. News Best Hospitals rankings, now in their 25th year, recognize hospitals that excel in treating the most challenging patients.

Henry Ford Wyandotte Hospital is high-performing in:

Diabetes & Endocrinology
Gastroenterology & GI Surgery
Geriatrics
Gynecology
Nephrology
Neurology & Neurosurgery
Orthopedics
Pulmonology
Urology

“This recognition would not be possible without the care and commitment of the entire staff of Henry Ford Wyandotte Hospital,” says Denise Brooks-Williams, president and CEO of Henry Ford Wyandotte Hospital.

“Their devotion and compassion to helping and healing patients is what makes this hospital a unique and special health care facility which proudly serves the residents of Wyandotte and surrounding communities,” she adds.

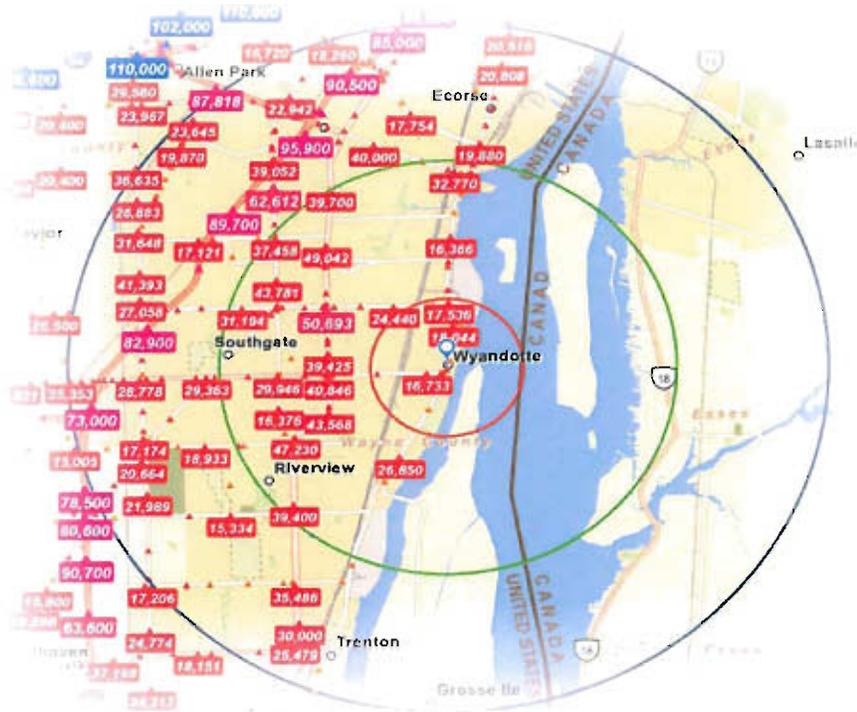
Henry Ford Wyandotte Hospital is ranked #8 in Michigan and is recognized among the Best Hospitals in Southeastern Michigan.

Henry Ford Wyandotte Hospital was established in 1926. This 401-bed acute care hospital serves the Downriver region and surrounding communities of southeast Michigan. It offers a full range of clinical services, including general medicine, surgery, birthing center and 24-hour emergency care. HFWH also provides physical medicine, rehab, adult mental health and neurosurgical services. Its Center for Health Services in Brownstown Township offers medical imaging, ambulatory surgery, 24-hour emergency care, a sleep lab and other services. Henry Ford Wyandotte Hospital is a member of the Henry Ford Health System. For more information visit henryfordwyandotte.com

Source: Henry Ford Wyandotte Hospital News (2014)

Retail Market Potential

1, 3, 5 Mile Radius of Downtown Wyandotte, MI



Definition of 'Leakage' A situation in which capital, or income, exits an economy, or system, rather than remains within it. In economics, leakage refers to outflow from a circular flow of income model. In a two sector model, all individual income is sent back to employers when goods and services are purchased, and back to employees through wages and dividends. Leakage occurs when income is taken out through taxes, savings and imports. In retail, leakage refers to consumers who spend money outside of the local market. Leakage may also refer to the release of private information prior to it being released to the public.

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales.

Source: Esri and Dun & Bradstreet 2013

Summary Demographics (1 Mile Radius)				
2013 Population	7,695			
2013 Households	3,422			
2013 Median Disposable Income	\$33,570			
2013 Per Capita Income	\$23,721			
Industry Summary	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor
Total Retail Trade	\$57,583,582	\$26,563,220	\$31,020,362	36.9
Total Retail Trade and Food & Drink	\$63,523,964	\$40,007,736	\$23,516,228	22.7
Total Food & Drink	\$5,940,383	\$13,444,516	-\$7,504,133	-38.7
Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor
General Merchandise Stores	\$13,428,806	\$1,527,474	\$11,901,332	79.6
Other General Merchandise Stores	\$9,314,353	\$522,605	\$8,791,748	89.4
Automobile Dealers	\$8,955,463	\$0	\$8,955,463	100.0
Motor Vehicle & Parts Dealers	\$10,500,651	\$1,903,360	\$8,597,291	69.3
Grocery Stores	\$6,751,948	\$1,526,392	\$5,225,556	63.1
Food & Beverage Stores	\$8,062,790	\$3,729,404	\$4,333,386	36.7
Department Stores Excluding Leased Depts.	\$4,114,453	\$1,004,869	\$3,109,584	60.7
Gasoline Stations	\$5,869,079	\$3,350,718	\$2,518,361	27.3
Nonstore Retailers	\$4,006,723	\$1,682,988	\$2,323,735	40.8
Bldg Materials, Garden Equip. & Supply Stores	\$1,839,743	\$115,554	\$1,724,189	88.2
Electronic Shopping & Mail-Order Houses	\$3,130,345	\$1,551,871	\$1,578,474	33.7
Bldg Material & Supplies Dealers	\$1,502,608	\$115,554	\$1,387,054	85.7
Sporting Goods, Hobby, Book & Music Stores	\$1,541,064	\$610,633	\$930,431	43.2
Electronics & Appliance Stores	\$1,596,312	\$724,427	\$871,885	37.6
Sporting Goods/Hobby/Musical Instr Stores	\$1,181,118	\$610,633	\$570,485	31.8
Miscellaneous Store Retailers	\$1,504,772	\$987,504	\$517,268	20.8
Direct Selling Establishments	\$605,374	\$131,117	\$474,257	64.4
Jewelry, Luggage & Leather Goods Stores	\$461,378	\$0	\$461,378	100.0
Book, Periodical & Music Stores	\$359,946	\$0	\$359,946	100.0
Lawn & Garden Equip & Supply Stores	\$337,134	\$0	\$337,134	100.0
Shoe Stores	\$436,912	\$151,261	\$285,651	48.6
Vending Machine Operators	\$271,004	\$0	\$271,004	100.0
Office Supplies, Stationery & Gift Stores	\$404,720	\$138,792	\$265,928	48.9
Clothing & Clothing Accessories Stores	\$3,206,559	\$2,967,457	\$239,102	3.9
Other Miscellaneous Store Retailers	\$869,252	\$690,875	\$178,377	11.4
Home Furnishings Stores	\$394,913	\$235,504	\$159,409	25.3
Specialty Food Stores	\$378,927	\$236,201	\$142,726	23.2
Used Merchandise Stores	\$127,945	\$0	\$127,945	100.0
Florists	\$102,856	\$157,836	-\$54,980	-21.1
Other Motor Vehicle Dealers	\$640,907	\$780,035	-\$139,128	-10
Auto Parts, Accessories & Tire Stores	\$904,281	\$1,123,325	-\$219,044	-10.8
Clothing Stores	\$2,308,270	\$2,816,196	-\$507,926	-9.9
Drinking Places - Alcoholic Beverages	\$385,015	\$980,750	-\$595,735	-43.6
Special Food Services	\$280,617	\$1,305,792	-\$1,025,175	-64.6
Beer, Wine & Liquor Stores	\$931,914	\$1,966,810	-\$1,034,896	-35.7
Furniture & Home Furnishings Stores	\$1,078,517	\$2,363,424	-\$1,284,907	-37.3
Furniture Stores	\$683,604	\$2,127,920	-\$1,444,316	-51.4
Health & Personal Care Stores	\$4,948,566	\$6,600,278	-\$1,651,712	-14.3
Limited-Service Eating Places	\$2,863,681	\$4,832,445	-\$1,968,764	-25.6
Full-Service Restaurants	\$2,411,069	\$6,325,529	-\$3,914,460	-44.8
Food Services & Drinking Places	\$5,940,383	\$13,444,516	-\$7,504,133	-38.7

Summary Demographics (3 Mile Radius)				
2013 Population	66,593			
2013 Households	27,604			
2013 Median Disposable Income	\$37,036			
2013 Per Capita Income	\$22,847			
Industry Summary	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor
Total Retail Trade	\$545,620,164	\$479,478,818	\$66,141,346	6.5
Total Retail Trade and Food & Drink	\$602,141,858	\$576,017,225	\$26,124,633	2.2
Total Food & Drink	\$56,521,695	\$96,538,407	-\$40,016,712	-26.1
Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor
Motor Vehicle & Parts Dealers	\$100,345,502	\$62,390,232	\$37,955,270	23.3
Automobile Dealers	\$85,538,010	\$47,830,195	\$37,707,815	28.3
Department Stores Excluding Leased Depts.	\$39,258,750	\$7,200,617	\$32,058,133	69.0
Gasoline Stations	\$55,189,086	\$32,269,012	\$22,920,074	26.2
General Merchandise Stores	\$126,914,961	\$106,449,548	\$20,465,413	8.8
Clothing & Clothing Accessories Stores	\$30,698,969	\$11,145,236	\$19,553,733	46.7
Nonstore Retailers	\$37,907,932	\$24,018,462	\$13,889,470	22.4
Clothing Stores	\$22,114,327	\$8,334,740	\$13,779,587	45.3
Electronics & Appliance Stores	\$15,247,241	\$4,273,657	\$10,973,584	56.2
Electronic Shopping & Mail-Order Houses	\$29,716,116	\$21,136,727	\$8,579,389	16.9
Miscellaneous Store Retailers	\$14,155,504	\$7,889,050	\$6,266,454	28.4
Furniture & Home Furnishings Stores	\$10,410,710	\$5,690,234	\$4,720,476	29.3
Direct Selling Establishments	\$5,640,672	\$1,076,534	\$4,564,138	67.9
Other Miscellaneous Store Retailers	\$8,122,564	\$3,608,516	\$4,514,048	38.5
Jewelry, Luggage & Leather Goods Stores	\$4,429,089	\$1,302,677	\$3,126,412	54.5
Lawn & Garden Equip & Supply Stores	\$3,165,802	\$105,618	\$3,060,184	93.5
Book, Periodical & Music Stores	\$3,387,417	\$399,845	\$2,987,572	78.9
Shoe Stores	\$4,155,553	\$1,507,819	\$2,647,734	46.8
Home Furnishings Stores	\$3,826,898	\$1,270,953	\$2,555,945	50.1
Office Supplies, Stationery & Gift Stores	\$3,836,553	\$1,474,501	\$2,362,052	44.5
Bldg Materials, Garden Equip. & Supply Stores	\$17,624,195	\$15,381,775	\$2,242,420	6.8
Furniture Stores	\$6,583,813	\$4,419,281	\$2,164,532	19.7
Other Motor Vehicle Dealers	\$6,157,785	\$4,924,941	\$1,232,844	11
Vending Machine Operators	\$2,551,144	\$1,805,200	\$745,944	17.1
Florists	\$983,511	\$1,010,941	-\$27,430	-1.4
Used Merchandise Stores	\$1,212,877	\$1,795,092	-\$582,215	-19.4
Bldg Material & Supplies Dealers	\$14,458,393	\$15,276,157	-\$817,764	-2.8
Drinking Places - Alcoholic Beverages	\$3,727,356	\$4,706,097	-\$978,741	-11.6
Auto Parts, Accessories & Tire Stores	\$8,649,708	\$9,635,097	-\$985,389	-5.4
Beer, Wine & Liquor Stores	\$8,777,718	\$10,061,433	-\$1,283,715	-6.8
Specialty Food Stores	\$3,566,437	\$5,090,886	-\$1,524,449	-17.6
Full-Service Restaurants	\$22,911,082	\$27,945,125	-\$5,034,043	-9.9
Special Food Services	\$2,697,785	\$10,099,508	-\$7,401,723	-57.8
Other General Merchandise Stores	\$87,656,211	\$99,248,931	-\$11,592,720	-6.2
Sporting Goods, Hobby, Book & Music Stores	\$14,585,521	\$32,345,213	-\$17,759,692	-37.8
Health & Personal Care Stores	\$46,670,639	\$65,350,733	-\$18,680,094	-16.7
Sporting Goods/Hobby/Musical Instr Stores	\$11,198,104	\$31,945,368	-\$20,747,264	-48.1
Limited-Service Eating Places	\$27,185,471	\$53,787,675	-\$26,602,204	-32.9
Grocery Stores	\$63,525,748	\$97,123,347	-\$33,597,599	-20.9
Food & Beverage Stores	\$75,869,904	\$112,275,666	-\$36,405,762	-19.3
Food Services & Drinking Places	\$56,521,695	\$96,538,407	-\$40,016,712	-26.1

Core Distinction Group, LLC

Summary Demographics (5 Mile Radius)				
2013 Population	162,082			
2013 Households	66,555			
2013 Median Disposable Income	\$36,170			
2013 Per Capita Income	\$23,262			
Industry Summary	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor
Total Retail Trade and Food & Drink	\$1,506,505,435	\$1,379,780,327	\$126,725,108	4.4
Total Retail Trade	\$1,364,513,146	\$1,173,390,266	\$191,122,880	7.5
Total Food & Drink	\$141,992,289	\$206,390,061	-\$64,397,772	-18.5
Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor
Automobile Dealers	\$212,568,414	\$121,108,110	\$91,460,304	27.4
Motor Vehicle & Parts Dealers	\$249,743,358	\$159,974,948	\$89,768,410	21.9
Nonstore Retailers	\$95,460,879	\$32,020,287	\$63,440,592	49.8
Electronic Shopping & Mail-Order Houses	\$74,582,416	\$23,693,590	\$50,888,826	51.8
Clothing & Clothing Accessories Stores	\$77,025,153	\$37,563,758	\$39,461,395	34.4
Gasoline Stations	\$137,560,405	\$100,026,077	\$37,534,328	15.8
Clothing Stores	\$55,444,669	\$27,912,560	\$27,532,109	33.0
Electronics & Appliance Stores	\$38,076,701	\$21,035,498	\$17,041,203	28.8
Direct Selling Establishments	\$14,492,442	\$2,920,919	\$11,571,523	66.5
Miscellaneous Store Retailers	\$35,473,475	\$25,844,865	\$9,628,610	15.7
Other Miscellaneous Store Retailers	\$20,369,691	\$11,403,899	\$8,965,792	28.2
Other Motor Vehicle Dealers	\$15,460,842	\$7,406,337	\$8,054,505	35
Jewelry, Luggage & Leather Goods Stores	\$11,162,553	\$4,344,825	\$6,817,728	44.0
Book, Periodical & Music Stores	\$8,375,438	\$1,608,184	\$6,767,254	67.8
Lawn & Garden Equip & Supply Stores	\$7,860,555	\$1,616,237	\$6,244,318	65.9
Bldg Materials, Garden Equip. & Supply Stores	\$44,329,285	\$38,868,368	\$5,460,917	6.6
Shoe Stores	\$10,417,931	\$5,306,373	\$5,111,558	32.5
Home Furnishings Stores	\$9,642,355	\$5,560,319	\$4,082,036	26.9
Furniture & Home Furnishings Stores	\$26,087,933	\$23,955,601	\$2,132,332	4.3
Department Stores Excluding Leased Depts.	\$98,151,633	\$97,149,613	\$1,002,020	0.5
Vending Machine Operators	\$6,386,020	\$5,405,777	\$980,243	8.3
Used Merchandise Stores	\$3,026,416	\$2,195,347	\$831,069	15.9
Office Supplies, Stationery & Gift Stores	\$9,627,058	\$9,387,437	\$239,621	1.3
Full-Service Restaurants	\$57,555,719	\$57,949,044	-\$393,325	-0.3
Florists	\$2,450,309	\$2,858,183	-\$407,874	-7.7
Bldg Material & Supplies Dealers	\$36,468,729	\$37,252,131	-\$783,402	-1.1
Drinking Places - Alcoholic Beverages	\$9,398,408	\$10,945,286	-\$1,546,878	-7.6
Furniture Stores	\$16,445,578	\$18,395,282	-\$1,949,704	-5.6
Special Food Services	\$6,734,882	\$11,416,948	-\$4,682,066	-25.8
Sporting Goods, Hobby, Book & Music Stores	\$36,307,739	\$41,375,347	-\$5,067,608	-6.5
Specialty Food Stores	\$8,923,253	\$14,513,770	-\$5,590,517	-23.9
Beer, Wine & Liquor Stores	\$22,025,824	\$28,059,667	-\$6,033,843	-12.0
Auto Parts, Accessories & Tire Stores	\$21,714,102	\$31,460,502	-\$9,746,400	-18.3
General Merchandise Stores	\$317,228,711	\$327,268,340	-\$10,039,629	-1.6
Other General Merchandise Stores	\$219,077,079	\$230,118,727	-\$11,041,648	-2.5
Sporting Goods/Hobby/Musical Instr Stores	\$27,932,301	\$39,767,163	-\$11,834,862	-17.5
Grocery Stores	\$158,965,372	\$171,781,861	-\$12,816,489	-3.9
Food & Beverage Stores	\$189,914,449	\$214,355,298	-\$24,440,849	-6.0
Health & Personal Care Stores	\$117,305,059	\$151,101,879	-\$33,796,820	-12.6
Limited-Service Eating Places	\$68,303,279	\$126,078,783	-\$57,775,504	-29.7
Food Services & Drinking Places	\$141,992,289	\$206,390,061	-\$64,397,772	-18.5

Lodging Demand

This section of the report is a brief overview of the Lodging Demand highlights identified in this market.

Market Segmentation Projection for Wyandotte, MI are as follows:

Negotiated	70%
Corporate	40%
Medical	30%
Transient Leisure	30%
TOTAL	100%

Source: Core Distinction Group LLC

Identifying which segments have the potential to produce 80 percent of your hotel's revenue is imperative to success of developing these segments to ensure your hotel is achieving fair market share. This starts with understanding the market in which any given hotel operates. A fundamental understanding of the competitive environment, key economic drivers and historical trends are essential to understanding which market segments are relevant. The two main market segments are Transient and Group. However, these can be further segmented depending on each hotel's individual trading area and feeder markets. Examples of these are as follow: Transient Segments: Rack, Corporate, Government and Seniors etc. Group Segments: Corporate, Association and Sports etc. At this time, the proposed hotel should experience the same Market Segmentation as the overall market. The proposed hotel in Wyandotte, MI would be the newest hotel in the immediate regional area. The proposed hotel would be positioned to serve a wide variety of Lodging Demand. Also, as a proposed upper midscale hotel, it would be able to flex rates and services to accommodate a full range of Lodging Demand identified for this market.

Market Segmentation Profiles		
Wyandotte, MI	Demand Potential	
	T = Transient E = Extended G = Group	Below, Average, Above
Corporate/Commercial Markets		
Agriculture	T, E, G	Below
Manufacturing	T	Above
Construction	T, E	Average
Transportation	T	Above
Retail/Commercial	T	Above
Professional Services	T	Average
Insurance	T, E	Average
Government	T, E, G	Average
Health Care	T, E, G	Above
Education	T	Below
Distribution	T	Average
Utilities	T	Below
Real Estate	T	Average
Entertainment	T, G, E	Average
Vendors & Suppliers to Local Market	T, E	Above
Meetings and Seminars		Average
Corporate	T, G	Above
Association	T, G	Average
Training Groups	E, G	Average
Company Parties, Awards Dinners, and Celebrations	T	Average
Inventory and Auditing Companies	T, E, G	Average
Social/Leisure Markets		
Highway Travelers	T	Average
Area Recreation	T	Average
Outdoor Recreation	T	Above
Area Sites, Entertainment, and General Tourism	T	Above
Events & Festivals	T	Above
Regional Shopping	T	Above
Relocation-Real Estate	T, E	Average
Distressed Social-Interim Housing	T, E	Average
SMERF (Weddings, Reunions)	G	Average
Association Groups	G	Average
Amateur/Youth Sports	G	Average

Source: Core Distinction Group LLC

As described in the above chart, the overall market potential appears to be above average specifically with area recreation, medical, and corporate. Additionally, the development of a hotel in the city has the potential to encourage new areas of growth in the market.

Seasonality of Lodging Demand

A Seasonality of Lodging Demand analysis was performed. This demand analysis is based on general observations of the surrounding market area and the overall Michigan market area.

1st Quarter (Jan-Mar)	January	February	March	
Lodging Rooms Available	1,643	1,484	1,643	
Lodging Occupancy %	50%	64%	58%	
Total Occ. Rooms	822	950	953	
Average Daily Rate	89.00	92.00	89.00	
Total Revenue	\$73,114	\$87,378	\$84,812	
2nd Quarter (Apr-June)	April	May	June	
Lodging Rooms Available	1,590	1,643	1,590	
Lodging Occupancy %	70%	75%	80%	
Total Occ. Rooms	1,113	1,232	1,272	
Average Daily Rate	94.00	94.00	97.00	
Total Revenue	\$104,622	\$115,832	\$123,384	
3rd Quarter (July-Sept)	July	August	September	
Lodging Rooms Available	1,643	1,643	1,590	
Lodging Occupancy %	90%	85%	70%	
Total Occ. Rooms	1,479	1,397	1,113	
Average Daily Rate	104.00	99.00	94.00	
Total Revenue	\$153,785	\$138,258	\$104,622	
4th Quarter (Oct-Dec)	October	November	December	TOTAL
Lodging Rooms Available	1,643	1,590	1,643	19,345
Lodging Occupancy %	65%	65%	50%	68.5%
Total Occ. Rooms	1,068	1,034	822	13,253
Average Daily Rate	92.00	92.00	89.00	\$97.05
Total Revenue	\$98,251	\$95,082	\$73,114	1,252,253

Source: Core Distinction Group LLC

It should be noted that the hotels used in this seasonality analysis are all from outside of Wyandotte, MI in neighboring communities of Southgate and Taylor, MI. The market's Seasonality of Lodging Demand patterns appear average. Traditional higher occupancy nights during the week are Tuesdays and Wednesdays. On weekends, occupancy is traditionally higher on Saturdays, this also does appear to be the trend in downtown Wyandotte. The weakest nightly occupancy is on Sundays. This pattern should be representative of what we could expect at this location in Wyandotte, MI as well.

Rate Sensitivity

This market should have low to average rate sensitivity. Traditionally, the social/leisure market will be more rate sensitive than the corporate/commercial markets. This pattern should be represented in the Wyandotte Market. There may be additional ADR (Average Daily Rate) opportunities as well during peak demand periods when festivals and city events bring more travelers to the market creating demand to force ADR's higher than average. Traditionally social/leisure/group rates will be discounted on weekends with special rates and packages for 10 or more guestrooms utilized. At this location a group may also be considered as 5 or more guestrooms utilized for a period of time. Major employers in the market BASF and Henry Ford Wyandotte Hospital have excess in room night potential and may indicate a need for negotiated rates with these two accounts.

Feeder Markets

The Feeder Markets for this hotel will be regional and local. Social/Leisure feeder markets tend to be generated from the region. Typical Corporate/Commercial market segments tend to be more national or international yet this market may not see this type of business in the immediate future.

Unaccommodated Lodging Demand

Unaccommodated Lodging Demand may be occurring in this market primarily due to the lack of adequate lodging options currently in Wyandotte.

A secondary definition of Unaccommodated Lodging Demand is demand by consumers desiring to stay in other markets but having to stay in Wyandotte or other surrounding markets due to lack of Lodging Supply in the primary market desired. This type of Unaccommodated Lodging Demand appears to occur in Wyandotte. Also, some of the smaller communities surrounding Wyandotte could affect this Lodging Demand potential as they require lodging accommodation for their visitors as well.

Events and Attractions

(The events/attractions listed below are demand generators for leisure transient business)

- January:** Wyandotte Business Association 3rd Friday Layer Cake Contest - January 17, 2014
- February:** Wyandotte Business Association 3rd Friday Ice Fest - February 21, 2014
- March:** Wyandotte Business Association 3rd Friday Shop and Dine - March 21, 2014; Restaurant Week In Wyandotte - March 24 thru 29, 2014; Wyandotte Figure Skating Club Ice Travaganza - March 28 thru 30, 2014
- April:** Artistic Creator's Guild Art Show - April 5 & 6, 2014; Lions Club Flea Market - April 5 & 6, 2014; Southern Wayne County Regional Chamber Business Expo - April 10 thru 12, 2014; Wyandotte Business Association 3rd Friday Girls Night Out - April 18, 2014; North American Model Engineering Society (NAMES) Expo - April 26 & 27
- May:** Wy-Hi Rowing Regatta - May 3, 2014; Wyandotte Business Association Cino de Mayo - May 3, 2014; St. Vincent Pallotti Spring Fling - Yack Arena - May 9 & 10, 2014; Wyandotte Business Association 3rd Friday Rib Throwdown - May 16, 2014; Downtown Dig In - May 17, 2014; Spring Citywide Garage Sale - May 17 & 18, 2014
- June:** Wyandotte Farmers Market Opening Day - June 5, 2014; Fishing Derby - June 7, 2014; Wyandotte High School Graduation - June 12, 2014; Wyandotte Business Association 3rd Friday Art on the Avenue - June 20, 2014; Circus Pages at the Yack Arena - June 21, 2014; Pie & Ice Cream Social - June 22, 2014; Southern Wayne County Regional Chamber Car Show at the Yack Arena - June 26, 2014; Flicks on Bricks - June 27, 2014
- July:** Independence Day Parade - July 4, 2014; Wyandotte Street Art Fair - July 9-12, 2014; Wyandotte Business Association 3rd Friday Kid a Palooza - July 18, 2014; Flicks on Bricks - July 25, 2014; Wellness Expo at the Yack Arena - July 26, 2014
- August:** Wyandotte Business Association Wine Crawl - August 15, 2014; Farmers Market Zucchini 500 - August 21, 2014; Y & ● Stars Annual Home Tournament - August 23, 2014; Chalk + Chocolate - August 29, 2014
- September:** Victorian Tea Party - September 7, 2014; Fall Citywide Garage Sale - September 13 & 14, 2014; Wyandotte Business Association 3rd Friday Beer Fest - September 19, 2014
- October:** Historic Cemetery Walk - October 10 & 11, 2014; Wyandotte Business Association 3rd Friday - October 17, 2014; Hallowe'en Open House - October 17, 2014; Wyandotte Business Association Downtown Trick or Treat - October 24, 2014
- November:** Antiques Fair - November 8, 2014; Wyandotte Business Association 3rd Friday & Annual Tree Lighting Downtown - November 21, 2014; Christmas Parade - November 22, 2014; Small Business Saturday - November 29, 2014
- December:** Festive Friday Downtown - December 5, 2014; Festive Friday Downtown - December 12, 2014; Wyandotte Business Association 3rd Friday - December 19, 2014; Museum Christmas Open House - December 19 & 20, 2014
- Misc.:** Wyandotte Farmers Market - Every Thursday June 5, 2014 thru October 2, 2014

The Benjamin F. Yack Arena is home to Wyandotte Figure Skating Club and the Wyandotte Warrior Hockey Association. The Yack Arena also offers Open ice skating throughout the season. The Yack Arena is also a versatile public recreation center, which hosts several different events from March through August. The building is comprised of 25,440 square feet of floor space, one kitchen, four locker rooms, first aid room, restrooms and showers. The arena seats a total of 3,000 persons. The parking lot can accommodate 100 cars. The facility is also air conditioned year-round and has a state-of the art sound system.

Glow Fish Studios is a dynamic interactive community, gallery, gift store and studio specializing in unique and personalized treasures and experiences. Come join us in the making of art. Find your light!

The Abundant Living Gallery opened in 2013 as an alternative gallery featuring art and hand-crafted pieces representing the essence of the Michigan living. Some of our featured products include cultural nostalgia that stand the test of time including Boblo Island and many other historical Michigan and Detroit landmarks and cultural icons.

River's Edge Gallery is committed to promoting local and regional artists on a global scale. We feature prominent well known artists from Detroit and the region as well as emerging artists. The gallery promotes artists, not art. The artists that are represented at our gallery come from a wide range of backgrounds from traditional to outsider and everything in between. Many of the artists come out of industry and have a different take on their medium. The metal artists twist and turn metal like it was licorice. Keith Coleman, who has made a zoo full of animals out of old hot water tanks, was featured on the Discovery channel. Keith, like many artists, will recount their first visit to the gallery and their attempt at showing their art.

Bacon Memorial District Library The stately mansion on the southeast corner of Biddle and Vinewood in Wyandotte was built in 1897 by Edward Ford, president of the Michigan Alkali Company. The Queen Ann style structure has 27 rooms, 11 fireplaces, oak paneled rooms and a tower ascending to a 4th level. In 1900, Edward's son, John B. Ford became the principal resident of the house. Beginning in 1902, John's daughter Mary, and husband Mark Bacon, made the residence their home for the next 40 years. Since 1943, the building has been the site of Wyandotte's public library.

Founded in 1978, the **Downriver Council for the Arts (DCA)** is a non-profit 501(c)(3) organization that proudly serves over 350,000 residents in 21 Downriver communities. We actively support local artists and performers through artistic outreach programs and special promotional opportunities. The DCA also creates regional partnerships with other cultural organizations, schools and service clubs to promote artistic, cultural and special events throughout Southeast Michigan. The DCA offers lectures, workshops, classes and youth art camps, gallery exhibits, theater productions, literary events, music concerts and classes, gift gallery, facility rentals and volunteer opportunities.

The Wyandotte Historical Society was established in 1958. The first Society Museum was opened in 1966. The Wyandotte Historical Society is a 501 c (3) non-profit organization. The object and purpose of the Historical Society shall be to bring together people interested in the history of Wyandotte; to suggest the collection, preservation and display of authentic documents, historical records and relics, and anything of interest and value in its educational, cultural economic and spiritual heritage.

The 1896 Ford-MacNichol Home is the main exhibit building of the Wyandotte Museums' campus and houses the majority of the artifact collection. In this historic house setting, a vivid picture of early 20th century Wyandotte is recreated with elegantly appointed rooms and rotating exhibits on local history.

The Historic Marx Home, built in 1862, is a community space wherein groups can meet using the first floor of the building for presentations and gatherings. Many of these groups are part of the Wyandotte Museum support groups; the Wyandotte Cultural and Historical Commission, the Wyandotte Historical Society, the Wyandotte Historic Marx Home, 2630 Biddle Ave. Museum Quilters, and Wyandotte Museum Herb Garden Club. Other groups that utilize this space include the Wyandotte Beautification Commission.

The 1908 Burns Home is the most recent addition of the Wyandotte Museums, completing our campus with three adjacent properties. The Burns Home houses the offices of the Wyandotte Museum, the Wyandotte The newly restored Burns Home, 2624 Biddle Ave. Historical Society, and the Museum's collection of local history archives and genealogical information. The Museum Archives contain photographs, letters, journals, records, yearbooks, and other unpublished materials from Wyandotte's fascinating past. Here, you will find a public reading room for research providing unprecedented access to our collections.

Old Timer's Log Cabin The rustic cabin standing in Wyandotte's historic Bishop Park was built in 1942 to serve as a meeting place for the Old Timer's Club. Originally located closer to the water front, the building was the headquarters for the Wyandotte Centennial in 1954. In 1991, following a petition drive to save the historic structure, the city turned the building over to the Cultural and Historical Commission. Outfitted for use, the Log Cabin is available for future generations to enjoy and can be rented for parties and other occasions.

Wyandotte Shores Golf Course is a 9-hole regulation course and features all the hallmarks of Michigan golf. The links style course, designed by Matthews & Associates, is situated along the beautiful Detroit River. The course offers a Pro Shop and extensive concession stand which serves beer and wine coolers. The course is municipally owned and operated.

The Wyandotte Veterans Memorial Committee spearheaded the construction of the Veterans Memorial located in Bishop Park. The memorial is constructed of black granite, and is flanked by flags and was designed by Mike Miller, the winner of a design competition held for the project.

The World War I Memorial is located on Superior Boulevard, just East of Biddle Avenue was dedicated to the city in 1923. The boulder and bronze tablet list the names of those who lost their lives in World War I. Two cannons also sit on the site of the memorial.

Bishop Park is situated along the Detroit River and is contiguous to the Wyandotte Central Business District. The 12.2 acre park is the second largest of the 13 parks in the city. The park offers excellent fishing opportunities from its large fishing pier. The park also features a concession stand (hours vary) with an open air wood deck picnic area, umbrellas, restrooms, two large picnic shelters, and playground equipment and basketball courts. Bishop Park is the site for various city events including the Annual Fireworks Display, the Children's Fishing Derby and Expo and various Waterside Concerts throughout the summer. The picnic shelters may be used by the public, however they may not be reserved in advance and are first-come, first serve.

BASF Waterfront Park is located along the Detroit River, just south of Eureka Road. The 20 acre park is the largest in the city, and features a romantic brick promenade, look-out decks, rowing launch, trails, sand volleyball courts and an amphitheater. BASF Waterfront Park host several entertainment events throughout the year. Notable events include the Hebda Cup & Wyandotte High school Rowing Regattas as well as Gospel Fests, and the Annual Fireworks Display.

The Gwen Frostic Sculpture was dedicated on April 26th, 2009. The sculpture sits in Frostic Field, located just behind the Copeland Center. The sculpture was given to the City of Wyandotte by Western Michigan University. The WMU sculpture team was led by John Running-Johnson and consisted of Rob Bartholomew, Andrea DePollo, Eric Froh and Greg Woody. WMU has honored our city and memorialized Ms. Frostic with the gift of this fabulous sculpture that melds Gwen's metal work with her delicate prints of Michigan's flora and fauna. Gwen Frostic was an artist, poet, philosopher, naturalist, motivational speaker, member of the Michigan Women's Hall of Fame and holder of five honorary degrees.

The Looking Forward Statue was donated as a gift to the City of Wyandotte as a Sesquicentennial gift to the City. The bronze, created by John Pappas of Ypsilanti, was installed in 2000. The sculpture is located in BASF Waterfront Park.

The Merrill Lynch Bull was created by artist, Keith Coleman in 2005. The Bull sits on the corner of Biddle Avenue and Oak streets in front of the fully restored Armstrong Building. The Bull is created from salvaged water heater cores, and has a weathered rust finish.

Purple Heart Memorial Originally dedicated by Michigan Governor Harry Kelly in 1943 during the Second World War, the statue was designed and sculpted by Isadore DeBiasi of River Rouge. The statue features the poignant image of a US soldier caring for his wounded brother in arms; the monument was cast in limestone to stand as a testament to the sacrifice of Michigan servicemen and women. Wyandotte has the distinguished honor of being the first city in the country to which the National Military Order of the Purple Heart commissioned and donated a monument of this type.

The Wyandotte Bear was created by artist, Keith Coleman in 2006. The Bear sits on the corner of Eureka and Fifth Street in front of Wyandotte Roosevelt High School. The Bear is created from salvaged water heater cores, and has a weathered rust finish.

The Wyandots – A Family Tribute was dedicated to the City of Wyandotte in 2000. The sculpture sits in BASF Park, near Wyandotte Shores Golf Course. The sculpture was created by Michael Duffy Kramer and is made of bronze. The sculpture is modeled after a Native American family, and depicts items that are essential to their survival: corn, beans, squash, as well as tobacco, sage, sweet grass and cedar.

The Wyandot Totem Pole was donated to the City of Wyandotte by the Wyandotte Savings Bank to commemorate its 100th anniversary in 1971. The totem pole sits at the Southwest corner of Eureka and Biddle Avenue near the fountain.

The totem pole was carved by Gordon Watkins, and is constructed of cedar. A large turtle sits atop the pole represents Chief Walk-in-the-Water family totem. Five other figures tell the story of the Wyandot that settled in this area: An Iroquois warrior, The crest of Antoine de la Mothe Cadillac, A beaver, a whitefish and finally the figure of a Wyandot clutching a canoe paddle.

If you are looking for an exciting and affordable way to entertain your family, friends and yourself, it's time to discover a **Diamond Jack River Tour**. Our sightseeing tours and private charters offer an exceptional look at Detroit and its rich history, leaving you with an unforgettable cruise experience. A trip down the Detroit River on a Diamond Jack River Tour truly is a one-of-a-kind experience. Every one of our employees is well-trained and dedicated to giving you a great tour, and our vessels are the stars of the show. You can make the Diamond Jack, Diamond Queen or Diamond Belle your own for a few hours or for a whole day.

The Wyandotte Millennium Trolley holds 32 passengers, is handicapped accessible and fully air-conditioned. The trolley is available for rent for birthdays, weddings, business functions or event travel.

The City of Wyandotte Showmobile is a large, portable covered stage. The stage is 36 feet by 13 feet and has a capacity for 35 band members and 30 orchestra members.

Community Interviews

In speaking with the Owner of Smoky's Restaurant, he indicated he specifically does not have overnight accommodation need. When asked if he felt downtown Wyandotte would benefit from a newer branded hotel he indicated strong support for downtown businesses as travelers would shop and eat in the immediate area rather than traveling out of town. Amenities recommended included internet, bar, and a meeting room for 80-100 people with catering available from local downtown businesses. He also indicated that the community is in the process of identifying feasibility for a downtown marina that could bring more business to downtown as well.

In speaking with the Owner of Daly Merritt Insurance, he indicated they work with over one hundred insurance companies who monthly bring in over 20-30 sales reps a month, estimated annual lodging need 250-350 room nights. Currently they utilize hotels in Southgate as these are the closest in the area. When asked if Wyandotte would benefit from a newer branded hotel he indicated strong support as there is currently no place for people to stay downtown with the exception of the local bed and breakfast which is full often as they have few guestrooms. Amenities recommended included walking distance to local restaurants and retail and reasonable prices.

In speaking with the Owner of River's Edge Gallery, she indicated they have artists and family coming into town every now and again, estimating annually 25-40 persons looking for lodging. Currently she recommends the local B&B yet they only have 4 guestrooms so many stay at the I-75 corridor or Southgate area. When asked if Wyandotte would benefit from a newer branded hotel she was in strong support as she felt the business would do very well with the two large employers downtown being the Hospital and BASF as well as summer leisure travelers. Amenities recommended included some suites with kitchenettes, boutique style, and offering high speed for today's traveler. Additionally, she indicated some additional demand generators into downtown including their Art Fair, Christmas Tree Lighting, Wine Crawl, Kidapalooza, Farmers Market, River, River Boat Tours, and the Ann Arbor Fair to name a few.

In speaking with the local law firm owner and attorney, he indicated they do not have any need for overnight accommodations with his firm. When asked if he felt downtown Wyandotte would benefit from a newer branded hotel he indicated support as the hospital does bring in a lot of business as well BASF is a large corporation out of Germany with many international visitors. Amenities recommended included meeting room for 15 people.

In speaking with the Owner of Chelsea Menswear, he indicated they do not have any need for overnight accommodations with their store. When asked if he felt downtown Wyandotte would benefit from a newer branded hotel he indicated support as there is currently no place to stay downtown, if there were people would also shop, eat, and drink downtown as well adding dollars to the downtown community. Amenities recommended included business center, comfortable mid-range guestrooms, and a small meeting room. Lastly, he recommended a hotel within walking distance to downtown.

In speaking with the President of Lademann Insurance Agency, he indicated they do not have need for overnight accommodations for their offices. When asked if he felt downtown Wyandotte would benefit from a newer branded hotel he indicated there may be a need especially if they move forward with putting in a marina. Amenities recommended included waterpark themed hotel.

In speaking with the City Administrator for Wyandotte, he indicated they occasionally have people coming into town to visit approximately 5-10 a year. Currently he recommends the local B&B Downtown, or the hotels in Southgate or Taylor near the airport. When asked if he felt downtown Wyandotte would benefit from a newer branded hotel he indicated strong support due to BASF, Hospital, US Steel, and other city officials having overnight need in the downtown are specifically. Amenities recommended high class appealing guestrooms is most important. Additional demand indicated included Model Engineering Expo, Rowing Regalas, 3rd Friday Events, and the Ice Hockey Arena to name a few.

In speaking with the Managing Director of Investments for Merrill Lynch, he indicated they do not have need for overnight accommodations for their offices. When asked if he felt downtown Wyandotte would benefit from a newer branded hotel he indicated support for specifically BASF and the Hospital's needs. Amenities recommended was specific to long term hotel rooms for both businesses mentioned above. He added the community is very active with events and this could too be a draw for overnight accommodations into the downtown area.

In speaking with the Vice President and General Manager of BASF Corporation, he indicated they have over 1,100 employees at their facility and have an excess need for overnight accommodations for their customers and sales persons who come in to visit the facilities, approximately 40 people a day with an estimated 25%+ needed overnight accommodations; equating to a minimum of 250 monthly room nights and/or 3,000+ room nights a year. Currently they use the local B&B, Hampton Inn Southgate, Holiday Inn Southgate, Marriott Dearborn, and even rooms in downtown Detroit at times. When asked if he felt downtown Wyandotte would benefit from a newer branded hotel he indicated support not only for their business but others come to town frequently for events and are unable to stay in the downtown and experience the variety of food, drink, and nightlife available. Amenities recommended included exercise room, high speed, and meeting room for up to 75 people.

In speaking with the Recreation Clerk at Benjamin Yack Arena, she indicated they do have some tournaments that may have overnight accommodation need yet mainly local traffic to their arena. When asked if she felt Wyandotte would benefit from a newer branded hotel she indicated support as there currently is no local lodging and two major employers BASF and the Hospital which also is expanding. Amenities recommended included high speed internet, parking, and free breakfast.

In speaking with the Marketing and Public Relations Director at Henry Ford Wyandotte Hospital, she indicated they do have overnight accommodation need from hiring staffing, to staff needing to stay overnight, vendors or visitors to the facility, to families of relatives in the hospital, total families tracked at this facility only 200 year to date up to 500 annually. Although lodging need is unknown for all others at this time. When asked if Wyandotte would benefit from a newer branded hotel she indicated support as the community could attract more business people who currently stay in outlying areas of Wyandotte and travel in daily. Amenities recommended included meeting or convention space, high speed internet access, and breakfast.

Benefits of running a business in Wyandotte, MI

- ✓ Often referred to as Capital of Downriver; Located on River (III)
- ✓ Small Town Feel
- ✓ Unique Retail
- ✓ Dining Diversity Downtown
- ✓ Waterfront Parks
- ✓ Friendly and Open Community
- ✓ Downtown Businesses Supported Locally
- ✓ Downtown Businesses Support Each other by Referrals
- ✓ Own Water and Utilities
- ✓ Good School System
- ✓ Few National Chains, Unique
- ✓ Historic Downtown
- ✓ Actively involved DDA
- ✓ Multi-Generation Businesses Downtown
- ✓ Good Work Ethics
- ✓ Business Friendly

Challenges of running a business in Wyandotte, MI

- ✗ 180 Degree Radius Draw due to River on one side (II)
- ✗ Awareness of the offerings of Downtown Wyandotte
- ✗ Seasonal Business
- ✗ Lack of Downtown Retail
- ✗ Large Industrial Base in Residential Area

Source: Core Distinction Group LLC Community Interviews (2014)

Lodging Supply

This section of the report describes the primary competitive Lodging Supply that will affect the property, particularly for hotel room demand.

Competitive Hotel Properties

The Overall/Statistical Competitive Set was pared down to the four most competitive properties which will help to generate preliminary rate positioning for the proposed hotel.

Competitive Hotel Occupancy & Rates					
Property	RATE ANALYSIS				Projected ADR
	SINGLE	DOUBLE	WEEKEND	CORP	
Hampton Inn Southgate (6/2014)	\$109.00	\$118.00	\$109.00	\$94.00	\$107.50
Comfort Inn & Suites Taylor	\$99.99	\$109.99	\$109.99	\$84.99	\$101.24
Comfort Suites Southgate	\$109.99	\$109.99	\$109.99	\$79.99	\$102.49
Bishop-Brighton B&B	\$140.00		\$140.00	\$85.00	\$91.25
COMPETITIVE MARKET AVERAGE DAILY ROOM RATE (ADR):					\$100.62

As noted above there are four properties pared down for comparison in rate positioning. The above mentioned hotels were running rates from \$74-\$140 for the month of August 2014. Average ADR for these hotels range from \$91-\$107. With this rate positioning, this would place the subject hotel competitive with this grouping of hotels or within \$10.

STR Competitive Hotel Occupancy & Rates (August 2014)					
Property	RATE ANALYSIS				Projected ADR
	SINGLE	DOUBLE	WEEKEND	CORP	
Super 8 Taylor	\$55.99	\$55.99	\$56.99	\$49.99	\$54.74
Comfort Inn & Suites Taylor	\$99.99	\$109.99	\$109.99	\$84.99	\$101.24
Comfort Suites Southgate	\$109.99	\$109.99	\$109.99	\$79.99	\$102.49
Holiday Inn Southgate	\$108.99	\$99.99	\$117.99	\$94.99	\$105.49
Motel 6 Southgate	\$57.99	\$49.99	\$49.99	\$49.99	\$51.99
LaQuinta Southgate	\$75.00	\$75.00	\$84.00	\$75.00	\$77.25
COMPETITIVE MARKET AVERAGE DAILY ROOM RATE (ADR):					\$123.30

Competitive Hotel Occupancy & Rates (August 2014) Immediate Market					
Property	RATE ANALYSIS				Projected ADR
	SINGLE	DOUBLE	WEEKEND	CORP	
Bishop-Brighton B&B	\$140.00		\$140.00	\$85.00	\$91.25
Hampton Inn Southgate (6/2014)	\$109.00	\$118.00	\$109.00	\$94.00	\$107.50
COMPETITIVE MARKET AVERAGE DAILY ROOM RATE (ADR):					\$99.38

The proposed hotel will directly serve the Wyandotte, MI market and will attract the Lodging Demand identified in this report. It will offer the newest, most current hotel product in Wayne County and will serve as the only branded hotel in downtown Wyandotte, MI. As a result, it should be the premier property in Wyandotte and should attract any Unaccommodated Lodging Demand being displaced elsewhere in the market due to the lack of adequate accommodation in the city. Its facilities will be developed to match the expectations of today's travelers. This property could be established with a national or regional brand. Working with a brand which has experience in the lodging market will establish quality assurance for the hotel. Its defined rate positioning should establish the property as a highly competitive hotel for its Lodging Demand.

The statistical competitive market surveyed has seen new supply growth in the past year. Detroit Southgate area opened a 114 guestroom upper midscale Hampton Inn in January 2014; in addition, Dearborn area opened a 100 guestroom upper midscale Country Inn & Suites in September 2013. At the time of this report there was no other indication of another hotel building in Wayne County. Still, this should be monitored closely throughout the development process. No additional supply growth was factored into the projections at this time.

Competitive Hotels	
Primary Competitive Hotels (Immediate Market & Fergus Falls)	# of Rooms
Super 8 Taylor	63
Comfort Inn & Suites Taylor	78
Comfort Suites Southgate	78
Holiday Inn Southgate	160
Motel 6 Southgate	133
LaQuinta Southgate	100
Grand Total:	612
<i>Source: STR and Core Distinction Group, LLC</i>	

The primary competitors are expected to be the hotels in the regional market shown above.

Based on STR data provided the following table summarizes the historical trends in occupancy and rates for the competitive supply in the past five years and estimated 2014.

Historical Market Performance					
Year	Annual Occupancy	Rooms Sold	Average Rate	Occ %	ADR
				<i>(Growth/Decline)</i>	
2009	51.5%	115,034	\$67.03	-6.2%	(\$3.20)
2010	53.7%	120,029	\$66.24	2.2%	(\$0.79)
2011	57.6%	128,609	\$65.94	3.8%	(\$0.31)
2012	61.2%	136,805	\$67.27	3.7%	\$1.34
2013	55.0%	122,890	\$69.57	-6.2%	\$2.30
2014	58.1%	129,851	\$71.33	3.1%	\$1.76
<i>* 2014 data estimated based on trends from prior year and noted demand.</i>					
<i>Source: STR and Core Distinction Group, LLC</i>					

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

Projected Market Performance					
Year	Annual Occupancy	Rooms Sold	Average Rate	Occ %	ADR
				<i>(Growth/Decline)</i>	
2012	61.2%	136,805	\$67.27	3.7%	\$1.34
2013	55.0%	122,890	\$69.57	-6.2%	\$2.30
2014	58.1%	129,851	\$71.33	3.1%	\$1.76
2015	60.0%	134,028	\$74.90	1.9%	\$3.57
2016	64.0%	142,963	\$77.15	0.0%	\$2.25
<i>Source: Core Distinction Group, LLC</i>					

Occupancy appears to be accurately forecasted for the upcoming three years based on the market and demand as well based on recent year trends. Occupancy has shown to be climbing at a similar rate as ADR in this market. Occupancy decline in 2013 yet increased in 2014 even with a new Hampton Inn opening January 2014 with 114 upper midscale guestrooms, indicating occupancy returning to the market.

IMAGES of Hotels Surveyed in Southgate, MI Area:

Holiday Inn Southgate



La Quinta Inn & Suites Southgate



Motel 6 Southgate



Comfort Suites Southgate



Super 8 Taylor



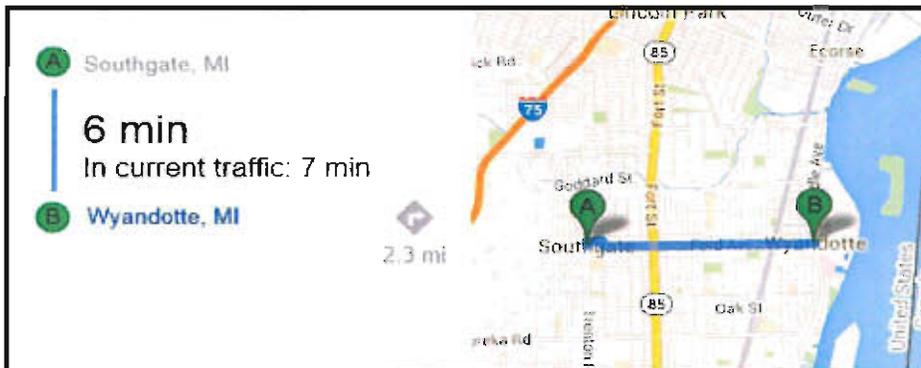
Comfort Inn & Suites Taylor



Hampton Inn Southgate



Bishop-Brighton B&B





BISHOP-BRIGHTON BED & BREAKFAST, LLC

Name: Common Areas

Please enjoy these areas during your stay. The Living Room is very comfortable to enjoy an afternoon cup of tea or a pleasant conversation with other guests. In the Library you will find a well rounded assortment of books and magazines for your reading pleasure. The leather arm chairs are quite cozy for an afternoon perusal. The Dining Room is equipped with two built-in cabinets filled with antiques and collectibles, all of the stencils in the home were done by Vicki. The Butler's Pantry is stocked with refreshments for your enjoyment, and the Porch is very relaxing during the warmer months for reading or just having some fresh air.



Name: The Betty Jean

Price \$140 per Night

This suite is named after Gerry's mother. Painted in a pale sky blue with rich cobalt carpet, the Betty Jean four room suite will calm your senses for a relaxing stay. Sitting room has sofa bed for extra guests. Private bath/shower room, cozy powder room, electric stove fireplace, queen size bed. Cable TV with DVD player. Room is air conditioned during the summer. Additional days are reduced 10%!



The Bishop-Brighton Bed and Breakfast is an English Tudor revival with a strong Arts and Crafts influence. The home was built in 1902. Relax in one of our three guest rooms all located on the second floor, two of which are suites, or visit on the first floor in the library, the main living room, or dining room. There is a butler's pantry within the kitchen where you will find refreshments and a microwave for your use. During the summer, sit on the wrap around porch with a good book or just relax.



We are located only two blocks north of downtown Wyandotte, walking distance to many restaurants, bars, and specialty shops including clothing, gifts, and antiques. Wyandotte is home to the nationally recognized Wyandotte Art Fair held every summer in July. Henry Ford Wyandotte Hospital is also within walking distance. Bishop Park, behind our home, is a retreat for many local residents with fishing on the boardwalk, outdoor concerts in the summer, or just a terrific place to relax and watch the freighters travel up and down the Detroit River.

Name: Esther Amelia

Price \$105 per Night

The Esther Amelia was named after Vicki's maternal grandmother. Decorated in bright yellows, this room offers a queen sized four-poster bed, with bed steps, a dresser, reading chair and antique desk. The private bath has an antique claw foot tub with stand-up shower. Room is air conditioned in the summer. Additional days are reduced 10%!



Name: The June Constance

Price \$140 per Night

Named after Vicki's mother, this room is the master suite of the home. There is a spacious sitting area with a sofa bed for extra guests, an electric fireplace, and antique vanity. The bedroom, painted in muted soft green, has a queen size bed and dresser. The private bath has an antique claw foot tub with shower. Room is air conditioned during the summer. Additional days are reduced 10%!



Lodging near Henry Ford Wyandotte Hospital

Preferred Partner Lodging

[The Henry](#), An Autograph Collection Hotel

Dearborn, MI 48126

Henry Ford Health System Rate:

- \$99 US + tax per night* - Deluxe Room
- \$199 US + tax per night* - Club Level
- \$299 US + tax per night* - Executive Suite

*Based on availability

Lodging near Henry Ford Wyandotte Hospital

[Bishop Brighton Bed & Breakfast](#)

Wyandotte, MI 48192

Henry Ford Health System Rate: \$85 - 115 US + tax per night

[Comfort Suites](#)

Southgate, MI 48195

Henry Ford Health System Rate: \$79 US + tax per night

[Holiday Inn](#)

Southgate, MI 48195

Henry Ford Health System Rate: \$95 US + tax per night

Lodging in Detroit

[Campus Apartments](#)

Henry Ford Hospital Main Campus (on the Henry Ford Hospital Campus)

Henry Ford Health System Rate: \$69 US

[Hilton Garden Inn Detroit](#)

Henry Ford Health System Rate: \$109 US + tax per night

[Holiday Inn Express Hotel & Suites](#)

Henry Ford Health System Rate: \$89 US + tax per night (Valet Parking: \$7 US)

[Marriott - Courtyard Detroit Downtown](#)

Henry Ford Health System Rate: \$139 US + tax per night (Valet Parking: \$20 US)

[Marriott - Detroit Renaissance Center](#)

Henry Ford Health System Rate: \$149 US + tax per night (Valet Parking: \$20 US)

[Doubletree Hotel Dearborn](#)

Henry Ford Health System Rate: \$91 US + tax per night



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Wyandotte, MI

January 2008 to July 2014 Job Number: 612571_SADIM Staff: KD Created: August 21, 2014
Currency: USD - US Dollar

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Tab 2 - Data by Measure

Wyanadoc, MI
 Job Number: 612571_SADIM Staff: KD Created: August 21, 2014

Occupancy (C)	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2008	50.0	54.2	58.8	60.5	63.0	67.0	70.9	67.0	55.7	56.5	47.7	42.7	57.7	63.5
2009	41.6	39.4	46.3	50.4	49.3	46.4	53.6	62.2	58.4	53.1	48.1	42.4	51.3	50.5
2010	43.6	44.8	44.7	54.6	54.6	58.2	61.0	65.8	57.8	52.1	52.1	44.1	57.7	51.2
2011	45.0	54.6	50.9	52.0	53.4	64.5	69.8	67.6	64.5	66.4	55.3	49.2	57.6	55.7
2012	46.8	55.0	57.0	55.8	53.5	67.4	68.2	69.4	87.3	76.0	50.7	41.8	61.2	58.5
2013	49.2	52.1	50.7	53.9	56.1	66.1	66.1	55.7	54.4	56.8	52.1	42.1	55.0	55.8
2014	48.4	57.6	55.4	57.6	60.0	64.0	64.4	64.4	64.4	64.4	64.4	64.4	64.4	64.4
Avg	48.4	53.0	52.0	53.0	53.8	63.6	65.6	66.5	63.9	62.4	50.3	45.6	56.1	53.9

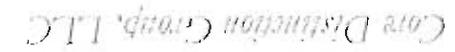
ADR (D)	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2008	68.83	69.95	69.72	69.60	68.80	71.70	75.26	72.18	71.96	69.02	66.50	67.07	70.23	70.30
2009	65.38	67.07	64.88	71.70	64.90	68.51	68.31	67.18	67.29	67.29	68.49	45.06	67.03	67.28
2010	65.93	67.73	67.09	67.53	65.18	67.31	68.21	68.11	66.90	66.21	64.58	64.93	66.24	66.98
2011	65.09	67.03	67.26	67.03	66.23	67.51	67.65	66.75	65.24	64.15	62.27	65.79	65.24	67.03
2012	64.77	64.79	64.65	66.07	64.84	69.34	69.89	69.41	67.51	63.13	69.29	66.22	63.21	66.74
2013	66.38	66.93	67.98	70.44	69.38	71.67	72.62	71.77	69.06	64.16	61.24	67.07	69.57	69.56
2014	68.52	68.71	70.05	70.93	71.79	74.25	74.19	73.67	71.59	64.16	66.31	71.55	71.55	71.46
Avg	66.54	67.46	67.46	69.24	67.42	70.11	70.82	69.25	67.75	66.48	66.31	65.68	67.75	68.39

Rev PAR (D)	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2008	34.42	39.42	40.28	42.09	41.65	48.06	52.70	48.35	59.60	59.59	31.31	26.80	40.53	42.69
2009	27.72	33.77	30.03	36.15	32.02	41.36	37.29	41.78	39.15	35.72	31.06	27.61	34.52	34.00
2010	28.75	30.16	29.98	36.74	33.55	39.14	41.63	43.43	38.69	41.01	33.51	26.64	33.60	34.33
2011	29.31	36.00	34.14	35.18	33.27	41.59	47.28	43.12	41.43	42.77	34.41	30.44	37.96	37.32
2012	30.64	33.59	37.93	37.38	38.57	46.71	47.63	48.20	48.73	51.13	35.11	27.63	41.20	39.07
2013	32.63	34.85	34.59	37.55	39.14	43.10	48.02	47.14	37.89	38.46	36.12	28.84	38.66	38.66
2014	33.17	39.55	38.79	40.88	43.08	50.47	50.93	45.90	42.58	41.51	33.74	26.63	38.01	42.42
Avg	30.86	35.73	35.06	38.05	37.64	44.60	46.49	45.90	42.58	41.51	33.74	26.63	38.01	38.56

Supply	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2008	18,972	17,116	18,972	18,360	18,972	18,360	18,972	18,972	18,360	18,972	18,360	18,972	223,380	129,744
2009	18,972	17,116	18,972	18,360	18,972	18,360	18,972	18,972	18,360	18,972	18,360	18,972	223,380	129,744
2010	18,972	17,116	18,972	18,360	18,972	18,360	18,972	18,972	18,360	18,972	18,360	18,972	223,380	129,744
2011	18,972	17,116	18,972	18,360	18,972	18,360	18,972	18,972	18,360	18,972	18,360	18,972	223,380	129,744
2012	18,972	17,116	18,972	18,360	18,972	18,360	18,972	18,972	18,360	18,972	18,360	18,972	223,380	129,744
2013	18,972	17,116	18,972	18,360	18,972	18,360	18,972	18,972	18,360	18,972	18,360	18,972	223,380	129,744
2014	18,972	17,116	18,972	18,360	18,972	18,360	18,972	18,972	18,360	18,972	18,360	18,972	223,380	129,744
Avg	18,972	17,116	18,972	18,360	18,972	18,360	18,972	18,972	18,360	18,972	18,360	18,972	223,380	129,744

Demand	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2008	9,487	9,657	11,147	11,024	11,484	12,206	13,285	12,710	10,230	10,718	8,643	8,147	126,316	78,468
2009	7,898	8,629	8,781	9,288	9,361	11,084	10,557	11,796	10,722	10,072	8,825	8,052	115,015	65,568
2010	8,273	7,882	8,489	10,016	9,784	10,849	11,378	12,486	10,619	12,500	9,538	8,369	130,029	66,491
2011	8,544	9,357	9,650	9,539	10,105	11,247	11,247	12,826	11,459	12,500	10,147	9,198	128,608	70,249
2012	8,882	9,426	10,406	10,248	11,286	12,927	12,944	13,123	16,026	14,417	9,508	7,022	150,405	78,959
2013	9,256	8,922	9,628	9,951	10,757	12,941	12,344	12,461	9,986	10,708	9,375	7,993	122,890	72,109
2014	9,186	9,863	10,506	10,381	11,184	12,479	13,023	12,454	11,445	11,815	9,142	8,270	125,181	77,022
Avg	8,799	9,077	9,859	10,091	10,592	11,681	12,454	12,375	11,540	11,815	9,142	8,270	125,181	72,552

Revenue (D)	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2008	653,604	673,316	760,044	773,216	780,078	862,724	999,617	912,565	726,968	740,774	574,769	546,424	9,884,264	5,510,364
2009	525,847	578,764	578,764	605,725	605,725	759,410	708,252	792,130	708,252	677,315	586,805	523,857	7,210,868	4,411,494
2010	545,400	520,300	548,700	674,566	658,437	718,934	789,212	890,423	710,364	770,900	615,535	543,566	7,951,261	4,453,784
2011	556,100	627,217	651,406	643,829	669,057	706,271	706,271	850,000	781,301	811,301	611,818	577,460	8,479,837	4,842,405
2012	609,956	609,956	709,451	686,517	731,755	857,677	904,280	914,576	1,078,652	971,039	844,917	524,633	9,269,202	5,069,625
2013	619,071	619,071	744,326	696,653	744,326	791,289	844,277	894,277	695,633	731,339	663,199	543,316	8,349,772	5,016,006
2014	620,588	612,329	734,971	730,833	811,303	926,423	966,153	978,384	781,811	780,175	619,474	543,176	8,491,354	5,006,683
Avg	585,345	612,329	683,124	708,638	714,073	818,124	881,999	878,384	781,811	780,175	619,474	543,176	8,491,354	4,976,833



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

Wyndome, MI
 Job Number: 61257L_SADMI Staff: KD Created: August 21, 2014

Occupancy	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2009	-16.7	-10.6	-21.2	-16.6	-18.5	-9.9	-20.5	-7.2	4.6	-6.0	-2.1	-1.2	-10.8	-16.4
2010	4.7	-11.0	9.7	-3.3	5.8	-1.0	3.9	2.7	2.7	2.4	8.3	3.9	4.3	1.4
2011	3.3	21.8	18.7	-4.8	15.5	10.4	14.4	2.7	9.8	0.7	6.2	14.4	7.1	8.7
2012	4.0	0.7	11.0	7.4	11.7	4.8	-2.5	11.5	3.7	14.5	-8.3	-13.5	6.4	5.1
2013	5.0	5.3	10.9	5.5	-4.7	-19.7	-1.1	-5.4	-17.7	-25.3	2.8	0.9	-10.2	-5.1
2014	-1.5	10.5	9.1	7.0	5.8	11.0	3.8						6.8	
Avg	-8.2	1.0	-0.1	-0.4	0.4	0.7	0.3	-0.3	2.7	1.6	2.2	-0.1	-0.6	0.1

ADIR	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2009	-5.3	-4.1	-5.6	-3.0	-5.7	-4.4	-11.1	-7.0	-5.7	-5.8	-0.0	-5.0	-4.6	-4.7
2010	-1.0	3.0	3.3	-6.1	0.4	-1.9	1.4	1.4	-0.2	-7.5	-3.2	-0.2	-1.2	-0.4
2011	-1.8	-1.0	9.7	0.5	1.6	0.4	-0.8	-2.0	-0.5	5.6	-3.5	-2.7	-0.5	0.1
2012	-3.4	-3.5	-2.7	-1.1	-2.1	2.7	3.5	4.0	3.2	4.5	11.3	4.8	2.0	-0.4
2013	3.4	3.4	3.5	3.2	7.0	3.4	3.9	3.1	3.5	1.7	-0.0	2.6	3.4	-4.2
2014	3.2	2.7	3.0	0.7	3.5	3.6	2.2						2.7	
Avg	-0.0	-0.3	0.4	0.4	0.8	0.6	-0.1	-0.9	-0.5	-0.3	1.0	0.3	-0.2	0.2

Rev-PAR	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2009	-19.5	-14.3	-25.6	-14.1	-21.1	-13.9	-29.3	-13.0	-11.1	-9.6	-2.1	-4.1	-14.8	-20.4
2010	3.7	-10.1	11.8	1.6	4.8	5.4	11.8	7.4	-1.2	14.8	4.0	3.7	3.1	1.0
2011	2.0	20.5	14.5	-4.3	5.1	10.9	13.5	0.2	7.1	-4.5	2.7	6.3	6.6	8.7
2012	2.5	2.8	8.9	6.3	9.4	7.6	1.8	6.8	41.8	10.7	2.1	-9.1	8.5	4.7
2013	8.6	-2.1	-7.7	1.5	2.0	0.7	-2.2	-5.3	-33.3	-24.1	2.8	3.6	-7.1	-1.1
2014	1.7	13.5	12.4	7.7	9.5	17.1	5.1						9.7	
Avg	-0.2	0.8	0.4	-0.2	1.3	1.4	0.6	-0.2	2.2	1.0	2.9	0.1	-0.7	0.4

Supply	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2009	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2010	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2011	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2012	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2013	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2014	0.0	0.0	0.0	0.0	0.0	0.0	0.0						0.0	
Avg	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Demand	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2009	-10.7	-10.6	-21.2	-16.6	-18.5	-9.9	-20.5	-7.2	-4.8	-6.0	-2.1	-1.2	-10.8	-16.4
2010	-0.7	-11.0	9.7	-3.3	5.8	-1.0	3.9	2.7	2.7	2.4	8.3	3.9	4.3	1.4
2011	3.8	21.8	18.7	-4.8	15.5	10.4	14.4	2.7	9.8	0.7	6.2	14.4	7.1	8.7
2012	4.0	0.7	11.0	7.4	11.7	4.8	-2.5	11.5	3.7	14.5	-8.3	-13.5	6.4	5.1
2013	5.0	5.3	10.9	5.5	-4.7	-19.7	-1.1	-5.4	-17.7	-25.3	2.8	0.9	-10.2	-5.1
2014	-1.5	10.5	9.1	7.0	5.8	11.0	3.8						6.8	
Avg	-0.2	1.0	-0.1	-0.4	0.4	0.7	0.3	-0.3	2.7	1.6	2.2	-0.1	-0.6	0.1

Revenue	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Jul YTD
2009	-19.5	-14.3	-25.6	-14.1	-21.1	-13.9	-29.3	-13.0	-11.1	-9.6	-2.1	-4.1	-14.8	-20.4
2010	3.7	-10.1	11.8	1.6	4.8	5.4	11.8	7.4	-1.2	14.8	4.0	3.7	3.1	1.0
2011	2.0	20.5	14.5	-4.3	5.1	10.9	13.5	0.2	7.1	-4.5	2.7	6.3	6.6	8.7
2012	2.5	2.8	8.9	6.3	9.4	7.6	1.8	6.8	41.8	10.7	2.1	-9.1	8.5	4.7
2013	8.6	-2.1	-7.7	1.5	2.0	0.7	-2.2	-5.3	-33.3	-24.1	2.8	3.6	-7.1	-1.1
2014	1.7	13.5	12.4	7.7	9.5	17.1	5.1						9.7	
Avg	-0.2	0.8	0.4	-0.2	1.3	1.4	0.6	-0.2	2.2	1.0	2.9	0.1	-0.7	0.4

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Core Distinction Group, LLC

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

Wyandotte, MI
 Job Number: 612571_SADIM Staff: KD Created: August 21, 2014

	Jan 09	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Total Year	Jul YTD
Occ	-16.7	-10.6	-21.2	-10.6	-18.5	-9.9	-20.5	-7.2	4.8	-6.0	2.1	-1.2	-10.8	-16.4
ADR	-5.1	-4.1	-5.6	3.0	-5.7	-4.4	-11.1	-7.0	-5.7	-3.8	-0.0	-3.0	-4.6	-4.7
RevPAR	-19.5	-14.3	-25.6	-14.1	-23.1	-13.0	-29.3	-13.6	-11.1	-9.6	2.1	-4.1	-14.8	-20.4
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	-16.7	-19.6	-21.2	-16.6	-18.5	-9.9	-20.5	-7.2	4.8	-6.0	2.1	-1.2	-10.8	-16.4
Revenue	-9.3	-14.3	-25.6	-14.1	-23.1	-13.0	-29.3	-13.6	-11.1	-9.6	2.1	-4.1	-14.8	-20.4

	Jan 10	Feb 10	Mar 10	Apr 10	May 10	Jun 10	Jul 10	Aug 10	Sep 10	Oct 10	Nov 10	Dec 10	Total Year	Jul YTD
Occ	4.7	-11.0	-3.3	8.2	4.3	-3.0	9.7	5.8	-1.0	24.2	8.3	3.0	4.3	1.4
ADR	-1.0	-1.0	-1.0	-6.1	0.4	-1.0	1.9	-0.2	1.4	-0.2	-3.2	-0.2	-1.2	-0.4
RevPAR	3.7	-16.1	-6.2	1.6	-4.8	-3.4	11.8	7.1	-1.2	14.8	4.9	3.7	1.8	1.9
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	4.7	-11.0	-3.3	8.2	4.3	-3.6	9.7	5.8	-1.0	24.2	8.3	3.0	4.3	1.4
Revenue	3.7	-10.1	-6.2	1.6	4.8	-5.4	11.8	7.4	-1.2	14.8	4.9	3.7	1.8	1.0

	Jan 11	Feb 11	Mar 11	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Total Year	Jul YTD
Occ	-3.3	-4.8	13.7	-4.8	3.5	10.4	14.4	9.8	2.7	0.7	0.2	9.2	7.1	8.7
ADR	-1.5	-1.0	-1.6	-0.7	0.5	0.4	-0.8	-2.9	-2.5	5.6	-3.5	-2.7	-0.5	0.1
RevPAR	2.0	20.5	14.5	-4.3	5.1	10.8	15.5	0.7	7.1	4.3	2.7	6.5	6.6	8.7
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	3.3	21.8	13.7	-4.8	3.5	10.4	14.4	9.8	2.7	0.7	0.2	9.2	7.1	8.7
Revenue	3.0	20.5	14.5	-4.3	5.1	10.9	15.5	0.7	7.1	4.3	2.7	6.5	6.6	8.7

	Jan 12	Feb 12	Mar 12	Apr 12	May 12	Jun 12	Jul 12	Aug 12	Sep 12	Oct 12	Nov 12	Dec 12	Total Year	Jul YTD
Occ	4.0	0.7	11.9	7.4	11.7	4.8	-2.5	2.7	37.5	14.5	-8.3	-13.3	6.4	5.1
ADR	-1.4	-3.5	-2.7	-1.1	-2.1	2.7	5.3	4.0	3.2	4.5	11.5	4.8	2.0	-0.4
RevPAR	2.5	-2.8	8.9	6.3	9.4	7.6	1.0	6.8	41.8	19.7	2.1	-9.1	8.5	4.7
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	4.0	0.7	11.9	7.4	11.7	4.8	-2.3	2.7	37.5	14.5	-8.3	-13.3	6.4	5.1
Revenue	2.5	-2.8	8.9	6.3	9.4	7.6	1.0	6.8	41.8	19.7	2.1	-9.1	8.5	4.7

	Jan 13	Feb 13	Mar 13	Apr 13	May 13	Jun 13	Jul 13	Aug 13	Sep 13	Oct 13	Nov 13	Dec 13	Total Year	Jul YTD
Occ	5.0	-5.3	-10.9	-5.5	-4.7	-10.7	-5.1	-3.4	-37.7	-25.3	5.8	0.9	-10.2	-5.1
ADR	3.4	3.4	3.5	5.2	3.4	3.4	3.9	3.4	3.5	1.7	-0.0	2.6	3.4	4.2
RevPAR	8.6	2.1	-7.7	1.5	2.0	-7.7	0.7	-2.2	-35.5	-24.1	2.8	3.6	-7.1	-1.1
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	5.0	-5.3	-10.9	-5.5	-4.7	-10.7	-3.1	-3.4	-37.7	-25.3	2.8	0.9	-10.2	-5.1
Revenue	8.6	-2.1	-7.7	1.5	2.0	-7.7	0.7	-2.2	-35.5	-24.1	2.8	3.6	-7.1	-1.1

	Jan 14	Feb 14	Mar 14	Apr 14	May 14	Jun 14	Jul 14	Aug 14	Sep 14	Oct 14	Nov 14	Dec 14	Total Year	Jul YTD
Occ	-3.5	10.5	9.1	7.0	5.8	13.0	3.8						6.8	6.8
ADR	5.2	3.0	3.0	0.7	3.5	3.6	2.2						2.7	2.7
RevPAR	1.7	13.5	12.4	7.7	9.5	13.1	6.1						9.7	9.7
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0						0.0	0.0
Demand	-1.5	10.5	9.1	7.0	5.8	13.0	3.8						6.8	6.8
Revenue	1.7	13.5	12.4	7.7	9.5	13.1	6.1						9.7	9.7

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Tab 5 - Twelve Month Moving Average

Wyandotte, MI
 Job Number 612571_SADJM Staff KD Created: August 21, 2014

Occupancy (C)	January	February	March	April	May	June	July	August	September	October	November	December
2009	57.0	56.5	55.5	54.7	53.7	53.2	51.9	51.5	51.7	51.5	51.5	51.5
2010	51.7	51.2	51.1	51.4	51.6	51.5	51.9	52.2	52.2	53.3	53.6	51.7
2011	55.9	54.6	55.1	54.9	55.1	55.6	56.3	56.5	56.9	57.2	57.2	57.6
2012	57.7	57.8	58.6	58.6	59.1	59.4	59.2	59.4	61.3	62.2	61.8	61.2
2013	61.4	61.2	60.7	60.5	60.3	59.7	59.5	59.2	56.5	54.9	55.0	55.0
2014	55.0	55.4	55.8	56.1	56.4	57.0	57.2					

ADIR (D)	January	February	March	April	May	June	July	August	September	October	November	December
2009	70.11	69.92	69.67	69.83	69.51	69.22	68.32	67.78	67.42	67.17	67.17	67.03
2010	66.38	67.05	67.19	66.84	66.86	66.73	66.85	66.97	66.95	66.45	66.20	66.24
2011	66.18	66.15	66.20	66.22	66.30	66.34	66.30	66.37	66.02	66.34	66.07	65.94
2012	65.87	65.70	65.57	65.52	65.59	65.59	65.80	66.07	66.29	66.50	67.06	67.27
2013	67.41	67.57	67.75	68.01	68.38	68.56	68.82	69.04	69.50	69.46	69.46	69.57
2014	69.74	69.86	70.02	70.06	70.26	70.35	70.71					

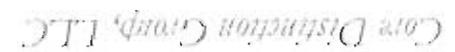
Rev.PAK (E)	January	February	March	April	May	June	July	August	September	October	November	December
2009	39.96	39.53	38.65	38.17	37.15	36.80	35.48	34.92	34.89	34.57	34.62	34.52
2010	34.61	34.35	34.34	34.39	34.32	34.31	34.71	34.97	35.38	35.38	35.51	35.60
2011	35.64	36.12	36.49	36.56	36.51	36.86	37.54	37.56	37.59	37.74	37.81	37.96
2012	38.03	37.95	38.21	38.39	38.67	38.94	38.98	39.24	40.66	41.38	41.44	41.20
2013	41.42	41.36	41.12	41.16	41.23	40.93	40.96	40.87	39.16	38.11	38.19	38.27
2014	38.32	38.68	39.05	39.29	39.60	40.21	40.46					

Supply	January	February	March	April	May	June	July	August	September	October	November	December
2009	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980
2010	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980
2011	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980
2012	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980
2013	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980	223,980
2014	223,980	223,980	223,980	223,980	223,980	223,980	223,980					

Demand	January	February	March	April	May	June	July	August	September	October	November	December
2009	127,327	126,299	123,933	122,089	119,966	118,744	116,016	115,102	115,594	114,948	115,150	115,005
2010	115,416	114,463	114,771	114,929	113,332	114,037	115,938	116,648	116,345	118,979	119,712	120,029
2011	120,809	121,975	123,142	122,665	123,099	124,118	125,787	126,127	127,167	127,550	127,839	128,608
2012	128,846	129,015	130,165	130,874	132,055	133,621	132,318	132,665	137,032	138,869	138,021	136,805
2013	137,249	136,745	135,567	135,210	134,681	133,355	132,955	132,243	126,203	123,351	122,819	123,890
2014	122,750	121,691	124,569	125,259	125,886	127,328	127,865					

Revenue (E)	January	February	March	April	May	June	July	August	September	October	November	December
2009	8,927,107	8,830,555	8,834,232	8,825,314	8,342,748	8,210,786	7,926,394	7,800,210	7,793,038	7,721,599	7,733,435	7,710,868
2010	7,730,461	7,672,002	7,671,051	7,681,819	7,710,747	7,669,871	7,753,158	7,811,400	7,802,968	7,903,222	7,931,752	7,951,261
2011	7,961,951	8,068,803	8,151,499	8,122,753	8,155,353	8,233,492	8,339,972	8,345,630	8,395,858	8,439,260	8,445,743	8,479,837
2012	8,403,643	8,476,325	8,534,370	8,574,867	8,637,545	8,706,439	8,706,967	8,763,262	9,083,302	9,242,930	9,256,029	9,201,202
2013	9,252,337	9,239,573	9,184,628	9,195,066	9,209,866	9,143,328	9,149,583	9,129,484	8,746,487	8,512,907	8,531,089	8,539,772
2014	8,500,029	8,640,624	8,722,089	8,775,947	8,846,915	8,982,251	9,037,429					

High value is boxed.
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Tab 6 - Twelve Month Moving Average with Percent Change

Wyandotte, MI
 Job Number: 612571_SADIM Staff: KD Created: August 21, 2014

Date	Occupancy		ADR		RevPar		Suppl		Demand		Revenue	
	This Year	% Chg										
Jan 09	57.0		70.11		39.96		223,380		127,327		8,927,107	
Feb 09	56.5		69.92		39.53		223,380		126,299		8,830,555	
Mar 09	55.5		69.67		38.65		223,380		123,933		8,634,232	
Apr 09	54.7		69.83		38.17		223,380		122,089		8,525,314	
May 09	53.7		69.54		37.35		223,380		119,966		8,342,748	
Jun 09	53.2		69.22		36.80		223,380		118,744		8,219,786	
Jul 09	51.9		68.32		35.48		223,380		116,016		7,926,394	
Aug 09	51.5		67.78		34.92		223,380		115,102		7,801,210	
Sep 09	51.7		67.42		34.89		223,380		115,394		7,793,038	
Oct 09	51.5		67.17		34.57		223,380		114,948		7,721,399	
Nov 09	51.5		67.17		34.62		223,380		115,130		7,733,435	
Dec 09	51.5	-10.8	67.05	-4.0	34.32	-14.8	223,380	0.0	115,035	-10.8	7,710,868	-14.8
Jan 10	51.7	-9.4	66.98	-4.5	34.61	-13.4	223,380	0.0	115,410	-9.4	7,730,461	-13.4
Feb 10	51.2	-9.4	67.03	-4.1	34.35	-13.1	223,380	0.0	114,463	-9.4	7,672,002	-13.1
Mar 10	51.1	-7.9	67.19	-3.6	34.34	-11.2	223,380	0.0	114,171	-7.9	7,671,051	-11.2
Apr 10	51.4	-5.9	66.84	-4.3	34.39	-9.9	223,380	0.0	114,929	-5.9	7,681,819	-9.9
May 10	51.6	-3.9	66.86	-3.9	34.52	-7.6	223,380	0.0	115,332	-3.9	7,710,747	-7.6
Jun 10	51.5	-3.2	66.73	-3.6	34.34	-6.7	223,380	0.0	114,937	-3.2	7,669,871	-6.7
Jul 10	51.9	-0.0	66.86	-2.1	34.71	-2.2	223,380	0.0	115,958	-0.0	7,733,158	-2.2
Aug 10	52.2	1.3	66.97	-1.2	34.97	0.1	223,380	0.0	116,648	1.3	7,811,400	0.1
Sep 10	52.2	0.8	66.95	-0.7	34.93	0.1	223,380	0.0	116,545	0.8	7,802,968	0.1
Oct 10	53.3	3.5	66.43	-1.1	35.38	2.4	223,380	0.0	118,979	3.5	7,903,222	2.4
Nov 10	53.6	4.0	66.26	-1.4	35.51	2.6	223,380	0.0	119,712	4.0	7,931,750	2.6
Dec 10	53.7	4.3	66.24	-1.2	35.69	3.1	223,380	0.0	120,029	4.3	7,931,261	3.1
Jan 11	53.9	4.2	66.18	-1.2	35.64	3.0	223,380	0.0	120,300	4.2	7,961,951	3.0
Feb 11	54.6	6.6	66.15	-1.3	36.12	5.2	223,380	0.0	121,975	6.6	8,068,863	5.2
Mar 11	55.1	7.9	66.20	-1.5	36.49	6.5	223,380	0.0	123,142	7.9	8,151,499	6.3
Apr 11	54.9	6.7	66.22	-0.9	36.36	5.7	223,380	0.0	122,665	6.7	8,122,753	5.7
May 11	55.1	6.7	66.30	-0.8	36.51	5.8	223,380	0.0	123,006	6.7	8,155,353	5.8
Jun 11	55.6	8.0	66.34	-0.6	36.80	7.3	223,380	0.0	124,118	8.0	8,233,492	7.3
Jul 11	56.3	8.5	66.30	-0.8	37.34	7.8	223,380	0.0	125,787	8.5	8,339,972	7.8
Aug 11	56.5	8.1	66.17	-1.2	37.36	6.8	223,380	0.0	126,127	8.1	8,345,630	6.8
Sep 11	56.9	9.1	66.02	-1.4	37.59	7.6	223,380	0.0	127,167	9.1	8,395,858	7.6
Oct 11	57.0	7.0	66.24	-0.3	37.74	6.7	223,380	0.0	127,250	7.0	8,429,260	6.7
Nov 11	57.2	6.8	66.07	-0.3	37.81	6.5	223,380	0.0	127,839	6.8	8,445,743	6.5
Dec 11	57.6	7.1	65.94	-0.5	37.96	6.8	223,380	0.0	128,608	7.1	8,479,837	6.8
Jan 12	57.7	7.2	65.87	-0.5	38.02	6.7	223,380	0.0	128,946	7.2	8,493,043	6.7
Feb 12	57.8	5.8	65.70	-0.7	37.95	5.0	223,380	0.0	129,015	5.8	8,476,325	5.0
Mar 12	58.3	5.7	65.57	-1.0	38.21	4.7	223,380	0.0	130,165	5.7	8,534,370	4.7
Apr 12	58.6	6.7	65.52	-1.1	38.39	5.6	223,380	0.0	130,874	6.7	8,574,867	5.6
May 12	59.1	7.4	65.41	-1.3	38.67	5.9	223,380	0.0	132,055	7.4	8,637,545	5.9
Jun 12	59.4	6.9	65.59	-1.1	38.94	5.6	223,380	0.0	132,621	6.9	8,698,439	5.6
Jul 12	59.2	5.2	65.80	-0.8	38.98	4.4	223,380	0.0	132,318	5.2	8,706,967	4.4
Aug 12	59.4	5.2	66.07	-0.1	39.24	5.0	223,380	0.0	132,665	5.2	8,765,262	5.0
Sep 12	61.3	7.8	66.29	0.4	40.66	8.2	223,380	0.0	137,032	7.8	9,083,302	8.2
Oct 12	62.2	9.1	66.56	0.5	41.38	9.7	223,380	0.0	138,869	9.1	9,242,930	9.7
Nov 12	61.8	8.0	67.06	1.3	41.44	9.6	223,380	0.0	138,021	8.0	9,236,029	9.6
Dec 12	61.2	6.4	67.27	2.0	41.20	8.3	223,380	0.0	138,805	6.4	9,203,202	8.3
Jan 13	61.4	6.4	67.11	2.3	41.42	8.9	223,380	0.0	137,249	6.4	9,252,337	8.9
Feb 13	61.2	6.0	67.57	2.8	41.36	9.0	223,380	0.0	136,745	6.0	9,239,573	9.0
Mar 13	60.7	4.2	67.75	3.3	41.12	7.6	223,380	0.0	135,567	4.2	9,184,628	7.6
Apr 13	60.5	3.3	68.01	3.8	41.16	7.2	223,380	0.0	135,210	3.3	9,195,006	7.2
May 13	60.3	2.0	68.36	4.3	41.23	6.6	223,380	0.0	134,681	2.0	9,209,006	6.6
Jun 13	59.7	0.6	68.56	4.5	40.93	5.1	223,380	0.0	133,355	0.6	9,143,328	5.1
Jul 13	59.3	0.5	68.82	1.6	40.96	5.1	223,380	0.0	132,053	0.5	9,149,383	5.1
Aug 13	59.2	-0.3	69.04	4.5	40.87	4.2	223,380	0.0	132,243	-0.3	9,129,484	4.2
Sep 13	56.5	-7.9	69.30	4.6	39.19	-3.7	223,380	0.0	128,203	-7.9	8,746,487	-3.7
Oct 13	54.9	-11.7	69.46	4.7	38.11	-7.8	223,380	0.0	122,554	-11.7	8,503,807	-7.8
Nov 13	55.0	-11.0	69.46	3.0	38.19	-7.8	223,380	0.0	122,819	-11.0	8,531,089	-7.8
Dec 13	53.0	-10.2	69.57	1.4	38.27	-7.1	223,380	0.0	122,890	-10.2	8,549,772	-7.1
Jan 14	53.0	-10.6	69.74	3.1	38.32	-7.5	223,380	0.0	122,706	-10.6	8,560,089	-7.5
Feb 14	53.4	-9.5	69.86	3.4	38.68	-6.5	223,380	0.0	123,091	-9.5	8,601,628	-6.5
Mar 14	55.8	-8.1	70.02	3.3	39.05	-5.0	223,380	0.0	124,599	-8.1	8,722,089	-5.0
Apr 14	56.1	-7.1	70.06	3.0	39.29	-4.6	223,380	0.0	125,288	-7.1	8,773,947	-4.6
May 14	56.4	-6.5	70.28	2.8	39.60	-3.9	223,380	0.0	125,880	-6.5	8,816,913	-3.9
Jun 14	57.0	-4.5	70.55	2.9	40.21	-1.8	223,380	0.0	127,538	-4.5	8,983,251	-1.8
Jul 14	57.2	-3.9	70.79	2.8	40.66	-1.2	223,380	0.0	127,893	-3.9	9,037,820	-1.2

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Core Distinction Group, LLC

Tab 7 - Day of Week Analysis

Wyandotte, MI

Job Number: 612571_SADIM Staff: KD Created: August 21, 2014

Occupancy (%)								Total Month
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Aug - 13	52.6	59.8	65.9	64.4	63.9	72.0	77.1	65.7
Sep - 13	43.0	49.8	54.6	56.8	49.3	59.9	71.4	54.4
Oct - 13	42.5	51.2	57.3	56.7	52.1	61.7	76.8	56.8
Nov - 13	39.0	50.7	51.6	50.0	46.6	61.3	61.2	52.1
Dec - 13	32.1	39.0	53.4	41.5	43.2	43.9	42.2	42.1
Jan - 14	38.1	49.5	55.1	52.1	47.1	47.4	49.2	48.4
Feb - 14	40.4	52.8	57.3	56.0	54.5	70.6	71.5	57.6
Mar - 14	41.1	48.8	55.4	62.2	54.8	59.2	68.2	55.4
Apr - 14	41.6	55.3	57.1	60.4	57.3	65.3	65.9	57.6
May - 14	48.4	53.5	61.5	69.5	58.0	65.2	71.4	60.0
Jun - 14	50.4	61.6	70.2	74.5	72.1	71.6	81.4	68.0
Jul - 14	54.2	62.9	70.8	69.0	69.5	74.0	79.3	68.6
Total Year	43.3	52.6	59.2	58.7	55.9	62.6	68.1	57.2

Three Year Occupancy (%)								Total Year
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Aug 11 - Jul 12	43.0	54.5	59.7	62.6	59.9	65.7	69.9	59.2
Aug 12 - Jul 13	46.2	56.5	59.8	62.2	56.9	64.3	70.9	59.5
Aug 13 - Jul 14	43.3	52.6	59.2	58.7	55.9	62.6	68.1	57.2
Total 3 Yr	44.2	54.5	59.6	61.2	57.6	64.0	69.6	58.7

ADR								Total Month
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Aug - 13	69.54	70.86	71.39	69.68	71.79	72.55	74.46	71.77
Sep - 13	65.95	68.25	68.14	69.46	70.06	70.45	74.42	69.66
Oct - 13	62.07	66.19	69.28	67.29	67.44	70.54	73.12	68.48
Nov - 13	63.34	69.76	69.10	68.38	67.71	70.44	72.47	69.28
Dec - 13	61.43	64.07	75.63	67.36	67.78	67.51	67.89	67.97
Jan - 14	64.87	72.71	72.20	68.82	67.32	63.89	69.60	68.52
Feb - 14	59.90	67.67	69.01	67.25	67.89	73.31	71.43	68.71
Mar - 14	63.57	68.64	69.48	70.44	68.78	71.72	74.84	70.05
Apr - 14	67.00	70.35	71.53	70.84	69.04	72.64	73.36	70.93
May - 14	68.01	69.98	70.85	71.78	69.48	72.60	76.64	71.79
Jun - 14	68.78	71.13	74.11	75.79	74.73	76.44	77.83	74.25
Jul - 14	69.82	72.52	72.73	72.64	73.95	76.74	79.47	74.19
Total Year	65.65	69.47	71.29	70.28	70.03	71.88	74.27	70.71

Three Year ADR								Total Year
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Aug 11 - Jul 12	69.91	64.50	65.76	65.74	65.04	66.62	69.85	65.80
Aug 12 - Jul 13	64.04	67.98	68.66	68.63	68.25	70.03	72.24	68.62
Aug 13 - Jul 14	65.65	69.47	71.29	70.28	70.03	71.88	74.27	70.71
Total 3 Yr	63.55	67.28	68.55	68.18	67.73	69.48	72.10	68.42

RevPAR								Total Month
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Aug - 13	36.56	42.40	47.06	44.88	45.91	52.22	57.40	47.14
Sep - 13	28.16	33.96	37.24	39.43	34.53	42.19	53.12	37.89
Oct - 13	26.36	33.91	39.69	38.15	35.15	43.51	56.18	38.86
Nov - 13	24.67	35.37	35.68	34.19	31.54	43.21	44.36	36.12
Dec - 13	19.71	24.99	40.39	27.97	29.31	29.64	28.66	28.64
Jan - 14	24.75	36.05	39.78	38.82	31.72	30.29	34.25	31.17
Feb - 14	24.19	35.71	39.54	37.68	36.87	51.73	51.11	39.55
Mar - 14	26.06	33.48	38.47	43.80	37.69	42.43	51.06	38.79
Apr - 14	27.88	38.86	40.85	42.79	39.53	47.43	48.32	40.88
May - 14	31.54	37.29	43.59	43.43	40.33	47.35	54.75	43.08
Jun - 14	34.66	43.84	52.04	56.44	53.85	54.74	63.33	50.47
Jul - 14	37.83	45.60	51.31	50.28	51.41	56.78	62.98	50.93
Total Year	28.42	36.58	42.23	41.28	39.17	44.98	50.57	40.46

Three Year RevPAR								Total Year
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
Aug 11 - Jul 12	26.21	35.12	39.27	41.18	38.96	43.38	48.80	38.98
Aug 12 - Jul 13	29.58	38.27	41.07	42.68	38.82	45.03	51.22	40.96
Aug 13 - Jul 14	28.42	36.58	42.23	41.28	39.17	44.98	50.57	40.46
Total 3 Yr	28.07	36.65	40.84	41.72	38.98	44.47	50.20	40.13

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Tab 8 - Raw Data

Wyandotte, MI
 Job Number: 612571_SADIM Staff: KD Created: August 21, 2014

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants										
Jan 08	50.0		68.83		34.42		18,972		9,467		663,004		6	612	100.0
Feb 08	56.4		69.93		39.41		17,136		9,637		675,316		6	612	100.0
Mar 08	58.8		68.72		40.38		18,972		11,147		766,041		6	612	100.0
Apr 08	60.5		69.60		42.09		18,360		11,102		772,716		6	612	100.0
May 08	60.5		68.80		41.65		18,972		11,484		790,095		6	612	100.0
Jun 08	67.0		71.70		48.06		18,360		12,306		882,372		6	612	100.0
Jul 08	70.0		73.26		52.70		18,972		13,285		999,817		6	612	100.0
Aug 08	67.0		72.18		48.35		18,972		12,710		917,365		6	612	100.0
Sep 08	55.7		71.06		39.60		18,360		10,230		726,968		6	612	100.0
Oct 08	56.5		69.92		39.50		18,972		10,718		749,374		6	612	100.0
Nov 08	47.1		66.50		31.31		18,360		8,643		574,769		6	612	100.0
Dec 08	42.9		67.07		28.80		18,972		8,147		546,424		6	612	100.0
Jan 09	41.0	-16.7	66.58	-3.3	27.72	-19.5	18,972	0.0	7,898	-16.7	525,047	-19.5	6	612	100.0
Feb 09	50.4	-10.6	67.07	-4.1	33.77	-14.3	17,136	0.0	8,639	-10.6	678,704	-14.3	6	612	100.0
Mar 09	46.3	-21.2	64.88	-5.6	30.08	-25.6	18,972	0.0	8,781	-21.2	569,721	-25.6	6	612	100.0
Apr 09	50.4	-18.6	71.70	3.0	36.15	-14.1	18,360	0.0	9,258	-16.6	663,798	-14.1	6	612	100.0
May 09	49.3	-18.5	64.50	-5.7	32.02	-23.1	18,972	0.0	9,361	-18.9	607,529	-23.1	6	612	100.0
Jun 09	60.4	-8.9	68.51	-4.4	41.36	-13.9	18,360	0.0	11,084	-9.9	759,410	-13.9	6	612	100.0
Jul 09	55.6	-20.5	66.92	-11.1	37.24	-29.3	18,972	0.0	10,537	-20.5	706,425	-29.3	6	612	100.0
Aug 09	62.2	-7.2	67.16	-7.0	41.76	-13.8	18,972	0.0	11,796	-7.2	792,181	-13.8	6	612	100.0
Sep 09	58.4	-4.8	67.04	-8.7	39.15	-1.1	18,360	0.0	10,722	-4.8	718,706	-1.1	6	612	100.0
Oct 09	53.1	-6.0	67.29	-3.8	35.72	-0.6	18,972	0.0	10,072	-6.0	677,735	-0.6	6	612	100.0
Nov 09	48.1	-2.1	65.49	-10.0	31.96	2.1	18,360	0.0	8,825	2.1	586,805	2.1	6	612	100.0
Dec 09	42.4	-1.2	65.06	-3.0	27.61	-4.1	18,972	0.0	8,052	-1.2	523,837	-4.1	6	612	100.0
Jan 10	43.6	-4.7	65.93	1.0	26.75	3.7	18,972	0.0	8,273	-4.7	545,440	3.7	6	612	100.0
Feb 10	44.6	-11.0	67.73	1.0	30.36	-10.1	17,136	0.0	7,682	-11.0	520,305	-10.1	6	612	100.0
Mar 10	44.7	-3.3	67.01	3.3	29.98	-0.2	18,972	0.0	8,489	-3.3	568,770	-0.2	6	612	100.0
Apr 10	54.6	8.2	67.35	-6.1	36.74	1.6	18,360	0.0	10,016	8.2	674,566	1.6	6	612	100.0
May 10	51.5	-4.3	65.18	0.4	33.55	-4.8	18,972	0.0	9,764	-4.3	636,457	-4.8	6	612	100.0
Jun 10	58.2	-3.6	67.22	-1.9	39.14	-5.4	18,360	0.0	10,689	-3.6	718,534	-5.4	6	612	100.0
Jul 10	61.0	9.7	68.21	1.9	41.63	11.8	18,972	0.0	11,578	9.7	780,712	11.8	6	612	100.0
Aug 10	65.8	5.8	68.11	1.4	44.83	7.4	18,972	0.0	12,486	5.8	850,423	7.4	6	612	100.0
Sep 10	57.8	-1.0	66.90	-0.2	38.69	-1.2	18,360	0.0	10,619	-1.0	710,364	-1.2	6	612	100.0
Oct 10	63.9	24.2	62.21	-7.5	41.61	14.8	18,972	0.0	12,306	24.2	777,989	14.8	6	612	100.0
Nov 10	52.1	8.3	64.38	-3.2	33.51	4.9	18,360	0.0	9,538	8.3	615,335	4.9	6	612	100.0
Dec 10	44.1	3.9	64.93	-0.2	28.64	3.7	18,972	0.0	8,369	3.9	543,366	3.7	6	612	100.0
Jan 11	45.0	3.3	65.09	-1.3	29.31	2.0	18,972	0.0	8,544	3.3	556,130	2.0	6	612	100.0
Feb 11	54.6	21.8	67.03	-1.0	36.60	20.5	17,136	0.0	9,357	21.8	627,217	20.5	6	612	100.0
Mar 11	50.9	13.7	67.46	0.7	34.34	14.5	18,972	0.0	9,636	13.7	631,406	14.5	6	612	100.0
Apr 11	52.0	-4.8	67.70	0.5	35.18	-4.3	18,360	0.0	9,539	-4.8	645,820	-4.3	6	612	100.0
May 11	53.3	3.5	66.21	1.6	35.27	5.1	18,972	0.0	10,105	3.5	609,057	5.1	6	612	100.0
Jun 11	64.3	10.4	67.51	0.4	43.39	10.9	18,360	0.0	11,891	10.4	796,673	10.9	6	612	100.0
Jul 11	69.8	14.4	67.63	4.8	47.24	13.5	18,972	0.0	13,247	14.4	896,392	13.5	6	612	100.0
Aug 11	67.6	2.7	66.75	-2.0	45.12	0.7	18,972	0.0	12,826	2.7	856,081	0.7	6	612	100.0
Sep 11	63.5	9.8	65.24	-2.5	41.43	7.1	18,360	0.0	11,699	9.8	760,392	7.1	6	612	100.0
Oct 11	66.4	0.7	64.45	3.6	42.77	4.3	18,972	0.0	12,589	0.7	811,391	4.3	6	612	100.0
Nov 11	55.3	6.2	62.27	-3.3	34.41	7.7	18,360	0.0	10,147	6.2	633,818	7.7	6	612	100.0
Dec 11	48.2	0.2	63.19	-2.7	30.44	6.3	18,972	0.0	9,138	0.2	577,460	6.3	6	612	100.0
Jan 12	46.8	-1.0	64.12	-1.4	30.04	2.5	18,972	0.0	8,882	-1.0	569,936	2.5	6	612	100.0
Feb 12	55.0	0.7	64.70	-3.5	35.59	-2.8	17,136	0.0	9,426	0.7	609,899	-2.8	6	612	100.0
Mar 12	57.0	11.0	65.65	-0.7	37.39	8.9	18,972	0.0	10,896	11.0	709,451	8.9	6	612	100.0
Apr 12	53.8	7.4	66.97	-1.1	37.38	6.3	18,360	0.0	10,248	7.4	686,317	6.3	6	612	100.0
May 12	59.5	11.7	64.84	-2.1	38.57	9.1	18,972	0.0	11,286	11.7	751,735	9.1	6	612	100.0
Jun 12	67.4	4.8	69.34	2.7	46.71	7.6	18,360	0.0	12,367	4.8	857,367	7.6	6	612	100.0
Jul 12	68.2	-2.3	69.89	3.3	47.69	11.0	18,972	0.0	12,944	-2.3	904,720	11.0	6	612	100.0
Aug 12	69.4	2.7	69.41	4.0	48.20	6.8	18,972	0.0	13,173	2.7	914,376	6.8	6	612	100.0
Sep 12	87.3	37.5	67.31	5.2	58.75	41.8	18,360	0.0	16,026	37.5	1,078,632	41.8	6	612	100.0
Oct 12	76.0	14.5	67.35	4.5	51.18	19.7	18,972	0.0	14,417	14.5	971,619	19.7	6	612	100.0
Nov 12	50.7	-6.3	69.29	14.5	35.13	2.1	18,360	0.0	9,308	-6.3	644,917	2.1	6	612	100.0
Dec 12	41.8	-13.3	66.22	4.8	27.65	-9.1	18,972	0.0	7,922	-13.3	524,633	-9.1	6	612	100.0
Jan 13	49.2	5.0	66.36	3.4	32.63	8.6	18,972	0.0	9,326	5.0	619,071	8.6	6	612	100.0
Feb 13	52.1	-3.3	66.93	3.4	34.85	-2.1	17,136	0.0	8,922	-3.3	597,135	-2.1	6	612	100.0
Mar 13	50.7	-10.9	67.98	3.3	34.50	-7.7	18,972	0.0	9,628	-10.9	691,506	-7.7	6	612	100.0
Apr 13	53.9	-3.3	70.44	5.2	37.95	1.5	18,360	0.0	9,891	-3.3	696,695	1.5	6	612	100.0
May 13	56.7	-4.7	69.34	7.0	39.34	2.0	18,972	0.0	10,737	-4.7	746,535	2.0	6	612	100.0
Jun 13	60.1	-10.7	71.67	3.4	43.10	-7.7	18,360	0.0	11,041	-10.7	791,289	-7.7	6	612	100.0
Jul 13	66.1	-5.1	72.62	3.9	48.02	0.7	18,972	0.0	12,844	-5.1	910,078	0.7	6	612	100.0
Aug 13	65.7	-8.4	71.77	3.4	47.14	-2.2	18,972	0.0	12,461	-8.4	894,277	-2.2	6	612	100.0
Sep 13	54.4	-37.7	69.66	3.5	37.89	-35.5	18,360	0.0	9,780	-37.7	695,635	-35.5	6	612	100.0
Oct 13	56.8	-25.3	68.48	1.7	38.86	-24.1	18,972	0.0	10,768	-25.3	737,339	-24.1	6	612	100.0
Nov 13	52.1	2.8	69.28	-0.9	36.12	2.8	18,360	0.0	9,573	2.8	665,199	2.8	6	612	100.0
Dec 13	42.3	-0.9	67.97	2.6	28.64	3.6	18,972	0.0	7,993	-0.9	545,316	3.6	6	612	100.0
Jan 14	48.4	-1.5	68.32	3.2	33.17	1.7	18,972	0.0	9,186	-1.5	629,386	1.7	6	612	100.0
Feb 14	57.6	10.5	68.71	2.7	39.55	13.5	17,136	0.0	9,863	10.5	677,679	13.5	6	612	100.0
Mar 14	53.4	9.1	70.05	3.0	38.79	12.4	18,972	0.0	10,566	9.1	735,971	12.4	6	612	100.0
Apr 14	51.6	7.0	70.93	0.7	40.88	7.7	18,360	0.0	10,381	7.0	750,333	7.7	6	612	100.0
May 14	60.9	3.8	71.79	3.5	43.08	9.5	18,972	0.0	11,384	3.8	817,303	9.5	6	612	100.0
Jun 14	68.0	13.0	74.25	3.6	50.47	17.1	18,360	0.0	12,479	13.0	926,625	17.1	6	612	100.0
Jul 14	68.6	3.8	74.19	2.2	50.93	6.1	18,972	0.0	13,023	3.8	966,133	6.1	6	612	100.0

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Tab 9 - Classic

Wyandotte, MI
 Job Number: 612571_SAD1M Staff: KD Created: August 21, 2014

Date	Occupancy		ADR		Rev/Pac		Supply		Demand		Revenue		Gross & Sample		% Rooms STAR
	This Year	% Chg	Gross Pkgs	Gross Rooms											
Jan 08	50.0		68.81		34.42		18,972		9,487		653,094		6	612	100.0
Feb 08	56.4	-10.6	69.93	-1.1	39.41	-14.3	17,136	0.0	8,629	-10.6	675,316	-14.3	6	612	100.0
Mar 08	58.8		68.72		40.38		18,972		11,147		766,044		6	612	100.0
Apr 08	60.5		69.60		42.09		18,360		11,102		772,716		6	612	100.0
May 08	60.5		68.80		41.65		18,972		11,454		780,095		6	612	100.0
Jun 08	67.0		71.70		48.06		18,360		12,306		882,372		6	612	100.0
Jul 08	70.0		73.26		52.70		18,972		13,285		929,817		6	612	100.0
Aug 08	67.0		72.18		48.35		18,972		12,710		917,365		6	612	100.0
Sep 08	55.7		71.06		39.60		18,360		10,230		726,968		6	612	100.0
Oct 08	56.3		69.92		39.50		18,972		10,718		749,374		6	612	100.0
Nov 08	47.1		66.50		31.51		18,360		8,643		574,769		6	612	100.0
Dec 08	42.9		67.07		28.80		18,972		8,147		544,424		6	612	100.0
Jul 1 (12/2008)	50.3		70.91		42.99		125,744		78,468		5,530,360				
Total 2008	57.7		70.24		40.53		223,386		124,516		7,014,254				
Jan 09	51.6	-16.7	66.58	-3.3	37.71	-15.3	18,972	0.0	7,898	-16.7	525,847	-19.3	6	612	100.0
Feb 09	50.4	-10.6	67.07	-4.1	33.77	-14.3	17,136	0.0	8,629	-10.6	578,764	-14.3	6	612	100.0
Mar 09	46.3	-21.2	64.88	-5.6	30.03	-25.6	18,972	0.0	8,781	-21.2	569,721	-25.6	6	612	100.0
Apr 09	50.4	-16.6	71.70	3.0	36.15	-14.1	18,360	0.0	9,258	-16.6	661,798	-14.1	6	612	100.0
May 09	50.3	-18.5	64.90	-4.7	32.02	-23.1	18,972	0.0	9,361	-18.5	607,529	-23.1	6	612	100.0
Jun 09	60.4	-9.9	68.31	5.4	41.36	-13.9	18,360	0.0	11,084	-9.9	739,410	-13.9	6	612	100.0
Jul 09	55.6	-20.5	67.12	-11.1	37.24	-29.5	18,972	0.0	10,537	-20.5	706,423	-29.5	6	612	100.0
Aug 09	62.2	-7.2	67.16	-5.0	43.76	-13.6	18,972	0.0	11,786	-7.2	782,181	-13.6	6	612	100.0
Sep 09	58.4	-4.8	67.04	-5.7	39.15	-13.1	18,360	0.0	10,522	-4.8	718,706	-13.1	6	612	100.0
Oct 09	53.1	-6.0	67.29	-3.8	35.72	-8.8	18,972	0.0	10,072	-6.0	677,733	-9.6	6	612	100.0
Nov 09	48.1	-2.3	66.49	-0.0	31.96	-2.1	18,360	0.0	8,803	-2.1	586,805	-2.1	6	612	100.0
Dec 09	42.4	-1.2	65.06	-3.0	27.61	-4.3	18,972	0.0	8,052	-1.2	523,857	-4.3	6	612	100.0
Jul 1 (11/2009)	50.3	-16.1	67.28	-4.7	34.86	-29.4	125,744	0.0	63,568	-16.1	4,411,499	-29.4			
Total 2009	51.1	-19.8	67.05	-4.3	34.32	-14.9	223,386	0.0	111,076	-19.8	7,203,649	-14.9			
Jan 10	43.8	-4.7	63.95	-1.0	28.73	-5.7	18,972	0.0	8,273	-4.7	545,880	-5.7	6	612	100.0
Feb 10	44.8	-11.0	67.71	1.0	30.36	-10.1	17,136	0.0	7,482	-11.0	520,309	-10.1	6	612	100.0
Mar 10	44.7	-3.3	67.60	3.3	29.95	-0.2	18,972	0.0	8,485	-3.3	568,770	-0.2	6	612	100.0
Apr 10	54.6	8.2	67.33	-0.3	36.74	1.8	18,360	0.0	10,016	8.2	674,566	1.8	6	612	100.0
May 10	51.3	-4.5	65.16	-1.0	32.55	-4.8	18,972	0.0	9,764	-4.5	636,457	-4.8	6	612	100.0
Jun 10	58.2	-3.4	67.22	-1.9	36.14	-5.4	18,360	0.0	10,409	-3.4	718,534	-5.4	6	612	100.0
Jul 10	61.0	9.7	68.21	1.9	41.63	11.8	18,972	0.0	11,178	9.7	781,712	11.8	6	612	100.0
Aug 10	65.8	5.8	68.11	1.4	44.83	7.4	18,972	0.0	12,486	5.8	850,403	7.4	6	612	100.0
Sep 10	57.8	-1.0	66.90	-0.2	38.69	-1.2	18,360	0.0	10,619	-1.0	710,364	-1.2	6	612	100.0
Oct 10	65.9	24.2	62.21	-7.5	41.01	14.8	18,972	0.0	12,506	24.2	777,989	14.8	6	612	100.0
Nov 10	52.1	6.3	64.38	-3.2	33.51	-6.9	18,360	0.0	9,558	6.3	615,335	4.9	6	612	100.0
Dec 10	41.1	-3.9	64.93	-0.2	28.64	-3.7	18,972	0.0	8,169	-3.9	543,366	-3.7	6	612	100.0
Jul 1 (10/2010)	51.2	6.4	66.98	-0.4	34.33	1.0	125,744	0.0	66,471	6.4	4,131,791	1.0			
Total 2010	53.7	4.3	66.24	-1.2	33.60	3.1	223,386	0.0	120,629	4.3	7,031,251	3.1			
Jan 11	45.0	-5.3	63.91	-1.3	29.31	-2.0	18,972	0.0	8,544	-5.3	556,190	-2.0	6	612	100.0
Feb 11	54.6	21.8	67.63	-1.0	36.60	20.3	17,136	0.0	9,387	21.8	627,217	20.3	6	612	100.0
Mar 11	50.9	-13.7	67.46	0.7	34.34	18.3	18,972	0.0	9,656	-13.7	631,406	14.3	6	612	100.0
Apr 11	52.0	-4.8	67.70	0.6	35.18	-4.3	18,360	0.0	9,339	-4.8	643,820	-4.3	6	612	100.0
May 11	53.3	-3.5	66.21	3.4	33.27	-3.1	18,972	0.0	10,005	-3.5	669,057	6.1	6	612	100.0
Jun 11	64.3	10.4	67.51	0.4	43.39	10.9	18,360	0.0	11,801	10.4	796,673	10.9	6	612	100.0
Jul 11	63.8	14.8	67.65	-0.8	47.24	13.4	18,972	0.0	13,247	14.6	896,102	13.3	6	612	100.0
Aug 11	67.8	2.7	66.75	-2.0	45.12	0.7	18,972	0.0	12,826	2.7	856,081	0.7	6	612	100.0
Sep 11	63.3	9.8	63.20	-2.5	41.05	-7.1	18,360	0.0	11,639	9.8	760,202	-7.1	6	612	100.0
Oct 11	66.4	0.7	64.45	3.8	42.77	4.3	18,972	0.0	12,589	0.7	811,391	4.3	6	612	100.0
Nov 11	53.3	4.2	62.27	-3.3	34.41	-2.7	18,360	0.0	10,147	4.2	631,818	2.7	6	612	100.0
Dec 11	48.2	9.3	63.91	-1.7	30.68	-6.3	18,972	0.0	9,138	9.3	577,460	-6.3	6	612	100.0
Jul 1 (10/2011)	53.7	6.7	67.05	0.3	37.32	6.7	125,744	0.0	72,240	6.7	4,942,475	6.7			
Total 2011	57.9	-7.1	66.94	-1.3	37.96	6.6	223,386	0.0	129,689	-7.1	8,479,837	6.6			
Jan 12	54.8	-4.0	64.11	-1.3	31.04	-2.3	18,972	0.0	8,882	-4.0	569,936	-2.3	6	612	100.0
Feb 12	53.0	0.7	64.70	3.3	33.59	-2.8	17,136	0.0	9,426	0.7	600,899	-2.8	6	612	100.0
Mar 12	57.0	14.8	65.63	-2.7	37.30	4.3	18,972	0.0	10,368	14.8	701,451	8.9	6	612	100.0
Apr 12	53.8	-3.4	66.97	-1.1	37.58	6.3	18,360	0.0	10,248	-3.4	688,317	6.3	6	612	100.0
May 12	56.3	-1.7	64.84	-2.1	38.57	9.4	18,972	0.0	11,286	-1.7	731,758	9.4	6	612	100.0
Jun 12	67.4	4.8	69.54	2.7	46.71	7.6	18,360	0.0	12,347	4.8	857,567	7.6	6	612	100.0
Jul 12	68.2	-2.1	69.85	5.8	47.69	1.0	18,972	0.0	12,944	-2.1	904,230	1.0	6	612	100.0
Aug 12	69.4	2.7	69.41	4.0	48.20	6.8	18,972	0.0	13,173	2.7	914,376	6.8	6	612	100.0
Sep 12	67.3	37.3	67.31	3.2	38.73	11.8	18,360	0.0	16,026	37.3	1,078,632	41.8	6	612	100.0
Oct 12	69.0	14.9	67.35	4.5	51.16	19.7	18,972	0.0	14,417	14.9	971,019	19.7	6	612	100.0
Nov 12	50.7	-8.3	69.29	11.3	33.15	-2.1	18,360	0.0	9,308	-8.3	644,617	-2.1	6	612	100.0
Dec 12	41.8	-13.3	66.22	4.8	27.65	-8.1	18,972	0.0	7,922	-13.3	524,633	-8.1	6	612	100.0
Jul 1 (10/2012)	56.3	5.8	66.71	-2.4	35.07	4.7	125,744	0.0	74,939	5.8	5,081,423	4.7			
Total 2012	61.2	6.4	67.27	2.0	41.29	6.5	223,386	0.0	136,819	6.4	8,201,212	6.4			
Jan 13	49.2	-5.0	60.58	3.4	32.61	8.6	18,972	0.0	9,326	-5.0	638,071	8.6	6	612	100.0
Feb 13	52.1	-5.3	60.93	3.4	34.85	-2.1	17,136	0.0	9,822	-5.3	597,135	-2.1	6	612	100.0
Mar 13	50.7	-10.9	67.98	3.3	34.50	-7.7	18,972	0.0	9,628	-10.9	634,506	-7.7	6	612	100.0
Apr 13	51.9	-3.3	70.44	5.2	37.95	1.5	18,360	0.0	9,891</						

Conclusion

Property Recommendations

The Property Type recommended for the proposed hotel is an upper midscale hotel. This would reflect the research performed in the Community Overview Market Study. Also, this type of hotel would allow the property to be positioned properly at the subject site and would best match the demographics of the competitive set and future Lodging Demand market in the area. It is anticipated that a new, upper midscale branded hotel would capture displaced Lodging Demand currently staying in markets surrounding Wyandotte, MI. Additionally, the newness of the hotel should be well received in the marketplace. Its location will be ideal to serve Wyandotte and regional markets. This type of hotel would also be capable of adjusting rates to best fit the demand in the market and the seasonality of the area.

The property size of this upper midscale hotel was researched to be 50-60 rooms in this preliminary Market Feasibility Study. This would position it to be slightly smaller than the 100 average room size of the competitive set in the Wyandotte, Southgate, and Taylor Market. The smaller size would assist the property in achieving the Occupancy projections listed in this report. It is not advisable to over-build in this market at this time. Expansion of the hotel in future years could be considered as the market's Lodging Demand grows. Adjusting the room count will modify Occupancy Performance.

Rate positioning, room rate competition for a limited-service hotel in this market will be present throughout the year. This rate competition will be dictated by the rate structure of the hotels in the surrounding regional area. With proper rate positioning the hotel should achieve a yield to the immediate market of 100% and the overall region of 90%-100% which is above average and would assist in mitigating any rate sensitivity. Pricing would be more comparable to those rates offered in Southgate. The developed hotel in this market should mirror the rates of the branded hotels in the Southgate area or within a \$10 rate comparison.

Property features, amenities, and services of the hotel should satisfy the market it is attempting to attract. Standard features and amenities required by the franchise/brand chosen for the proposed hotel should include:

** Fitness Center recommended to meet the needs of today's traveler.*

** Hot Breakfast to meet the needs of today's traveler*

** Bar/Lounge to meet the needs of today's traveler both leisure and corporate*

** Meeting Room recommended size minimum 50 person space; discussion need for larger facility.*

Some special features may be required to attract identified target markets.

The recommended Sleeping Room Configuration should be compatible with the overall Market Segmentation of the area. Since the property's demand appears to be primarily corporate, medical and leisure weekend business the property should offer a selection of King bedded rooms at (30%) with a greater percentage of double queen-bedded rooms to serve the social/leisure market segment. Additionally, we recommend adding 10% or 4-6 guestrooms offering extended stay room options as there does appear to be week long stays in the market.

Brand Affiliation should be considered for this hotel to enhance its marketability. The brand should position the hotel well in this market. It should be competitive with the Market Segments identified for the hotel. An upper midscale brand should be pursued. Potential impact issues should be addressed with pursuing a brand affiliation although these factors do not seem to be relevant in this market. As mentioned earlier in this report, there are five independent hotels in the market. A brand should be successful in Wyandotte since this will be the only branded hotel in the market. Still, a brand with experience in the Michigan Lodging market is highly advised to ensure adequate marketing of the proposed property.

The Opening Date for the hotel should be in line with the seasonality of the market. Ideally, opening the hotel in early spring to capture the maximum revenue months prior to the softer season in mid-fall is recommended. Recommended Open Date: Late spring / April 2015 to capitalize on high demand summer months.

2013 U.S. Hotel Franchise Fee Guide

The purpose of this U.S. Hotel Franchise Fee Guide, prepared by HVS, is to provide a comparative review of various hotel franchise brands based on the applicable franchise fees. The selection of an appropriate franchise affiliation affects a property's ability to compete in the local market, generate profits, achieve a certain image or market orientation, and benefit from referral business. Because the success of a hotel is based primarily on the cash flows it generates, owners and lenders must weigh the benefits of a brand affiliation against the total cost of such a commitment. We note that the fees outlined herein apply only to hotels operating in the United States.

SUMMARY OF BRAND FRANCHISE FEES - ECONOMY HOTELS (BASED ON 100 ROOMS)									
Brand	Initial Fee	Royalty Fee	Reservation Fee	Frequent Marketing Fee Traveler Fee	Frequent Marketing Fee Traveler Fee	Misc. Fee	Ten-Year Fee	Ten-Year Fee/Room	Percent of Total Rooms Revenue
Americas Best Value Inn	\$17,500	\$210,450	\$500,538	\$151,800	\$0	\$8,280	\$888,568	\$8,886	5.80%
Budget Host	\$5,000	\$9,980	\$0	\$0	\$0	\$0	\$14,980	\$150	0.01%
Days Inn	\$36,000	\$842,790	\$374,564	\$582,291	\$87,833	\$131,581	\$2,055,059	\$20,551	13.41%
Econolodge	\$25,000	\$689,555	\$297,819	\$536,321	\$52,700	\$49,385	\$1,650,779	\$16,508	10.77%
GuestHouse International	\$25,000	\$536,321	\$390,748	\$153,234	\$64,146	\$52,829	\$1,222,278	\$12,223	7.98%
Knights Inn	\$7,000	\$766,172	\$410,455	\$55,027	\$87,833	\$86,610	\$1,413,097	\$14,131	9.22%
Microtel	\$41,000	\$919,407	\$374,564	\$306,469	\$87,833	\$131,581	\$1,860,854	\$18,609	12.14%
Motel 6	\$35,000	\$766,172	\$0	\$536,321	\$0	\$393,515	\$1,731,008	\$17,310	11.30%
Red Roof Inn	\$30,000	\$689,555	\$612,938	\$0	\$70,266	\$226,660	\$1,629,419	\$16,294	10.63%
Rodeway Inn	\$12,500	\$426,456	\$297,819	\$178,837	\$52,700	\$49,385	\$1,017,696	\$10,177	6.64%
Select Inn	\$18,500	\$612,938	\$1,089,573	\$0	\$0	\$12,077	\$1,733,088	\$17,331	11.31%
Studio 6	\$25,000	\$766,172	\$0	\$306,469	\$0	\$393,515	\$1,491,156	\$14,912	9.73%
Suburban Extended Stay	\$22,500	\$766,172	\$297,819	\$383,086	\$52,700	\$62,673	\$1,584,950	\$15,850	9.78%
Super 8	\$25,000	\$842,790	\$374,564	\$459,703	\$87,833	\$133,014	\$1,922,904	\$19,229	12.55%
Travelodge	\$36,000	\$689,555	\$681,033	\$307,845	\$87,833	\$131,581	\$1,933,847	\$19,338	12.62%
Value Place	\$64,200	\$766,172	\$801,820	\$383,086	\$0	\$72,412	\$2,087,690	\$20,877	13.62%

Source: HVS.Com / US Hotel Franchise Fee Guide 2013

SUMMARY OF BRAND FRANCHISE FEES - MID-RATE HOTELS (BASED ON 200 ROOMS)

Brand	Initial Fee	Royalty Fee	Reservation Fee	Frequent Marketing Fee Traveler Fee	Frequent Marketing Fee Traveler Fee	Misc. Fee	Ten-Year Fee	Ten-Year Fee/Room	Percent of Total Rooms Revenue
AmericInn	\$35,000	\$2,451,752	\$1,226,903	\$0	\$187,855	\$82,968	\$3,984,477	\$19,922	8.13%
Baymont Inn & Suites	\$27,000	\$2,451,752	\$1,484,654	\$980,701	\$421,599	\$187,845	\$5,553,550	\$27,768	11.33%
Best Western	\$72,000	\$1,129,769	\$706,658	\$308,699	\$404,539	\$10,442	\$2,632,107	\$13,161	5.37%
Boarders Inn & Suites	\$11,000	\$287,500	\$1,600,396	\$0	\$458,183	\$15,589	\$2,372,667	\$11,863	4.84%
Candlewood Suites	\$102,500	\$2,451,752	\$669,863	\$1,225,876	\$204,367	\$769,300	\$5,423,657	\$27,118	11.06%
Clarion	\$60,000	\$2,083,989	\$595,637	\$1,593,639	\$425,815	\$80,757	\$4,839,836	\$24,199	9.87%
Cobblestone Hotel & Suites	\$21,000	\$287,500	\$1,600,396	\$0	\$458,183	\$15,589	\$2,382,667	\$11,913	4.86%
Comfort Inn/Suites	\$100,000	\$2,770,479	\$595,637	\$1,887,849	\$425,815	\$80,757	\$5,860,537	\$29,303	11.95%
Country Inn/Suites	\$90,000	\$2,206,576	\$1,013,848	\$1,225,876	\$0	\$536,078	\$5,072,378	\$25,362	10.34%
Crossings Inns & Suites	\$35,000	\$2,873,654	\$297,819	\$980,701	\$425,815	\$1,887,849	\$6,500,837	\$32,504	13.26%
Fairfield Inn/Suites	\$80,000	\$2,206,576	\$464,062	\$1,225,876	\$147,560	\$256,647	\$4,380,720	\$21,904	8.93%
Grandstay Residential Suites	\$35,000	\$2,873,654	\$595,637	\$980,701	\$425,815	\$1,887,849	\$6,798,656	\$33,993	13.86%
Hampton Inn/Suites	\$110,000	\$2,942,102	\$237,949	\$1,961,401	\$413,167	\$343,725	\$6,008,344	\$30,042	12.25%
Hawthorn Suites	\$81,000	\$2,451,752	\$749,129	\$1,225,876	\$1,478,629	\$139,149	\$6,125,534	\$30,628	12.49%
Holiday Inn	\$102,500	\$2,451,752	\$669,863	\$1,471,051	\$402,519	\$577,131	\$5,674,815	\$28,374	11.57%
Holiday Inn Express	\$102,500	\$2,942,102	\$669,863	\$1,471,051	\$402,519	\$577,131	\$6,165,166	\$30,826	12.57%
Home2 Suites	\$90,000	\$2,451,752	\$237,949	\$4,045,390	\$151,776	\$797,750	\$5,200,278	\$26,001	10.61%
Howard Johnson	\$71,000	\$1,961,401	\$1,975,004	\$980,701	\$421,599	\$187,845	\$5,597,550	\$27,988	11.42%
La Quinta Inn & Suites	\$105,000	\$1,961,401	\$980,701	\$1,225,876	\$421,599	\$312,848	\$5,007,424	\$25,037	10.21%
Lexington Inn	\$46,000	\$828,000	\$1,741,094	\$524,400	\$1,000	\$41,400	\$3,181,894	\$15,909	6.49%
Mainstay Suites	\$60,000	\$2,451,752	\$595,637	\$1,225,876	\$252,959	\$84,753	\$4,670,977	\$23,355	9.53%
Park Inn	\$70,000	\$2,206,576	\$1,136,435	\$980,701	\$0	\$403,443	\$4,797,155	\$23,986	9.78%
Quality Inn/Suites	\$60,000	\$2,280,129	\$595,637	\$1,887,849	\$425,815	\$80,757	\$5,330,187	\$26,651	10.87%
Ramada Inn	\$71,000	\$1,961,401	\$1,729,829	\$1,225,876	\$421,599	\$225,779	\$5,635,484	\$28,177	11.49%
Red Lion	\$62,500	\$1,961,401	\$0	\$1,716,226	\$421,599	\$56,500	\$4,218,226	\$21,091	8.60%
Settle Inn/Suites	\$25,000	\$1,716,226	\$1,250,393	\$490,350	\$192,437	\$52,829	\$3,727,236	\$18,636	7.60%
Sleep Inn	\$60,000	\$2,280,129	\$595,637	\$1,887,849	\$425,815	\$80,757	\$5,330,187	\$26,651	10.87%
TownePlace Suites	\$80,000	\$2,451,752	\$471,861	\$735,525	\$84,320	\$513,861	\$4,337,319	\$21,687	8.85%
Vista Inn/Suites	\$32,250	\$467,726	\$3,098,553	\$192,593	\$0	\$12,077	\$3,803,199	\$19,016	7.76%
Wingate by Wyndham	\$71,000	\$2,206,576	\$749,129	\$1,961,401	\$1,647,269	\$228,223	\$6,863,598	\$34,318	14.00%

Source: HVS.Com / US Hotel Franchise Fee Guide 2013

SUMMARY OF BRAND FRANCHISE FEES - FIRST CLASS HOTELS (BASED ON 300 ROOMS)

Brand	Initial Fee	Royalty Fee	Reservation Fee	Frequent Marketing Fee Traveler Fee	Frequent Marketing Fee Traveler Fee	Misc. Fee	Ten-Year Fee	Ten-Year Fee/Room	Percent of Total Rooms Revenue
aloft	\$127,500	\$5,562,411	\$1,331,020	\$4,045,390	\$1,558,229	\$418,320	\$13,042,871	\$43,476	12.90%
Ascend	\$112,500	\$4,045,390	\$893,456	\$2,528,369	\$1,873,585	\$83,649	\$9,536,949	\$31,790	9.43%
Autograph	\$60,000	\$5,056,738	\$2,315,655	\$1,517,021	\$1,391,614	\$685,613	\$11,026,640	\$36,755	10.90%
Cambria Suites	\$150,000	\$5,056,738	\$893,456	\$4,045,390	\$1,873,585	\$140,924	\$12,160,093	\$40,534	12.02%
Lexington Hotel	\$70,000	\$1,504,200	\$2,462,731	\$786,600	\$1,000	\$41,400	\$4,865,931	\$16,220	4.81%
Courtyard	\$150,000	\$5,562,411	\$1,004,140	\$2,022,695	\$602,886	\$631,612	\$9,973,745	\$33,246	9.86%
Crowne Plaza	\$152,500	\$5,056,738	\$1,004,794	\$3,157,852	\$1,765,283	\$849,619	\$11,986,786	\$39,956	11.85%
Doubletree Hotels	\$90,000	\$5,056,738	\$322,561	\$4,045,390	\$1,576,779	\$1,636,224	\$12,727,691	\$42,426	12.58%
element	\$127,500	\$5,562,411	\$1,331,020	\$4,045,390	\$1,558,229	\$418,320	\$13,042,871	\$43,476	12.90%
Embassy Suites	\$90,000	\$5,056,738	\$322,561	\$766,172	\$1,576,779	\$1,312,120	\$9,124,370	\$30,415	9.02%
Four Points	\$127,500	\$5,562,411	\$2,497,084	\$1,011,348	\$1,558,229	\$948,838	\$11,705,410	\$39,018	11.57%
Hilton	\$92,500	\$6,877,163	\$322,561	\$4,045,390	\$1,743,732	\$1,188,840	\$14,270,186	\$47,567	14.11%
Hilton Garden Inn	\$142,500	\$5,562,411	\$322,561	\$4,348,794	\$1,743,732	\$938,000	\$13,057,999	\$43,527	12.91%
Homewood Suites	\$127,500	\$4,551,064	\$322,561	\$4,045,390	\$834,766	\$880,050	\$10,761,330	\$35,871	10.64%
Hotel Indigo	\$152,500	\$5,056,738	\$1,004,794	\$3,539,716	\$1,765,283	\$811,050	\$12,330,081	\$41,100	12.19%
Hyatt House	\$128,000	\$5,056,738	\$838,474	\$3,539,716	\$0	\$252,269	\$9,815,197	\$32,717	9.71%
Hyatt Place	\$120,000	\$5,056,738	\$838,474	\$3,539,716	\$0	\$252,269	\$9,807,197	\$32,691	9.70%
Hyatt Regency	\$100,000	\$7,888,511	\$838,474	\$0	\$0	\$381,729	\$9,208,714	\$30,696	9.11%
InterContinental Hotels & Resorts	\$155,000	\$5,056,738	\$1,004,794	\$3,034,043	\$1,765,283	\$1,008,537	\$12,024,394	\$40,081	11.89%
Le Meridien	\$115,000	\$6,270,355	\$2,497,084	\$1,011,348	\$1,558,229	\$948,838	\$12,400,853	\$41,336	12.26%
Leading Hotels of the World	\$0	\$1,955,000	\$0	\$0	\$0	\$0	\$1,955,000	\$6,517	1.93%
Luxury Collection	\$115,000	\$6,270,355	\$2,497,084	\$1,011,348	\$1,558,229	\$948,838	\$12,400,853	\$41,336	12.26%
Marriott	\$92,500	\$7,888,511	\$2,129,609	\$1,011,348	\$1,391,614	\$723,322	\$13,236,903	\$44,123	13.09%
NYLO	\$109,600	\$5,056,738	\$767,456	\$3,539,716	\$1,855,035	\$300,500	\$11,629,044	\$38,763	11.50%
Radisson	\$150,000	\$5,056,738	\$2,624,060	\$2,022,695	\$0	\$452,114	\$10,305,606	\$34,352	10.19%
Renaissance	\$90,000	\$5,056,738	\$2,107,254	\$1,517,021	\$1,391,614	\$709,718	\$10,872,345	\$36,241	10.75%
Residence Inn	\$150,000	\$5,562,411	\$0	\$2,528,369	\$255,067	\$522,304	\$9,018,151	\$30,061	8.92%
Sheraton	\$115,000	\$7,281,702	\$2,497,084	\$1,011,348	\$1,558,229	\$948,838	\$13,412,200	\$44,707	13.26%
SpringHill Suites	\$120,000	\$5,056,738	\$340,468	\$2,528,369	\$440,571	\$514,908	\$9,001,052	\$30,004	8.90%
Staybridge Suites	\$152,500	\$5,056,738	\$1,004,794	\$2,528,369	\$893,417	\$769,300	\$10,405,117	\$34,684	10.29%
Westin	\$115,000	\$8,899,858	\$2,497,084	\$2,022,695	\$1,558,229	\$948,838	\$16,041,704	\$53,472	15.86%
Wyndham / Wyndham Garden	\$100,000	\$5,056,738	\$2,569,488	\$4,551,064	\$2,030,295	\$150,658	\$14,458,242	\$48,194	14.30%
XP by NYLO	\$105,550	\$5,056,738	\$767,456	\$3,034,043	\$1,855,035	\$202,190	\$11,021,011	\$36,737	10.90%

Source: HVS.Com / US Hotel Franchise Fee Guide 2013

Core Distinction Group, LLC

Cobblestone Inn & Suites Wyandotte, MI

Number of Units: **53**

Building Specifications: 53 Unit Cobblestone Inn & Suites w/ Microwaves and refrigerators, guest beer & wine bar, standard rooms, 5-7 extended stay guestrooms, hot continental breakfast, guest laundry, exercise room, and meeting space.

Total Land and Prep Costs	\$1	
<i>per room</i>	<i>\$0</i>	
Raw Land	\$1	
Site Utility Improvement Allowance (sewer, water, gas, electric)	\$0	
Community Fee Allowance (permits, fees, DNR & Wetland work, etc)	\$0	
Building Construction	\$3,436,000	
<i>per room</i>	<i>\$64,830</i>	
Fixtures, Furnishings, and Equipment	\$748,000	
<i>per room</i>	<i>\$14,113</i>	
Indirect Costs	\$771,000	
<i>per room</i>	<i>\$14,547</i>	
Appraisal	\$5,000	
Architectural / Engineering	\$60,000	
Cobblestone Franchise Fee	\$20,000	
Surveys	\$10,000	
Development Services	\$231,000	
Pre-Opening Expenses	\$40,000	
Working Capital	\$100,000	
Legal and Accounting Fees	\$10,000	
Construction Period Interest / Loan Fees / Closing	\$80,000	
Insurance & Taxes During Construction	\$15,000	
Project Contingency	\$200,000	
Total Project Costs:	\$4,955,001	
<i>per room</i>	<i>\$93,491</i>	
Requested Loan Amount:	\$2,500,000	50.5%
Expected Cash Injection:	\$2,455,001	49.5%
Sources of Funding		
Bank Loan	\$2,500,000	Debt Interest: 5.00%
Expected Cash Injection	\$2,455,001	Debt Terms: 20
Total:	\$4,955,001	Debt Service: \$197,987

* Pricing noted above valid for 180 days from document date shown

Numbers projected and compared to similar markets for a hotel with the following rooms:

**Rooms:
53**

	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL
Lodging Rooms Available	1,643	1,643	1,643	1,643	1,643	1,500	1,643	1,643	1,590	1,643	1,390	1,643	19,345
Lodging Occupancy %	80%	64%	88%	70%	75%	86%	90%	83%	70%	69%	69%	80%	68.5%
Total Occ. Rooms	822	950	953	1,113	1,232	1,272	1,479	1,397	1,113	1,068	1,054	822	13,253
Average Daily Rate	\$89.00	\$92.00	\$80.00	\$94.00	\$94.00	\$97.00	\$104.00	\$99.00	\$94.00	\$92.00	\$92.00	\$89.00	\$93.75
REVENUE:													
Guest Rooms	73,114	87,378	84,812	104,622	115,832	123,384	153,785	138,258	104,622	98,251	95,062	73,114	1,252,253
Telephone / Misc Revenue	205	237	238	278	308	318	349	278	278	267	258	205	3,313
Meeting Room Revenue	822	950	953	1,113	1,232	1,272	1,479	1,397	1,113	1,068	1,054	822	13,253
Vending / Bar Revenue	2,054	2,374	2,382	2,783	3,081	3,180	3,697	3,491	2,783	2,670	2,564	2,054	33,132
TOTAL HOTEL REVENUE	76,194	90,940	88,385	108,796	120,452	128,154	159,330	148,496	108,796	102,256	98,938	76,194	1,301,950

Hotel Expenses													
HOTEL PAYROLL EXPENSE													
Hotel Manager	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	55,000
Housekeeping	4,108	4,749	4,765	5,565	6,161	6,360	7,394	6,983	5,565	5,340	5,160	4,108	66,263
Maintenance	822	950	953	1,113	1,232	1,272	1,479	1,397	1,113	1,068	1,054	822	13,253
Front Desk	6,000	6,800	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000
Employee Benefits	620	651	652	690	719	729	778	759	680	680	671	620	8,261
Workers Comp Insurance	288	332	334	399	431	443	518	489	396	394	362	288	4,638
Payroll Tax	2,053	2,158	2,161	2,293	2,391	2,424	2,594	2,526	2,293	2,256	2,227	2,053	27,427
TOTAL HOTEL PAYROLL	18,473	19,324	19,447	20,634	21,338	21,813	23,343	22,736	20,634	20,500	20,045	18,473	246,842
HOTEL OPERATING EXPENSE													
Cleaning Supplies	288	332	334	390	431	443	518	489	390	374	362	288	4,638
Laundry Supplies	534	617	619	723	801	827	951	908	723	694	672	534	8,614
Linens	698	807	810	946	1,047	1,081	1,257	1,187	946	908	878	698	11,265
Guest Supplies	822	950	953	1,113	1,232	1,272	1,479	1,397	1,113	1,068	1,054	822	13,253
Operating Supplies	616	712	715	835	924	954	1,047	855	680	675	616	616	9,009
Repairs & Maintenance	411	473	476	557	616	636	739	698	557	534	511	411	6,626
Grounds/Landscaping/Snow Removal	493	570	572	668	739	763	887	838	668	641	620	493	7,952
Franchise Fee	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Property Mgmt. System Expense	50	50	50	50	50	50	50	50	50	50	50	50	600
Complimentary Breakfast	2,875	3,324	3,335	3,896	4,313	4,452	5,175	4,888	3,896	3,736	3,617	2,875	46,384
Travel Agent Fees	366	437	424	323	379	617	769	691	523	491	475	366	6,261
Reservations Expense	452	522	524	612	678	700	813	768	612	587	568	452	7,289
Vending / Bar Expense	1,027	1,187	1,191	1,391	1,540	1,590	1,848	1,746	1,391	1,335	1,292	1,027	16,566
Office Supplies	534	617	619	723	801	827	951	908	723	694	672	534	8,614
Swimming Pool	625	625	625	625	625	625	625	625	625	625	625	625	7,500
Marketing / Advertising	1,027	1,187	1,191	1,391	1,540	1,590	1,848	1,746	1,391	1,335	1,292	1,027	16,566
Utilities	4,191	5,092	4,861	5,984	6,625	7,048	8,763	7,892	5,984	5,624	5,443	4,191	71,607
Telephone	411	475	476	557	616	636	739	698	557	534	511	411	6,626
Internet Expense	265	265	265	265	265	265	265	265	265	265	265	265	3,180
Cable	795	795	795	795	795	795	795	795	795	795	795	795	9,540
Waste Removal	371	371	371	371	371	371	371	371	371	371	371	371	4,452
Deas & Subscriptions	123	142	143	167	185	191	222	209	167	161	156	123	1,888
Licenses & Permits	99	114	114	134	148	153	177	168	134	128	124	99	1,500
Credit Card Expense	1,643	1,900	1,906	2,226	2,465	2,544	2,957	2,793	2,226	2,136	2,067	1,643	26,305
Management Fee	4,572	5,456	5,303	6,528	7,227	7,689	9,560	8,630	6,528	6,135	5,937	4,572	78,117
Other Expense	575	665	667	779	863	890	1,035	978	779	748	723	575	9,277
Accounting Services	425	425	425	425	425	425	425	425	425	425	425	425	5,100
Professional Fees	100	100	100	100	100	100	100	100	100	100	100	100	1,200
TOTAL OPERATING EXPENSES	26,883	30,624	30,366	35,272	38,302	40,036	46,990	43,789	35,272	33,796	32,871	26,883	421,251
INCOME BEFORE													
FIXED EXPENSES	30,836	40,892	38,572	52,889	60,433	66,505	89,034	76,970	52,889	48,160	46,042	30,836	633,858
RESERVES & FIXED EXPENSES													
Debt Service	16,499	16,499	16,499	16,499	16,499	16,499	16,499	16,499	16,499	16,499	16,499	16,499	197,987
Real Estate Taxes	417	417	417	417	417	417	417	417	417	417	417	417	5,000
Insurance	952	1,137	1,105	1,360	1,506	1,602	1,992	1,794	1,360	1,278	1,237	952	16,274
Reserves For Replacement (NA)	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL RESERVES & FIXED	17,868	18,052	18,020	18,276	18,421	18,518	18,907	18,709	18,276	18,194	18,153	17,868	219,261
CASH FLOW BEFORE DEBT	29,467	39,339	37,059	51,113	58,510	64,286	86,626	74,760	51,113	46,465	44,385	29,467	612,583
CASH FLOW AFTER DEBT	\$12,968	\$22,840	\$20,531	\$34,614	\$42,011	\$47,787	\$70,127	\$58,261	\$34,614	\$29,866	\$27,889	\$12,968	414,596

Five Year Numbers Projected Summary

	YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
	AMOUNT		AMOUNT		AMOUNT		AMOUNT		AMOUNT	
Lodging Rooms Available	19,345		19,345		19,345		19,345		19,345	
Lodging Occupancy %	68.5%		71.0%		73.0%		74.5%		75.0%	
Total Occ. Rooms	13,253		13,915		14,124		14,406		14,509	
Average Daily Rate	\$93.75		\$95.63		\$98.49		\$99.48		\$100.47	
REVENUE:										
Guest Rooms	1,242,436	96.2%	1,330,649	96.2%	1,391,127	96.3%	1,433,139	96.4%	1,457,745	96.4%
Telephone / Misc Revenue	3,313	0.3%	3,479	0.3%	3,531	0.2%	3,602	0.2%	3,627	0.2%
Meeting Room Revenue	13,253	1.0%	13,915	1.0%	14,124	1.0%	14,406	1.0%	14,509	1.0%
Vending / Bar Revenue	33,132	2.6%	34,788	2.5%	35,310	2.4%	36,016	2.4%	36,272	2.4%
TOTAL HOTEL REVENUE	1,292,133	100.0	1,382,831	100.0	1,444,092	100.0	1,487,163	100.0	1,512,152	100.0

NOTE: The above information is a forward-looking projection of anticipated expenses and profits with regard to this project based on the professional experience of Core Distinction Group, LLC (CDG) participants in other projects, similar in nature. Occupancy and ADR percentages derived from market data trends reported by Smith Travel Research (STR) on the market's proximity along with its own cost-shipping of local and surrounding hotels. This projection could change due to changes in the economy, both locally and overall. An acceptance of the project by the local community and patrons and the fact that CDG has not been involved in a project in this area and in a municipality with these demographics in the past. Thereby, all investors understand and acknowledge that these forward-looking projections are not guaranteed by CDG and are subject to change and fluctuations.

5 Year Projection										Rooms:	
The following statistics are preliminary projection based on assumed costs of prototypical hotel										53	
	Year 1	%	Year 2	%	Year 3	%	Year 4	%	Year 5	%	
Lodging Rooms Available	19,345		19,345		19,345		19,345		19,345		
Lodging Occupancy %	68.5%	68.5%	71.9%	71.9%	73.0%	73.0%	74.5%	74.5%	75.0%	75.0%	
Total Occ. Rooms	13,253		13,915		14,124		14,406		14,509		
Average Daily Rate	\$93.75		\$95.63		\$98.49		\$99.48		\$100.47		
REVENUE:											
Guest Rooms	1,242,436	96.15%	1,330,649	96.23%	1,391,127	96.33%	1,433,139	96.37%	1,457,745	96.40%	
Telephone / Misc Revenue	3,313	0.26%	3,479	0.25%	3,531	0.24%	3,602	0.24%	3,627	0.24%	
Meeting Space	13,253	1.03%	13,915	1.01%	14,124	0.98%	14,406	0.97%	14,509	0.96%	
Vending / Bar Revenue	33,132	2.56%	34,788	2.52%	35,310	2.45%	36,016	2.42%	36,272	2.40%	
TOTAL HOTEL REVENUE	1,292,133	100%	1,382,831	100%	1,444,092	100%	1,487,163	100%	1,512,152	100%	
Hotel Expenses											
HOTEL PAYROLL EXPENSE											
Hotel Manager	55,000	4.26%	57,750	4.18%	60,638	4.20%	63,669	4.28%	66,853	4.42%	
Housekeeping	66,263	5.13%	69,576	5.03%	70,620	4.89%	72,032	4.84%	72,544	4.80%	
Maintenance	13,253	1.03%	13,915	1.01%	14,124	0.98%	14,406	0.97%	14,509	0.96%	
Front Desk	72,000	5.57%	74,160	5.36%	76,385	5.29%	78,676	5.29%	81,037	5.36%	
Employee Benefits	8,261	0.64%	8,616	0.62%	8,871	0.61%	9,151	0.62%	9,398	0.62%	
Workers Comp Insurance	4,638	0.36%	4,870	0.35%	4,943	0.34%	5,042	0.34%	5,078	0.34%	
Payroll Tax	27,427	2.12%	28,611	2.07%	29,448	2.04%	30,372	2.04%	31,177	2.06%	
TOTAL HOTEL PAYROLL	246,842	19.10%	257,499	18.62%	265,028	18.35%	273,351	18.38%	280,595	18.56%	
HOTEL OPERATING EXPENSE											
Cleaning Supplies	4,638	0.36%	4,870	0.35%	4,943	0.34%	5,042	0.34%	5,078	0.34%	
Laundry Supplies	8,614	0.67%	9,045	0.65%	9,181	0.64%	9,364	0.63%	9,431	0.62%	
Linens	11,265	0.87%	11,828	0.86%	12,005	0.83%	12,246	0.82%	12,332	0.82%	
Guest Supplies	13,253	1.03%	13,915	1.01%	14,124	0.98%	14,406	0.97%	14,509	0.96%	
Operating Supplies	9,939	0.77%	10,436	0.75%	10,593	0.73%	10,805	0.73%	10,882	0.72%	
Repairs & Maintenance	6,626	0.51%	6,958	0.50%	7,062	0.49%	7,203	0.48%	7,254	0.48%	
Grounds/Landscape/Snow Removal	7,952	0.62%	8,349	0.60%	8,474	0.59%	8,644	0.58%	8,705	0.58%	
Franchise Fee	30,000	2.32%	30,000	2.17%	30,000	2.08%	30,000	2.02%	30,000	1.98%	
Property Mgmt. System Expense	600	0.05%	642	0.05%	671	0.05%	691	0.05%	702	0.05%	
Complimentary Breakfast	46,384	3.59%	48,703	3.52%	49,434	3.42%	50,423	3.39%	50,781	3.36%	
Travel Agent Fees	6,212	0.48%	6,653	0.48%	6,956	0.48%	7,166	0.48%	7,289	0.48%	
Reservations Expense	7,289	0.56%	7,653	0.55%	7,768	0.54%	7,924	0.53%	7,980	0.53%	
Vending / Bar Expense	16,566	1.28%	17,394	1.26%	17,655	1.22%	18,008	1.21%	18,136	1.20%	
Office Supplies	8,614	0.67%	9,045	0.65%	9,181	0.64%	9,364	0.63%	9,431	0.62%	
Swimming Pool	7,500	0.58%	7,875	0.57%	8,269	0.57%	8,682	0.58%	9,116	0.60%	
Marketing / Advertising	16,566	1.28%	17,394	1.26%	17,655	1.22%	18,008	1.21%	18,136	1.20%	
Utilities	71,067	5.50%	76,056	5.50%	79,425	5.50%	81,794	5.50%	83,168	5.50%	
Telephone	6,626	0.51%	6,958	0.50%	7,062	0.49%	7,203	0.48%	7,254	0.48%	
Internet Expense	3,180	0.25%	3,339	0.24%	3,506	0.24%	3,681	0.25%	3,865	0.26%	
Cable	9,540	0.74%	10,210	0.74%	10,662	0.74%	10,980	0.74%	11,164	0.74%	
Waste Removal	4,452	0.34%	4,586	0.33%	4,723	0.33%	4,865	0.33%	5,011	0.33%	
Dues & Subscriptions	1,988	0.15%	2,087	0.15%	2,119	0.15%	2,161	0.15%	2,176	0.14%	
Licenses & Permits	1,590	0.12%	1,670	0.12%	1,695	0.12%	1,729	0.12%	1,741	0.12%	
Credit Card Expense	26,505	2.05%	27,831	2.01%	28,248	1.96%	28,813	1.94%	29,018	1.92%	
Management Fee	77,528	6.00%	82,970	6.00%	86,646	6.00%	89,230	6.00%	90,729	6.00%	
Other Expense	9,277	0.72%	9,741	0.70%	9,887	0.68%	10,085	0.67%	10,156	0.67%	
Accounting Services	5,100	0.39%	5,458	0.39%	5,700	0.39%	5,870	0.39%	5,968	0.39%	
Professional Fees	1,200	0.09%	1,284	0.09%	1,341	0.09%	1,381	0.09%	1,404	0.09%	
TOTAL OPERATING EXPENSES	420,073	32.51%	442,950	32.03%	454,983	31.51%	465,767	31.32%	471,417	31.18%	
INCOME BEFORE											
FIXED EXPENSES	625,219	48%	682,382	49%	724,080	50%	748,046	50%	760,140	50%	
RESERVES & FIXED EXPENSES											
Real Estate Taxes	5,000	0.39%	95,000	6.87%	96,900	6.71%	98,838	6.65%	100,815	6.67%	
Insurance	16,152	1.25%	17,285	1.25%	18,051	1.25%	18,590	1.25%	18,902	1.25%	
Reserves For Replacement (NA)	0	0.00%	27,657	2.00%	43,323	3.00%	52,051	3.50%	60,486	4.00%	
TOTAL RESERVES & FIXED	21,152	1.64%	139,942	10.12%	158,274	10.96%	169,478	11.40%	180,203	11.92%	
CASH FLOW BEFORE DEBT	604,067	46.75%	542,440	39.23%	565,807	39.18%	578,567	38.90%	579,937	38.55%	
Debt Service	197,987	15.32%	197,987	14.32%	197,987	13.71%	197,987	13.31%	197,987	13.09%	
NET CASH FLOW	\$406,080	31.43%	\$344,453	24.91%	\$367,820	25.47%	\$380,580	25.59%	\$381,950	25.26%	
RETURN ON CASH INVESTMENT	16.54%		14.03%		14.98%		15.50%		15.56%		

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

5 Year Break Even										
The following statistics are preliminary projection based on assumed costs of prototypical hotel										
Rooms:										
53										
	Year 1		Year 2		Year 3		Year 4		Year 5	
		%		%		%		%		%
Lodging Rooms Available	19,345		19,345		19,345		19,345		19,345	
Lodging Occupancy %	34.1%	34.1%	43.0%	43.0%	42.8%	42.8%	43.4%	43.4%	43.9%	43.9%
Total Occ. Rooms	6,605		8,326		8,284		8,390		8,501	
Average Daily Rate	\$93.75		\$95.63		\$98.49		\$99.48		\$100.47	
REVENUE:										
Guest Rooms	619,219	96.15%	796,174	96.23%	815,922	96.33%	834,626	96.37%	854,125	96.40%
Telephone / Misc Revenue	1,651	0.26%	2,082	0.25%	2,071	0.24%	2,098	0.24%	2,125	0.24%
Meeting Space	6,605	1.03%	8,326	1.01%	8,284	0.98%	8,390	0.97%	8,501	0.96%
Vending / Bar Revenue	16,513	2.56%	20,815	2.52%	20,710	2.45%	20,975	2.42%	21,253	2.40%
TOTAL HOTEL REVENUE	643,988	100%	827,396	100%	846,987	100%	866,089	100%	886,004	100%
Hotel Expenses										
HOTEL PAYROLL EXPENSE										
Hotel Manager	55,000	8.54%	57,750	6.98%	60,638	7.16%	63,669	7.35%	66,853	7.55%
Housekeeping	29,723	4.62%	37,467	4.53%	37,278	4.40%	37,755	4.36%	38,255	4.32%
Maintenance	6,605	1.03%	8,526	1.01%	8,284	0.98%	8,390	0.97%	8,501	0.96%
Front Desk	60,000	9.32%	61,800	7.47%	63,654	7.52%	65,564	7.57%	67,531	7.62%
Employee Benefits	6,053	0.94%	6,614	0.80%	6,794	0.80%	7,015	0.81%	7,246	0.82%
Workers Comp Insurance	2,312	0.36%	2,914	0.35%	2,899	0.34%	2,937	0.34%	2,975	0.34%
Payroll Tax	19,962	3.10%	21,859	2.64%	22,445	2.65%	23,166	2.67%	23,920	2.70%
TOTAL HOTEL PAYROLL	179,654	27.90%	196,730	23.78%	201,990	23.85%	208,496	24.07%	215,280	24.30%
HOTEL OPERATING EXPENSE										
Cleaning Supplies	2,312	0.36%	2,914	0.35%	2,899	0.34%	2,937	0.34%	2,975	0.34%
Laundry Supplies	4,293	0.67%	5,412	0.65%	5,383	0.64%	5,454	0.63%	5,526	0.62%
Linens	3,614	0.57%	7,077	0.86%	7,041	0.83%	7,132	0.82%	7,226	0.82%
Guest Supplies	6,605	1.03%	8,326	1.01%	8,284	0.98%	8,390	0.97%	8,501	0.96%
Operating Supplies	4,954	0.77%	6,245	0.75%	6,213	0.73%	6,293	0.73%	6,376	0.72%
Repairs & Maintenance	3,303	0.51%	4,163	0.50%	4,142	0.49%	4,195	0.48%	4,251	0.48%
Grounds/Landscape/Snow Removal	3,963	0.62%	4,996	0.60%	4,970	0.59%	5,034	0.58%	5,101	0.58%
Franchise Fee	30,000	4.66%	30,000	3.63%	30,000	3.54%	30,000	3.46%	30,000	3.39%
Property Mgmt. System Expense	600	0.09%	771	0.09%	789	0.09%	807	0.09%	825	0.09%
Complimentary Breakfast	23,118	3.59%	29,141	3.52%	28,994	3.42%	29,365	3.39%	29,754	3.36%
Travel Agent Fees	3,096	0.48%	3,981	0.48%	4,080	0.48%	4,173	0.48%	4,271	0.48%
Reservations Expense	3,633	0.56%	4,579	0.55%	4,556	0.54%	4,615	0.53%	4,676	0.53%
Vending / Bar Expense	8,312	1.31%	10,616	1.28%	10,562	1.25%	10,697	1.24%	10,839	1.22%
Office Supplies	4,293	0.67%	5,412	0.65%	5,385	0.64%	5,454	0.63%	5,526	0.62%
Swimming Pool	7,500	1.16%	7,875	0.95%	8,269	0.98%	8,682	1.00%	9,116	1.03%
Marketing / Advertising	8,256	1.28%	10,408	1.26%	10,355	1.22%	10,488	1.21%	10,626	1.20%
Utilities	48,299	7.50%	62,055	7.50%	63,324	7.50%	64,957	7.50%	66,450	7.50%
Telephone	3,303	0.51%	4,163	0.50%	4,142	0.49%	4,195	0.48%	4,251	0.48%
Internet Expense	3,180	0.49%	3,337	0.40%	3,506	0.41%	3,661	0.43%	3,865	0.44%
Cable	9,540	1.48%	12,257	1.48%	12,547	1.48%	12,830	1.48%	13,125	1.48%
Waste Removal	4,452	0.69%	4,586	0.55%	4,723	0.56%	4,865	0.56%	5,011	0.57%
Dues & Subscriptions	991	0.15%	1,249	0.15%	1,243	0.15%	1,259	0.15%	1,275	0.14%
Licenses & Permits	793	0.12%	999	0.12%	994	0.12%	1,007	0.12%	1,020	0.12%
Credit Card Expense	13,210	2.05%	16,652	2.01%	16,568	1.96%	16,780	1.94%	17,002	1.92%
Management Fee	38,639	6.00%	49,644	6.00%	50,819	6.00%	51,965	6.00%	53,160	6.00%
Other Expense	4,624	0.72%	5,828	0.70%	5,799	0.68%	5,873	0.68%	5,951	0.67%
Accounting Services	5,100	0.79%	6,552	0.79%	6,708	0.79%	6,859	0.79%	7,017	0.79%
Professional Fees	1,200	0.19%	1,542	0.19%	1,578	0.19%	1,614	0.19%	1,651	0.19%
TOTAL OPERATING EXPENSES	253,290	39.33%	310,780	37.56%	314,075	37.08%	319,597	36.90%	325,365	36.72%
INCOME BEFORE	211,043	33%	319,887	39%	330,922	39%	337,996	39%	345,359	39%
FIXED EXPENSES										
RESERVES & FIXED EXPENSES										
Real Estate Taxes	5,000	0.78%	95,000	11.48%	96,900	11.44%	98,838	11.41%	100,815	11.38%
Insurance	8,050	1.25%	10,342	1.25%	10,587	1.25%	10,826	1.25%	11,075	1.25%
Reserves For Replacement (NA)	0	0.00%	16,548	2.00%	25,410	3.00%	30,313	3.50%	35,440	4.00%
TOTAL RESERVES & FIXED	13,050	2.03%	121,890	14.73%	132,897	15.69%	139,977	16.16%	147,330	16.63%
CASH FLOW BEFORE DEBT	197,993	30.74%	197,996	23.93%	198,025	23.38%	198,018	22.86%	198,029	22.35%
Debt Service	197,987	30.74%	197,987	23.93%	197,987	23.38%	197,987	22.86%	197,987	22.35%
NET CASH FLOW	\$6	0.00%	\$9	0.00%	\$38	0.00%	\$31	0.00%	\$42	0.00%

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

Government Tax Increment Financing Authority (TIFA)

In accordance with Public Act 450 of 1980, the Tax Increment Financing Authority (TIFA) was created to prevent urban deterioration and encourage economic development, neighborhood revitalization, and historic preservation. The board is comprised of nine (9) members who also constitute the membership of the Economic Development Corporation (EDC), a development entity utilized in the 1980s and early 1990s but is now primarily inactive. These members also serve as the board for the Brownfield Redevelopment Authority, an entity created by the Mayor and City Council in 1997 in accordance with Public Act 381 of 1996. The Authority is responsible for reviewing and adopting Brownfield Redevelopment Plans to promote the revitalization of properties that are functionally obsolete, blighted or environmentally distressed throughout the city.

The Wyandotte Downtown Development Authority (DDA) shall initiate and coordinate downtown development through design, business recruitment, promotion and the effective use of private and public space for an attractive, festive downtown atmosphere. Adopted January 9th, 2006. The Downtown Development Authority is comprised of citizens who represent businesses and property owners of the Downtown District. The Downtown Development Authority Director and the Mayor of the City of Wyandotte also sit on the DDA Board. Members are appointed under the authority of the Mayor of the City of Wyandotte, and serve a term of four years. Information about the DDA can be found in Chapter 28 of the Wyandotte City Code of Ordinances.

DISCLAIMER

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

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

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

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

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

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

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

Sincerely,
Core Distinction Group, LLC

Lisa L. Pennau
Owner

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

MEETING DATE: November 10th 2014

AGENDA ITEM # 9

ITEM: Wyandotte Street Art Fair Website Contract 2015

PRESENTER: Heather A. Thiede, Special Events Coordinator

INDIVIDUALS IN ATTENDANCE: Heather A. Thiede, Special Events Coordinator

BACKGROUND: The key role of a website is to generate business, while demonstrating creativity. This is vital to attracting potential artists, sponsors as well as visitors to the Wyandotte Street Art Fair. We seek to once again contract with Media Grump to provide support for our wyandottestreetartfair.org website for the 2015 year.

Please find attached a contract with Media Grump to provide website support for the 2015 Wyandotte Street Art Fair. This fee will be paid from the Street Art Fair Expense account and has been approved by the Wyandotte Street Art Fair Committee and our Department of Legal Affairs.

STRATEGIC PLAN/GOALS: The City of Wyandotte hosts several quality of life events throughout the year. These events serve to purpose the goals of the City of Wyandotte by bringing our community together with citizen participation and supporting the local businesses and non-profit organizations

ACTION REQUESTED: We feel that Media Grump will provide excellent service and request your support of this contract

BUDGET IMPLICATIONS & ACCOUNT NUMBER:

WSAF Expense Account – 285-225-925-730-860

\$1,975.00 total

IMPLEMENTATION PLAN: The resolutions and all necessary documents will be forwarded to the Special Event Coordinator.

COMMISSION RECOMMENDATION: N/A

CITY ADMINISTRATOR'S RECOMMENDATION: *D. Dunsdale*

LEGAL COUNSEL'S RECOMMENDATION: Concurs with recommendation, signature on file.

MAYOR'S RECOMMENDATION: *J.P.*

LIST OF ATTACHMENTS

Media Grump Contract

MODEL RESOLUTION:

RESOLUTION

Wyandotte, Michigan
Date: November 10th 2014

RESOLUTION by Councilman _____

BE IT RESOLVED by the City Council that Council Concurs with the recommendation of the Special Event Coordinator to approve the contract between the City of Wyandotte and Media Grump for Website support of the 2015 Wyandotte Street Art Fair.

I move the adoption of the foregoing resolution.

MOTION by Councilmen _____

Supported by Councilman _____

YEAS

COUNCIL

NAYS

Fricke
Galeski
Miciura
Sabuda
Schultz
Stec



Date: November, 2014

Client: City of Wyandotte Special Events Office

Project: 2015 Wyandotte Street Art Fair Website

Project Description

This project will involve updating the Wyandotte Street Art Fair website. We will use an open source Content Management System (CMS) which will allow basic content changes in a simple manner. We will work under the direction of Heather Thiede and the Special Events Office.

Scope- We will undertake the following:

- Planning, Designing & Creation of website
- Work with client suggestions and requests
- Work with graphics that may be supplied to us
- Work with images and content provided by the Special Events Office
- We will create and design interior web pages as needed
- We will use some basic Flash Elements such as Photo Slides and Galleries
- We can implement video galleries if client desires this feature
- Certainly the Street Art Fair is the event. However, we can implement an event calendar if client desires this feature. This could actually be helpful to outline any activities set for each day.
- We can implement a process to capture email addresses if client desires this feature
- We will create a contact list with a contact form built in the web page
- We will implement Social Media as the client desires
- Our work on the website will be ongoing and we will work with the Special Events Office to continually add new content, images, vendor forms and miscellaneous items as needed

Technical

The website will work and function seamlessly across multiple platforms such as Desktop, Mobile, Tablets, I-Phones etc. The website will be tested to function across the popular web browsers used today ex: Internet Explorer, Google Chrome, Mozilla, and Opera.

We understand the client has the preferred domain name to use: wyandottestreetartfair.org. We can provide web hosting for the website using this domain name. Or, we can work with a hosting provider the city may prefer or currently subscribed with.

Maintenance

We typically work and are available 7 days / 24 hours. We will monitor the website "uptime" to ensure it remains live. We will provide maintenance as needed to the website for the duration of this project. We anticipate this would extend at least 30 days past the 2015 Street

Fair Event. We will work with Heather Thiede and the Special Events Office to set an expiration date or to continue ongoing service as needed.

Timeline

We understand that the Special Events Office may want a new website quickly to replace the one currently used. We will begin the project once given the green light. We can have the new website up and running within 4 or 5 business days and will continue to add on and expand the website content while it is running "live" and remaining fully functional. We stake our personal and business reputation to assure project completion on time with Quality, Efficiency and Professionalism.

Project Cost: We propose the cost of \$1,975 to perform all of the above. We are absolutely flexible and open to expand on our agreement as the Special Events Office may wish to suggest in return.

The undersigned agrees to perform all the services outlined on this document for the cost of \$1,975.

Payments to be made as follows:

Project Stages

- 1) November/December 2014 /January 2015: Start Payment \$700 Create a website shell structure with concept and content. Prepare to install website.

- 2) April 2015: Go Live Payment \$700 Website is live and fully functional.

- 3) April 2015: Finalization Payment \$575. Adjustments and tweaks have been made. Graphics, images and content are in place.

Please refer back to the Maintenance paragraph for our responsibility that extends beyond the above project stages.

Dan Cataldo
Project Director
MediaGrump LLC

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

10

MEETING DATE: November 10th 2014

AGENDA ITEM # _____

ITEM: Christmas Parade – Carriage Contract

PRESENTER: Heather A. Thiede, Special Event Coordinator

INDIVIDUALS IN ATTENDANCE: Heather A. Thiede, Special Event Coordinator

BACKGROUND: Herewith, please find the carriage rental agreement assembled and recommended by my office for the 2014 Christmas Parade. We have confidence that once again, Ann Arbor Carriage will provide us with quality services and are endorsing their contract for the parade.

STRATEGIC PLAN/GOALS: The City of Wyandotte hosts several quality of life events throughout the year. These events serve to purpose the goals of the City of Wyandotte by bringing our community together with citizen participation and supporting the local businesses and non-profit organizations.

ACTION REQUESTED: Adopt a resolution to concur with the above recommendation and authorize Mayor Peterson and William Griggs, City Clerk to sign the attached contract.

BUDGET IMPLICATIONS & ACCOUNT NUMBER:

Christmas Parade Account - \$595

IMPLEMENTATION PLAN: Contracts to be signed by Mayor Joseph R. Peterson and William Griggs, City Clerk to be returned to Heather A. Thiede for implementation.

COMMISSION RECOMMENDATION: N/A

CITY ADMINISTRATOR'S RECOMMENDATION: *J. Dunsdale*

LEGAL COUNSEL'S RECOMMENDATION: Concurs with recommendation, signature on file.

MAYOR'S RECOMMENDATION:

J.P.

LIST OF ATTACHMENTS:

Agreement

MODEL RESOLUTION:

RESOLUTION

Wyandotte, Michigan
Date: November 10th, 2014

RESOLUTION by Councilman _____

BE IT RESOLVED by the City Council that Council Concurs with the Special Event Coordinator in the following resolution:

A resolution to APPROVE the contract for Ann Arbor Carriage for the 2014 Christmas Parade as outlined in the

provided communication dated November 10, 2014, \$595 to be paid from the Christmas Parade Account. BE IT FURTHER RESOLVED that the Mayor and City Clerk are hereby directed to execute said contract on behalf of the City of Wyandotte.

I move the adoption of the foregoing resolution.

MOTION by Councilmen _____

Supported by Councilman _____

YEAS

COUNCIL

NAYS

Fricke
Galeski
Miciura
Sabuda
Schultz
Stec

Ann Arbor Carriage

P.O. Box 263

Whitmore Lake, MI 48189

734-323-7383

www.annarborcarriage.com

Heather A. Thiede
Special Event Coordinator
Department of Recreation, Leisure and Culture
3131 Third Street
Wyandotte, Michigan 48192
Phone – 734-324-4502
Fax – 734-324-7296
www.wyandotte.net
www.wyandottestreetartfair.org

Event: One horse - drawn Carriage for Christmas Parade.

Date: November 22, 2014 Saturday

Time: 9:30am till end. Start time 10:00

Invoice:

\$595.00

\$200.00 deposit required to hold date.

\$395.00 please mail balance before event date.

Thank you, Denise M. Kubin

NOTE: Sign and send back

Signature Date Cell number for the day of event _____

Any unforeseeable circumstances that arise, Ann Arbor Carriage has sole preference in determining responsible decision. We reserve the right to cancel services at any time. Due to the nature of the business, we have the right and the option to substitute carriages, companies, driver (s) and horses at our own discretion. Ann Arbor Carriage will not be responsible for any loss sales, project sales or advertising cost due to unforeseen emergencies that could arise. Animals have unique behavior and mind-set. Discrepancies while working with horses/farm life can happen.

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

11

MEETING DATE: November 10th 2014

AGENDA ITEM # _____

ITEM: **Holiday Performance Contract**

PRESENTER: Heather A. Thiede, Special Event Coordinator

INDIVIDUALS IN ATTENDANCE: Heather A. Thiede, Special Event Coordinator

BACKGROUND: Herewith, please find the Holiday Performance Contract assembled and recommended by my office and Natalie Rankine for the 2014 Holiday Event Season. We have confidence that once again, Mr. and Mrs. Olszewski will provide us with quality services and are endorsing their contract for the Holiday events downtown.

STRATEGIC PLAN/GOALS: The City of Wyandotte hosts several quality of life events throughout the year. These events serve to purpose the goals of the City of Wyandotte by bringing our community together with citizen participation and supporting the local businesses and non-profit organizations.

ACTION REQUESTED: Adopt a resolution to concur with the above recommendation and authorize Mayor Peterson and William Griggs, City Clerk to sign the attached contract.

BUDGET IMPLICATIONS & ACCOUNT NUMBER:

Christmas Parade Account and DDA Expense Account

IMPLEMENTATION PLAN: Contracts to be signed by Mayor Joseph R. Peterson and William Griggs, City Clerk to be returned to Heather A. Thiede for implementation.

COMMISSION RECOMMENDATION: N/A

CITY ADMINISTRATOR'S RECOMMENDATION: *J. Dunsdale*

LEGAL COUNSEL'S RECOMMENDATION: **Concurs with recommendation, approval on file.**

MAYOR'S RECOMMENDATION: *JRP*

LIST OF ATTACHMENTS:

Agreement

MODEL RESOLUTION:

RESOLUTION

Wyandotte, Michigan
Date: November 10th, 2014

RESOLUTION by Councilman _____

BE IT RESOLVED by the City Council that Council Concurs with the Special Event Coordinator in the following resolution:

A resolution to APPROVE the contract for Mr. and Mrs. Olszewski for the 2014 Christmas event season as outlined in the provided communication dated November 10, 2014, funds to be paid from the Christmas Parade Account and DDA Expense Account. BE IT FURTHER RESOLVED that the Mayor and City Clerk are hereby directed to execute said contract on behalf of the City of Wyandotte.

I move the adoption of the foregoing resolution.

MOTION by Councilmen _____

Supported by Councilman _____

<u>YEAS</u>	<u>COUNCIL</u>	<u>NAYS</u>
	Fricke	
	Galeski	
	Miciura	
	Sabuda	
	Schultz	
	Stec	

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

MEETING DATE: November 10, 2014

AGENDA ITEM # 12

ITEM: City Purchasing 227 Walnut, Wyandotte

PRESENTER: Mark A. Kowalewski, City Engineer

Mark Kowalewski 10-30-14

INDIVIDUALS IN ATTENDANCE: Mark A. Kowalewski, City Engineer

BACKGROUND: This property is blight on the neighborhood and is need of extensive repairs. The Engineering Department has negotiated a sales price of \$18,000. The property information is as follows:

Lot Size: 33.34 x 140'
2014 SEV: \$18,417
2013 Taxes: \$959.58

Demolition Cost Estimated at: \$6,000.00
Market Value: \$36,834

This property would be sold to the adjacent property owners.

STRATEGIC PLAN/GOALS: The City is committed to maintaining and developing excellent neighborhoods by, matching tools and efforts to the conditions in city neighborhoods, continuing neighborhood renewal projects, where needed, in order to revitalize structures and infrastructures in residential and commercial areas.

ACTION REQUESTED: Approve the Purchase Agreement for the City to acquire property and authorize the Mayor and City Clerk to execute same.

BUDGET IMPLICATIONS & ACCOUNT NUMBER: 492-200-850-519 TIFA Area Funds

IMPLEMENTATION PLAN: Mayor and City Clerk execute the Purchase Agreement and close on property.

COMMISSION RECOMMENDATION: n/a

CITY ADMINISTRATOR'S RECOMMENDATION: *30 Dupdale*

LEGAL COUNSEL'S RECOMMENDATION:

MAYOR'S RECOMMENDATION:

Joseph R Peterson

LIST OF ATTACHMENTS: Purchase Agreement and Map

William R. Look
 Steven R. Makowski

Richard W. Look
 (1912-1993)

I, **THE UNDERSIGNED** hereby offers and agrees to purchase the following land situated in the Wyandotte ^{City} ~~Township~~ _{Village} of Wayne County, Michigan, described as follows:
West 33.34 feet of Lot 5 Plat of Part of Wyandotte, Part 3, Block 80 as recorded in Liber 57, Page 5 Wayne County Records

being known as 227 Walnut Street, together with all improvements and appurtenances, including all lighting fixtures, shades, Venetian blinds, curtain rods, storm windows and storm doors, screens, awnings, TV antenna, gas conversion unit and permit _____ if any, now on the premises, and to pay therefore the sum of Eighteen Thousand (\$18,000.00) Dollars, subject to the existing building and use restrictions, easements, and zoning ordinances, if any, upon the following conditions;

THE SALE TO BE CONSUMMATED BY: A

(Fill out one of the four following paragraphs, and strike the remainder)

<i>Cash Sale</i>	A. Delivery of the usual Warranty Deed conveying a marketable title. Payment of purchase money is to be made in cash or certified check.
<i>Cash Sale with New Mortgage</i>	B. Delivery of the usual Warranty Deed conveying a marketable title. Payment of purchase money is to be made in cash or certified check. Purchaser agrees that he will immediately apply for a _____ mortgage in the amount of \$ _____, and pay \$ _____ down plus mortgage costs, prepaid items and adjustments in cash. Purchaser agrees to execute the mortgage as soon as the mortgage application is approved, a closing date obtained from the lending institution, and, if applicable, final inspection of the property approved by the Veterans Administration or F. H. A.
<i>Sale to Existing Mortgage</i>	C. Delivery of the usual Warranty Deed conveying a marketable title, subject to mortgage to be deducted from the purchase price. Payment of the purchase money is to be made in cash or certified check less the amount owing upon an existing mortgage now on the premises, with accrued interest to date of consummation, held by _____ upon which there is unpaid the sum of approximately _____ Dollars, with interest at _____ per cent, which mortgage requires payment of _____ Dollars on the _____ day of each and every month, which payments DO, DO NOT include prepaid taxes and insurance. If the Seller has any accumulated funds held in escrow for the payment for any prepaid items, the Purchaser agrees to reimburse the seller upon proper assignment of same. The Purchaser agrees to assume and pay said mortgage according to the terms thereof.
<i>Sale on Land Contract</i>	D. Payment of the sum of _____ Dollars, in cash or city check, and the execution of a Land Contract acknowledging payment of that sum and calling for the payment of the remainder of the purchase money within _____ years from the date of Contract in monthly payments of not less than _____ Dollars each, which include interest payments at the rate of _____ per cent per annum; and which DO, DO NOT include prepaid taxes and insurance.
<i>Sale to Existing Land Contract</i>	If the Seller's title to said land is evidenced by an existing by an existing land contract with unperformed terms and conditions substantially as above set forth and the cash payment to be made by the undersigned on consummation hereof will pay out the equity, an assignment and conveyance of the vendee's interest in the land contract, with an agreement by the undersigned to assume the balance owing thereon, will be accepted in lieu of the contract proposed in the preceding paragraph. If the Seller has any accumulated funds held in escrow for the payment of prepaid taxes or insurance, the Purchaser agrees to reimburse the Seller upon the proper assignment of same.
<i>Evidence of Title</i>	2. As evidence of title, Seller agrees to furnish Purchaser as soon as possible, a Policy of Title Insurance in an amount not less than the purchase price, bearing date later than the acceptance hereof and guaranteeing the title in the condition required for performance of this agreement, will be accepted.
<i>Time of Closing</i>	3. If this offer is accepted by the Seller and if title can be conveyed in the condition required hereunder, the parties agree to complete the sale upon notification that Purchaser is ready to close; however, if the sale is to be consummated in accordance with paragraph B, then the closing will be governed by the time there specified for obtaining a mortgage. In the event of default by the Purchaser hereunder, the Seller may, at his option, elect to enforce the terms hereof or declare a forfeiture hereunder and retain the deposit as liquidated damages.
<i>Purchaser's Default/Seller's Default</i>	4. In the event of default by the Seller hereunder, the purchaser may, at his option, elect to enforce the terms hereof or demand, and be entitled to, an immediate refund of his entire deposit in full termination of this agreement.
<i>Title Objections</i>	5. If objection to the title is made, based upon a written opinion of Purchaser's attorney that the title is not in the condition required for performance hereunder, the Seller shall have 30 days from the date he is notified in writing of the particular defects claimed, either (1) to remedy the title, or (2) to obtain title insurance as required above, or (3) to refund the deposit in full termination of this agreement if unable to remedy the title or obtain title insurance. If the Seller remedies the title or shall obtain such title commitment within the time specified, the Purchaser agrees to complete the sale within 10 days of written notification thereof. If the Seller is unable to remedy the title or obtain title insurance within the time specified, the deposit shall be refunded forthwith in full termination of this agreement.
<i>Possession</i>	6. The Seller shall deliver and the Purchaser shall accept possession of said property, subject to rights of the following tenants: <u>None</u> If the Seller occupies the property, it shall be vacated on or before <u>closing 11-15</u> From the closing to the date of vacating property as agreed, SELLER SHALL PAY the sum of \$ <u>NA</u> per day. THE BROKER SHALL RETAIN from the amount due Seller at closing the sum of \$ <u>NA</u> as security for said occupancy charge, paying to the Purchaser the amount due him and returning to the Seller the unused portion as determined by date property is vacated and keys surrendered to Broker.

THIS IS A LEGAL BINDING CONTRACT, IF NOT UNDERSTOOD SEEK COMPETENT HELP

Taxes and Prorated Items	7. All taxes and assessments which have become a lien upon the land at the date of this agreement shall be paid by the Seller. Current taxes, if any, shall be prorated and adjusted as of the date of closing in accordance with <u>due date</u> (Insert one: "Fiscal Year" "Due Date." If left blank, Fiscal Year applies) basis of the municipality or taxing unit in which the property is located. Interest, rents and water bills shall be prorated and adjusted as of the date of closing. Due dates are August 1 and December 1.
Broker's Authorization	8. It is understood that this offer is irrevocable for fifteen (15) days from the date hereof, and if not accepted by the Seller within that time, the deposit shall be returned forthwith to the Purchaser. If the offer is accepted by the Seller, the Purchaser agrees to complete the purchase of said property within the time indicated in Paragraph 3. 9. The seller is hereby authorized to accept this offer and the deposit of <u>0</u> Dollars may be held by him under Act No. 112, P.A. of 1960 Sect. 13, (j) and applied on the purchase price if the sale is consummated.

10. APPLICABLE TO F. H. A. SALES ONLY:

It is expressly agreed that, notwithstanding any other provisions of this contract, the Purchaser shall not be obligated to complete the purchase of the property described herein or to incur any penalty by forfeiture of earnest money deposits or otherwise unless the Seller has delivered in the purchaser a written statement issued by the Federal Housing Commissioner

setting forth the appraised value of the property for mortgage insurance purpose of not less than \$ _____ which statement the Seller hereby agrees to deliver to the Purchaser promptly after such appraised value statement is made available to the Seller. The Purchaser shall, however, have the privilege and the option of proceeding with the consummation of this contract without regard to the amount of the appraised valuation made by the Federal Housing Commissioner.

It is further understood between Purchaser and Seller that the additional personal property listed herein has a value of \$ _____

11. The covenants herein shall bind and inure to the benefit of the executors, administrators, successors and assigns of the respective parties.

By the execution of this instrument the Purchaser acknowledges THAT HE HAS EXAMINED THE ABOVE described premises and is satisfied with the physical condition of structures thereon and acknowledges the receipt of a copy of this offer.

The closing of this sale shall take place at the office of _____

_____. However, if a new mortgage is being applied for, Purchasers will execute said mortgage at the bank or mortgage company from which the mortgage is being obtained.

Additional conditions, if any: 1. Contingent upon City Council approval, 2. Seller agrees not to enter into any third party agreements including with any telecommunications companies wishing to install equipment on said property prior to closing

City of Wyandotte:

IN PRESENCE OF:

 JOSEPH R. PETERSON, Mayor Purchaser L. S.

 WILLIAM R. GRIGGS, Clerk Purchaser L. S.

Address _____

Phone: _____

Dated _____

BROKER'S ACKNOWLEDGMENT OF DEPOSIT

Received from the above named Purchaser the deposit money above mentioned, which will be applied as indicated in Paragraphs 8 and 9 above, or will be returned forthwith after tender if the foregoing offer and deposit is declined.

Address _____

Broker

Phone _____

By: _____

This is a co-operative sale on a _____ basis with _____

ACCEPTANCE OF OFFER

TO THE ABOVE NAMED PURCHASER AND BROKER:

The foregoing offer is accepted in accordance with the terms stated, and upon consummation Seller hereby agrees to pay the Broker for services rendered a commission of (_____ Dollars) (_____ per cent of the sale price), which shall be due and payable at the time set in said offer for the consummation of the sale, or if unconsummated, at the time of Seller's election to refund the deposit, or of Seller's or Purchaser's failure, inability or refusal to perform the conditions of this offer; provided, however, that if the deposit is forfeited under the terms of said offer, the Seller agrees that one-half of such deposit (but not in excess of the amount of the full commission) shall be paid to or retained by the Broker in full payment for services rendered.

By the execution of this instrument, the Seller acknowledges the receipt of a copy of this agreement.

IN PRESENCE OF:


 ROBBIE JONES


 EARLINE THIGPEN L. S.
 Seller

 Seller

Address _____

Dated: 10-12-14

Phone _____

PURCHASER'S RECEIPT OF ACCEPTED OFFER

The undersigned Purchaser hereby acknowledges the receipt of the Seller's signed acceptance of the foregoing Offer to Purchase.

Dated _____

 L. S.
 Purchaser

**CITY OF WYANDOTTE
ENGINEERING DEPARTMENT**

*** ACQUISITION ANALYSIS TOOL**

A. Property Information

Address: 227 Walnut
 City: Wyandotte Zip: 48192 Parcel ID # 57-010-23-0005-00
 County: Wayne Neighborhood:
 TIFA/DDA/HUD: TIFA

B. Property Type, Condition and Characteristics

Property Type: Condition: Blighted
 Existing/Prior Use: Residential Lot Size: 33.34x 140
 Year Built: 1919
 Occupancy: Vacant
 Zoning: Residential
 Master Plan:
 Comply with existing Building Code:
 Other Amenities &/or Concerns: single family

C. Property Ownership

Ownership Type: Privately-owned
 Owner Name: Earline Thigpen
 Occupied or Vacant: occupied

D. Environmental

Environmental Assessment Required
 Estimated Cost \$ -

E. Cost Analysis Requirements

SEV	Taxable	Market Value	Taxes Paid	Purchase Price	Demolition Cost
\$18,417	\$18,416	\$36,834	\$960	\$ 18,000.00	\$ 6,000.00

F. Anticipated End Use

Future Use: Sell to the adjacent property owner for additional property.

Future SEV	Future Taxable	Future Market Value	Future Taxes	NEZ Future Taxes
\$7,600	\$7,600	\$15,200	\$500	no

Benefit to Neighborhood: removing blight from the neighborhood

If Property is not being demolished assigned to:

Add to City Insurance Policy

G. ACQUISITION

Purchase Agreement:	Amount
	\$ 18,000.00
Demolition Cost	\$ 6,000.00
Environmental	\$ -
Total	\$ 24,000.00

H. APPROVALS

City Engineer
 Signature: Mark A. Kowalewski
 Print Name: Mark A. Kowalewski
 Title: City Engineer

City Administrator
 Signature: Todd A. Drysdale
 Print Name: Todd A. Drysdale
 Title: City Administrator



219 Walnut E 16.66 FT OF LOT 5 ALSO W 16.66 FT OF LOT 6 PLAT OF PART OF WYANDOTTE, PART 3, BLOCK 80 T3S R11E, L57 OF DEEDS P5 WCR **33.32 X 140**

227 Walnut - W 33.34 FT OF LOT 5 PLAT OF PART OF WYANDOTTE, PART 3, BLOCK 80 T3S R11E, L57 OF DEEDS P5 WCR **33.34 X 140**

237 Walnut - LOT 4 PLAT OF PART OF WYANDOTTE, PART 3, BLOCK 80 T3S R11E, L57 OF DEEDS P5 WCR **50 X 140**

MODEL RESOLUTION:

RESOLUTION

Wyandotte, Michigan
Date: November 10, 2014

RESOLUTION by Councilperson _____

RESOLVED BY THE CITY COUNCIL that Council concurs with the recommendation of the City Engineer to acquire the property at 227 Walnut in the amount of \$18,000.00 to be appropriated from TIFA Area Funds; AND

BE IT RESOLVED that the Department of Legal Affairs, William R. Look, is hereby directed to prepare and sign the necessary documents and the Mayor and City Clerk be authorized to execute the Purchase Agreement; AND

BE IT RESOLVED that William R. Look, City Attorney is authorized to execute closing documents for the purchase of said property on behalf of the Mayor and City Clerk; AND

BE IT FURTHER RESOLVED that the City Engineer is directed to demolish same upon completion of the Wyandotte Historical Commission inspection of the home as it pertains to the preservation of historical and cultural items for the City of Wyandotte.

I move the adoption of the foregoing resolution.

MOTION by Councilperson _____

Supported by Councilperson _____

<u>YEAS</u>	<u>COUNCIL</u>	<u>NAYS</u>
_____	Fricke	_____
_____	Galeski	_____
_____	Miciura	_____
_____	Sabuda	_____
_____	Schultz	_____
_____	Stec	_____

CITY OF WYANDOTTE
REQUEST FOR COUNCIL ACTION

MEETING DATE: November 10, 2014

AGENDA ITEM #

13

ITEM: Department of Engineering – Property Maintenance at 222 Antoine

PRESENTER: Lou Parker, Hearing Officer



INDIVIDUALS IN ATTENDANCE: Mark A. Kowalewski, City Engineer Lou Parker, Hearing Officer

BACKGROUND: This property has been vacant since 2010. Several property maintenance letters were sent to responsible parties, the last dated August 13, 2013. Show Cause Hearings were held on February 26, 2014 and October 22, 2014 at the Engineering Department. Hearing Officer recommends demolition.

STRATEGIC PLAN/GOALS: We are committed to enhancing the community's quality of life by maintaining property values and eliminating blight.

ACTION REQUESTED: Adopt a resolution setting a public show cause hearing to determine if the property should be demolished.

BUDGET IMPLICATIONS & ACCOUNT NUMBER: N/A

IMPLEMENTATION PLAN: Prepared resolution for Council to hold a Show Cause Hearing to allow any and all interested parties to show cause why the City Council should not order the property demolished.

DEPARTMENT RECOMMENDATION: As noted in the Show Cause Hearings minutes.

CITY ADMINISTRATOR'S RECOMMENDATION:



LEGAL COUNSEL'S RECOMMENDATION:

MAYOR'S RECOMMENDATION:



LIST OF ATTACHMENTS: Property Maintenance letter of August 13, 2013, Show Cause Hearing Minutes of February 26, 2014 and October 22, 2014, list of interested parties and title search

OFFICIALS

William R. Griggs
CITY CLERK

Todd M. Browning
CITY TREASURER

Thomas R. Woodruff
CITY ASSESSOR



MAYOR
Joseph R. Peterson

COUNCIL
Sheri Sutherby Fricke
Daniel E. Galeski
Ted Miciura, Jr.
Leonard T. Sabuda
Donald C. Schultz
Lawrence S. Stec

MARK A. KOWALEWSKI, P.E.
CITY ENGINEER

August 13, 2013

SECOND NOTICE

Estate of Rose M. Evans
902 Lindbergh
Wyandotte, Michigan 48192

RE: Tax ID #: 57-007-03-0003-000
222 Antoine
Wyandotte, Michigan

12/11/13 RE-INSPECTION
NO VIOLATIONS CORRECTED
NO CHANGE.
HAM

To Whom It May Concern;

A complaint had been received by the City of Wyandotte Department of Engineering and Building regarding the condition of the referenced property. Site inspections have been performed April 25, July 26, 2013, which revealed that there are violations of the City of Wyandotte Property Maintenance Code as noted on the attached Property Maintenance Checklist.

A check of the records at the Wyandotte Department of Municipal Services indicates that the electric and water utilities were terminated in September of 2010, indicating that the property has been vacant for over six (6) months.

Due to the lack of maintenance of the property at 222 Antoine as noted by the attached violations, and the lack of occupancy, the undersigned deems the dwelling to be unsafe and dangerous.

Please be advised of the following from the City of Wyandotte Property Maintenance Code:

Section PM-110 Demolition:

PM-110.1 General: The code official shall order the owner of any premises upon which is located any structure, which in the code official's judgment is so old, dilapidated or has become so out of repair as to be dangerous, unsafe, unsanitary or otherwise unfit for human habitation or occupancy, and such that it is unreasonable to repair the structure, to raze and remove such structure; or if such structure is capable of being made safe by repairs, to repair and make safe and sanitary or to raze and remove at the owner's option; or where there has been a cessation of normal construction of any structure for a period of more than two years, to raze and remove such structure.

Section PM-202.0 General Definitions:

Dangerous Buildings: A building or structure that has 1 or more of the following defects or is in 1 or more of the following conditions:

- A. The building or structure is damaged by fire, wind, or flood, or is dilapidated or deteriorated and becomes an attractive nuisance to children who might play in the building or structure to their danger, or becomes a harbor for vagrants, criminals, or immoral persons, or enables persons to resort to the building or structure for committing a nuisance or an unlawful or immoral act.

- B. A building or structure remains unoccupied for a period of 180 consecutive days or longer, and is not listed as being available for sale, lease, or rent with a real estate broker licensed under Article 25 of the occupational code, Act. No. 299 of the Public Acts of 1980, being sections 339.2501 to 339.2515 of the Michigan Compiled Laws. For purposes of this subdivision, "building or structure" includes, but is not limited to, a commercial building or structure. This subdivision does not apply to either of the following:
 - (i) A building or structure as to which the owner or agent does both of the following:
 - (a) Notifies a local law enforcement agency in whose jurisdiction the building or structure is located that the building or structure will remain unoccupied for a period of 180 consecutive days. The notice shall be given to the local law enforcement agency by the owner or agent not more than 30 days after the building or structure becomes unoccupied.
 - (b) Maintains the exterior of the building or structure and adjoining grounds in accordance with the BOCA National Property Maintenance Code 1990 and amendments adopted by the City of Wyandotte.

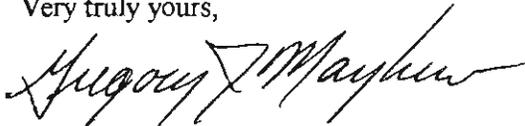
 - (ii) A secondary dwelling of the owner that is regularly unoccupied for a period of 180 days or longer each year, if the owner notifies a local law enforcement agency in whose jurisdiction the dwelling is located that the dwelling will remain unoccupied for a period of 180 consecutive days or more each year. An owner who has given the notice prescribed by this sub paragraph shall notify the law enforcement agency not more than 30 days after the dwelling no longer qualifies for this exception. As used in this sub paragraph "secondary dwelling" means a dwelling such as a vacation home, hunting cabin, or summer home, that is occupied by the owner or a member of the owner's family during part of a year.

You are hereby directed to correct the noted violations, maintain the exterior of the property, occupy and/or list the structure with a real estate broker in accordance with Section PM-202.0 referenced above. Should you elect to rent or sell this property, an Upon Sale or Rental Inspection is required according to the City of Wyandotte Code of Ordinances Sec. 19-5 and 31.1-11. The inspection and fee can be arranged and paid for at City Hall in the Department of Engineering and Building.

Failure to correct the cited violations, maintain and occupy the structure by November 14, 2013, will result in this Department proceeding with Section PM-107.3 Disregard of notice, of the Property Maintenance Code, at which time a hearing date will be set to determine whether or not the structures should be demolished, and tickets will be issued as per Section PM-106.0 Violations. You also have the right to seek modification or withdrawal of this notice by requesting a Show Cause Hearing.

Thank you for your cooperation in this matter. If you have any questions, please feel free to contact the undersigned at (734) 324-4558, or by email at gmayhew@wyan.org.

Very truly yours,



Gregory J. Mayhew
Assistant City Engineer

ATTACHMENTS

Property Maintenance Checklist

Cc: Officer Calhoun
Address File
Time File: November 14, 2013

WO# WF0551873

The City Of Wyandotte
 CODE REQUIREMENTS
 PROPERTY MAINTENANCE CHECK LIST

Address: 274 ANTOINE Date: 4/25/13
 Occupancy: SE VACANT Time of Inspection: 10:50
 Apt #: _____ Inspected by: GREG MAYER
 Permit Required: Work Order No: WFO551873

The following code calls were taken from City of Wyandotte Property Maintenance Code (PM), Zoning Ordinance (ZO) and Code of Ordinances (CO) * 7/26/13. VIOLATIONS NOT COLLECTED AM

Location	Approved		Code Calls
Exterior	1. <input type="checkbox"/>	Foundation requires tuckpoint/paint	PM 304.5 PM 304.6
	* 2. <input checked="" type="checkbox"/>	Siding requires <u>replace/repair/paint/permit required</u> <u>TRIM</u>	PM 304.2/304.6
	3. <input type="checkbox"/>	Windows require <u>repair/replace/paint/screens/reglaze/replace glass/Storms/ permit required</u>	PM 304.14/304.15
	* 4. <input checked="" type="checkbox"/>	Doors require <u>repair/replace/paint/screen/jamb: Front/Side/Rear</u> <u>STERN</u>	PM 304.16
	5. <input type="checkbox"/>	Fascia, soffit, overhang requires <u>repair/replace/paint</u>	PM 304.2/304.8/304.9
	* 6. <input checked="" type="checkbox"/>	Gutters/conductors require <u>repair/replace/paint</u>	PM 304.2 PM 508.1
	* 7. <input checked="" type="checkbox"/>	Roof requires <u>repair/replace/ permit required</u>	PM 304.7
	8. <input type="checkbox"/>	Snow covered-inspection could not be made *	
	* 9. <input checked="" type="checkbox"/>	Front porch requires <u>repair/replace/paint/handrail/guardrail/stairs/ Tuckpoint/permit required</u> <u>COVERING</u>	PM 304.10/PM 304.11
	10. <input type="checkbox"/>	Rear porch requires <u>repair/replace/paint/handrail/guardrail/stairs/ Tuckpoint/permit required</u>	PM 304.10/PM 304.11
	11. <input type="checkbox"/>	Brick walls require tuckpoint	PM 304.1/304.4/304.6
	* 12. <input checked="" type="checkbox"/>	Awnings shall be <u>maintained/panted/repared</u>	PM 304.9
	13. <input type="checkbox"/>	Remove double keyed deadbolt on door: Front/Side/Rear	PM 702.11
	14. <input type="checkbox"/>	Disconnect roof downspouts on house - extend minimum of 5 feet	CO-38.1
	15. <input type="checkbox"/>	Address Required	PM 304.3
	16. <input type="checkbox"/>	Pool, permit # _____, date approved _____, other _____	
Garage or Shed	17. <input type="checkbox"/>	Siding requires <u>repair/replace/paint/permit required</u>	PM 304.2 PM 304.6
	* 18. <input checked="" type="checkbox"/>	Roof requires <u>repair/replace/permit required</u>	PM 304.7
	19. <input type="checkbox"/>	Snow covered-inspection could not be made *	
	20. <input type="checkbox"/>	Window requires <u>repair/replace/paint/reglaze/permit required</u>	PM 304.14 PM 304.15
	21. <input type="checkbox"/>	Service/overhead door requires <u>repair/replace/paint</u>	PM 304.16 PM304.2
	22. <input type="checkbox"/>	Garage/shed requires <u>ratwall/proper location on lot/permit required</u>	PM 303.5/303.7/ZO 1803
	23. <input type="checkbox"/>	Floor requires <u>repair</u>	PM 303.3/303.7
	24. <input type="checkbox"/>		
Premises	25. <input checked="" type="checkbox"/>	Required to be free from rubbish or garbage	PM 306.1
	7/26/13 26. <input type="checkbox"/>	Requires approved rubbish containers	PM 306.2
	27. <input type="checkbox"/>	Requires positive lot drainage	PM 303.2
	28. <input type="checkbox"/>	Requires insect and rat control	PM 303.5 PM 307.1
	29. <input type="checkbox"/>	Pave, repair, or replace concrete driveway/approach/snow covered*/permit required	PM 303.3
	30. <input type="checkbox"/>	Replace City sidewalk _____ squares/snow covered*/permit required	PM 303.3
	31. <input type="checkbox"/>	Off street parking required to be paved - Add _____ spaces/ permit required (to be provided in side or rear yard)	ZO 1804/CO 35.46
	* 32. <input checked="" type="checkbox"/>	Repair or replace rear walk/approach walk/side/snow covered*	PM 303.3
	33. <input type="checkbox"/>	Requires pfevention of weeds	PM 303.4
	34. <input type="checkbox"/>	Wood storage - 18" off ground	CO 14.9
	* 35. <input checked="" type="checkbox"/>	Fence requires <u>removal/replace/repair</u>	PM 303.7
	36. <input type="checkbox"/>	FRONT YARD FENCES MUST BE REMOVED BEFORE A CERTIFICATE OF APPROVAL OR CERTIFICATE OF COMPLIANCE IS ISSUED	ZO 1900.7.b
OTHER	<u>OK</u>	<u>#25 YARD WASTE, MISC JUNK & DEBRIS</u>	

PRESENT: Mark Kowalewski, City Engineer
Gregory J. Mayhew, Assistant City Engineer
Lou Parker, Hearing Officer
Margaret Lepper (mother)
Margaret Lepper (daughter)
Peggy Green, Secretary

The Hearing was called to order at 8:15 a.m. by Greg Mayhew, Assistant City Engineer.

Mr. Mayhew asked Mrs. Lepper if she was the owner of the property. Mrs. Lepper replied she and her mother was, but her mother just recently passed away. Mr. Mayhew asked if Rose Evans was her mother. Mrs. Lepper replied yes, she had passed away several months ago.

Mr. Kowalewski asked when was the last time they were at 222 Antoine. Ms. Lepper replied 2010 is the last time that they were there. Mrs. Lepper added that they had no money and the house was falling apart.

Mr. Parker asked if the utilities were on. Mr. Kowalewski commented that the utilities were off. Mrs. Lepper added that she has been talking to Kelly Roberts in the Engineering Department, and she knows all about this house, and they have been trying to keep her up to date. Mr. Mayhew commented that there is an offer from the City to purchase in the file.

Mrs. Lepper discussed a lady that had been involved in trying to save the house and negotiate with Chase Bank, so that they could move back in the house, but she was unable to get the money together.

Mrs. Lepper discussed what her mother had done for improvements after she had taken out a second mortgage, but the payments just kept going up. There had been a sewer backup, where sewage came up the kitchen sink, the roof started falling apart, and the back porch fell down, and you can't use the back door. Ms. Lepper stated that the copper plumbing and the wiring has been taken out of the dwelling by vandals.

Mr. Kowalewski asked if they had listed the property for sale. Mrs. Lepper replied no. Mr. Kowalewski asked if she (Mrs. Lepper) still owned the house. Mrs. Lepper replied that she went through bankruptcy in 2010.

Mr. Parker asked if they had lost the house. Mrs. Lepper stated that she was told that she has no ties to the house by 5 different lawyers. Mr. Parker asked if the vested interest is by Chase Bank. Mr. Kowalewski replied yes and the County.

Mr. Kowalewski asked Mrs. Lepper how she found out about this hearing. Mrs. Lepper replied that a letter was sent to the Estate of Rose Evans.

Mr. Kowalewski reviewed the list that the notices were sent to. Mr. Mayhew commented that Chase Bank had signed for the certified letters. Mr. Kowalewski reviewed the title search and the monies owed and noted that the title search and tax record still show that Margaret Lepper and Chase Bank have interest in the property. Mr. Kowalewski commented that the house has been broken into several times. Mrs. Lepper stated that she was notified of that and went over to the house and the door was busted, the window open, and there was cigarette butts all over.

Mr. Parker stated that a letter will be sent to Chase Bank, and all others on mailing list, that the dwelling must be brought up to code or demolished within sixty (60) days (April 28, 2014), or the matter will be referred to City Council for demolition.

Cc:

Attached list – Interested Parties

222 Antoine
Parties of Interest – updated 2-26-14

Margaret R. Lepper and
The Estate of Rose Evans
222 Antoine
Wyandotte, MI 48192

Chase
Loan No. 00410390530240
P.O. Box 9001020
Louisville, KY 40290-1020

Raymond Wojtowicz
Wayne County Treasurer
400 Monroe, 5th Floor
Detroit, MI 48226

Email:
dennis.l.james@chase.com

Margaret R. Lepper
Deaconess Towers
16400 Dix Toledo, Apt. #402
Southgate, MI 48195

Margaret Lepper
3105 – 21st Street
Wyandotte, MI 48192

PRESENT: Mark Kowalewski, City Engineer
Gregory J. Mayhew, Assistant City Engineer
Lou Parker, Hearing Officer
Margaret R. Lepper (mother), 902 Lindbergh
Margaret Lepper (daughter), 3105 - 21st
Sheila Johnson, Secretary

The Hearing was called to order at 8:40 a.m. by Greg Mayhew, Assistant City Engineer.

Mr. Mayhew stated that this meeting is reconvened from the previous Show Cause Hearing that was decided that either the house would be brought up to code or house would be ordered to be demolished.

Mr. Mayhew stated that no improvements have been and the property maintenance items listed on the checklist dated April 25, 2013 still exist, and the house is deteriorating more. Mr. Mayhew noted that the taxes haven't been paid since 2009 and the utilities have been off since 2010. Mr. Mayhew explained that thru a Title Search, Chase Bank, Wayne County and Margaret Lepper were notified by mail.

Mr. Mayhew also noted that he received a complaint from Police Officer Jerry Conz that vagrants had been in the house back in September. Officer Conz stated that the house was trashed, with cat feces on the floors, and water was pouring in from the roof being in bad shape.

Mr. Kowalewski asked if this house was going through probate. Mrs. Lepper stated that her name is on the title but was supposed to be removed before her mother Rose Evans passed but it never happened. Mrs. Lepper explained that she went through bankruptcy five years ago and only lives on \$700.00 a month social security and couldn't afford to do repairs. Mrs. Lepper noted that she did not want the house and agreed it was in poor shape and needed demolished.

Mr. Parker stated that the rehabilitation of the house would cost more than it is worth and that it should be torn down.

Mr. Mayhew asked whose car was in the garage. Mrs. Lepper stated her daughter's boyfriend was storing it there. Mr. Mayhew stated that they should have him remove the car from the garage and any belongings that they would like to keep.

Mr. Parker recommended that the house be demolished and referred to City Council. Mr. Parker stated that a letter will be sent to Chase Bank, and all others on mailing list, this matter will be referred to City Council for demolition.

Meeting adjourned at 8:55 a.m.

Cc: Attached list – Interested Parties

222 Antoine
Parties of Interest – updated 10-22-14

Margaret R. Lepper and
The Estate of Rose Evans
222 Antoine
Wyandotte, MI 48192

Chase
Loan No. 00410390530240
P.O. Box 9001020
Louisville, KY 40290-1020

Raymond Wojtowicz
Wayne County Treasurer
400 Monroe, 5th Floor
Detroit, MI 48226

Email:
dennis.l.james@chase.com

Margaret R. Lepper
902 Lindbergh
Wyandotte, MI 48192

Margaret Lepper
3105 – 21st Street
Wyandotte, MI 48192

222 Antoine

Parties of Interest – updated 10-22-14

Margaret R. Lepper and
The Estate of Rose Evans
222 Antoine
Wyandotte, MI 48192

Chase
Loan No. 00410390530240
P.O. Box 9001020
Louisville, KY 40290-1020

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MODEL RESOLUTION: Attached.

RESOLUTION

Wyandotte, Michigan
Date: November 10, 2014

RESOLUTION by Councilman _____

RESOLVED by the City Council that whereas a show cause hearing has been held in the Office of the Engineer in the Department of Engineering and Building, 3200 Biddle Avenue, Wyandotte, Michigan on October 22, 2014, and whereas the property owner or other interested parties, have been given opportunity to show cause, if any they had, why the structure at 222 Antoine has not been demolished in accordance with the City's Property Maintenance Ordinance, and whereas the Hearing Officer has filed a report of his findings with this Council;

NOW, THEREFORE BE IT RESOLVED, that this Council shall hold a public hearing in accordance with Section PM-107.7 in the Council Chambers of the Wyandotte City Hall, 3200 Biddle Avenue, Wyandotte, on November 24 2014 at 7:00 p.m., at which time all interested parties shall show cause, if any they have, why the structure has not been demolished or why the City should not have the structure demolished and removed at 222 Antoine.

AND BE IT FURTHER RESOLVED that the City Clerk shall give notice of said hearing ten (10) days before the hearing by certified mail, return receipt requested, and first class mail, in accordance with the provisions of Section PM-107.4 of the Property Maintenance Ordinance.

Notify:

See Attached List

I move the adoption of the foregoing resolution.

MOTION by Councilman _____

Supported by Councilman _____

YEAS

COUNCIL

NAYS

- Fricke
- Galeski
- Miciura
- Sabuda
- Schultz
- Stec