Annex A-3 JPMCC 2016-JP3

Embassy Suites Busch Gardens Hotel

Mortgage Loan Information

Mortgage Loan Seller: JPMCB **Original Principal Balance:** \$27,540,000 **Cut-off Date Principal Balance:** \$27,540,000 % of Pool by IPB: 2.3% Loan Purpose: Refinance

Borrower: Tucson Tampa LLC

Sponsor: Atrium Leveraged Loan Fund, LLC

Interest Rate: 4.20000% Note Date: 8/5/2016 **Maturity Date:** 9/1/2026 Interest-only Period: 36 months 120 months **Original Term: Original Amortization:** 360 months **Amortization Type:** IO-Balloon

L(25),Grtr1%orYM(88),O(7) **Call Protection:**

Lockbox: Hard **Additional Debt:** N/A **Additional Debt Balance:** N/A

N/A **Additional Debt Type:**

Property Information

Single Asset / Portfolio: Single Asset Leasehold Property Type - Subtype: Hotel - Full Service

Net Rentable Area (Rooms):

Location: Tampa, FL Year Built / Renovated: 1998 / 2011

Occupancy / ADR / RevPAR: 81.6% / \$137.51 / \$112.23

Occupancy / ADR / RevPAR Date: 6/30/2016 **Number of Tenants:** N/A 2013 NOI: \$2,752,493 2014 NOI: \$3.118.895 2015 NOI: \$3,712,917 TTM NOI (as of 6/2016): \$3,654,523

UW Occupancy / ADR / RevPAR: 81.6% / \$137.51 / \$112.23

UW Revenues: \$13,408,480 **UW Expenses:** \$9,852,851 UW NOI: \$3,555,629 **UW NCF:** \$3,555,629

Appraised Value / Per Room(1): \$38,500,000 / \$155,870

6/1/2016 **Appraisal Date:**

Escrows and Reserves								
	Initial	Monthly	Initial Cap					
Taxes:	\$363,110	\$33,010	N/A					
Insurance:	\$0	Springing	N/A					
FF&E Reserves:	\$0	4% of Gross Revenues	N/A					
TI/LC:	\$0	\$0	N/A					
Other ⁽²⁾ :	\$0	Excess Cash	\$8,335,312					

Financial Information						
Cut-off Date Loan / Room: \$111,498						
Maturity Date Loan / Room:	\$96,917					
Cut-off Date LTV ⁽¹⁾ :	71.5%					
Maturity Date LTV ⁽¹⁾ :	62.2%					
UW NCF DSCR:	2.20x					
UW NOI Debt Yield:	12.9%					

Sources and Uses							
Sources Proceeds % of Total Uses Proceeds %							
Mortgage Loan	\$27,540,000	100.0%	Payoff Existing Debt	\$26,812,637	97.4%		
			Closing Costs	364,253	1.3		
			Upfront Reserves	363,110	1.3		
Total Sources	\$27,540,000	100.0%	Total Uses	\$27,540,000	100.0%		

- (1) The Appraised Value / Per Room, Cut-off Date LTV and Maturity Date LTV are calculated based on the "as is" market value, which assumes an approximately \$8.3 million property improvement plan ("PIP") is completed in year one of the projection period to be funded out of property cash flow. The appraisal also provides for an "as complete" hypothetical value, which assumes that proposed renovations to the property, required under the related franchise agreement, have been completed. The full estimated cost to complete the PIP will be reserved for on an ongoing basis through a full excess cash flow sweep ("PIP FF&E Reserve"). The "as complete" value as of June 1, 2016 is \$49.5 million, which results in a Cut-off Date LTV and Maturity Date LTV of 55.6% and 48.4%, respectively.

 Other Monthly Escrows and Reserves includes ongoing deposits to the PIP FF&E Reserve account. The borrower is required to deposit, (i) on a monthly basis, 4.0% of
- gross revenues to the FF&E reserve account (of which, 3.0% of gross revenues is to be swept directly into the PIP FF&E Reserve) and (ii) on an ongoing basis, all excess cash into the PIP FF&E Reserve account until the earlier to occur of (a) the date on which the PIP work is completed in accordance with the franchise agreement to the franchisor's satisfaction and (b) the date on which total collections for the PIP FF&E Reserve account exceed (x) the Required PIP Amount (as defined below) in the aggregate or (y) the Annual PIP Amount (as defined below). Total collections for the PIP FF&E Reserve account are capped at \$2.0 million annually (the "Annual PIP Amount") and approximately \$8.3 million in the aggregate (the estimated cost to fully complete the PIP) (the "Required PIP Amount"). Atrium Leveraged Loan Fund, LLC, the nonrecourse carve-out guarantor, has delivered a PIP guaranty for any shortfall, after giving credit for certain excess cash flow amounts in the event of default and acceleration of the loan, in the Annual PIP Amount, including any additional costs as a result of any change in scope of the PIP. In addition, the nonrecourse carve-out guarantor is required to maintain at least \$2.0 million in liquidity until the reserve fund is sufficient to cover the PIP costs. Other Monthly Escrows and Reserves also provides for monthly ground rent deposits in the event that the borrower fails provide evidence reasonably acceptable to the lender that each monthly ground rent payment is paid when due in accordance with the ground lease.

The Loan. The Embassy Suites Busch Gardens Hotel loan has an outstanding principal balance as of the Cut-off Date of \$27.54 million and is secured by a first mortgage lien on the leasehold interest in the 247-room Embassy Suites Busch Gardens Hotel, a full service hotel located in Tampa, Florida. The loan has a 10-year term and, subsequent to a three-year interest-only period, will amortize on a 30-year schedule. The property was previously securitized as part of a larger hotel portfolio in the MLCFC 2006-3 securitization.

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Embassy Suites Busch Gardens Hotel

The borrowing entity for the Embassy Suites Busch Gardens Hotel loan is Tucson Tampa LLC, a Delaware limited liability company and special purpose entity. The loan sponsor and nonrecourse carve-out guarantor is Atrium Leveraged Loan Fund, LLC, a Delaware limited liability company and affiliate of Atrium Holding Company ("Atrium"). Atrium is a hotel and asset management company headquartered in Alpharetta, Georgia. Atrium owns 51 properties representing approximately 13,876 rooms across 26 states and 13 flags including Hilton, Marriott and Renaissance. Ron Brown, the chief executive officer of Atrium, has over 30 years of experience in the hotel industry. Mr. Brown previously served as Chairman and President of Doubletree Hotels Corporation and subsequently as Chief Financial Officer of Starwood Hotels & Resorts from 1995 to 2003.

The sponsor purchased the property in 2005 as part of a broader \$1.3 billion take-private transaction of John Q. Hammons Hotels, LP. From 2005 to 2015, the sponsor invested approximately \$4.5 million (\$18,032 per room) in the property. More recently, in conjunction with the renewal of its franchise agreement with Hilton, Atrium has committed to the completion of an approximately \$8.3 million (\$33,746 per room) PIP scheduled to be completed by the end of 2020. As detailed in the *Escrows and Reserves* table, the Embassy Suites Busch Gardens Hotel loan closed into a full excess cash sweep, to continue until the earlier to occur of (i) the completion of all PIP work in accordance with the franchise agreement to the satisfaction of the franchisor and (ii) total collections for the PIP FF&E Reserve account exceed the Required PIP Amount.

The Property. The Embassy Suites Busch Gardens Hotel is an eight-story, 247-room, full service hotel located in Tampa, Florida. The property was originally developed in 1998 and has undergone approximately \$4.5 million (\$18,032 per room) in capital expenditures between 2005 and 2015. The Embassy Suites Busch Gardens Hotel features a complimentary breakfast and the Mangroves Grille, a 92-seat restaurant offering lunch and dinner. Additionally, the hotel houses the 55-seat Oak Tree Lounge, which offers a piano bar and a big-screen television. The property has approximately 14,269 square feet of meeting space across six rooms, including an approximately 9,800 square foot ballroom. Additional amenities at the property include high-speed internet, a business center, a fitness center, a swimming pool, a spa, surface parking and a video arcade.

The property has 247 rooms, comprised of 134 king rooms and 113 double-double rooms. Standard guest room features include a work area with chair, nightstand, three-draw dresser, sofa chair, LCD flat screen TV, iron & ironing board, microwave, mini-refrigerator and coffee maker. The guest room suites feature additional living space and a pull-out sofa.

The Market. The Embassy Suites Busch Gardens Hotel property is located along Spectrum Boulevard, across the street from the University of South Florida, which currently has over 45,000 enrolled students. The area surrounding the property includes the University of South Florida campus, the H. Lee MOFFITT Cancer Center & Research Institute, the James A. Harley Veterans' Hospital and the Busch Gardens theme park, a 335-acre theme park drawing over 4 million visitors annually. The property benefits from its proximity to several major roadways including East Fowler Avenue, Interstate 275 and Interstate 75. In addition to the highway system, Amtrak provides two daily routes from Tampa Union Station, including daily trains to Miami and New York City. The Tampa International Airport is situated approximately 17.5 miles from the property.

The Embassy Suites Busch Gardens Hotel is located approximately 11.0 miles from Raymond James Stadium, home of the NFL's Tampa Bay Buccaneers and approximately 10.5 miles from Amalie Arena, home of the NHL's Tampa Bay Lightning. According to the appraisal, the Tampa Bay Lightning's owner plans to invest \$1.0 billion in downtown Tampa, located approximately 10.0 miles from the property, to create a live, work, play and stay neighborhood. Additionally, Port Tampa Bay has plans for a \$1.5 billion development to bring residential towers, offices, parkland and a hotel to Tampa's cruise ship terminal. Port Tampa Bay, located approximately 10.0 miles from the property, is the largest port in Florida and ranks 16th by tonnage and 22nd by total trade in the nation.

According to a third-party data provider, the estimated 2016 population within a one-, three- and five-mile radius is 6,118, 127,983 and 255,540, respectively, with an estimated median income within a one-, three- and five-mile radius of \$32,517, \$29,725 and \$35,534, respectively. The appraisal identified one proposed hotel; an 84-room Hampton Inn opening in September 2016, approximately 2.2 miles from Embassy Suites Busch Gardens Hotel.

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Embassy Suites Busch Gardens Hotel

	Historical Occupancy, ADR, RevPAR ⁽¹⁾									
Competitive Set ⁽²⁾ Embassy Suites Busch Gardens Hotel ⁽³⁾ Penetration Factor ⁽⁴⁾									or ⁽⁴⁾	
Year	Occupancy	ADR	RevPAR	Occupancy	ADR	RevPAR	Occupancy	ADR	RevPAR	
2013	61.1%	\$88.64	\$54.15	85.7%	\$111.42	\$95.52	140.3%	125.7%	176.4%	
2014	66.2%	\$95.15	\$63.03	89.0%	\$114.98	\$102.30	134.4%	120.8%	162.3%	
2015	73.1%	\$98.76	\$72.20	86.2%	\$132.67	\$114.36	117.9%	134.3%	158.4%	
TTM ⁽⁵⁾	72.3%	\$104.34	\$75.43	81.6%	\$137.51	\$112.23	112.9%	131.8%	148.8%	

- The minor variances between the underwriting, the appraisal and the above table with respect to Occupancy, ADR and RevPAR at the Embassy Suites Busch Gardens Hotel property are attributable to variances in reporting methodologies and/or timing differences.
- Data provided by a third-party data provider. The competitive set contains the following properties: Clarion Hotel & Conference Center Tampa, Sheraton Hotel Tampa East, Courtyard Tampa North I 75 Fletcher, Hyatt Place Tampa Busch Gardens, Hampton Inn Suites Tampa North, La Quinta Inns & Suites Tampa Bay USF, Wingate By Wyndham Tampa, Hilton Garden Inn Tampa North, Holiday Inn Express & Suites New Tampa I 75, Embassy Suites Tampa Brandon, Holiday Inn Express & Suites Tampa USF and Springhill Suites Tampa North Tampa Palms.
- Based on operating statements provided by the borrower.
- Penetration Factor is calculated based on data provided by a third-party data provider for the competitive set and borrower-provided operating statements for the property.
 TTM represents the trailing 12-month period ending on June 30, 2016.

Competitive Hotels Profile ⁽¹⁾									
			2015 Estimated Market Mix			et Mix	2015 Estimated Operating Statistics		
		Year	Meeting		Meeting			400	D 040
Property			Space (SF)		<u> </u>	-	Occupancy	ADR	RevPAR
Embassy Suites Busch Gardens Hotel ⁽²⁾	247	1998	14,269	30%	45%	25%	86.2%	\$132.67	\$114.36
Sheraton Hotel Tampa East	266	1987	30,000	20%	25%	55%	72.0%	\$120.00	\$86.40
Springhill Suites Tampa North Tampa Palms	127	2010	1,035	55%	25%	20%	75.0%	\$105.00	\$78.75
Holiday Inn Express & Suites Tampa USF	123	2008	980	15%	25%	60%	72.0%	\$92.00	\$66.24
Embassy Suites Tampa Brandon	147	2007	2,810	55%	25%	20%	84.0%	\$125.00	\$105.00
Holiday Inn Express & Suites New Tampa I 75	100	2003	2,016	15%	25%	60%	72.0%	\$112.00	\$80.64
Hilton Garden Inn Tampa North	148	2000	5,000	55%	30%	15%	72.0%	\$100.00	\$72.00
Hampton Inn Suites Tampa North	126	1997	312	55%	15%	30%	68.0%	\$94.00	\$63.92
Hyatt Place Tampa Busch Gardens	126	1997	1,200	50%	30%	20%	82.0%	\$100.00	\$82.00
Courtyard Tampa North I 75 Fletcher	81	1995	326	60%	10%	30%	80.0%	\$108.00	\$86.40
Clarion Hotel & Conference Center Tampa	255	1966	5,247	55%	15%	30%	60.0%	\$60.00	\$36.00
La Quinta Inn & Suites Tampa Bay USF	109	1997	800	35%	20%	45%	74.0%	\$82.00	\$60.68
Wingate by Wyndham Tampa	86	1998	625	30%	20%	50%	78.0%	\$88.00	\$68.64
Total ⁽³⁾	1,694	-							

- (1) Based on the appraisal.
- (2) 2015 Occupancy, ADR and RevPAR are based on operating statements provided by the borrower.
- (3) Excludes the Embassy Suites Busch Gardens Hotel property.

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Embassy Suites Busch Gardens Hotel

Operating History and Underwritten Net Cash Flow							
	2013	2014	2015	TTM ⁽¹⁾	Underwritten	Per Room ⁽²⁾	% of Total Revenue ⁽³⁾
Occupancy	85.7%	89.0%	86.2%	81.6%	81.6%		
ADR	\$111.42	\$114.98	\$132.67	\$137.51	\$137.51		
RevPAR ⁽⁴⁾	\$95.52	\$102.30	\$114.36	\$112.23	\$112.23		
Room Revenue	\$8,753,051	\$9,197,348	\$10,253,907	\$10,062,625	\$10,118,066	\$40,964	75.5%
Food and Beverage Revenue	2,770,129	2,900,411	2,961,823	3,025,924	3,025,924	12,251	22.6
Other Departmental Revenue	233,720	284,334	340,115	264,490	264,490	1,071	2.0
Total Revenue	\$11,756,900	\$12,382,093	\$13,555,845	\$13,353,039	\$13,408,480	\$54,285	100.0%
Room Expense	\$2,212,262	\$2,476,866	\$2,618,612	\$2,591,546	\$2,605,824	\$10,550	25.8%
Food and Beverage Expense	1,689,467	1,623,162	1,658,542	1,598,653	1,591,868	6,445	52.6
Other Departmental Expense	105,473	68,667	77,133	83,290	83,290	337	31.5
Departmental Expenses	\$4,007,202	\$4,168,695	\$4,354,287	\$4,273,489	\$4,280,983	\$17,332	31.9%
Departmental Profit	\$7,749,698	\$8,213,398	\$9,201,558	\$9,079,550	\$9,127,498	\$36,953	68.1%
Operating Expenses	\$3,629,023	\$3,639,939	\$3,954,651	\$3,899,549	\$4,017,467	\$16,265	30.0%
Gross Operating Profit	\$4,120,675	\$4,573,459	\$5,246,907	\$5,180,001	\$5,110,031	\$20,688	38.1%
Management Fees	\$355,293	\$371,463	\$406,675	\$400,591	\$402,254	\$1,629	3.0%
Property Taxes	385,223	390,123	423,587	420,425	396,088	1,604	3.0
Property Insurance	103,374	133,221	107,032	118,742	167,020	676	1.2
Other Expenses	50,568	64,473	54,462	51,598	52,700	213	0.4
FF&E	473,724	495,284	542,234	534,122	536,339	2,171	4.0
Total Other Expenses	\$1,368,182	\$1,454,564	\$1,533,990	\$1,525,478	\$1,554,402	\$6,293	11.6%
Net Operating Income Net Cash Flow ⁽⁴⁾	\$2,752,493 \$2,752,493	\$3,118,895 \$3,118,895	\$3,712,917 \$3,712,917	\$3,654,523 \$3,654,523	\$3,555,629 \$3,555,629	\$14,395 \$14,395	26.5% 26.5%

- (1) TTM represents the trailing 12-month period ending on June 30, 2016.
- (2) Per Room values based on 247 guest rooms.
- (3) % of Total Revenue for Room Expense, Food and Beverage Expense and Other Departmental Expense is based on their corresponding revenue line items.

Property Management. The property is managed by Atrium Hospitality LP, a Delaware limited partnership and an affiliate of the borrower.

Franchise Agreement. The property has a franchise agreement with Hilton Franchise Holding LLC, a Delaware limited liability company. The current franchise agreement is effective as of August 5, 2016 for a term of approximately 17 years, with a final expiration date of January 31, 2033. The franchise agreement provides for a monthly program fee of 4.0% of gross room revenues and a monthly royalty fee of 4.0% of gross room revenues. The monthly royalty fee is subject to 0.5% increases on February 1, 2018, February 1, 2019 and February 1, 2024.

Sub-Ground Lease. The Embassy Suites Busch Gardens Hotel property is subject to a long-term sub-ground lease with the University of South Florida Research Foundation Incorporated. The lease commenced on November 30, 1995 and expires on November 7, 2081. The ground rent for the full term of the lease is \$65,000, which was paid in full on November 30, 1995. University of South Florida Research Foundation Incorporated's ground lease is with the Board of Trustees of the Internal Improvement Trust Fund.

⁽⁴⁾ Historical RevPAR for 2008, 2009, 2010, 2011 and 2012 was \$101.18, \$89.67, \$81.50, \$83.38 and \$94.40, respectively, and Net Cash Flow was approximately \$3,426,864, \$2,324,295, \$1,685,238, \$1,870,549 and \$2,618,230, respectively.