

PIN:1476 : Four Points by Sheraton Plainview Long Island
Active Deal 50

Region	NAD : North	Status	Operating	Rooms	103
Address	333 S Service Rd Plainview, New York 11803-4102 United States	Operating Type	Franchise	Brand	Four Points by Sheraton
Phone	516-694-6500	Fax	516-694-4718	Project Type	External Conversion
		Product Type	Suburban	Previous	Rodeway Inn
				Starwood Open Date	12-Sep-2005

Legal Agreement

Effective	23-Apr-2003	Expires	11-Sep-2015	Term	10 Years
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Ownership

0751461 B.C. Ltd

12287 57 A Avenue

Surrey, British Columbia v3X 3H3 Canada

Phone
Fax
Management

Alan, Marlene, Joseph Mindel Trust (Master)

333 South Service Road LLC

c/o Inn At Great Neck

30 Cutter Mill Road

Great Neck, New York 11021 United States

Phone
Fax
Window

Notify	Window	Decision
30-May-2013	30-May-2013	Exercised - Starwood
18-Jun-2013	19-Jun-2013	Exercised -

Recurring Fees
License Fees

Rooms		Monthly			
Rate	Op	Metric	Start Date	End Date	
4.00	%	GRS	12-Sep-2005	30-Sep-2006	
5.00	%	GRS	01-Oct-2006	11-Sep-2015	

Reserve Rqmt

Reserve		Monthly			
Rate	Op	Metric	Start Date	End Date	
0.00	%	GRS	12-Sep-2005	30-Sep-2005	
3.00	%	GRS	01-Oct-2005	31-Aug-2007	
4.00	%	GRS	01-Sep-2007	11-Sep-2015	

Comfort Letter Holders

Issue Date	Parent Lender
07-Aug-2003	M & T Real Estate Trust

09-Jun-2006

AIG Life Insurance Company

Areas Of Protection

Four Points by Sheraton

A three (3) mile radius from the front entrance of the Hotel.

Ownership Franchised / Licensed

Category: N/A

Activities

	Activity Date	Follow-Up Date	Activity Type
<input type="checkbox"/>	23-Apr-2003		General
	2/18/03: Have application (background section not signed), UFOC Receipt, \$10,000 check. PIP is being prepared by Barbara. 3/4/03: Sent draft license agreement for review. 4/3/03: Received comments from their attorney. Revised the license agreement and emailed to attorney for review. 4/11/03: Sent license agreement for signature. 4/23/03: Received fully executed license agmt.		
<input type="checkbox"/>	24-Jan-2005		General Release
<input type="checkbox"/>	15-Aug-2005		General
	8/15/05: Temporarily suspended from Res System due to deficient pre-opening conditions. PM (Jo-Ellen) will visit hotel later to determine if it is ready for a solid opening date.		
<input type="checkbox"/>	30-May-2013	30-Apr-2013	Window Notify
	Four Points by Sheraton Plainview Long Island Ext Conv 27-FEB-03 - 50 has a window (mutual termination right) on 30-May-2013 with a notify date of 30-May-2013.		
<input type="checkbox"/>	18-Jun-2013	19-May-2013	Window Notify
	Four Points by Sheraton Plainview Long Island Ext Conv 27-FEB-03 - 50 has a window (mutual termination right) on 19-Jun-2013 with a notify date of 18-Jun-2013.		
<input type="checkbox"/>	11-Sep-2015	12-Aug-2015	Agreement
	Four Points by Sheraton Plainview Long Island Ext Conv 27-FEB-03 - 50 has an Agreement expiration on: 11-Sep-2015		

Quality Assurance

24-Feb-2011

Category	Score	Target
Brand Identity	87.00	90.00
Cleanliness	95.00	90.00
Conditions	91.00	90.00
Product & Services	89.00	90.00
Service Culture & Deliv	76.00	90.00
Welfare & Security	86.00	90.00

GSI Scores

Month Score				Quarter Score				Year Score			
OSAT	Returns	Recommended	Surveys	OSAT	Returns	Recommended	Surveys	OSAT	Returns	Recommended	Surveys
June-11	8.72	8.65	8.68					2011	8.82	8.83	8.77
May-11	8.77	8.81	8.70						8.84	8.87	8.79
April-11	8.81	8.73	8.78						8.86	8.89	8.82
March-11	8.79	8.89	8.72	Q1 2011	8.88		159		8.88	8.94	8.83
February-11	8.85	8.90	8.88						8.95	8.98	8.92
January-11	9.08	9.08	8.98						9.08	9.08	8.98
December-10	8.74	8.82	8.54	Q4 2010	8.75		166	2010	8.59	8.60	8.60
November-10	8.81	9.02	8.83						8.58	8.59	8.60
October-10	8.70	8.47	8.51						8.55	8.53	8.57
September-	8.38	8.23	8.56	Q3 2010	8.29		167		8.52	8.54	8.58
August-10	8.14	8.28	8.31						8.54	8.58	8.59
July-10	8.39	8.22	8.26						8.62	8.63	8.64
June-10	8.32	8.48	8.48	Q2 2010	8.56		153		8.66	8.71	8.71

GSI Scores

Month Score				Quarter Score				Year Score			
OSAT	Returns	Recommended	Surveys	OSAT	Returns	Recommended	Surveys	OSAT	Returns	Recommended	Surveys
May-10	8.80	8.87	8.86	Q2 2009	8.63		197	8.76	8.78	8.78	2009
April-10	8.70	8.50	8.53					8.76	8.76	8.76	
March-10	8.81	8.67	8.71					8.78	8.84	8.83	
February-10	8.64	8.76	8.70					8.75	8.99	8.93	
January-10	8.96	9.43	9.38					8.96	9.43	9.38	
December-09	8.71	8.75	8.78					8.73	8.80	8.73	
November-09	8.78	9.06	9.03					8.73	8.80	8.73	
October-09	9.00	9.04	9.04					8.73	8.78	8.71	
September-09	8.84	8.97	8.73					8.70	8.76	8.68	
August-09	8.62	8.26	8.34					8.68	8.72	8.67	
July-09	8.70	8.93	8.82					8.70	8.82	8.73	
June-09	8.44	8.69	8.47					8.70	8.79	8.72	
May-09	8.90	9.03	9.04	Q1 2009	8.79		126	8.78	8.83	8.79	2008
April-09	8.58	8.72	8.64					8.73	8.74	8.69	
March-09	8.55	8.62	8.47					8.79	8.75	8.71	
February-09	8.88	8.88	8.83					8.99	8.86	8.90	
January-09	9.14	8.83	9.00	Q4 2008	8.93		177	9.14	8.83	9.00	
December-08	8.81	8.74	8.71					8.88	8.82	8.86	
November-08	9.19	8.89	9.14					8.88	8.82	8.87	
October-08	8.74	8.66	8.73					8.85	8.82	8.84	
September-08	8.61	8.73	8.67	Q3 2008	8.60		278	8.86	8.83	8.85	
August-08	8.72	8.65	8.72					8.90	8.84	8.88	
July-08	8.48	8.24	8.32					8.92	8.87	8.90	
June-08	8.78	8.55	8.70					9.03	9.02	9.04	
May-08	8.99	8.95	9.06					9.08	9.12	9.10	
April-08	9.14	9.03	9.10					9.10	9.15	9.12	
March-08	9.08	9.14	9.10					9.09	9.19	9.12	
February-08	9.05	9.09	8.97					9.09	9.21	9.13	
January-08	9.13	9.31	9.27					9.13	9.31	9.27	897

Competitive Set (Most Recent)

Hotel Name	Brand	Rooms
	Holiday Inn	125
	TownePlace Suites	118
	Hilton Garden Inn	178
	Four Points	103
	Courtyard	131

Starwood Preferred Planner

Period	Enrollments	Goal	Transactions	Starpoints Awarded	Rooms Revenue	Meeting Room Revenue	Catering Revenue	Average Posting Time
2012			15.18	701,752.00		23,400.00	935,992.00	120.00
2011			360.00	368,095.00	0.00	31,050.00	679,097.00	6.18
2010	26.00		415.00	470,065.00	0.00	51,012.00	1,033,958.00	-1.85
2009	27.00	20.00	267.00	273,481.00	13,545.00	27,902.00	227,058.00	31.47
2008	66.00	110.00	205.00	170,964.00	0.00	46,898.00	225,492.00	4.49
2007	2.00	10.00	27.00	19,785.00	1,250.00	7,440.00	30,656.00	5.98

Starlink

December-2015	CCC	GDS	WEB	Internal	Web External	MARS	Property Contribution	Total	Starwood %
Room	580			1,041.2		5,365	5,141	12,127.2	13
Room Nights	4			7		37	34	82	13
ADR	145			148.74		145	151.21	147.89	-0

Contacts

Name	Address	Phone	Fax
		Email	

3rd Party

<i>Principal Contact</i> Mindel, Alan	100 Shames Drive Suite 2 Westbury, New York 11590 United States	516-280-3431 ABCD@StarwoodHotels.com	516-280-3435
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<i>O/D Contact</i> Abuzied, Osama	125 Raritan Center Edison, New Jersey 08837-3614 United States	ABCD@StarwoodHotels.com	
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Property Associate

<i>General Manager</i> Ka'ssam, Akber	111 Robson Street Vancouver, British Columbia V6B-2A8 Canada	(604) 605-1454 ABCD@StarwoodHotels.com	
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<i>Controller (Dir. of Finance)</i> Ferris, Mary	333 South Service Plainview, New York 11803 United States	516-498-3012 ABCD@StarwoodHotels.com	516-498-3025
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<i>Director of Human Resources</i> Marin, Carlos	333 South Service Plainview, New York 11803 United States	516-694-6500 ABCD@StarwoodHotels.com	516-773-2020
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<i>Director of Revenue</i> Gabrenas, Renee	1505 Washington Braintree, Massachusetts 02184 United States	781 348 8480 ABCD@StarwoodHotels.com	
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<i>Engineer</i> Perez, Luis	333 South Service Plainview, New York 11803 United States	516-694-6500 ABCD@StarwoodHotels.com	
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<i>Executive Housekeeper</i> Nicastro, Lucia	333 South Service Plainview, New York 11803 United States	516-694-6500 316 ABCD@StarwoodHotels.com	
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<i>Front Office Manager</i> Rashti, Sean	333 S Service Rd Plainview, New York 11803-4102 United States	ABCD@StarwoodHotels.com	
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<i>Revenue Manager</i> Papierno, Michael	333 South Service Plainview, New York 11803 United States	516-694-6500 302 ABCD@StarwoodHotels.com	516-694-4718
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<i>Sales Manager</i> Owenburg, Ryan	333 South Service Plainview, New York 11803 United States	ABCD@StarwoodHotels.com	
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<i>SPG Champion</i> Rashti, Sean	333 S Service Rd Plainview, New York 11803-4102 United States	ABCD@StarwoodHotels.com	
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Contacts

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Starwood Support			
<i>Area Director of Revenue</i> McDowell, Craig	600 Galleria Parkway Suite 1700 Atlanta, Georgia 30339 United States	770-857-2054 ABCD@StarwoodHotels.com	770-857-2040
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<i>Managing Attorney</i> Greenwood, Nadine	One Starpoint Stamford, Connecticut 06902 United States	203-964-6027 ABCD@StarwoodHotels.com	914-640-8250
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<i>Regional Director of Revenue</i> Corbett, Kathi	600 Galleria Parkway Suite 1700 Atlanta, Georgia 30339 United States	770-857-2077 ABCD@StarwoodHotels.com	770-857-2040
<i>Regional Operations</i> Walker-Ruane, Megan	125 Maple Drive Camillus, New York 13031 United States	315-672-5305 ABCD@StarwoodHotels.com	
<i>Regional SVP</i> McGovern, John	#321, 301 Newbury Route 1 N., Danvers Danvers, Massachusetts 01923 United States	978-887-2490 ABCD@StarwoodHotels.com	978-887-3132

Contacts

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