



**MEETING AGENDA  
SCHERTZ ECONOMIC DEVELOPMENT BOARD  
REGULAR SESSION - NOVEMBER 20, 2025**

**HAL BALDWIN MUNICIPAL COMPLEX COUNCIL CHAMBERS CONFERENCE ROOM  
1400 SCHERTZ PARKWAY BUILDING #4  
SCHERTZ, TEXAS 78154**

**AGENDA  
THURSDAY, NOVEMBER 20, 2025 at 6:00 p.m.**

The City of Schertz Economic Development Corporation (SEDC) Board of Directors will hold a regular monthly meeting on Thursday, NOVEMBER 20, 2025, at 6:00 p.m. at the Hal Baldwin Municipal Complex, Council Chambers Conference Room, Building No. 4, 1400 Schertz Parkway, Schertz, Texas. This is an open meeting, subject to the open meeting laws of the State of Texas.

In accordance with provisions of the Texas Open Meetings Act, Chapter 551, Texas Government Code notice is hereby given that a Possible Quorum of the governing body of the City of Schertz, Texas may take place at this meeting.

**Call to Order**

1. Roll call, recognition of visitors, and review of meeting instructions for effective Board interaction and public participation.

**Hearing of Residents**

*This time is set aside for any person who wishes to address the Board. Presentations should be limited to no more than 3 minutes. The presiding officer will call on those persons who have signed up to speak.*

**Consent Agenda**

2. Approval of the Minutes for the Board of Directors Regular Monthly Meeting held October 23, 2025. (A. Madison)

**Discussion Only**

3. Presentation and discussion regarding the SEDC monthly financial statement for the month of October 2025. (S. Wayman)
4. Presentation and discussion regarding the feasibility study for a potential local hotel and amenities. (S. Wayman)
5. Presentation and discussion of the Americas Competiveness Exchange (ACE) trip to Cordoba, Argentina. (A. Madison)

**Discussion and Possible Action**

6. Resolution 2025-9 - Authorizing the City of Schertz Economic Development Corporation Executive Director to execute a First Amendment and Assignment of the EastGroup Properties, L.P. Performance Agreement. (S. Wayman)

**Closed Session**

- 7. Called in accordance with Section 551.087 of the Texas Government Code, Deliberation Regarding Economic Development Negotiations; Closed Meeting. The governmental body is not required to conduct an open meeting (1) to discuss or deliberate regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or (2) to deliberate the offer of a financial or other incentive to a business prospect.

- E-99

**Reconvene to Regular Session**

- 8. Take any actions based on discussion held in closed session under Agenda Item No. 7.

**Requests and Announcements**

- Announcements by staff.
  1. City offices closed November 27-28, 2025 - Thanksgiving.
  2. SEDC Board Holiday Party at Makos on the Creek - December 18, 2025 at 6:30 pm.
  3. Next Regular Board Meeting - January 22, 2026

- Requests by Board Members to place items on a future SEDC Board Meeting agenda.

**Adjournment**

**CERTIFICATION**

I, Kari Baker, Administrative Assistant, of the City of Schertz Economic Development Corporation, do hereby certify that the above agenda was posted on the official bulletin boards on this the 14th day of November, 2025, at 5:00 pm, which is a place readily accessible to the public at all times and that said notice was posted in accordance with chapter 551, Texas Government Code.

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Kari Baker  
 Administrative Assistant- Economic  
 Development

**I certify that the attached notice and agenda of items to be considered by the Schertz Economic Development Corporation Board of Directors was removed from the official bulletin board on \_\_\_\_ day of \_\_\_\_\_, 2025.**

**Name/Title:** \_\_\_\_\_

*This facility is accessible in accordance with the Americans with Disabilities Act. Handicapped parking spaces are available. If you require special assistance or have a request for sign interpretative services or other services, please call 210-619-1070.*

**The Economic Development Corporation Board of Directors reserves the right to adjourn into closed session at any time during the course of this meeting to discuss any of the matters listed above, as authorized by the Texas Open Meetings Act.**

**Closed Sessions Authorized: This agenda has been reviewed and approved by the City’s legal counsel and the presence of any subject in any Closed Session portion of the agenda constitutes a written interpretation of Texas Government Code Chapter 551 by legal counsel for the governmental body and constitutes an opinion by the attorney that the items discussed therein may be legally discussed in the closed portion of the meeting considering available opinions of a court of record and opinions of the Texas Attorney General known to the attorney. This provision has been added to this agenda with the intent to meet all elements necessary to satisfy Texas Government Code Chapter 551.144(c) and the meeting is conducted by all participants in reliance on this opinion.**

**SEDC MEMORANDUM**

**SEDC**  
**Board Meeting:** 11/20/2025  
**Department:** Economic Development Corporation  
**Subject:** Approval of the Minutes for the Board of Directors Regular Monthly Meeting held October 23, 2025. (A. Madison)

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**SUBJECT:**

Approval of the Minutes for the Board of Directors Regular Monthly Meeting held October 23, 2025. (A. Madison)

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**Attachments**

10/23/2025 Meeting Minutes

# DRAFT



## MINUTES REGULAR MEETING OCTOBER 23, 2025 6:00 PM

The City of Schertz Economic Development Corporation (SEDC) Board of Directors held a regular monthly meeting on Thursday, OCTOBER 23, 2025, at 6:00 pm at the Hal Baldwin Municipal Complex, Council Chambers Conference Room, Building No. 4, 1400 Schertz Parkway, Schertz, Texas.

In accordance with provisions of the Texas Open Meetings Act, Chapter 551, Texas Government Code notice is hereby given that a possible Quorum of the governing body of the City of Schertz, Texas may take place at this meeting.

The following members present to-wit:

- Present: Bill Dixon, Board President  
Eryn McElroy, VP (late arrival-6:25)  
Ray Chavez, Treasurer  
Matt Clingo, Board Member  
John Faubush, III, Board Member
- Absent: Bryan Jones, Board Secretary  
Sharon Denson, Board Member
- Staff present: Scott Wayman, Executive Director  
Brian James, Deputy City Manager  
Amy Madison, Deputy Director  
Ashley Ritchey, Business Engagement Manager  
Kari Baker, Administrative Assistant

## Call to Order

1. Roll call, recognition of visitors, and review of meeting instructions for effective Board interaction and public participation.

**Board President Bill Dixon presided over the meeting and called it to order at 6:03 pm.**

Roll call for members called. Bryan Jones and Sharon Denson were absent. Eryn McElroy was absent at the beginning of meeting but arrived later during the closed session at approximately 6:25 pm.

2. SEDC Board Member Oath of Office for appointment to the Schertz Economic Development Board by the Schertz City Council on 10/14/2025. (S. Courney)
  - John Faubush, III, Term Ending 9/30/27

Board President Bill Dixon welcomed newest Board Member John Faubush III. Appointed on October 14, 2025 by City Council to fill Mark Moody's vacant seat. Mr. Faubush was officially sworn in earlier in the day, October 23, 2025, by the City Secretary. Mr. Faubush joined the meeting as a voting member and provided brief background information about his professional experience and connection to the community.

## Hearing of Residents

*This time is set aside for any person who wishes to address the Board. Presentations should be limited to no more than 3 minutes. The presiding officer will call on those persons who have signed up to speak.*

No residents signed up to speak. No comments were made.

## Consent Agenda

3. Approval of the Minutes for the Board of Directors Regular Monthly Meeting held September 25, 2025.

Board President Bill Dixon asked for a motion to approve the consent agenda for September 23, 2025. Ray Chavez moved to approve, Matt Clingo seconded. Motion carries, unanimous; 4-0.

## Discussion Only

4. Presentation and discussion regarding the SEDC monthly financial statement for the month of September 2025. (S.Wayman)

Executive Director Scott Wayman provided an overview of the September 2025 Financial Statement. Sales tax revenue received for the month totaled \$1,215,649.72, representing a 105.85% increase over the same period in the prior year. Total expenses for September were \$86,179.25, with the primary expenditure being \$77,050 for the Las P Schertz waterline project.

Mr. Wayman noted that sales tax collections have remained significantly elevated over recent months, compared to the typical expected average of approximately \$600,000 per month. The current 12-month rolling average growth rate is 46.9%. He also provided a brief update on the status and performance of the SEDC Reserve Fund Model.

No questions or comments from the Board regarding SEDC financial presentation.

## Discussion and Possible Action

5. Resolution 2025-8- Authorizing the City of Schertz Economic Development Corporation Executive Director to execute a First Amendment to the PV Schertz, LLC. Performance Agreement for purposes of expanding the scope of work and potential incentives for infrastructure improvements in the City of Schertz. (S. Wayman)

Board President Bill Dixon deferred action on Item No. 5: Resolution 2025-8 and recessed Open Session to Closed Session at 6:13 pm.

## Closed Session

6. Called in accordance with Section 551.087 of the Texas Government Code, Deliberation Regarding Economic Development Negotiations; Closed Meeting. The governmental body is not required to conduct an open meeting (1) to discuss or deliberate regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or (2) to deliberate the offer of a financial or other incentive to a business prospect.

- E-107
- E-110

Start time: 6:13 pm

Eryn McElroy arrived at meeting during the closed session at approximately 6:25 pm.

End time: 6:54 pm

**Board President Bill Dixon reconvened into Open Session at 6:55 pm.**

## **Reconvene to Regular Session**

Board President Bill Dixon reconvenes into regular session at 6:55 pm.

7. Take any actions based on discussion held in closed session under Agenda Item No. 5.

Board President Bill Dixon returned to Item No. 5 Resolution 2025-8 and requested a motion. Ray Chavez motioned to approve, Matt Clingo seconded. Motion carries unanimously; 5-0.

## **Requests and Announcements**

- Announcements by staff.
- Requests by Board Members to place items on a future SEDC Board Meeting agenda.
- Next meeting scheduled for November 20, 2025.
- No Meeting in December; Plans for Holiday forthcoming.

Executive Director Scott Wayman reported the passing of City Councilman, Tim Brown, noting his longstanding dedication to the Schertz EDC. Mr. Brown was one of the original EDC Board members and most recently served as the City Council Liaison to the Board. Mr. Wayman recognized his significant contributions and steadfast support for the EDC and the Schertz community.

Mr. Wayman announced the date for next SEDC Board meeting on November 20, 2025.

Business Engagement Manager Ashley Ritchey reported that the Schertz Economic Development Corporation has been honored with an Economic Excellence Award. The organization received a Gold Award in the Print Promotion category for communities with populations between 25,000 and 200,000. The award recognizes the Workforce Resource Manual developed by Ms. Ritchey, which serves as a comprehensive guide for local employers by outlining regional, state, and federal workforce development resources and assistance programs.

Administrative Assistant, Kari Baker announced the Holiday Party at Makos on the Creek is scheduled for December 18, 2025 at 6:30 pm. An email with RSVP details will be going out to all Board members in the upcoming day or two.

Deputy Director Amy Madison shared that she has been selected by the International Economic Development Council (IEDC) to represent the organization at the American Competitiveness Exchange in Córdoba, Argentina. The Exchange brings together 50 delegates from around the world for an immersive experience focused on learning about local industries, fostering international collaboration, and highlighting innovative economic development initiatives. Ms. Madison looks forward to bringing back valuable insights and new partnership opportunities to support Schertz and the region. She will participate in the program from October 31 through November 8, 2025.

## **Adjournment**

Board President Bill Dixon adjourned the meeting at 7:02 pm.

MINUTES PASSED AND APPROVED THIS **20** DAY OF **NOVEMBER 2025**.

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Bill Dixon, Board President

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Bryan Jones, Board Secretary

**SEDC MEMORANDUM**

**SEDC**  
**Board Meeting:** 11/20/2025  
**Department:** Economic Development Corporation  
**Subject:** Presentation and discussion regarding the feasibility study for a potential local hotel and amenities. (S. Wayman)

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**SUBJECT:**

Presentation and discussion regarding the feasibility study for a potential local hotel and amenities. (S. Wayman)

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**Attachments**

Hotel Feasibility Study



October 6, 2025

City of Schertz  
Mr. Scott Wayman  
Executive Director – Economic Development Corporation  
1400 Schertz Parkway  
Schertz, Texas 78154

## Re: Market Study of Proposed Dual-Brand Hotel – Schertz, Texas

Mr. Wayman:

We have completed our analysis of the hotel market in Schertz, Texas and the addition of a dual-brand hotel (the “Subject”) with approximately 120 units. The conclusions reached are based upon our present knowledge of the competitive market area resulting from our fieldwork completed on August 14, 2025.

As in all studies of this type, the estimated results are based upon competent and efficient management and presume no significant change in the competitive position of the hotels from that as set forth in this report. The terms of our engagement are such that we have no obligation to revise this report to reflect events or conditions that occur subsequent to the date of the completion of our fieldwork. The estimates of property performance are based on an evaluation of the present general level of the area's economy and make no provision for the effect of any sharp rise or decline in local or general economic conditions.

In summary, it is our opinion that there will likely be market justification for developing a dual-brand hotel with approximately 120 guestrooms, as described in this report. Our conclusions for the proposed hotel are summarized as follows:

Performance Summary			
	2028	2029	2030
Units	120	120	120
Stabilized Occupancy	71%	74%	77%
Average Daily Rate	\$148.50	\$153.00	\$157.75
Rooms Revenue	\$4,618,000	\$4,959,000	\$5,321,000
Net Operating Income	\$1,684,000	\$1,684,000	\$1,840,000

**DRAFT – Subject to final review and possible revision.**

### **Economic Summary**

Schertz is a city in Guadalupe, Bexar, and Comal counties in the State of Texas, within the San Antonio–New Braunfels metropolitan area (or Greater San Antonio). It is a fast-growing community located in the northeast corner of San Antonio, adjacent to Randolph Air Force Base and has frontage to both the I-35 and I-10 corridors. The city’s convenient access to San Antonio (16 miles), Austin (60 miles), and Houston (175 miles) has fueled its recent growth.

Schertz has a population of nearly 44,000, showing significant growth from 42,002 in 2020, and 31,874 in 2010. Being close to bigger cities such as San Antonio, New Braunfels, and San Marcos, population jumps to over 781,000 within a 30-minute drive. Schertz residents have a median household income of over \$102,000, which is significantly higher than that of the Greater San Antonio area at \$73,000.



Schertz is only 16 miles from the **San Antonio International Airport (SAT)**. SAT served more than 11 million passengers in 2024, beating the previous record by nearly 4% set in 2023. As of July 2025, SAT has 10 airlines providing flights to 37 non-stop domestic destinations and 6 airlines flying to 6 international destinations (all in Mexico). SAT is undergoing an expansion plan called **Elevate/SAT**, which includes improvements to facilities and runways and the development of a world-class terminal complex.

### **Major Industries and Employers**

Schertz has been attracting businesses of all sizes because of its strategic location, business-friendly policies, investment in infrastructure and utilities, available land, and a work-ready workforce. As shown in the nearby table, Schertz’s major employers, which all generate lodging demand in varying degrees. The list of major employers further shows that Schertz has a diverse economy, featuring a mix of manufacturing, distribution, retail, healthcare, and corporate/regional offices. According to Schertz Economic Development Corporation (Schertz EDC), the three key industries are: manufacturing, distribution, and retail.

Manufacturing has been a booming sector in the Greater San Antonio region especially post-COVID, and Schertz both benefits from and contributes to the trend. There are at least 36 manufacturing companies located in Schertz, making everything from engine blocks to artisan cheeses. Manufacturers typically bring in executives, engineers, clients, and other personnels that would require lodging.

<b>Major Employers - Schertz, TX</b>		
<b>Employer</b>	<b>Industry / Product</b>	<b>Employees</b>
SCUCISD	Public Education	2,032
Amazon	Warehouse	800
Sysco Central Texas	Wholesale Food Distributor	800
Fed Ex Ground - Doerr Lane	Courier Service	650
Republic National Distributing Company	Wine Wholesaler and Importer	600
Brandt Companies (Southland Industries)	MEP Contractor	500
City of Schertz	Government	480
Visionworks	Eyeglasses Manufacturing	403
Hollingsworth Logistics	Logistics Service	400
H-E-B	Grocery Store	350

Source: Schertz Economic Development Corporation, 2024

Distribution is an increasingly important link in today’s consumer economy. Schertz’s strategic location makes it highly desirable for fulfillment centers, courier services, logistics services and more. There are over 77 distribution companies located in Schertz, handling everything from after-market auto parts to scholastic book fair materials.

While retail is not always considered a major lodging demand generator, quality retail makes attractive amenities for both locals and travelers, therefore adding to the appeal of nearby hotels.

In addition to major employers in Schertz, hotels in Schertz can also benefit from businesses in nearby communities such as Cibolo, Selma, Universal City, Live Oak, northeast San Antonio, and southwest New Braunfels. Randolph Air Force Base (Randolph AFB), which is minutes from Schertz, is home to more than 4,000 military members, 5,000 dependents, and 5,000 Department of Defense civilians. Randolph also attracts military and defense-related industries, benefiting surrounding communities including Schertz.

### **Tourism**

Schertz is located between two of the most popular tourist destinations in Texas: San Antonio River Walk and New Braunfels. Hotel rooms in these destinations can become quite pricey during peak seasons, pushing budget-conscious travelers to stay farther away. Schertz is also less than 10 miles south of the Natural Bridge Caverns, the largest commercially-operated caverns in Texas and a popular tourist attraction.

Locally, the Schertz Soccer Complex features 12 full-sized, lighted soccer fields that serves the area’s youth and adult soccer leagues. Schertz Youth Soccer Alliance is a partnership between Greater Randolph Area Youth Soccer Association, Lions FC Soccer Club, Schertz Family YMCA, and the City of Schertz to manage and maintain

the Schertz Soccer Fields. The three organization serve over 1,300 youth players annually from Guadalupe, Bexar, Comal and surrounding counties. Sports tournaments can generate lodging demand as out-of-town players, coaches, friends and families frequently stay in hotels near the fields.

### **New Developments**

Several new developments are underway in Schertz, indicating a growing economy. These developments will likely generate more lodging demand as well as make Schertz a more attractive lodging alternative compared to nearby cities.

**Schertz Station** is a 72-acre mixed-use development located at I-35 and Cibolo Valley Drive, a high-growth corridor with 151,180 vehicles per day. Anchored by EVO Entertainment, this project offers a prime retail and commercial destination with multi-tenant spaces, pad sites, and single-family rental units in an area experiencing rapid economic and residential expansion. Confirmed tenants include major national brands such as Home Depot, Panera Bread (opening soon), Portillo's, Hopdoddy, CAVA, Dave's Hot Chicken, Chipotle, Smoothie King, and more are expected to join. Behind Schertz Station is a build-to-rent community named Collection Schertz Station, featuring cottage-style townhome apartments and a wide variety of luxurious community amenities. This development is only a 15-minute drive from downtown New Braunfels.

**Cibolo Crossing** is a similar mixed-use development that neighbors Schertz Station, only it sits inside the city limits of Cibolo. This 116-acre development is anchored by the Santikos Theater & Entertainment Center and the furniture store Living Spaces. Although technically located in a different city, the plethora of amenities will still benefit the proposed dual-brand hotel based on its proximity to Cibolo Crossing.

**Schertz 35 Industrial Park** is a brand-new Class A industrial development north of I-35 near FM 3009. This 312-acre industrial park provides options for tenant leasing, build-to-suit or land purchase for an estimated total 3.5 million square feet of industrial flex. Schertz 35 is one of the only shovel-ready lots in the San Antonio MSA that can accommodate a million-square-foot facility.

**Park 35** is a brand-new Class A industrial park located on southbound I-35 between Wiederstein and Schwab Roads. Featuring 1.4 million square feet of industrial warehouse space on 119 acres, this 6-building park provides a range of options for tenants and buyers seeking modern industrial space. Each building features 32- to 36-foot clear heights, 60-foot speed bays, ESFR sprinkler systems, and both cross-dock and real-load configurations to accommodate a variety of logistical and assembly needs.

**Core 5 Logistics Center at Interstate 10** is located at I-10 and North Loop 1604 East along the transportation corridor. The facility offers building features like cross-dock

capability and single-loaded spaces, 596 parking spaces with 221 trailer spots, along with a 36-foot clear height for maximum storage capability in Phase I of the project.

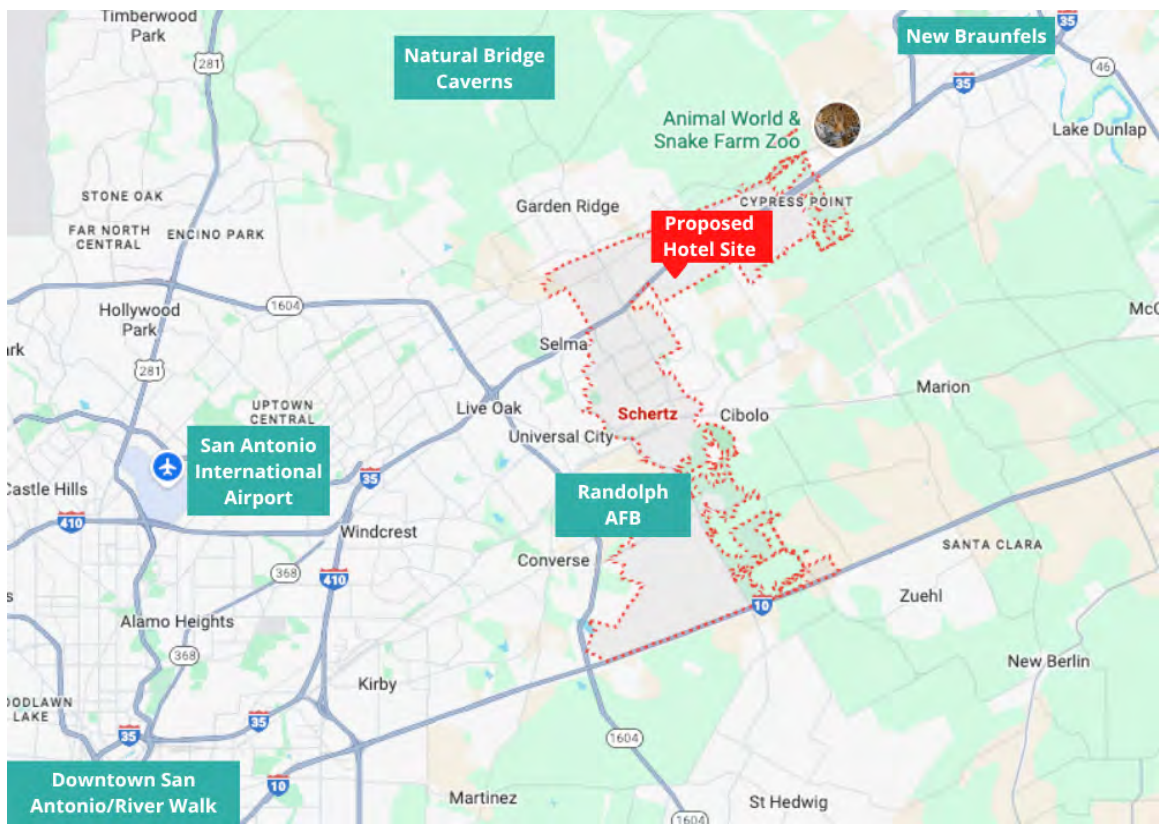
### Project Description

#### Proposed Site

The proposed hotel site is 6.08 acres located right off of I-35 North, adjacent to the new Schertz Station development. As shown in the following map, the proposed site will be surrounded by attractive amenities such as restaurants and retail (part of Schertz Station) and EVO Entertainment, as well as Collection Schertz Station, an upscale single-family rental community. That the site is slightly over-sized for a single hotel adds to its value. We envision a prudent developer subdividing the site to allow for a free-standing restaurant. The sale of a restaurant site would lower the basis in the land for the hotel, the analysis for which is presented in Exhibit D. We noted the adjacent flea market and do not think it will be there forever as freeway sites become scarce and assessed values increase. We further noted the topographical challenges of the proposed hotel site and have no opinion on the costs to make it suitable for development.



The following maps show the general location of the proposed hotel site and the locations of the major employers and destinations serving Schertz.



### **Proposed Hotel**

Our recommendation calls for a dual-brand hotel with approximately 120 units to be built on the site. Dual-brand hotels are popular among developers and operators because they can capture a wider range of travelers, are more efficient to build and operate, and can eliminate a potential future competitor by occupying two brands in one building. The most common and logical pairing is a compact full-service hotel brand combined with an extended-stay hotel brand of the same brand family. Based on the demand and brand availability, we recommend any of the following brand combinations, in no particular order:

- **Hyatt Place and Hyatt House or Hyatt Studios:** Hyatt Place is an upscale select-service brand that is a direct competitor with brands like Hilton Garden Inn and Courtyard by Marriott. Hyatt House is an upscale extended-stay brand with larger suite-style rooms, including full or partial kitchens, complimentary hot breakfast, and an H Bar. Hyatt Studios is a newer, more affordable (upper-midscale) option that also focuses on longer stays, but with a more self-service model that includes complimentary grab-and-go breakfast, a 24/7 market, and a focus on in-room conveniences rather than an on-site restaurant. The Hyatt brands are currently not present in the Schertz/Selma/Live Oak market.
- **Courtyard and Residence Inn by Marriott:** This combination is comparable to Hyatt Place and Hyatt House since they are all upscale brands and target similar travelers. The more affordable extended-stay option in the Marriott family, TownePlace Suites, is already represented in the market.
- A suitable combination in the **Hilton** family would be Hilton Garden Inn and Homewood Suites or Home2 Suites. However, since the closest Hilton Garden Inn is only 6.5 miles away in Live Oak, it is unlikely that a new one would be permitted at the proposed site in Schertz.
- Both extended-stay brands by **IHG**, namely Staybridge Suites and Candlewood Suites, are already represented in Schertz. The Staybridge Suites is currently the market leader in terms of RevPAR (Revenue per Available Room), which indicates the market is ready for upscale extended-stay accommodations.

The proposed dual-brand hotel will have prototypical features required by the brand, which will likely include the following:

- An activated, multi-functional lobby with amenities such as guest reception, sundry market, bar/lounge, and a communal area for working, meeting, socializing, and relaxing.
- Well-appointed rooms and suites with a multi-function task table, thoughtfully placed power outlets, HDTV, in-room movie channels, and free Wi-Fi. The extended-stay side of the hotel will have a fully equipped kitchen in each guestroom.

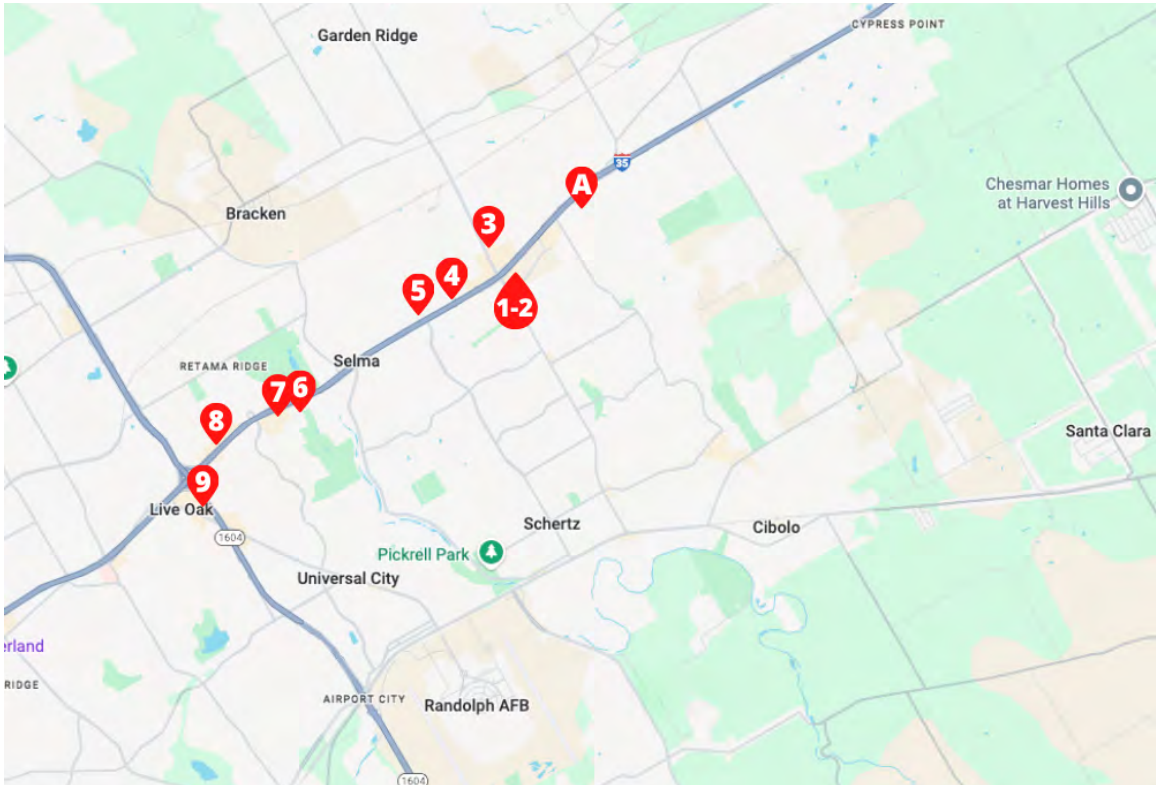
- A fully equipped fitness room, business center, a swimming pool, and an outdoor patio for social gatherings.
- Up to 2,000 square feet of meeting space, ideally accommodating 125 people in a classroom setting, or 100 people for a catered banquet event.

**Summary of Hotel Market Supply**

We identified 9 hotels having 892 guestrooms as being competitive in varying degrees with the proposed dual-brand hotel (Subject). These are all nationally branded hotels of similar service levels located in the Schertz/Selma/Live Oak area. Upon opening of the Subject, the competitive set will comprise 10 hotels with 1,012 guestrooms.

A summary listing of the competitive hotels is provided in the following table, and more detailed information is provided in **Exhibit A**, such the age for each property, which averages 12 years. The map that follows shows locations of the Proposed Site (A) and each of the competitive hotels.

SUMMARY OF COMPETITIVE HOTELS Schertz/Selma/Live Oak, TX						
Properties	Rooms	Year Opened	Affiliation	Property Type	Miles from Subject	
1 Hampton Inn & Suites Schertz	98	2005	Hilton	Limited Service	1.4	
2 Fairfield Inn & Suites San Antonio NE/Schertz	117	2009	Marriott	Limited Service	1.5	
3 La Quinta Inn & Suites by Wyndham Schertz	81	2009	Wyndham	Limited Service	2.0	
4 Candlewood Suites San Antonio - Schertz	80	Nov 2020	IHG	Extended Stay	3.0	
5 Staybridge Suites San Antonio - Schertz	97	Apr 2019	IHG	Extended Stay	2.6	
6 TownePlace Suites San Antonio Universal City/Live Oak	112	Apr 2022	Marriott	Extended Stay	4.1	
7 Holiday Inn Express & Suites Selma	84	2007	IHG	Limited Service	4.4	
8 Hampton by Hilton Inn & Suites Selma-San Antonio-Randolph AFB	85	2012	Hilton	Limited Service	5.3	
9 Hilton Garden Inn San Antonio Live Oak Conference Center	138	2016	Hilton	Select Service	6.5	
<b>New Hotels</b>						
A Subject - Proposed Dual-Brand Hotel	120	2028	TBD	Select Service + Extended Stay	--	
<b>Total Hotel Rooms</b>	<b>1,012</b>					



Five of the nine competitive hotels are located in Schertz, of which three are limited-service hotels and two are extended-stay hotels. The limited-service hotels, namely the 98-unit **Hampton Inn & Suites Schertz (1)** built in 2005, the 117-unit **Fairfield Inn & Suites San Antonio NE/Schertz (2)** built in 2009, and the 81-unit **La Quinta Inn & Suites by Wyndham Schertz (3)** built in 2009, all feature similar amenities including complimentary breakfast, outdoor swimming pool, fitness center, laundry facilities, business center, and moderate meeting space (all under 1,400 square feet). All three hotels look slightly outdated due to their age.



The extended-stay hotels, namely the 80-unit **Candlewood Suites San Antonio Schertz (4)** built in 2020, and the 97-unit **Staybridge Suites San Antonio- Schertz (5)** built in 2019, are both IHG brands that are popular among travelers staying for an extended period of time, and families seeking more space and a full kitchen. Both hotels feature modern furnishes, all-suite guestrooms, full kitchens, a guest laundry, business center, fitness center, outdoor pool, BBQ grills, and some meeting space. Staybridge, being the more upscale brand, has larger residential-style suites, free breakfast, free evening socials Monday through Wednesday, and premium amenities.



Three of the competitive hotels are located in Selma. The 112-unit **TownePlace Suites San Antonio Universal City/Live Oak (6)** opened in 2022, making it the newest hotel in the competitive set. Sitting in between Staybridge and Candlewood in terms of amenities, this TownePlace has a mixture of studio and one-bedroom suites, free breakfast but no evening socials. It does have a lobby bar, and all the other normal

amenities, but no meeting space.

The 84-unit **Holiday Inn Express & Suites Selma (7)** built in 2007 and the 85-unit **Hampton by Hilton Inn & suites Selma-San Antonio-Randolph AFB (8)** built in 2012 are in every way comparable to the three limited-service hotels in Schertz.



The 138-room **Hilton Garden Inn San Antonio Live Oak Conference Center (9)** is the largest and the only select-service hotel in the competitive set. Built in 2016, this hotel features a conference center with 8,201 square feet of meeting space, making it the only hotel option in the area that can accommodate bigger groups and events. This hotel also has a full-service on-site restaurant, which sets it apart from the limited-service hotels.



### Non-competitive Hotels

We noted a number of economy hotels with weaker brands and accumulated differed maintenance that were performing well below the average of the competitive set. As such, we excluded them from the competitive analysis. It is important to note, however, that they are likely accommodating guests during peak periods who would prefer to stay in the competitive hotels. Therefore, as supply increases within the competitive set, demand will also increase at the expense of the non-competitive hotels.

### New Supply

In addition to the proposed dual-brand hotel, a hotel site is planned as part of the Cibolo Crossing development. However, since there is no evidence of active development effort, a hotel is unlikely to open before 2028. In the event that additional hotels do open at Cibolo Crossing or elsewhere in the market, the projections that follow could be affected.

### Sources of Market Demand

Through our research of the competitive set and our observations of hotel operations in the market, we were able to develop the following analysis that quantifies the primary sources of demand for the competitive set. We further noted the present mix of market demand as compared to its ratio prior to the pandemic.

Market Mix - Annual Room Nights of Demand				
Demand Segments	2019		2025	
Individual Business Traveler	85,600	50%	103,700	45%
Group	17,100	10%	23,100	10%
Leisure Traveler	68,500	40%	103,700	45%
<b>Total Occupied Room Nights</b>	<b>171,200</b>	<b>100%</b>	<b>230,500</b>	<b>100%</b>

The competitive hotels classified as much as 50% of their demand as **Individual Business Travelers (IBT)**, but that has shifted to 45% as video conferencing has replaced some of the need for an in-person visit, such as when area companies bring employees, vendors, and customers in for trainings and product demonstrations. What remains strong is companies bringing in temporary workers to complete construction projects and hardware upgrades. Other sources of IBT occur when area companies bring in candidates for job openings, which may also trigger the need for temporary housing as jobs are filled by relocation.

As most hotels in the competitive set have limited meeting space, their **Group and Convention** demand mostly includes social gatherings, with the exception of the Hilton Garden Inn. In totality, group and convention demand represents approximately 10% of the demand accommodated by the competitive hotels.

**Leisure** demand for the competitive hotels has grown to replace the loss of IBT and now represents approximately 45% of their occupied room nights and primarily occurs on weekends and during spring break and the summer months. Leisure travel to the competitive set also includes those attending sports tournaments and local events, which occur all year long.

### **Competitive Set Historical Performance**

DPC Hospitality assembled occupancy and ADR (Average Daily Rate) information for the competitive set for year-end 2019 through summer of 2025. During this time, the market supply increased from 635 guestrooms to 892, marking a 5.8% rate of increase per year. Meanwhile, demand increased at 4.5% per year. Whenever supply outpaces demand, occupancy will decrease until demand catches back up, which we expect will happen again just as it has happened in the past.

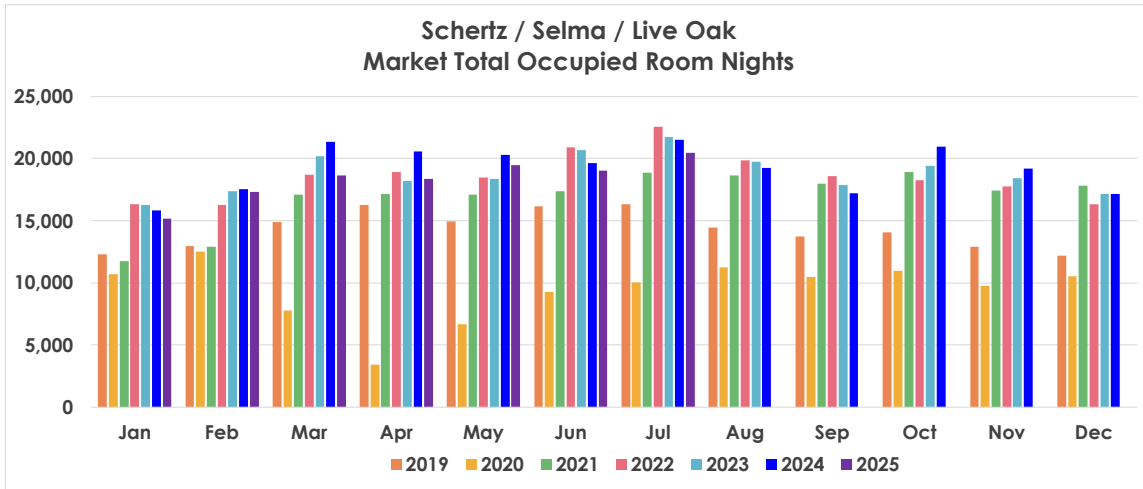
The market's occupancy finished 2019 at 73.8%. As the COVID-19 pandemic impacted the hospitality industry disproportionately in 2020, the competitive hotels had a fairly moderate dip that bottomed out at 51.0%. Supply also decreased slightly in 2020 as some hotels reduced their room count for a few months. This competitive set became the beneficiary of a national trend in 2021 that has since been coined as "revenge travel" following the pandemic. 2021 saw increases to both supply and demand and achieved a record high occupancy of 75.9%. As revenge travel subsided and the last increase to supply was recorded (TownePlace 2022), occupancy retreated to normalization of +/- 70%. Occupancy retreated further thus far into 2025 as a result of federal spending reductions, international tariff increases, and at the time of this report, a temporary federal budget shut down. As previously witnessed during the recovery following the pandemic, revenge travel could once again jumpstart travel.

HISTORICAL MARKET CONDITIONS - ANNUAL ROOM NIGHTS							
Competitive Hotels - Schertz / Selma TX							
	2019	2020	2021	2022	2023	2024	2025 * CAC**
Supply - Guestrooms	635	609	733	864	892	892	892
Annual Rooms Nights (x 365)	231,866	222,317	267,528	315,500	325,580	325,580	325,580 5.8%
<b>Demand</b>							
IBT	85,600	34,000	71,100	89,200	101,400	103,700	100,100 2.6%
Group	17,100	11,300	20,300	22,300	22,500	23,100	22,200 4.4%
Leisure	68,500	68,000	111,700	111,500	101,400	103,700	100,100 6.5%
Total Occupied Room Nights	171,200	113,300	203,100	223,000	225,300	230,500	222,400 4.5%
<b>Occupancy</b>	<b>73.8%</b>	<b>51.0%</b>	<b>75.9%</b>	<b>70.7%</b>	<b>69.2%</b>	<b>70.8%</b>	<b>68.3%</b>
Average Daily Rate	\$103.81	\$91.05	\$104.72	\$114.74	\$116.85	\$117.47	\$115.80 1.8%
Revenue per Available Room	\$76.65	\$46.40	\$79.50	\$81.10	\$80.86	\$83.16	\$79.10 0.5%
Change in Supply	-	-4.1%	20.3%	17.9%	3.2%	0.0%	0.0%
Change in Demand	-	-33.8%	79.3%	9.8%	1.0%	2.3%	-3.5%

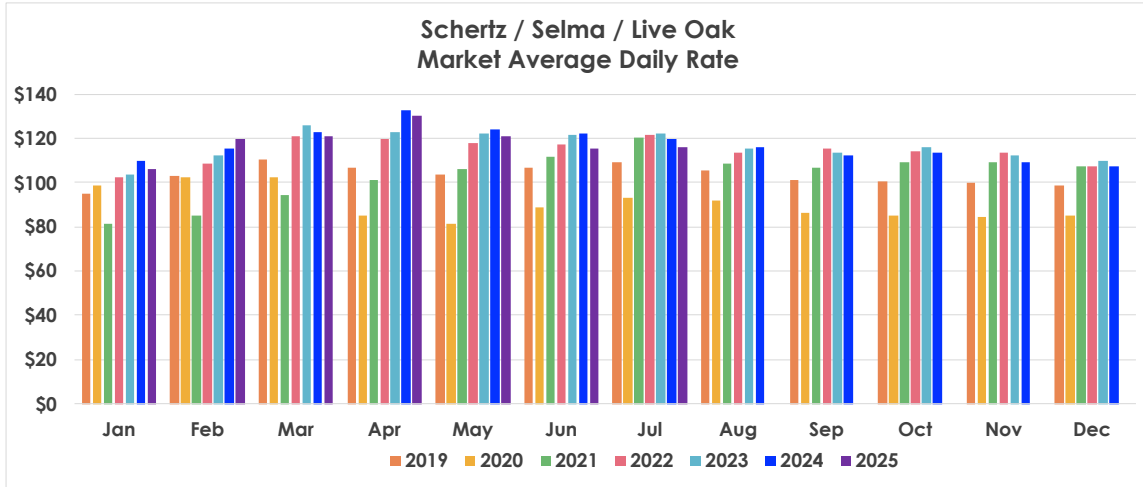
\*T-12 Ended July 2025. \*\*Compounded annual change

The following bar charts are graphical displays of this information expressed monthly to show the seasonality in the market and year-over-year trending. Interestingly, there is moderate seasonality in this market, other than the rise in occupancy in during spring break and the trough in September when schools resume.

While occupancy was highest in 2021, the actual occupied room nights were highest in 2024. Thus far in 2025, the occupied room nights are similar to levels seen in 2021 to 2023, which further indicates the new normal is well above 2019, and that future years will likely exceed 2024 as the economy rebounds.



Room pricing follows a similar trend with the highest rates occurring during Spring Break and the lowest occurring in September, but overall, ADR's fluctuate very little in this market.



**Future Estimated Market Supply and Demand**

Our analysis of future supply is based on the addition of the Subject with 120 guestrooms, likely coming online in 2028. This will bring the market supply to 1,012 available guestrooms, which calculates to a 2.1% per year increase when expressed as a compound average between 2024 and 2030. A slowdown in supply increases will eventually prove advantageous to developers underwriting projects in the years to come.

FUTURE MARKET CONDITIONS - ANNUAL ROOM NIGHTS								
Competitive Hotels - Schertz / Selma TX								
	2024	2025	2026	2027	2028	2029	2030	CAC*
Supply - Guestrooms	892	892	892	892	1,012	1,012	1,012	
Annual Rooms Nights (x 365)	325,580	325,580	325,580	325,580	369,380	369,380	369,380	2.1%
Demand								
IBT - Base	103,700	100,100	100,100	104,100	106,200	108,300	110,500	1.1%
IBT - Created	-	-	-	-	7,900	9,900	9,900	-
IBT - Total	103,700	100,100	100,100	104,100	114,100	118,200	120,400	2.5%
Group - Base	23,100	22,200	22,200	23,100	23,600	24,100	24,600	1.1%
Group - Created	-	-	-	-	1,800	2,200	2,200	-
Group - Total	23,100	22,200	22,200	23,100	25,400	26,300	26,800	2.5%
Leisure - Base	103,700	100,100	100,100	104,100	106,200	108,300	110,500	1.1%
Leisure - Created	-	-	-	-	7,900	9,900	9,900	-
Leisure - Total	103,700	100,100	100,100	104,100	114,100	118,200	120,400	2.5%
Total Occupied Room Nights	230,500	222,400	222,400	231,300	253,600	262,700	267,600	2.5%
<b>Occupancy</b>	<b>70.8%</b>	<b>68.3%</b>	<b>68.3%</b>	<b>71.0%</b>	<b>68.7%</b>	<b>71.1%</b>	<b>72.4%</b>	
Change in Supply	0.0%	0.0%	0.0%	0.0%	13.5%	0.0%	0.0%	
Change in Demand	2.3%	-3.5%	0.0%	4.0%	9.6%	3.6%	1.9%	

\*Compounded annual change

In the previous table, we estimate increases to Base demand as a compound annual change (CAC) that reflects the external changes in the market if no other hotels were built. The rates we used were 0% in 2026, followed by a revenue travel burst of 4%

in 2027, then followed by 2% per year thereafter. We applied this equally to each of the demand segments.

When the Subject opens, some of their rooms will be filled with guests trading up to the newest hotel in the market, which will make room for guests that were previously displaced to non-competitive hotels during peak periods. We reflect this as an estimate to Created demand. More specifically, we increased demand by 50% of the new supply created by the Subject in the years following its opening in 2028. We further allocated the created demand in the same ratio as the existing market segmentation.

The result of our projections show occupancy staying in the high 60's for 2025 and 2026, and oscillating between the high 60's and low 70's for the foreseeable future.

**Estimated Penetration of the Proposed Hotel**

The following table displays the room nights sold in the market, the fair share of room nights that could be occupied in the proposed Subject hotel, and our adjustments to its fair share based on its competitive advantages, shown as Estimated Market Penetration. A market penetration above 100% indicates a property is getting more than its fair share. Likewise, a penetration below 100% indicates below average performance. We project the proposed Subject hotel as a brand-new, dual-branded hotel, will be most popular among IBT and Leisure travelers. The resulting occupancy for the proposed hotel is calculated in the following table as finishing its first year at 71% and stabilizing at 77% in 2030 at approximately 106% of its fair share.

Proposed Dual Brand Hotel - 120 Rooms									
Year	Market Segment	Estimated Market Demand	Fair Market Share <sup>1</sup>		Estimated Market Penetration <sup>2</sup>		Occupancy		Average Room Rate Constant \$
			Percent	Demand	Percent	Demand	Market	Subject	
2028	IBT	114,100		13,530	100%	13,500			130.00
	Group	25,400	11.9%	3,012	85%	2,600			115.00
	Leisure	114,100		13,530	110%	14,900			145.00
	<b>Total</b>	<b>253,600</b>		<b>30,071</b>	<b>103%</b>	<b>31,000</b>	<b>68.7%</b>	<b>71%</b>	<b>135.95</b>
2029	IBT	118,200		14,016	100%	14,000			130.00
	Group	26,300	11.9%	3,119	90%	2,800			115.00
	Leisure	118,200		14,016	110%	15,400			145.00
	<b>Total</b>	<b>262,700</b>		<b>31,150</b>	<b>103%</b>	<b>32,200</b>	<b>71.1%</b>	<b>74%</b>	<b>135.87</b>
2030	IBT	120,400		14,277	105%	15,000			130.00
	Group	26,800	11.9%	3,178	95%	3,000			115.00
	Leisure	120,400		14,277	110%	15,700			145.00
	<b>Total</b>	<b>267,600</b>		<b>31,731</b>	<b>106%</b>	<b>33,700</b>	<b>72.4%</b>	<b>77%</b>	<b>135.65</b>

1 Fair Market Share = 120 Rooms (Subject) divided by 1,012 Rooms (in the Market in 2028) = 11.9%  
2 Subject penetration into Market above 100% indicates Subject has competitive advantages.

In estimating the Average Daily Rate (ADR), we gathered rack rates for each property of the competitive set, which is presented in **Exhibit A**. Based on our observations of the market, we estimated the average rate anticipated for each demand segment, as shown in the previous table. Leisure travelers, for example, will pay the highest rate

because they tend to travel during peak periods. Conversely, Group travelers will pay the least because they book well in advance and often enjoy negotiated discounts even though they create peak periods when they come. IBT travelers will lie in between, benefitting from negotiated rates for committing to higher volumes. The preceding table calculates a weighted average based on our analysis stated in 2025 dollars. The following table uses an inflation rate of 4.0% per year to determine the ADR in future dollars and the resulting rooms revenue.

<b>Average Daily Rate and Rooms Revenues</b>				
<b>Fiscal Year</b>	<b>Occupancy</b>	<b>Average Daily Rate</b>		<b>Rooms Revenue</b>
		<b>2025 Dollars</b>	<b>Inflated Dollars</b>	
2028	71%	\$136.00	\$148.50	\$4,618,000
2029	74%	\$136.00	\$153.00	\$4,959,000
2030	77%	\$136.00	\$157.75	\$5,321,000

**Financial Pro Forma**

**Exhibit B**, located in the Addendum, summarizes our departmental operating expenses for the proposed Subject hotel. In preparing this analysis, we consulted expense ratios for limited-service hotels with average daily rates between \$100 and \$150, as found in the 2024 USA Edition of Trends in the Hotel Industry by CBRE Hotels. The data presented by CBRE Hotels was compiled from 2023 year-end financial statements and is expressed in ratios to total revenue as well as dollars per available room. Exhibit B is expressed in 2024 dollars based on the stabilized occupancy that is estimated for the proposed Subject hotel in 2030.

Of particular note is the absence of food and beverage data in the CBRE Sample. As our recommendations call for the proposed Subject hotel to have limited bar service and occasional catering in its meeting space, we added departmental revenue and expense for these items. Also of note are the differences in ADR of the CBRE sample and our estimates for the Subject. As our estimates for the Subject ADR are higher, so will be the resulting estimates for NOI, 29.0% versus 24.0%. This is because more of rooms revenue flows through to NOI to overcome undistributed and non-operating expenses.

**Exhibits C-1 and C-2** restate these stabilized estimates into stated year (inflated) dollars starting 2028 to 2037, making assumptions for operational inefficiencies that result from the early years when the hotel operates below the stabilized occupancy. The following table is stated using inflated dollars and summarizes all the analysis contained herein. To reflect recent trends of inflation, our forecast is based on a general inflation rate of 3%.

<b>Summary Income Statement - Inflated Dallar</b>				
	<b>2028</b>	<b>2029</b>	<b>2030</b>	<b>2031</b>
Occupancy	71%	74%	77%	77%
Average Daily Rate *	\$148.50	\$153.00	\$157.75	\$162.50
Rooms Revenue	4,618,000	4,959,000	5,321,000	5,481,000
Other Income	510,000	547,000	587,000	604,000
Total Revenues	5,128,000	5,506,000	5,908,000	6,085,000
Departmental Expenses	1,423,000	1,498,000	1,576,000	1,623,000
Undistributed Expenses	1,483,000	1,579,000	1,655,000	1,704,000
Other Fixed Expenses	435,000	580,000	601,000	615,000
Reserve for Replacement	103,000	165,000	236,000	243,000
Net Operating Income	1,684,000	1,684,000	1,840,000	1,900,000
NOI as % of Total Revenue	32.8%	30.6%	31.1%	31.2%

**Exhibit D – Return on Investment**

This analysis looks at the whole life of the investment, from construction to operation and a future sale. As a placeholder in our analysis, we estimated the all-in cost of the proposed Subject hotel to be \$180,000 per key, or \$21.6 million. This includes the initial purchase of a 7.0 acre site for \$5.60 per square foot, or \$1.8 million. As mentioned previously, the proposed site is oversized for the needs of the hotel, which leaves an estimated 2.0 acres for development of a table-service restaurant/bar. We estimate the sale of a development-ready restaurant pad site in front of a planned hotel to be \$16 per square foot, which will reduce the basis in the hotel site by \$1.4 million. As a placeholder in our analysis, we show the sale of the restaurant pad site as a distribution to the investors during the construction phase.

We allocated the capital costs between debt and equity based on a loan-to-costs ratio of 65%, which means the hotel requires \$7.6 million in equity and will service a loan of \$14.0 million on a 25-year amortization schedule at an estimated 6.5% interest rate. While the annual debt service could be above \$1.1 million, construction loans frequently are interest-only during the first operating year, which would be \$910,000.

An important metric to follow when underwriting a hotel project is the Debt Coverage Ratio, which needs to stay well above 1.40 for the life of the loan. For the Subject, the DCR begins at 1.85 during the interest only period, but drops to 1.48 once amortization kicks in. If the Rebate of City HOT were included, the DCR remains well above the required threshold at 1.79 and above.

We have also assumed the project will be awarded a rebate of the Hotel Occupancy Tax (HOT) collected by the City for seven years. This is calculated as 7% of the Rooms Revenue collected from guests and normally paid to the City. As an incentive for developing an institutional-grade hotel in Schertz, the City could grant such as rebate that would be codified in a Section 380-agreement.

During the holding period we added the HOT Rebate to NOI and deducted the debt service to calculate potential distributions to investors, which estimated the cash on cash returns in a given year between 12% and 15% during the holding period. By

selling the excess land during the construction period, the investors could see a one-time cash on cash benefit of 18% in 2027.

Because an Internal Rate of Return (IRR) is an expression of equity return over the life of the investment, our analysis shows a reversion, or a hypothetical sale of the asset in Year 5. Exhibit D calculates the potential sales value based on a theoretical cap rate of 7.75% on NOI of the last year of the holding period.

The IRR is then calculated over the life of the investment showing cash being invested in 2026 prior to the start of construction, the sale of the restaurant pad site in 2027, distributions being paid starting in 2028 once the hotel has been open for a year, and the hotel being sold in 2032 to calculate the final distribution. This analysis is based on inflated dollars (at 3.0% per year) and the occupancy estimates derived in this report. Using these assumptions, the levered internal rate of return (IRR) is calculated to be 20.6% on the five-year hold. Without the HOT Rebate, the IRR drops to 17.4%. The target metric in hotel underwriting is an IRR above 20%.

### **Limiting Conditions**

The conclusions in this report are based upon review of published information and information provided by the general managers and/or owners at the competing hotels and an analysis of historical market area data. The report is based on estimates, assumptions, and other information developed from our analysis of the local hotel market area and characteristics of the proposed property. Since the projections in this letter are based upon estimates and assumptions, which inherently are subject to uncertainty and variation depending upon evolving events, we do not represent them as results that will actually be achieved.

WE MADE NO ATTEMPT TO CERTIFY THE ESTIMATES OF PROJECT COSTS AND HAVE NO OPINION ON THEIR VALIDITY. IN ORDER TO RELY ON THE RESULTING ESTIMATES OF CASH ON CASH RETURN AND INTERNAL RATE OF RETURN, POTENTIAL INVESTORS MUST CONDUCT THEIR OWN INVESTIGATION AS TO THE RELIABILITY AND COMPLETENESS OF THE COSTS OF DEVELOPING THIS HOTEL.

FURTHERMORE, THE TERMINAL CAP RATE WAS NOT DERIVED BY AN APPRAISAL OF RECENT MARKET SALES. A MARKET DERIVATION OF CAP RATES BY A CERTIFIED APPRAISER IS NEEDED IN ORDER TO ACCURATELY EXPRESS CERTIFIED VALUES.

This report has been prepared primarily for your use and guidance in determining the risk in developing the proposed property. As is customary in assignments of this nature, neither our name nor the material submitted may be included in any prospectus, in newspaper publicity, or as part of any printed material; or used in public offerings or representations in connection with the sale of securities to the

general public. You may, however, include this document in a private placement memorandum that is directed to qualified investors.

### **DPC Hospitality – Qualifications**

DPC Hospitality is a hotel, tourism, and real estate-oriented consulting and advisory firm. We have developed a wide range of expertise that includes limited-service hotels, extended-stay hotels, convention and full-service hotels, and resorts. The principals of DPC Hospitality have completed over 500 hotel consulting and valuation assignments located across the United States.

The President of DPC Hospitality, David Parker, has over 30 years of experience in the hotel industry, including more than 25 years in hotel consulting and development. Prior to forming DP Consulting in 2001, Mr. Parker was employed by PKF Consulting for nearly a decade, where he developed numerous methodologies for collecting market information on hotels and meeting facilities and developed multiple modeling techniques for projecting utilization, income, and expense. The company name was changed in 2018 to DPC Hospitality when Christian Abbate was added as a partner.

Senior Vice President, Christian Abbate, has nearly 15 years of experience in the hospitality industry, including more than 10 years in hospitality advisory and consulting. Prior to joining DPC Hospitality, Mr. Abbate served nearly 11 years in various roles including Director at CBRE Hotels and Vice President at PKF Consulting. Mr. Abbate's previous experience also includes management positions with Accor Hotels and Hilton Hotels.

DPC Hospitality (rebranded from DP Consulting) has completed a variety of projects, a summary of which are listed in **Exhibit E** in the Addendum.

We would be pleased to hear from you if we may be of further assistance in the interpretation and application of our findings and conclusions. We express our appreciation to you and your associates for the cooperation extended to us during the course of this assignment.

Sincerely,

David Parker



**Addendum**

**Competitive Set Table – Exhibit A**

**Financial Pro Forma – Stabilized Year – Exhibit B**

**Financial Pro Forma – 2028 to 2037 – Exhibits C-1 and C-2**

**Return on Investment – Exhibits D**

**Projects Completed by DPC Hospitality – Exhibit E**

**SUMMARY OF COMPETITIVE HOTELS**  
Schertz/Selma/Live Oak, TX

**Exhibit A**

Properties	Rooms	Year Opened	2025/26 Rack Rates			Affiliation	Property Type	Miles from Subject	Meeting Space/ Largest Space	Amenities <sup>1</sup>
			Weekday	Weekend	Peak Events					
1 Hampton Inn & Suites Schertz 17702 I-35 N, Schertz, TX 78154	98	2005	\$102-\$167	\$103-\$171	\$174-\$192	Hilton	Limited Service	1.4	650 sq. ft. 650 sq. ft.	CB, SP, FC, GL, MR
2 Fairfield Inn & Suites San Antonio NE/Schertz 5008 Corridor Loop Rd, Schertz, TX 78154	117	2009	\$101-\$134	\$102-\$139	\$155-\$163	Marriott	Limited Service	1.5	1,386 sq. ft. 1,126 sq. ft.	CB, SP, FC, GL, MR
3 La Quinta Inn & Suites by Wyndham Schertz 17650 Four Oaks Ln, Schertz, TX 78154	81	2009	\$81-\$105	\$101-\$119	\$120-\$135	Wyndham	Limited Service	2.0	1,296 sq. ft. 1,296 sq. ft.	CB, SP, FC, GL, MR
4 Candlewood Suites San Antonio - Schertz 17145 N Interstate 35 Frontage Road, Schertz, TX 78154	80	Nov 2020	\$85-\$148	\$99-\$153	\$162-\$171	IHG	Extended Stay	3.0	260 sq. ft. 260 sq. ft.	CB, FK, SP, FC, GL, MR
5 Staybridge Suites San Antonio - Schertz 5601 Schertz Pkwy, Schertz, TX 78154	97	Apr 2019	\$93-\$143	\$108-\$145	\$159-\$167	IHG	Extended Stay	2.6	1,300 sq. ft. 1,300 sq. ft.	CB, FK, SP, FC, GL, MR
6 TownePlace Suites San Antonio Universal City/Live Oak 15510 I-35, Selma, TX 78154	112	Apr 2022	\$133-\$151	\$146-\$1167	\$168-\$182	Marriott	Extended Stay	4.1	n/a n/a	CB, FK, SP, FC, GL
7 Holiday Inn Express & Suites Selma 15408 I-35 N #2, Selma, TX 78154	84	2007	\$85-\$108	\$84-\$122	\$143-\$152	IHG	Limited Service	4.4	858 sq. ft. 858 sq. ft.	CB, SP, FC, GL, MR
8 Hampton by Hilton Inn & Suites Selma-San Antonio-Randolph AFB 14655 I-35 N Access Road, Selma, TX 78154	85	2012	\$103-\$150	\$101-\$151	\$162-\$246	Hilton	Limited Service	5.3	n/a n/a	CB, SP, FC, GL
9 Hilton Garden Inn San Antonio Live Oak Conference Center 8101 Pat Booker Rd, Live Oak, TX 78233	138	2016	\$108-\$1159	\$116-\$162	\$169-\$176	Hilton	Select Service	6.5	8,201 sq. ft. 8,201 sq. ft.	FB, SP, FC, GL, MR
<b>Total Hotel Rooms - 2025</b>	<b>892</b>	<b>Avg Age: 12Yrs</b>	<b>2025 Market ADR: \$115.82 / Market Occupancy: 68.3%</b>							
<b>New Hotels</b>										
A Subject - Proposed Dual-Brand Hotel I-35 Adjacent to the Schertz Station Development	120	2028	n/a	n/a	n/a	TBD	Select Service + Extended Stay	--	~2,000 sq. ft. ~2,000 sq. ft.	FB, CB, FK, SP, FC, GL, MR
<b>Total Hotel Rooms - 2028</b>	<b>1,012</b>									

<sup>1</sup> Amenity Codes: FB - Food and Beverage Outlets, CB - Complimentary Breakfast, FK - Full Kitchen, WB - Wet Bar, SP - Swimming Pool, FC - Fitness Center, GL - Guest Laundry, MMS - Major Meeting Space, MR - Meeting Room.

	<b>CBRE Hotels Trends</b>			<b>Stabilized Operating Year (2030)</b>			
	<b>Limited-Service \$100 to \$150</b>			<b>Stated in 2025 Dollars</b>			
	<b>Ratio</b>	<b>Per Room</b>	<b>P.O.R.</b>	<b>Amount</b>	<b>Ratio</b>	<b>Per Room</b>	<b>P.O.R.</b>
Number of Units:		105				120	
Number of Annual Rooms Available:		38,325				43,800	
Number of Rooms Occupied:		26,329				33,726	
Annual Occupancy:		68.7%				77.0%	
Average Daily Rate:		125.66				\$136.00	
Revenue Per Available Room:		\$86.33				\$104.72	
<b>Revenues</b>							
Rooms	96.9%	31,510	\$125.66	\$4,587,000	90.1%	\$38,225	\$136.01
Food & Beverage	0.0%	-	-	236,000	4.6%	1,967	7.00
Other Operated Departments	3.1%	1,010	4.03	270,000	5.3%	2,250	8.01
<b>Total Operating Revenues</b>	<b>100.0%</b>	<b>32,520</b>	<b>129.69</b>	<b>5,093,000</b>	<b>100.0%</b>	<b>42,442</b>	<b>151.01</b>
<b>Departmental Expenses</b>							
Rooms	29.1%	9,160	36.53	1,113,000	24.3%	9,275	33.00
Food & Beverage	-	-	-	165,000	69.9%	1,375	4.89
Other Operated Departments	26.3%	266	1.06	81,000	30.0%	675	2.40
<b>Total Departmental Expenses</b>	<b>29.0%</b>	<b>9,426</b>	<b>37.59</b>	<b>1,359,000</b>	<b>26.7%</b>	<b>11,325</b>	<b>40.30</b>
<b>Departmental Profit</b>	<b>71.0%</b>	<b>23,094</b>	<b>92.10</b>	<b>3,734,000</b>	<b>73.3%</b>	<b>31,117</b>	<b>110.72</b>
<b>Undistributed Expenses</b>							
Administrative & General	9.9%	3,215	12.82	501,000	9.8%	4,175	14.86
Sales and Marketing	13.8%	4,477	17.85	516,000	10.1%	4,300	15.30
Property Operation and Maintenance	5.2%	1,701	6.78	192,000	3.8%	1,600	5.69
Utilities	4.1%	1,332	5.31	156,000	3.1%	1,300	4.63
Information and Telecommunication Systems	1.7%	564	2.25	62,000	1.2%	517	1.84
<b>Total Undistributed Operating Expenses</b>	<b>34.7%</b>	<b>11,289</b>	<b>45.02</b>	<b>1,427,000</b>	<b>28.0%</b>	<b>11,892</b>	<b>42.31</b>
<b>Gross Operating Profit</b>	<b>36.3%</b>	<b>11,805</b>	<b>47.08</b>	<b>2,307,000</b>	<b>45.3%</b>	<b>19,225</b>	<b>68.40</b>
<b>Non-Operating Income and Expenses</b>							
Base Management Fee	3.2%	1,033	4.12	153,000	3.0%	1,275	4.54
Property Taxes	3.3%	1,071	4.27	318,000	6.2%	2,650	9.43
Insurance	1.8%	589	2.35	54,000	1.1%	450	1.60
<b>Total Fixed Expenses</b>	<b>8.3%</b>	<b>2,693</b>	<b>10.74</b>	<b>525,000</b>	<b>10.3%</b>	<b>4,375</b>	<b>15.57</b>
<b>Net Operating Income</b>	<b>28.0%</b>	<b>9,112</b>	<b>36.34</b>	<b>1,782,000</b>	<b>35.0%</b>	<b>14,850</b>	<b>52.84</b>
FF&E Reserve	4.0%	1,301	5.19	204,000	4.0%	1,700	6.05
<b>Net Operating Income After Reserve</b>	<b>24.0%</b>	<b>7,811</b>	<b>31.15</b>	<b>\$1,578,000</b>	<b>31.0%</b>	<b>\$13,150</b>	<b>\$46.79</b>
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Source: CBRE Hotels

Estimated by DPC Hospitality

**Proposed Dual Brand Hotel - Schertz TX - 120 Rooms**

**Exhibit C-1**

Projected Operating Results  
Calendar Years

	2028		2029		2030		2031		2032	
Number of Units:	120		120		120		120		120	
Number of Annual Rooms Available:	43,800		43,800		43,800		43,800		43,800	
Number of Rooms Occupied:	31,100		32,410		33,730		33,730		33,730	
Annual Occupancy:	71.0%		74.0%		77.0%		77.0%		77.0%	
Average Daily Rate:	\$148.50		\$153.00		\$157.75		\$162.50		\$167.25	
Revenue Per Available Room:	\$105.44		\$113.22		\$121.47		\$125.13		\$128.78	
	<b>Amount</b>	<b>Ratio</b>	<b>Amount</b>	<b>Ratio</b>	<b>Amount</b>	<b>Ratio</b>	<b>Amount</b>	<b>Ratio</b>	<b>Amount</b>	<b>Ratio</b>
<b>Revenues</b>										
Rooms	\$4,618,000	90.1%	\$4,959,000	90.1%	\$5,321,000	90.1%	\$5,481,000	90.1%	\$5,641,000	90.1%
Food & Beverage	238,000	4.6%	255,000	4.6%	274,000	4.6%	282,000	4.6%	290,000	4.6%
Other Operated Departments	272,000	5.3%	292,000	5.3%	313,000	5.3%	322,000	5.3%	332,000	5.3%
<b>Total Operating Revenues</b>	<b>5,128,000</b>	<b>100.0%</b>	<b>5,506,000</b>	<b>100.0%</b>	<b>5,908,000</b>	<b>100.0%</b>	<b>6,085,000</b>	<b>100.0%</b>	<b>6,263,000</b>	<b>100.0%</b>
<b>Departmental Expenses</b>										
Rooms	1,169,000	25.3%	1,228,000	24.8%	1,290,000	24.2%	1,329,000	24.2%	1,369,000	24.3%
Food & Beverage	172,000	72.3%	182,000	71.4%	192,000	70.1%	197,000	69.9%	203,000	70.0%
Other Operated Departments	82,000	30.1%	88,000	30.1%	94,000	30.0%	97,000	30.1%	100,000	30.1%
<b>Total Departmental Expenses</b>	<b>1,423,000</b>	<b>27.7%</b>	<b>1,498,000</b>	<b>27.2%</b>	<b>1,576,000</b>	<b>26.7%</b>	<b>1,623,000</b>	<b>26.7%</b>	<b>1,672,000</b>	<b>26.7%</b>
<b>Departmental Profit</b>	<b>3,705,000</b>	<b>72.3%</b>	<b>4,008,000</b>	<b>72.8%</b>	<b>4,332,000</b>	<b>73.3%</b>	<b>4,462,000</b>	<b>73.3%</b>	<b>4,591,000</b>	<b>73.3%</b>
<b>Undistributed Expenses</b>										
Administrative & General	505,000	9.8%	548,000	10.0%	581,000	9.8%	598,000	9.8%	616,000	9.8%
Sales and Marketing	530,000	10.3%	569,000	10.3%	598,000	10.1%	616,000	10.1%	635,000	10.1%
Property Operation and Maintenance	210,000	4.1%	216,000	3.9%	223,000	3.8%	229,000	3.8%	236,000	3.8%
Utilities	170,000	3.3%	176,000	3.2%	181,000	3.1%	186,000	3.1%	192,000	3.1%
Information and Telecommunication Systems	68,000	1.3%	70,000	1.3%	72,000	1.2%	75,000	1.2%	77,000	1.2%
<b>Total Undistributed Operating Expenses</b>	<b>1,483,000</b>	<b>28.9%</b>	<b>1,579,000</b>	<b>28.7%</b>	<b>1,655,000</b>	<b>28.0%</b>	<b>1,704,000</b>	<b>28.0%</b>	<b>1,756,000</b>	<b>28.0%</b>
<b>Gross Operating Profit</b>	<b>2,222,000</b>	<b>43.3%</b>	<b>2,429,000</b>	<b>44.1%</b>	<b>2,677,000</b>	<b>45.3%</b>	<b>2,758,000</b>	<b>45.3%</b>	<b>2,835,000</b>	<b>45.3%</b>
<b>Non-Operating Income and Expenses</b>										
Base Management Fee	154,000	3.0%	165,000	3.0%	177,000	3.0%	183,000	3.0%	188,000	3.0%
Property Taxes	222,000	4.3%	354,000	6.4%	361,000	6.1%	368,000	6.0%	376,000	6.0%
Insurance	59,000	1.2%	61,000	1.1%	63,000	1.1%	64,000	1.1%	66,000	1.1%
<b>Total Fixed Expenses</b>	<b>435,000</b>	<b>8.5%</b>	<b>580,000</b>	<b>10.5%</b>	<b>601,000</b>	<b>10.2%</b>	<b>615,000</b>	<b>10.1%</b>	<b>630,000</b>	<b>10.1%</b>
<b>Net Operating Income</b>	<b>1,787,000</b>	<b>34.8%</b>	<b>1,849,000</b>	<b>33.6%</b>	<b>2,076,000</b>	<b>35.1%</b>	<b>2,143,000</b>	<b>35.2%</b>	<b>2,205,000</b>	<b>35.2%</b>
FF&E Reserve	103,000	2.0%	165,000	3.0%	236,000	4.0%	243,000	4.0%	251,000	4.0%
<b>Net Operating Income After Reserve</b>	<b>\$1,684,000</b>	<b>32.8%</b>	<b>\$1,684,000</b>	<b>30.6%</b>	<b>\$1,840,000</b>	<b>31.1%</b>	<b>\$1,900,000</b>	<b>31.2%</b>	<b>\$1,954,000</b>	<b>31.2%</b>
	Full Year of Operation									
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**Proposed Dual Brand Hotel - Schertz TX - 120 Rooms**

**Exhibit C-2**

Projected Operating Results  
Calendar Years

	2033		2034		2035		2036		2037	
Number of Units:	120		120		120		120		120	
Number of Annual Rooms Available:	43,800		43,800		43,800		43,800		43,800	
Number of Rooms Occupied:	33,730		33,730		33,730		33,730		33,730	
Annual Occupancy:	77.0%		77.0%		77.0%		77.0%		77.0%	
Average Daily Rate:	\$172.25		\$177.50		\$182.75		\$188.25		\$194.00	
Revenue Per Available Room:	\$132.63		\$136.68		\$140.72		\$144.95		\$149.38	
	<b>Amount</b>	<b>Ratio</b>	<b>Amount</b>	<b>Ratio</b>	<b>Amount</b>	<b>Ratio</b>	<b>Amount</b>	<b>Ratio</b>	<b>Amount</b>	<b>Ratio</b>
<b>Revenues</b>										
Rooms	\$5,810,000	90.1%	\$5,987,000	90.1%	\$6,164,000	90.1%	\$6,350,000	90.1%	\$6,544,000	90.1%
Food & Beverage	299,000	4.6%	308,000	4.6%	317,000	4.6%	327,000	4.6%	337,000	4.6%
Other Operated Departments	342,000	5.3%	352,000	5.3%	363,000	5.3%	374,000	5.3%	385,000	5.3%
<b>Total Operating Revenues</b>	<b>6,451,000</b>	<b>100.0%</b>	<b>6,647,000</b>	<b>100.0%</b>	<b>6,844,000</b>	<b>100.0%</b>	<b>7,051,000</b>	<b>100.0%</b>	<b>7,266,000</b>	<b>100.0%</b>
<b>Departmental Expenses</b>										
Rooms	1,410,000	24.3%	1,452,000	24.3%	1,496,000	24.3%	1,541,000	24.3%	1,587,000	24.3%
Food & Beverage	209,000	69.9%	216,000	70.1%	222,000	70.0%	229,000	70.0%	236,000	70.0%
Other Operated Departments	103,000	30.1%	106,000	30.1%	109,000	30.0%	112,000	29.9%	115,000	29.9%
<b>Total Departmental Expenses</b>	<b>1,722,000</b>	<b>26.7%</b>	<b>1,774,000</b>	<b>26.7%</b>	<b>1,827,000</b>	<b>26.7%</b>	<b>1,882,000</b>	<b>26.7%</b>	<b>1,938,000</b>	<b>26.7%</b>
<b>Departmental Profit</b>	<b>4,729,000</b>	<b>73.3%</b>	<b>4,873,000</b>	<b>73.3%</b>	<b>5,017,000</b>	<b>73.3%</b>	<b>5,169,000</b>	<b>73.3%</b>	<b>5,328,000</b>	<b>73.3%</b>
<b>Undistributed Expenses</b>										
Administrative & General	635,000	9.8%	654,000	9.8%	673,000	9.8%	694,000	9.8%	715,000	9.8%
Sales and Marketing	654,000	10.1%	673,000	10.1%	693,000	10.1%	714,000	10.1%	736,000	10.1%
Property Operation and Maintenance	243,000	3.8%	251,000	3.8%	258,000	3.8%	266,000	3.8%	274,000	3.8%
Utilities	198,000	3.1%	204,000	3.1%	210,000	3.1%	216,000	3.1%	222,000	3.1%
Information and Telecommunication Systems	79,000	1.2%	81,000	1.2%	84,000	1.2%	86,000	1.2%	89,000	1.2%
<b>Total Undistributed Operating Expenses</b>	<b>1,809,000</b>	<b>28.0%</b>	<b>1,863,000</b>	<b>28.0%</b>	<b>1,918,000</b>	<b>28.0%</b>	<b>1,976,000</b>	<b>28.0%</b>	<b>2,036,000</b>	<b>28.0%</b>
<b>Gross Operating Profit</b>	<b>2,920,000</b>	<b>45.3%</b>	<b>3,010,000</b>	<b>45.3%</b>	<b>3,099,000</b>	<b>45.3%</b>	<b>3,193,000</b>	<b>45.3%</b>	<b>3,292,000</b>	<b>45.3%</b>
<b>Non-Operating Income and Expenses</b>										
Base Management Fee	194,000	3.0%	199,000	3.0%	205,000	3.0%	212,000	3.0%	218,000	3.0%
Property Taxes	383,000	5.9%	391,000	5.9%	399,000	5.8%	407,000	5.8%	415,000	5.7%
Insurance	68,000	1.1%	70,000	1.1%	73,000	1.1%	75,000	1.1%	77,000	1.1%
<b>Total Fixed Expenses</b>	<b>645,000</b>	<b>10.0%</b>	<b>660,000</b>	<b>9.9%</b>	<b>677,000</b>	<b>9.9%</b>	<b>694,000</b>	<b>9.8%</b>	<b>710,000</b>	<b>9.8%</b>
<b>Net Operating Income</b>	<b>2,275,000</b>	<b>35.3%</b>	<b>2,350,000</b>	<b>35.4%</b>	<b>2,422,000</b>	<b>35.4%</b>	<b>2,499,000</b>	<b>35.4%</b>	<b>2,582,000</b>	<b>35.5%</b>
FF&E Reserve	258,000	4.0%	266,000	4.0%	274,000	4.0%	282,000	4.0%	291,000	4.0%
<b>Net Operating Income After Reserve</b>	<b>\$2,017,000</b>	<b>31.3%</b>	<b>\$2,084,000</b>	<b>31.4%</b>	<b>\$2,148,000</b>	<b>31.4%</b>	<b>\$2,217,000</b>	<b>31.4%</b>	<b>\$2,291,000</b>	<b>31.5%</b>
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## Proposed Dual Brand Hotel - Schertz TX - 120 Rooms

Exhibit D

v2

Project Description	
<b>Keys:</b>	<b>120</b>
Number of Stories	4
Net On Site Meeting Space	1,600
Employees (Approx.)	20
Amenities: swimming pool, fitness center, fire pit area, guest laundry, convenience market, meeting room)	

Cost Assumptions	
Land (Approx Values)	
Acres	7.000
\$ per SF	\$ 5.90
Land Cost	<b>1,800,000</b>
Per Room	\$ 15,000
Land Costs % of Total	8%
Hard / Soft Cost	
	19,800,000
\$ Per Room	<b>165,000</b>
<b>Total Project</b>	<b>21,600,000</b>
Per Room	180,000

Debt / Equity Assumptions	
Term	25
Interest	6.50%
Loan to Costs (Estimate)	65%
<b>Loan Amount</b>	<b>14,000,000</b>
Monthly Loan Payment	94,529
Annual Debt Service	1,134,348
Equity Requirement	
	7,600,000
Restaurant Pad Sale	
2.0 Acres at \$16/SF	<u>(1,400,000)</u>
<b>Net Equity Investment</b>	<b>6,200,000</b>

Net Operating Income	Today's Dollars	Year 1	Year 2	Year 3	Year 4	Year 5
Full Year of Operation	2025	2028	2029	2030	2031	2032
Occ%	77%	71%	74%	77%	77%	77%
ADR	\$136.00	\$148.50	\$153.00	\$157.75	\$162.50	\$167.25
Room Revenue	4,587,000	4,618,000	4,959,000	5,321,000	5,481,000	5,641,000
Other Income	506,000	510,000	547,000	587,000	604,000	622,000
Total	5,093,000	5,128,000	5,506,000	5,908,000	6,085,000	6,263,000
Total Expenses	<u>(3,515,000)</u>	<u>(3,444,000)</u>	<u>(3,822,000)</u>	<u>(4,068,000)</u>	<u>(4,185,000)</u>	<u>(4,309,000)</u>
Net Operating Income	1,578,000	1,684,000	1,684,000	1,840,000	1,900,000	1,954,000
Proposed HOT Rebate		7.0%	323,260	347,130	372,470	383,670
Debt Service (Year 1 Interest Only)		(910,000)	(1,134,348)	(1,134,348)	(1,134,348)	(1,134,348)
Potential Distributable Dividends		1,097,260	896,782	1,078,122	1,149,322	1,214,522

Debt Coverage Ratio	1.85	1.48	1.62	1.67	1.72
Debt Coverage Ratio with HOT Rebate	2.21	1.79	1.95	2.01	2.07

Internal Rate of Return	Construction			Operation-->			Reversion		IRR	Total Return
	2026	2027	2028	2029	2030	2031	2032			
Initial Equity Investment	(7,600,000)									
Restaurant Pad Site Sale		1,400,000								
Potential Distributable Dividends		-	1,097,260	896,782	1,078,122	1,149,322	1,214,522			
Reversion							<u>11,730,362</u>			
Total Equity Return	(7,600,000)	1,400,000	1,097,260	896,782	1,078,122	1,149,322	12,944,884	<b>20.6%</b>		18,566,370
Cash on Cash Return - by Year		18%	14%	12%	14%	15%	170%			Multiple: 2.4

Reversion Analysis	
Year 5 NOI	1,954,000
Terminal Cap Rate	7.75%
Reversion Value (Sales Price	25,212,903
Sales Price per Key	210,108
RE Commission	2.0%
Less Sales Cost	(504,258)
Net Sale	24,708,645
Less Outstanding Debt	(12,978,283)
Net Proceeds to Equity	11,730,362

NOTE: DPC Hospitality made no attempt to verify the estimates of project costs provided by the developer and have no opinion on their validity. In order to rely on the resulting estimates of cash on cash return and internal rate of return, potential investors must conduct their own investigation as to the reliability and completeness of the costs of developing this hotel. Furthermore, the terminal cap rate was not derived by an appraisal of recent market sales. A market derivation of cap rates by a certified appraiser is needed in order to accurately express potential returns.



## Projects Completed by DPC Hospitality

### Select and Full-Service Hotels:

#### **Outside of Texas:**

Market Study of Proposed Margaritaville Resort - Myrtle Beach, South Carolina  
Market Study of Proposed Select-Service Hotel - Vinton, Virginia  
Market Study of Proposed Select-Service Hotel - Bentonville, Arkansas  
Market Study of Proposed Compass by Margaritaville Hotel - Medford, Oregon (Open 2022)  
Market Study of Proposed National WWII Museum Hotel - New Orleans, Louisiana (Open 2019)  
Market Study of Ace Hotel New Orleans - New Orleans, Louisiana (Open 2016)  
Market Study of Proposed Hilton Garden Inn & Homewood Suites - Oklahoma City, Oklahoma (Open 2014)  
Market Study of Proposed Homewood Suites - Nashville, Tennessee (Open 2013)  
Market Study of Proposed Full-Service Resort with Golf - Franklin, Tennessee  
Market Study of Proposed Office Building Conversion into Hilton Garden Inn Airport  
- Phoenix, Arizona (Open 2008)  
Market Study of Converting historic buildings into Residence Inn and Courtyard by Marriott  
- Omaha, Nebraska (Open 1999)  
Market Study of Proposed Conversion of the Fulton Hotel to a Holiday Inn - Alexandria, Louisiana  
Market Study of Proposed Full-Service Hotel - Colorado Springs, Colorado  
Performance Review of Operating Standards - Radisson Fort McDowell Resort & Casino  
(now We-Ko-Pa Casino Resort) - Scottsdale, Arizona  
Market Study of Proposed Holiday Inn - Colorado Springs, Colorado  
Market Study and Valuation of Cypress Bend Golf Resort and Conference Center - Sabine Parish, Louisiana  
Market Study of Proposed Full-Service Hotel - Sandy City, Utah  
Market Study of Proposed Full-Service Hotel adjacent to Jazz Land Theme Park - New Orleans, Louisiana  
Market Study and Valuation of 780-room Regal Riverfront - St. Louis, Missouri  
Market Study of Proposed Hotel Zaza - New Orleans, Louisiana  
Market Study of Proposed Residence Inn - Orange Beach, Alabama  
Market Study for Proposed Lakefront Hotel - City of Lake Charles, Louisiana  
Market Study of Proposed Boutique Hotel - New Orleans, Louisiana  
Market Study of Proposed Conrad CBD - New Orleans, Louisiana  
Market Study of Proposed Embassy Suites CBD - New Orleans, Louisiana  
Market Study of Proposed Convention Center Hotel - New Orleans, Louisiana  
Brand Impact Study for Marriott International - Covington, Louisiana  
Market Study of Proposed Conference Hotel - Broken Arrow, Oklahoma (Open)  
Market Study of Proposed Racetrack Hotel - Oklahoma City, Oklahoma  
Market Study of Proposed Boutique Hotel - Oklahoma City, Oklahoma  
Brand Impact Study of Proposed Downtown Courtyard Hotel- Kansas City, Kansas  
Brand Impact Study of Proposed Aloft - Little Rock, Arkansas  
Repositioning Study of NCED Conference Center & Hotel - Norman, Oklahoma  
Appraisal of the AC Hotel CBD - New Orleans, Louisiana  
Appraisal of the Loews CBD - New Orleans, Louisiana  
Appraisal of Renaissance Hotel - Baton Rouge, Louisiana  
Appraisal of The Ritz-Carlton - New Orleans, Louisiana  
Appraisal of Courtyard by Marriott New Orleans French Quarter/Iberville - New Orleans, Louisiana  
Appraisal of Astor Crowne Plaza – New Orleans, Louisiana  
Appraisal of Hilton Hotel (now DoubleTree by Hilton) – Lafayette, Louisiana  
Appraisals of Hyatt French Quarter - New Orleans, Louisiana  
Appraisals of Hilton Garden Inn CBD - New Orleans, Louisiana



Appraisal of Hilton Garden Inn Airport - Baton Rouge, Louisiana  
Appraisal of Ambassador Autograph Collection Downtown Hotel - Kansas City, Missouri (Open)

### **Dallas/North Texas Area:**

Market Study of Proposed Courtyard by Marriott - Mansfield, Texas  
Market Study of Proposed Full-Service Boutique Hotel Conversion - Arlington, Texas  
Market Study of Proposed Camp Margaritaville - Grand Prairie, Texas  
Brand Impact Study of AC Hotel/Residence Inn Dallas Galleria - Dallas, Texas (Open 2018)  
Market Study of Proposed Hilton Garden Inn - Hurst, Texas (Open 2018)  
Market Study of Proposed Redevelopment for The Baker Hotel and Spa - Mineral Wells, Texas (Under Construction)  
Market Study of Proposed Courtyard Hotel & Conference Center - Carrollton, Texas (Open 2016)  
Market Study of Proposed Hilton Dallas/Plano Granite Park - Plano, TX (Open 2014)  
Market Study of Proposed Cambria Hotel - Plano, Texas (Open 2014)  
Market Study of Proposed Holiday Inn - McKinney, Texas (Open 2008)  
Market Study of Proposed Embassy Suites Galleria - Dallas, Texas (Open 1998)  
Market Study of Renovating the Historic Blackstone Hotel into a Courtyard by Marriott  
- Fort Worth, Texas (Open 1999)  
Brand Impact Study of Proposed Delta Hotel - Westlake, Texas  
Market Study of Proposed Dual Luxury/4-Star Hotels - Dallas, Texas (Near Galleria)  
Market Study of Proposed Lifestyle Downtown Hotel - Dallas, Texas  
Market Study of Proposed Select-Service Hotel - Lake Worth, Texas  
Market Study of Proposed Embassy Suites - Richardson, Texas  
Market Study of Proposed Aloft Hotel Galleria - Dallas, Texas  
Market Study of Proposed Dual-brand Hilton Garden Inn/Homewood Suites - Grand Prairie, Texas  
Impact Assessment of Converting Ramada Plaza into Holiday Inn Select (Presently the Sheraton) - Fort Worth, Texas  
Evaluation of Converting the Employers Life Insurance Building into a Headquarters Hotel - Dallas, Texas  
Market Study of Proposed Resort Hotel and Water Park - Frisco, Texas  
Market Study of Proposed Hotel Conversion to a Full-Service Wyndham Hotel - Wichita Falls, Texas  
Appraisal of the Warwick Hotel - Dallas, Texas  
Appraisal of Mansion on Turtle Creek - Dallas, Texas  
Appraisal of Le Meridien Stoneleigh - Dallas, Texas  
Appraisal of the Omni Convention Center Hotel Downtown - Dallas, Texas  
Appraisal of Hilton Arlington - Arlington, Texas  
Appraisal of Four Seasons Resort and Club Dallas at Las Colinas - Irving, Texas

### **Houston Area:**

Market Study of Proposed Margaritaville Resort - Galveston, Texas  
Market Study of Proposed Full-Service Hotel Conversion - Galveston, Texas  
Market Study of Proposed Compass by Margaritaville & Condominium - Seabrook, Texas  
Market Study of Proposed Canopy by Hilton & Condominium River Oaks District - Houston, Texas  
Hotel Development and Operational Advisory - Friendswood, Texas  
Market Study of Proposed Blossom Hotel - Texas Medical Center - Houston, Texas (Open 2021)  
Market Study of Proposed InterContinental TMC Hotel - Houston, Texas (Open 2019)  
Brand Impact Study of Proposed AC Hotel Houston Downtown - Houston, Texas (Open 2019)  
Market Study of Proposed Texas A&M Hotel and Conference Center - College Station, Texas (Open 2018)  
Market Study of Proposed Embassy Suites West I-10 - Houston, Texas (Open 2017)  
Market Study of The Westin at The Woodlands - The Woodlands, Texas (Open 2016)  
Market Study of Embassy Suites by Hilton The Woodlands at Hughes Landing - The Woodlands, Texas (Open 2015)  
Market Study of Proposed Courtyard & TownePlace Suites - Galveston, Texas (Open 2013)  
Market Study of Proposed Hilton Garden Inn America Plaza - Houston, Texas (Open 2012)



Market Study of Proposed Hilton Garden Inn Galleria - Houston, Texas (Open 2005)  
Market Study and Economic Impact Assessment of 1,200-Room Hilton Americas  
Downtown Houston, Texas (Open 2004)  
Market Study and Valuation of Omni Galleria - Houston, Texas  
Market Study of Proposed Holiday Inn (Now Crowne Plaza) - Shenandoah, Texas  
Market Study of Proposed Katy Boardwalk Hotel & Conference Center - Katy, Texas  
Market Study of Proposed Embassy Suites - Sugar Land, Texas  
Market Study of Proposed Lifestyle Hotel Midtown - Houston, Texas  
Brand Impact Study of Proposed Hyatt House - College Station, Texas  
Market Study of Proposed Hilton Garden Inn - Pasadena, Texas  
Market Study of Proposed Dual-brand Aloft/Element - IAH Airport - Houston, Texas  
Market Analysis of Proposed Kimpton Hotel - Houston, Texas  
Market Study of Proposed Dual-brand Aloft/Element - Texas Medical Center - Houston, Texas  
Market Analysis of Proposed Hyatt Regency - Katy, Texas  
Market Study of Proposed Hotel - Sugar Land, Texas (Imperial Redevelopment)  
Market Study of Proposed Embassy Suites & Water Park - Beaumont, Texas  
Market Study of Proposed Embassy Suites - Texas Medical Center - Houston, TX  
Market Study of Converting the Medical Towers into the Marriott Medical Center Expansion - Houston, Texas  
Market Study of Converting Historic Texas State Hotel into Sheraton Suites - Downtown Houston, Texas  
Market Study and Valuation of Red Lion Hotel Galleria - Houston, Texas  
Appraisal of Crowne Plaza Downtown Houston (Now The Whitehall) - Houston, Texas  
Appraisal of AVIA Hotel (now Hyatt Centric The Woodlands) - The Woodlands, Texas  
Appraisal of Renaissance Greenway Plaza (now DoubleTree) - Houston, Texas  
Appraisal of JW Marriott Houston Downtown - Houston, Texas  
Appraisal of Hyatt Regency Houston - Houston, Texas

## Central Texas:

Brand Impact Study of the Proposed Marriott Downtown - Austin, Texas (Open 2021)  
Brand Impact Study of the Proposed The Otis Hotel/AC Hotel - Austin, Texas (Open 2020)  
Market Study of Proposed Austin Proper Hotel - Austin, Texas (Open 2019)  
Market Study of Proposed Embassy Suites - Brooks City Base - San Antonio, Texas (Open 2017)  
Market Study of Proposed Sheraton Austin Georgetown Hotel & Conference Center  
- Georgetown, Texas (Open 2016)  
Economic Impact Study of Proposed Hilton Garden Inn - Live Oak, Texas (Open 2016)  
Market Study of Proposed South Congress Hotel - Austin, Texas (Open 2015)  
Market Study of Proposed Homewood Suites - (Parmer Lane) Austin, Texas (Open 2015)  
Market Study of Proposed Homewood Suites - Round Rock, Texas (Open 2010)  
Market Study of Proposed Wyndham Garden Inn Near La Cantera (now DoubleTree)  
- San Antonio, Texas (Open 2009)  
Market Study of Proposed Kimber Modern Hotel - South Congress - Austin, Texas (Open 2008)  
Market Study of Proposed Westin Riverwalk - San Antonio, Texas (Open 1999)  
Market Study and Valuation of St. Anthony Hotel - San Antonio, Texas  
Market Study of Proposed Residence Inn - Pearl District - San Antonio, Texas  
Market Study of Proposed W Hotel - Pearl District - San Antonio, Texas  
Market Study of Proposed Embassy Suites - Downtown - Waco, Texas  
Occupancy Tax Rebate Request for Proposed Embassy Suites - Downtown - Waco, Texas  
Market Study of Proposed Full-Service Hotel & Conference Center - Pearland, Texas  
Market Study of Proposed Redevelopment of the El Tropicano Hotel - Riverwalk - San Antonio, Texas  
Market Study of Proposed Element Hotel - Parmer Lane - Austin, Texas



Market Study of Proposed Dual-brand AC Hotels/Element - Austin, Texas  
Market Study of Proposed Hilton Garden Inn & Conference Center - Bastrop, Texas  
Market Study of Proposed Select-Service Hotel & Conference Center - Boerne, Texas  
Market Study of Proposed Boutique Hotel - Fredericksburg, Texas  
Market Study of Proposed Cambria Suites - Medical Center - San Antonio, Texas  
Market Study of Proposed Full-Service Hotel - New Braunfels, Texas  
Market Study of Proposed Expansion of Hilton Palacio Del Rio - San Antonio, Texas  
Market Study of Proposed Mueller Hotel - Austin, Texas  
Brand Impact Study for Marriott International - Austin, Texas (Sheraton Downtown conversion)  
Brand Impact Study for Marriott International - Round Rock, Texas (TownePlace Suites)  
Market Study of Proposed Boutique Hotel - Fredericksburg, Texas  
Market Study of Proposed Full-Service Hotel - New Braunfels, Texas  
Appraisal of Proposed Hyatt Place Stone Oak - San Antonio, Texas (Open 2010)  
Appraisal of Sheraton at the Capitol - Austin, Texas  
Appraisal of Hyatt Place Downtown - Austin, Texas  
Appraisal of JW Marriott Resort & Spa - San Antonio, Texas  
Appraisal of the Hyatt Hill Country Resort & Spa - San Antonio, Texas  
Appraisal of Sheraton Gunter Hotel - San Antonio, Texas  
Appraisal of Eilan Hotel & Spa - San Antonio, Texas  
Appraisal of Riverwalk Plaza Hotel - San Antonio, Texas  
Appraisal of San Antonio Marriott Northwest - San Antonio, Texas  
Appraisal of The St. Anthony, a Luxury Collection Hotel - San Antonio, Texas  
Appraisal of Courtyard San Antonio Riverwalk - San Antonio, Texas  
Appraisal of Hyatt Place Austin Downtown - Austin, Texas

### **South Texas:**

Market Study of Proposed Select-Service Hotel & Conference Center - Brownsville, Texas  
Market Study of Proposed Hotel & Conference Center - Port Aransas, Texas  
Market Study of Proposed Full-Service Hotel Adjacent to McAllen Convention Center - McAllen, Texas  
Market Study of Proposed All-Suite Hotel and Resort on North Padre Island - Corpus Christi, Texas  
Market Study, Economic Impact Study, and Financing Recommendations of Proposed Full-Service Hotel - South Padre Island, Texas  
Market Study of Proposed Executive Conference Center - North Padre Island, Corpus Christi, Texas  
Market Study of Doctors Hospital Hotel - Edinburg, Texas

### **West Texas:**

Market Study of Proposed Hyatt Place - Eagle Pass, Texas (Under Construction)  
Repositioning Study of Former Downtown Camino Real Hotel (Now Hotel Paso Del Norte) - El Paso, Texas (Open)  
Market Study of Proposed Full-Service Hotel & Conference Center - Odessa, Texas  
Market Study of Proposed Hyatt Place - Abilene, Texas  
Market Study for Proposed El Paso Conference Hotel - El Paso, Texas  
Market Study of Proposed Lifestyle Hotel - Midland, Texas



## Limited-Service Hotels:

### **Houston Area:**

Market Study of Proposed Limited-Service Hotel - La Marque, Texas  
Market Analysis of Proposed Student Housing - Houston, Texas  
Market Study of Proposed Fairfield Inn & Suites - Energy Corridor - Houston, Texas (Open 2021)  
Market Study of Proposed Holiday Inn Express & Suites - CityCentre - Houston, Texas (Open 2021)  
Market Study of Home2 Suites Energy Corridor - Houston, Texas (Open 2016)  
Market Study of Proposed Hampton Inn & Suites - Bush Intercontinental Airport  
- Houston, Texas (Open 2015)  
Market Study of Proposed Springhill Suites Houston I-45 North - Houston, Texas (Open 2015)  
Market Study of Proposed Dual-brand Courtyard/TownePlace Suites - Galveston, Texas (Open 2013)  
Market Study of Proposed Comfort Suites (Westchase) - Houston, Texas (Open 2013)  
Market Study of Proposed Hampton Inn & Suites - Missouri City, Texas (Open 2013)  
Market Study of Proposed Springhill Suites Houston The Woodlands - The Woodlands, Texas (Open 2011)  
Market Study of Proposed Hampton Inn & Suites - League City, Texas (Open 2010)  
Market Study of Proposed Springhill Suites - Seabrook, Texas (Open 2010)  
Market Study of Proposed La Quinta Inn & Suites - Westchase - Houston, TX (Open 2007)  
Market Study of Proposed Hilton Garden Inn Galleria - Houston, Texas (Open 2005)  
Market Study of Proposed Best Western Mini Suites - Texas City, Texas (Open 2005)  
Market Study of Proposed Bed & Breakfast - Kemah, Texas (Open 2004)  
Market Study of a Proposed TownePlace Suite - College Station, Texas (Open 1999)  
Market Study of a Proposed TownePlace Suite - Clear Lake, Texas (Open 1999)  
Market Study of Proposed Home2 Suites - Lake Jackson, Texas  
Market Study of Proposed Limited-Service Hotel - Katy, Texas  
Market Study of Proposed Acquisition of TownePlace Suites - Westchase - Houston, Texas  
Market Study of Proposed Acquisition of TownePlace Suites - Galleria - Houston, Texas  
Market Study of Proposed Limited-Service Hotel - Hobby Airport - Houston, Texas  
Market Study of Proposed Studio 6 - Deer Park, Texas  
Market Study of Proposed Sleep Inn - Hobby Airport - Houston, Texas  
Market Study of Proposed Limited-Service Hotel - Mont Belvieu, Texas  
Market Study of Proposed Red Roof Inn - Houston, Texas  
Market Study of Proposed SureStay Hotel - Houston, Texas  
Market Study of Proposed Springhill Suites - Houston, Texas  
Market Study of Proposed Sleep Inn - Clute/Lack Jackson, Texas  
Market Study of Proposed Microtel Inn & Suites - Port Arthur, Texas  
Market Evaluations of four Baymont Inns - Houston, Texas  
Appraisal of Home2 Suites - Pasadena, Texas

### **Dallas/North Texas Area:**

Market Study of Proposed Home2 Suites Stockyards - Fort Worth, Texas  
Market Study of Proposed Limited-Service Hotel - Commerce, Texas  
Market Study of Proposed Limited-Service Hotel - Sachse, Texas  
Market Study of Proposed SpringHill Suites - Sherman, Texas  
Broker's Opinion of Value for Best Western Plus DFW Airport - Irving, Texas  
Market Study of Proposed TownePlace Suites - Rockwall, Texas (Open 2022)  
Market Study of Proposed SpringHill Suites - Stockyards - Fort Worth, Texas (Open 2019)  
Market Study of Proposed Fairfield Inn - Decatur, Texas (Open 2018)  
Market Study of Proposed Hampton Inn - Vernon, Texas (Open 2011)  
Market Study of Proposed Hampton Inn - Sulphur Springs, Texas (Open 2010)



Market Study of Proposed Best Western Premier - Denton, Texas (Open 2009)  
Market Study of Proposed Holiday Inn Express - Vernon, Texas (Open 2006)  
Market Study and Valuation of Proposed Comfort Suites - Grapevine, Texas (Open 2005)  
Market Study of Proposed Hampton Inn and Suites - Hurst, Texas (Open 2004)  
Market Study of a Hampton Inn and Suites - Alliance Airport, Fort Worth Texas (Open 1999)  
Market Study of Proposed Redevelopment of the Caravan Motor Hotel - Arlington, Texas  
Market Study of Proposed Comfort Inn & Suites - Dallas Executive Airport - Dallas, Texas  
Market Study of Proposed La Quinta Inn & Suites - Farmers Branch, Texas  
Market Study of Proposed Dual-brand TownePlace/SpringHill Suites - Arlington, Texas  
Appraisal of Hampton Inn - Frisco, Texas  
Due Diligence Analysis Homewood Suites Arlington South - Arlington, Texas  
Due Diligence Analysis Wyndham Garden Hotel Los Colinas - Irving, Texas  
Due Diligence Analysis Wyndham Garden Hotel Market Center - Dallas, Texas  
Due Diligence Analysis of five hotels (Holiday Inn Expresses and Quality Suites) - Dallas, Texas  
Due Diligence Analysis of five hotels (Holiday Inn Expresses and Quality Suites) - Dallas, Texas  
Due Diligence Analysis Wyndham Garden Hotel Los Colinas - Irving, Texas  
Due Diligence Analysis Wyndham Garden Hotel Market Center - Dallas, Texas

### **Central Texas:**

Market Study of Proposed SpringHill Suites - New Braunfels, Texas  
Market Study of Proposed Limited-Service Hotel - Burnet, Texas  
Market Study of Proposed Hampton Inn - Bulverde, Texas (Opened 2017)  
Market Study of Proposed Home2 Suites - Round Rock, Texas (Open 2015)  
Market Study of Proposed Bed and Breakfast Cabins - Fredericksburg, Texas (Open 2013)  
Market Study of Proposed Sleep Inn & Suites - Manor, Texas  
Market Study of Proposed Hampton Inn & Suites - UT Austin/Capitol, Texas (Open 2012)  
Market Study of Proposed Microtel Inn & Suites - Austin, Texas (Airport) (Open 2010)  
Market Study of Proposed Staybridge Suites - San Antonio, Texas (Open 2008)  
Market Study of Proposed La Quinta - Medical Center - San Antonio, Texas (Open 2007)  
Market Study of Proposed TRU by Hilton - New Braunfels, Texas  
Market Study of Proposed Fairfield Inn & Suites - Lackland AFB - San Antonio, Texas  
Market Study of Proposed Limited-Service Hotel - Marble Falls, Texas (Open 2008)

### **South Texas:**

Market Study of Proposed Microtel Inn & Suites - Gonzales, Texas (Open 2013)  
Market Study of Proposed Holiday Inn Express - South Padre Island, Texas (Open 2005)  
Market Study of Proposed Home2 Suites - Mercedes, Texas

### **West Texas:**

Market Study of Proposed Hampton Inn & Suites - Texas Tech - Lubbock, Texas (Open 2020)  
Market Study of Proposed Microtel - San Angelo, Texas (Open 2010)  
Market Study of Proposed Hawthorn Suites - Lubbock, Texas (Open 2008)  
Market Study of Proposed Best Western (Now Inn at Circle T)- Hamilton, Texas (Open 2007)  
Market Study of Proposed La Quinta Inn & Suites - Lubbock, Texas (Open 2006)  
Market Study of Proposed Fairfield Inn & Suites - Stephenville, Texas



## **East Texas:**

Market Study of Proposed Hampton Inn - Sulphur Springs, Texas (Open 2010)  
Market Study of Proposed SpringHill Suites - Lindale, Texas  
Market Study of Proposed Limited-Service Hotel - Longview, Texas  
Market Study of Proposed Microtel Inn & Suites - Texarkana, Texas  
Market Study of Proposed Best Western - Mt. Vernon, Texas

## **Limited-Service Hotels**

### **Outside of Texas:**

Market Study of Proposed Hampton Inn & Suites - Bedford, Virginia  
Market Study of Proposed Hampton Inn & Suites - Rocky Mount, Virginia  
Broker's Opinion of Value for Best Western Inn - Coushatta, Louisiana  
Market Study of Proposed Fairfield Inn & Suites - Arkadelphia, Arkansas (Open 2021)  
Market Study of Proposed Dual-brand TRU/Homewood Suites - Denver Airport  
- Denver, Colorado (Open 2019)  
Market Study of Proposed Hampton Inn & Suites - Cranberry Township  
- Pittsburgh, Pennsylvania (Open 2018)  
Market Study of Proposed Home2 Suites - Stillwater, Oklahoma (Open 2016)  
Market Study of Proposed Home2 Suites - Tallahassee, Florida (Open 2015)  
Market Study of Proposed Home2 Suites - Tuscaloosa, Alabama (Open 2015)  
Market Study of Proposed Home2 Suites - Lexington, Kentucky (Open 2015)  
Market Study of Proposed Hampton Inn & Suites - Mulvane, Kansas (Open 2012)  
Market Study of Proposed Hampton Inn & Suites - Dodge City, Kansas (Open 2012)  
Market Study of Proposed La Quinta Inn & Suites - Olathe, Kansas (Open 2008)  
Market Study of Proposed Holiday Inn Express & Suites - Bloomington, Indiana (Open 2006)  
Market Study of Converting historic buildings into Residence Inn and Courtyard by Marriott  
- Omaha, Nebraska (Open 1999)  
Market Study of Proposed Sleep Inn Limited-Service Hotel - Thornton, Colorado (Open 1998)  
Market Study and Valuation of Proposed All-Suite Hotel at Isle of Capri Casino  
- Lake Charles, Louisiana (Open 1998)  
Market Study and Valuation of Proposed Limited-Service Hotel at Isle of Capri Casino  
- Lake Charles, Louisiana (Open 1997)  
Market Study of Proposed TRU by Hilton - Moab, Utah  
Market Study of Proposed Home2 Suites - Moab, Utah  
Market Study of Proposed Limited-Service Hotel - Research and Technology Park - New Orleans, Louisiana  
Market Study of Proposed Home2 Suites - Bessemer, Alabama  
Market Study of Proposed SpringHill Suites - Bessemer, Alabama  
Market Study of Proposed Avid Hotel - Tulsa, Oklahoma  
Market Study of Proposed Fairfield Inn - Maize, Kansas



## **Public Assembly Facility Studies:**

### **Outside of Texas:**

- Market Study and Economic Impact Study of Proposed 453,000-square foot Exhibition Center – Sandy City, Utah
- Market Study of Proposed Ballroom Addition to the Welk Resort – Branson, Missouri
- Market Study of Proposed Convention Center, Mall Conversion – Tupelo, Mississippi

### **Dallas/North Texas Area:**

- Market Study of Proposed Dallas County School District Meeting Facility – Dallas, Texas
- Market Study of Proposed 500,000-Square foot Exhibition Center – Grapevine, Texas
- Market Study of Proposed Conference Center – Hurst, Texas (Open 2007)
- Management RFP of Proposed Conference Center – Hurst, Texas

### **Houston Area:**

- Market Study of Proposed Convention Center - Stafford, Texas (Open 2003)
- Market Study of Proposed Performing Arts Theater - Stafford, Texas (Open 2003)
- Market Study and Economic Impact of Proposed Waterway Convention Center - The Woodlands, Texas (Open 2002)
- Citywide occupancy tax collection forecast for City of Houston, used in securing \$700 million in bonds for the purpose of expanding the George R. Brown Convention Center, constructing the 1,200-room Hilton Hotel, parking garage, and NBA basketball arena - Houston, Texas
- Market Study and Economic Impact Study of Expanding the George R. Brown Convention Center - Downtown Houston, Texas (Open)
- Market Study of Proposed Convention Center, Mall Conversion - Baytown, Texas
- Market Study of Proposed Natatorium - Stafford, Texas
- Market Study of Repositioning a portion of Greenspoint Mall into a Convention Center - Houston, Texas
- Market Study of Proposed Civic Center - Kemah, Texas
- Market Study of Proposed Civic Center - Freeport, Texas

### **Central Texas:**

- Market Study of Proposed Convention Center – New Braunfels, Texas
- Market Study of Proposed Civic Center & Exhibit Hall – Gonzales, Texas
- Market Study for Proposed Downtown Conference Hotel - City of New Braunfels, Texas

### **South Texas:**

- Market Study of Expanding the Bayfront Convention Center – Corpus Christi, Texas (Completed 1999)

### **East Texas:**

- Market Study of Proposed Convention Center - Lufkin, Texas

**SEDC MEMORANDUM**

**SEDC**  
**Board Meeting:** 11/20/2025  
**Department:** Economic Development Corporation  
**Subject:** Resolution 2025-9 - Authorizing the City of Schertz Economic Development Corporation Executive Director to execute a First Amendment and Assignment of the EastGroup Properties, L.P. Performance Agreement. (S. Wayman)

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**SUBJECT:**

Resolution 2025-9 - Authorizing the City of Schertz Economic Development Corporation Executive Director to execute a First Amendment and Assignment of the EastGroup Properties, L.P. Performance Agreement. (S. Wayman)

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**Attachments**

Resolution 2025-9  
First Amendment - Exhibit A

## SEDC RESOLUTION 2025-9

### **A RESOLUTION BY THE CITY OF SCHERTZ ECONOMIC DEVELOPMENT CORPORATION, AUTHORIZING THE FIRST AMENDMENT AND ASSIGNMENT OF THE ECONOMIC DEVELOPMENT PERFORMANCE AGREEMENT WITH EASTGROUP PROPERTIES, L.P.; AND OTHER MATTERS IN CONNECTION THEREWITH**

**WHEREAS**, the City of Schertz Economic Development Corporation (herein after called "SEDC") is a non-profit economic development corporation duly established under the Development Corporation Act of 1979, as codified in Chapters 501-505 of the Texas Local Government Code (the "Act");

**WHEREAS**, Sections 501, 502, and 505 of the Texas Local Government Code ("Texas LGC") authorizes the SEDC to fund certain projects as defined therein and enter into performance agreements to establish and provide for the direct incentive or make an expenditure on behalf of a business enterprise under a project; and

**WHEREAS**, all powers of the corporation are vested in the SEDC Board of Directors (the "Board") appointed by the governing body of the corporation's authorizing unity; and

**WHEREAS**, the Act authorizes a development corporation to fund certain projects as defined by the Act and requires that development corporations enter into performance agreements containing at minimum a schedule of payroll or jobs to be created and the capital investment to be made, in order to establish and provide for the direct incentive or make an expenditure on behalf of a business enterprise under a project; and

**WHEREAS**, the SEDC and EastGroup Properties, L.P. ("EGPLP") (collectively, the "Parties") entered into that certain Economic Development Performance Agreement with EGPLP on March 27, 2025 (the "Agreement") pertaining to a certain parcel of undeveloped land situated in or near the City of Schertz, County of Comal and State of Texas, as more particularly described in the Agreement; and

**WHEREAS**, Section Sec. 505.159 of the Texas LGC requires the SEDC to hold a public hearing to undertake projects, and a public hearing was held on March 27, 2025 at the SEDC Board Meeting; and

**WHEREAS**, EGPLP desires to assign its entire interest in the Agreement to EGP Schertz 3009, LLC ("Developer"); and

**WHEREAS**, Developer desires to accept the assignment of the Agreement from EGPLP; and

**WHEREAS**, the City is requiring that Developer post surety prior to the commencement of construction of the Public Improvements in the form of a surety bond in the amount of 110% of the cost of the Public Improvements (the "Surety"); and

**WHEREAS**, the Parties have agreed to modifications to the Agreement and desire to amend the Agreement to reflect such modifications; and

**WHEREAS**, SEDC consents to the assignment and amendment of the Agreement as set forth herein; and

**WHEREAS**, the Parties believe that the provisions of this Amendment substantially advances a legitimate interest of the City and SEDC by providing public infrastructure, expanding the tax base of the City, increasing employment and promoting economic development; and

**WHEREAS**, Section 501.073 of the Act requires the City of Schertz, the SEDC authorizing unit, to approve all SEDC programs and expenditures.

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE CITY OF SCHERTZ ECONOMIC DEVELOPMENT CORPORATION THAT:**

Section 1. The Schertz Economic Development Board hereby approves the Economic Development Performance Agreement amendment attached hereto as EXHIBIT A and authorizes the President to execute and deliver in substantial form as attached to the City of Schertz for final authorization of project expenditures.

Section 2. The recitals contained in the preamble hereof are hereby found to be true, and such recitals are hereby made a part of this Resolution for all purposes and are adopted as a part of the judgment and findings of the Board.

Section 3. All resolutions, or parts thereof, which are in conflict or inconsistent with any provision of this Resolution are hereby repealed to the extent of such conflict, and the provisions of this Resolution shall be and remain controlling as to the matters resolved herein.

Section 4. This Resolution shall be construed and enforced in accordance with the laws of the State of Texas and the United States of America.

Section 5. If any provision of this Resolution or the application thereof to any person or circumstance shall be held to be invalid, the remainder of this Resolution and the application of such provision to other persons and circumstances shall nevertheless be valid, and the board hereby declares that this Resolution would have been enacted without such invalid provision.

Section 6. It is officially found, determined, and declared that the meeting at which this Resolution is adopted was open to the public and public notice of the time, place, and subject matter of the public business to be considered at such meeting, including this Resolution, was given, all as required by Chapter 551, Texas Government Code, as amended.

Section 7. This Resolution shall be in force and effect from and after its final passage and it is so resolved.

PASSED AND ADOPTED, this \_\_\_ day of \_\_\_\_\_, 2025.

CITY OF SCHERTZ ECONOMIC  
DEVELOPMENT CORPORATION

ATTEST:

\_\_\_\_\_  
William Dixon, SEDC President

\_\_\_\_\_  
Bryan Jones, SEDC Board Secretary

**EXHIBIT A**

**EastGroup Properties, L.P. Performance Agreement  
First Amendment and Assignment**

**FIRST AMENDMENT AND ASSIGNMENT OF EASTGROUP PROPERTIES, L.P.  
ECONOMIC DEVELOPMENT PERFORMANCE AGREEMENT**

THIS FIRST AMENDMENT AND ASSIGNMENT OF EASTGROUP PROPERTIES, L.P. ECONOMIC DEVELOPMENT PERFORMANCE AGREEMENT (“Amendment”) is made effective as of \_\_\_\_\_, 2025, by and among Schertz Economic Development Corporation, a Texas non-profit development corporation under the Development Corporation Act and governed by Tex. Loc. Gov. Code chapters 501, 502 and 505 and the Texas Non-Profit Corporation Act (hereinafter called “SEDC” or the “Corporation”), and EastGroup Properties, L.P., a Delaware limited partnership authorized to do business in Texas (hereinafter called “EGPLP”), and EGP Schertz 3009, LLC, a Texas limited liability company (hereinafter called “EastGroup” or “Developer”) otherwise known as the “Parties” to this Agreement.

WHEREAS, SEDC and EGPLP entered into that certain Economic Development Performance Agreement effective as of March 27, 2025 (the “Agreement”) pertaining to a certain parcel of undeveloped land situated in or near the City of Schertz, County of Comal and State of Texas, as more particularly described in the Agreement;

WHEREAS, EGPLP desires to assign its entire interest in the Agreement to Developer;

WHEREAS, Developer desires to accept the assignment of the Agreement from EGPLP;

WHEREAS, the City is requiring that Developer post surety prior to the commencement of construction of the Public Improvements in the form of a surety bond in the amount of 110% of the cost of the Public Improvements (the “Surety”);

WHEREAS, SEDC has agreed to reimburse Developer for the cost of providing and maintaining the Surety (the “Surety Costs”);

WHEREAS, the Parties believe that the provisions of this Amendment substantially advances a legitimate interest of the City and SECD by providing public infrastructure, expanding the tax base of the City, increasing employment and promoting economic development;

WHEREAS, the Parties have agreed to certain modifications to the Agreement and desire to amend the Agreement to reflect such modifications; and

WHEREAS, SEDC consents to the assignment and amendment of the Agreement as set forth herein.

NOW, THEREFORE, in consideration of the mutual undertakings and covenants herein contained, Buyer and Seller hereby covenant and agree as follows:

1. Capitalized Terms. Capitalized terms used but not defined herein shall have the meanings ascribed to them in the Agreement.
2. Assignment and Assumption of Agreement. EGPLP hereby assigns, sets over and transfers to Developer all of EGPLP’s rights, title and interest in and to the Agreement, and Developer hereby accepts such assignment and assumes all of EGPLP’s obligations, duties and liabilities under the Agreement.
3. Consent to Assignment. SEDC hereby consents to the assignment of the Agreement by EGPLP and assumption thereof by Developer pursuant to the terms hereof. This Amendment does not

constitute, and shall not be construed to constitute, a waiver of the restriction, limitation and prohibition on the assignment of the Agreement, in whole or in part, without the prior written consent of SEDC.

4. Reimbursement of Cost of Surety. In addition to funding of the Grant Payments in accordance with the terms and conditions of the Agreement, during the first three (3) years of the term of the Agreement, SEDC agrees to reimburse Developer for one hundred percent (100%) of the Surety Costs incurred by Developer each year, not to exceed \$115,000.00 per year. During the fourth (4<sup>th</sup>) year of the term of the Agreement, SEDC agrees to reimburse Developer for eighty percent (80%) of the Surety Costs incurred by Developer during such year, not to exceed \$92,000.00. During the fifth (5<sup>th</sup>) year of the term of the Agreement, SEDC agrees to reimburse Developer for sixty percent (60%) of the Surety Costs incurred by Developer during such year, not to exceed \$69,000.00. per year. Not more frequently than once per year, Developer shall submit an invoice to SEDC for the Surety Costs, accompanied by evidence of Developer's payment of such Surety Costs. SEDC shall reimburse Developer for such Surety Costs, up to the applicable cap set forth above, within forty-five (45) days after receipt of such invoice and evidence of payment from Developer.

5. Term of Reimbursement Obligation. SEDC's obligation to reimburse Developer for the Surety Costs as set forth in Section 2 above shall expire five (5) years from the date of this Amendment (the "Surety Reimbursement Expiration Date"). Notwithstanding the foregoing, the expiration of SEDC's obligation to reimburse Developer for the Surety Costs shall not relieve SEDC of the obligation to reimburse Developer for any Surety Costs submitted to SEDC prior to the Surety Reimbursement Expiration Date.

6. No Reduction of Grant Payments. SEDC agrees that the Surety Costs shall be payable in addition to the Grant Payments, and that reimbursement of the Surety Costs by SEDC shall not serve to reduce the Maximum Grant Amount.

7. No Other Amendments. The Agreement is hereby ratified by SEDC and Developer and except as amended herein shall continue in full force and effect in accordance with its existing provisions.

8. Authority. Each person or entity executing this Amendment on behalf of the SEDC and Developer represents to the other party that the undersigned has the authority to execute and deliver this Amendment and that this Amendment, once executed, is the legal, valid and binding obligation of the SEDC and Developer, respectively.

9. Facsimile/Electronic Signatures. Telecopied signatures or electronically transmitted signatures may be used in place of original signatures on this Amendment. All parties hereto intend to be bound by the signatures on the telecopied document or electronic transmission, are aware that other parties will rely on such signatures, and hereby waive any and all defenses to the enforcement of the terms of this Amendment based on the form of signature.

10. Counterparts. This Amendment may be executed and delivered in any number of counterparts, each of which so executed and delivered shall be deemed to be an original and all of which shall constitute one and the same instrument.

11. Governing Law. This Amendment shall be governed by and construed in accordance with the laws of the State of Texas.

12. Successors and Assigns. This Amendment is binding upon and shall inure to the benefit of the successors and assigns of the parties.

*[See next page for signatures]*

*[Signature page to Assignment and Assumption and First Amendment to Economic Development Performance Agreement]*

IN WITNESS WHEREOF, the parties hereto have executed this Amendment effective as of the date first above written.

**EGPLP:**

EASTGROUP PROPERTIES, L.P., a Delaware limited partnership

By: EastGroup Properties General Partners, Inc., a Delaware corporation, its sole general partner

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**DEVELOPER:**

EGP SCHERTZ 3009, LLC, a Texas limited liability company

By: EastGroup Properties, L.P., a Delaware limited partnership, its sole member

By EastGroup Properties General Partners, Inc., a Delaware corporation, its sole general partner

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**SEDC:**

SCHERTZ ECONOMIC DEVELOPMENT CORPORATION

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**ATTEST:**

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_