

Rocky Singh
& JYP Group

EB-5 INVESTMENT OPPORTUNITY

RURAL TARGET EMPLOYMENT AREA
PROJECT

FAIRFIELD INN & SUITES BY MARRIOTT
CRAWFORDSVILLE, INDIANA

**Executive
Summary**

**Location
Overview**

Sponsor



Executive Summary

Sponsor is under contract to build the institutional-quality Fairfield Inn & Suites by Marriott, leased and meeting space located in Crawfordsville, Indiana. This Hotel is a new construction in which the Rocky Singh group is offering the opportunity to invest with select investors. Sponsor's business plan is to build the subject property, market and operate the asset to drive revenue and increase profit margins. This subject property is projected to open in mid 2026.



TEAM

Sponsor	Rocky Singh & JYP Group
Hotel Operator	Commonwealth Hotels

BUILDING OVERVIEW

Property Name	Fairfield Inn & Suites
Address	Phil Ward Blvd
City	Crawfordsville, IN
Brand	Marriott
Acreage	3.4+
Keys	100

PROJECT RETURNS

Hold Period	2-5 years
Levered IRR	36%
Equity Multiple	3.9

PROJECT BASIS

Construction Cost	\$10,640,000
Other cost	\$4,738,000
Interest Reserve	\$600,000
Financing	\$10,646,000
Equity	\$5,732,000

EB-5 Job Creation

	<u>Construction</u>	<u>Operations</u>	<u>Total</u>
Direct jobs created	30	22	52

This Hotel is classified as Rural for EB-5 Purposes

Below is a description of the anticipated 22 direct jobs including position and associated wages

Position Title	Number of Employees	Hourly Wage	Hours per Week	Estimated Annual Wage		
				per Employee	per Category	per Category plus taxes
General Manager	1		40+	\$53,000	\$53,000	\$60,420
Director of Sales	1		40+	\$43,000	\$43,000	\$49,020
Audit Manager	1		40+	\$35,000	\$35,000	\$39,900
Head Housekeeper	2	\$13.50	35	\$24,570	\$49,140	\$56,020
Housekeeper	8	\$12.00	35	\$21,840	\$174,720	\$199,181
Maintenance	1	\$15.00	35	\$27,300	\$27,300	\$31,122
Front Desk Agent	8	\$13.50	40	\$24,570	\$196,560	\$224,078
	22				\$578,720	\$659,741

Investment Returns 5-Year Hold

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
Initial investment	(\$16,378,171)					
Net Operating Income		\$0	\$1,412,277	\$1,679,554	\$1,739,793	\$1,739,656
Projected net sale proceeds		\$0	\$0	\$0	\$0	\$21,745,702
Unlevered cash flow	(\$16,378,171)	\$0	\$1,412,277	\$1,679,554	\$1,739,793	\$23,485,359
Unlevered Total Yield	12.55%					
Debt proceeds	\$10,645,811	<i>% LTV</i> 65.0%	<i>Per Key</i> \$106,458			
Debt service		(\$514,193)	(\$823,093)	(\$823,093)	(\$823,093)	(\$823,093)
Principal payment		\$0	(\$189,500)	(\$201,188)	(\$213,596)	(\$226,770)
Interest payment		(\$514,193)	(\$633,594)	(\$621,906)	(\$609,497)	(\$596,323)
Debt repayment at sale		\$0	\$0	\$0	\$0	\$0
Leveraged cash flows	(\$5,732,360)	\$0	\$589,184	\$856,461	\$916,700	\$22,662,265
Levered Total Yield	36.33%					

EB5 Shares

Initial Investment - \$800,000

Distribution	6.00%	\$0	\$35,351	\$51,388	\$55,002	\$1,359,736
Return %	188%	0.0%	4%	6%	7%	170%

\$11.71MM Net Cash Flow

36.3% Internal Rate of Return

**Projected
Project
Returns:
Yearly and
Total**

Construction

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
Initial Investment - \$800,000	6.00%					
Distribution	\$1,501,477	\$0	\$35,351	\$51,388	\$55,002	\$1,359,736
Return %	188%	0.0%	4%	6%	7%	170%

EB5 Shares

Initial Investment - \$800,000

Distribution

Return %

\$701,477
Investment
Gain

88%
ROI

1.88x
Equity Multiple

14.01%
IRR

6%	100% of Cash Flow to Limited Partners ("LPs") until 6% IRR for LPs as Preferred Return
>6%	50% of Project Cash Flow to LPs after 6% IRR achieved for LPs

**EB5
Investor
Returns:
Yearly
and
Total**

Investment Highlights

New Hotel INVESTMENT

Upon opening and implementation of Commonwealth Hotels management & marketing strategies, this Fairfield Inn & Suites will experience significant upside in revenue and margins.

- Typical brand affiliations such as the Fairfield Inn & Suites operate at 30% plus NOI margins.
- Subject hotel is currently under contract with Marriott with estimated opening set for late 2026.
- Large corporate demand generators; Speedway, Anthem, Simon Property Group, Lucas Oil, Infosys, Salesforce
- Unmatched location, right off of Interstate Exit to Downtown Brownsburg.

BRAND AFFILIATION – PREMIUM BRAND WITH LONG –TERM OPPORTUNITY

Fairfield Inn & Suites is a brand operated by Marriott. The chain is part of the mid-tier select and extended stay lodging segment of the hospitality industry and consists of rooms and suites hotels. As of year-end 2018, Fairfield Inn & Suites operated 290 hotels in the United States and Canada with 30,125 rooms

FAIRFIELD INN & SUITES AWARDS AND HONORS

- 2018 – Most Trusted Brand of the Year in the extended-stay category by Harris Poll Equitrend
- 2016 – Awarded four Marcom Awards recognizing outstanding achievement by marketing/communications professionals
- 2016 – Awarded the J.D. Power & Associates highest ranking in the Extended Stay segment in its North America Guest Satisfaction Index Study



EB-5 Job Creation

Construction
Operations
Total

Direct jobs created
30
22
52

This Hotel is
classified as Rural
for EB-5 Purposes

Business Plan

Sponsor's business plan highlighted below is focused on opening the hotel, hiring staff, leveraging existing relationships to drive revenue, implement operation strategies with quality efficiencies, and utilizing local and national demand drivers to increase market share, profitability and value.

Action Steps

1. Oversee development of the property, hire, and train staff
2. Select restaurant operator for leased restaurant
3. Implement revenue management strategies which will drive occupancy and the average daily rate.
4. Manage costs to increase equity value
5. Return investors' capital via refinance or sale



Sources & Uses

Uses	Cost	Cost per Key (100)	Percent of Total
Land	300,000	3000	1.8
Construction	10,089,000	100,890	66.5
Other Costs	4,588,000	45,880	28
Interest Reserve	600,000	6,000	3.7
Total Project	16,378,000	163,780	100.00

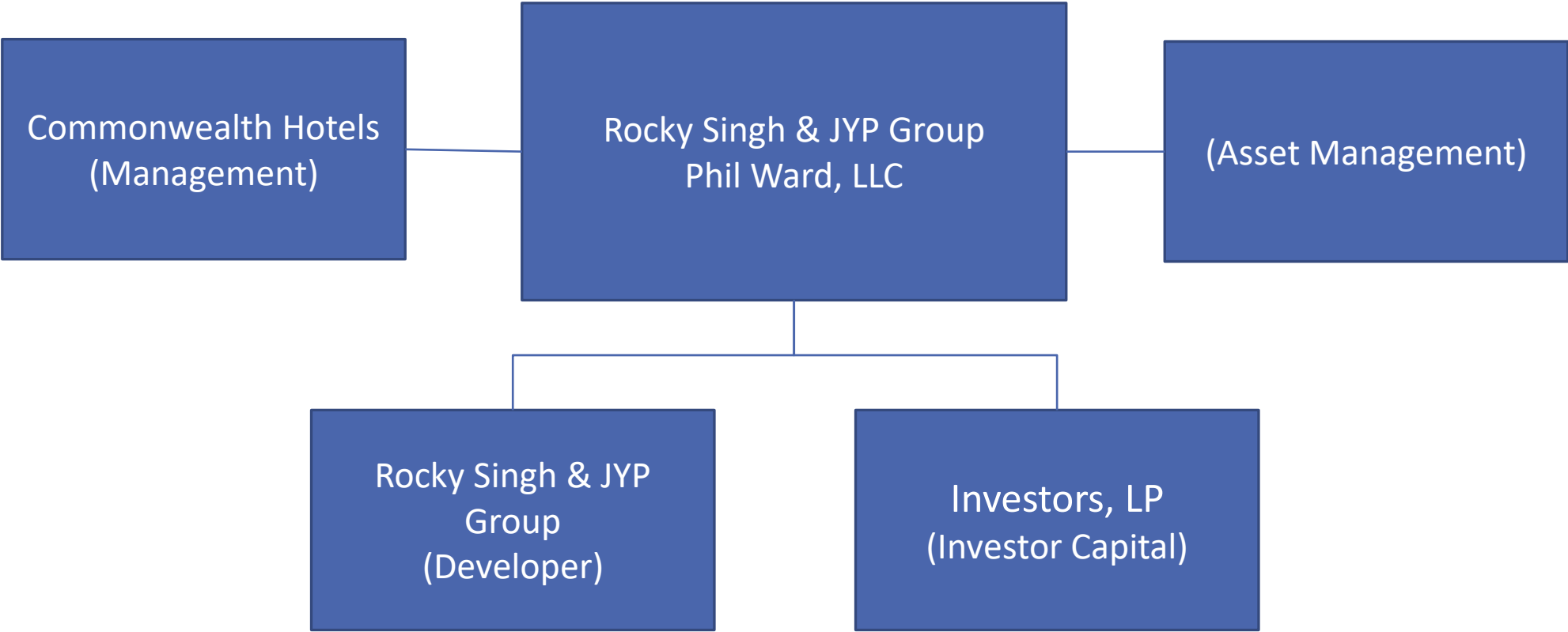


5 Year Projection	
Cash Flow Distributions (Years 1-5)	4,412,000
Net Sales Proceeds	12,999,000

PROFORMA:
Target NOI of
\$1,753,000 by Yr 3,
\$1,810,000 by Yr 5

Fairfield Inn & Suites Crawfordsville	2024		2025		2026		2027		2028		2029	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Rooms	100		100		100		100		100		100	
Days in Period	366		365		365		365		366		365	
Rooms Available	36,600		36,500		36,500		36,500		36,600		36,500	
Rooms Sold	23,790		25,550		26,280		26,280		26,352		26,280	
Occupancy	65.0%		70.0%		72.0%		72.0%		72.0%		72.0%	
ADR	\$133.50		\$141.50		\$147.00		\$151.50		\$156.00		\$160.75	
RevPAR	\$86.78		\$99.05		\$105.84		\$109.08		\$112.32		\$115.74	
RevPAR Growth	---		14.1%		6.9%		3.1%		3.0%		3.0%	
Operating Revenue												
Rooms	\$3,175,965	95.3%	\$3,615,325	95.6%	\$3,863,160	95.7%	\$3,981,420	95.7%	\$4,110,912	95.7%	\$4,224,510	95.7%
Food and Beverage	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
Other Operated Departments	\$50,942	1.5%	\$55,479	1.5%	\$58,442	1.4%	\$60,196	1.4%	\$62,172	1.4%	\$63,862	1.4%
Miscellaneous Income	\$105,107	3.2%	\$111,904	3.0%	\$116,885	2.9%	\$120,392	2.9%	\$124,343	2.9%	\$127,723	2.9%
Total Operating Revenue	\$3,332,014	100.0%	\$3,782,709	100.0%	\$4,038,487	100.0%	\$4,162,007	100.0%	\$4,297,427	100.0%	\$4,416,095	100.0%
Departmental Expenses												
Rooms	\$767,241	24.2%	\$822,970	22.8%	\$862,027	22.3%	\$887,887	22.3%	\$917,030	22.3%	\$941,960	22.3%
Food and Beverage	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
Other Operated Departments	\$25,878	50.8%	\$27,860	50.2%	\$29,221	50.0%	\$30,098	50.0%	\$31,086	50.0%	\$31,931	50.0%
Total Departmental Expenses	\$793,119	23.8%	\$850,831	22.5%	\$891,248	22.1%	\$917,985	22.1%	\$948,115	22.1%	\$973,891	22.1%
TOTAL DEPARTMENTAL PROFIT	\$2,538,895	76.2%	\$2,931,878	77.5%	\$3,147,240	77.9%	\$3,244,022	77.9%	\$3,349,311	77.9%	\$3,442,204	77.9%
Undistributed Operating Expenses												
Administrative and General	\$244,280	7.3%	\$256,759	6.8%	\$266,861	6.6%	\$274,866	6.6%	\$283,888	6.6%	\$291,606	6.6%
Information and Telecommunications Systems	\$52,845	1.6%	\$56,343	1.5%	\$58,880	1.5%	\$60,646	1.5%	\$62,637	1.5%	\$64,340	1.5%
Sales and Marketing	\$236,647	7.1%	\$248,736	6.6%	\$258,521	6.4%	\$266,277	6.4%	\$275,017	6.4%	\$282,493	6.4%
Franchise Royalty Fee	\$174,678	5.2%	\$198,843	5.3%	\$212,474	5.3%	\$218,978	5.3%	\$226,100	5.3%	\$232,348	5.3%
Property Operation and Maintenance	\$105,007	3.2%	\$109,857	2.9%	\$113,972	2.8%	\$117,391	2.8%	\$121,244	2.8%	\$124,540	2.8%
Utilities	\$109,775	3.3%	\$117,041	3.1%	\$122,311	3.0%	\$125,980	3.0%	\$130,115	3.0%	\$133,653	3.0%
Total Undistributed Expenses	\$923,233	27.7%	\$987,578	26.1%	\$1,033,019	25.6%	\$1,064,139	25.6%	\$1,099,001	25.6%	\$1,128,979	25.6%
GROSS OPERATING PROFIT	\$1,615,662	48.5%	\$1,944,300	51.4%	\$2,114,221	52.4%	\$2,179,883	52.4%	\$2,250,310	52.4%	\$2,313,225	52.4%
Management Fee	\$99,960	3.0%	\$113,481	3.0%	\$121,155	3.0%	\$124,860	3.0%	\$128,923	3.0%	\$132,483	3.0%
INCOME BEFORE NON-OPERATING INCOME & EXPENSES	\$1,515,701	45.5%	\$1,830,819	48.4%	\$1,993,066	49.4%	\$2,055,022	49.4%	\$2,121,387	49.4%	\$2,180,742	49.4%
Non-Operating Income and Expenses												
Property and Other Taxes *	\$0	0.0%	\$0	0.0%	\$52,816	1.3%	\$108,801	2.6%	\$112,372	2.6%	\$115,427	2.6%
Insurance	\$36,784	1.1%	\$37,784	1.0%	\$38,917	1.0%	\$40,085	1.0%	\$41,400	1.0%	\$42,526	1.0%
Rent	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
Other Fixed	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
Total Non-Operating Income and Expenses	\$36,784	1.1%	\$37,784	1.0%	\$91,733	2.3%	\$148,886	3.6%	\$153,773	3.6%	\$157,953	3.6%
EBITDA	\$1,478,918	44.4%	\$1,793,035	47.4%	\$1,901,333	47.1%	\$1,906,136	45.8%	\$1,967,614	45.8%	\$2,022,789	45.8%
Replacement Reserve	\$66,640	2.0%	\$113,481	3.0%	\$161,539	4.0%	\$166,480	4.0%	\$171,897	4.0%	\$176,644	4.0%
NET OPERATING INCOME	\$1,412,277	42.4%	\$1,679,554	44.4%	\$1,739,793	43.1%	\$1,739,656	41.8%	\$1,795,717	41.8%	\$1,846,145	41.8%

Ownership Structure



**Executive
Summary**

**Location
Overview**

Sponsor



Property Description

LOCATION

This Fairfield Inn & Suites would be a premium hotel conveniently located in the heart of the Crawfordsville, conveniently off the highway 74 Exit. The hotel is within 15 minutes of major commercial demand generators, including Downtown Indianapolis Speedway District, regional malls, sporting events, and convention centers, as well as being surrounded by wealthy, socially active communities.

Located off I-74 exit, interstate, connecting to I-465, Speedway, provides access to the city and the surrounding suburbs, including the Indianapolis International Airport which is less than 20 miles away.



Property Name	Fairfield Inn & Suites
Address	Phil Ward Blvd
City	Crawfordsville, IN
Brand	Marriott
Acreage	3.9
Keys	100

Location

Crawfordsville, IN

The 1,300 rooms currently underway in the Indiana North market represent a significant expansion relative to size of the market. This new supply follows 12 projects containing around 1,400 rooms that delivered in the past three years, driving a material expansion of the existing inventory (even after factoring in a small amount of demolition activity).

Indiana North houses an active market for hotel investment and saw about 18 trades over the past year—a bit below number of deals that typically close in a given 12-month period.

Employment in the market was recently increasing at an annual rate of 1.3%, or a gain of about 17,000 jobs. Over the past year, the annual rate of job growth has ranged from about 1.2% to 1.9%.

Location

Crawfordsville, IN

Education:

The greater Indianapolis area is home to 17 colleges and universities, with over 55,000 students. Notable universities include Butler University (a private Christian university with over 4,600 students), and Indiana University-Purdue University Indianapolis (the third largest university in Indiana with 31,000 students and a Division I NCAA team).

Healthcare:

The region is home to several large healthcare providers and hospitals, including St. Vincent Health, Hendricks Regional Health, and Indiana University Health, all of which are among the top employers in the region. Indiana University Health handles over 55,000 admissions and 34,000 surgeries each year, and is a non-profit affiliated with the Indiana University of Medicine, the second largest medical school in the United States.

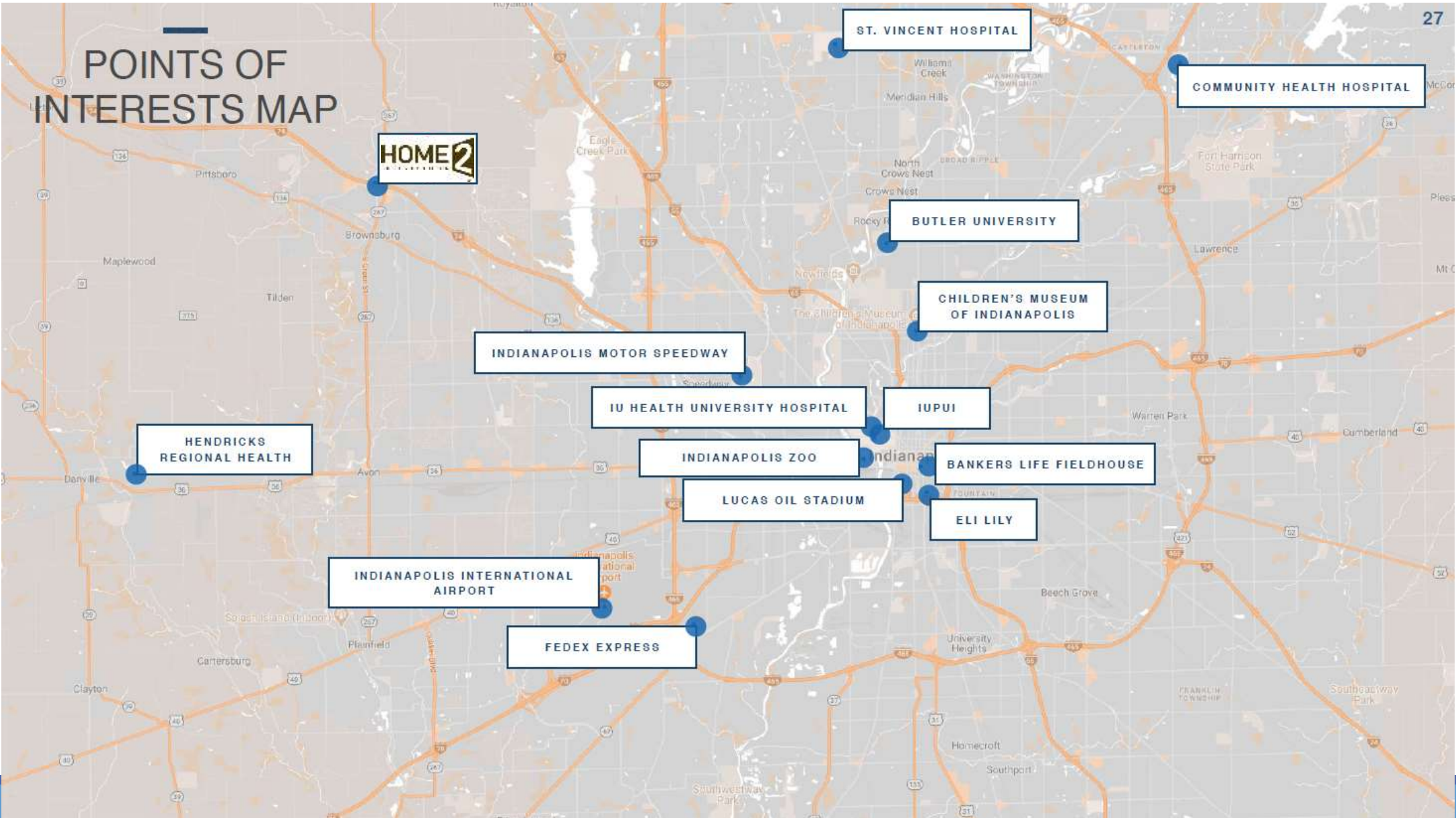
Employers:

The greater Indianapolis area's economy today includes advanced manufacturing, logistics and warehousing, life sciences, and clean energy. The diversity of the regional economy contribute to an unemployment rate that historically trends below national averages. The area remains one of the largest and fastest growing medical and pharmaceutical hubs in the country.

#	Employer	Industry	# Employees
1	St. Vincent Health	Healthcare	17,400
2	IU Health	Healthcare	11,800
3	Eli Lilly and Company	Pharmaceuticals	10,700
4	Community Health Network	Healthcare	10,400
5	Walmart	Retail	8,800
6	Marsh Supermarkets	Retail	8,000
7	Kroger	Retail	7,800
8	Indiana University	Education	7,400
9	FedEx Express	Logistics	7,100
10	Roche Diagnostics	Call Center	4,600
11	Rolls-Royce	Manufacturing	4,300
12	Anthem/Wellpoint	Insurance	4,200
13	AT&T	Telecom	4,000
14	Defense Finance & Accounting Services	Government	3,900
15	PNC Financial	Financial Services	2,600



Major Attractions Nearby



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Sponsor



Sponsor & Execution Leadership

Rocky Singh & JYP Group and **Commonwealth Hotels** have come together to partner on this project, bringing a strong breadth of experience in vertically integrated real estate investment, development, and hotel management.

Rocky Singh & JYP Group is a vertically integrated real estate investment, development, construction and management group that focuses on ground up, value add hotel opportunities and real estate projects.

Commonwealth Hotels is a full service hotel management company which successfully operates a wide variety of premium hotel brands nationally. A world class hospitality company, they are sought after for their exceptional guest and associate satisfaction, market premiums and superior return on investment. Commonwealth achieves exceptional performance, outperforming industry average operating profit by over 10%, resulting in superior hotel values for investors.

Platform Overview:

- **238 Ground Up Hotels**
- **6,081 keys** under management, **48 hotels**, representing **\$1.5 billion** in real estate value
- **67 hotel renovation** projects
- Over **1.7k** employees

**Executive
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Sponsor



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RETURNS

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