HOTEL/MOTE	L INCOME & EXPENSE REP	ORT – TAX YEAR 2014				
Report information fro	DUE DATE: April 15, 20 om the period January 1, 201	13 2 through December 31, 2012				
Government of the District o Office of the Chief Financial Off Office of Tax and Revenue 1101 4 th Street, SW, Suite W550 Washington, DC 20024	INCOME AND EXPENSE INFORMATION MUST BE REPORTED ON THIS FORM. SUBSTITUTE FORMS ARE NOT PERMITTED. SUPPORTING DOCUMENTATION IS ACCEPTABLE. IN ORDER TO ASSIST YOU IN COMPLETING THIS FORM, DETAILED INSTRUCTIONS ARE INCLUDED WITH THIS REPORT. PLEASE BE SURE TO REPORT EXPENSES ONLY ONCE; DOUBLE REPORTING IS PROHIBITED. IF YOU HAVE ANY QUESTIONS, OR NEED ASSISTANCE, PLEASE CONTACT OUR					
		ASSESSMENT PROGRAM COORDINATOR, MR. ANTHONY DANIELS, AT 202-442-6794.				
MAILING ADDRESS Owner:		COMPLETE THIS REPORT IN ACCORDANCE WITH ACCOUNTING METHODOLOGIES USED FOR				
Address:		FEDERAL INCOME TAX REPORTING. SUBMISSION OF AUDITED STATEMENTS IS NOT REQUIRED. AS PER THE D.C. CODE § 47-821, THE INFORMATION CONTAINED IN THIS REPORT SHALL				
Address:		BE KEPT IN STRICT CONFIDENCE. FAILURE TO SUBMIT THE INFORMATION REQUESTED BY THE				
City:	State: Zip:	ABOVE DUE DATE IS A VIOLATION OF D.C. REAL PROPERTY TAX LAW AND WILL RESULT IN A PENALTY OF 10% OF THE REAL PROPERTY TAX.				
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B. CERTIFICATION						
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TITLE/RELATIONSHIP:						
RESPONSIBLE CONTACT PERSON:		PHONE:				
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	TED TO RECEIVE CREDIT FOR FILING. UNS	IGNED AND/OR SUBSTANTIALLY INCOMPLETE				
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14. LIST THE OCCUPANCY R	ATE FOR THE PREVIOUS CALENDAR YEAR.						
A. BASED ON POTENTIAL	ROOMS % B. BASED ON AVAILABLE ROOMS	%					
15. WHAT WAS THE AVERAG DIVIDED BY TOTAL NUMBER	E DAILY ROOM RATE (ADR)? (TOTAL GROSS ROOM REVENUE DF ROOMS SOLD)	\$					
16. WHAT WAS THE REVENU DIVIDED BY TOTAL ROOMS AVAIL	E PER AVAILABLE ROOM (REV. PAR) (TOTAL GROSS ROOM REVENUE ABE)?	\$					
17. VALUE OF FF + E		\$					
E. ANNUAL REVENUE (REVEN	UE FOR PREVIOUS CALENDAR YEAR JANUARY 1, TO DECEMBER 31.)						
1. ACTUAL ROOM RENT	AL REVENUE RECEIVED	\$					
2. SALES OF ALL FOOD	BEVERAGE AND SUNDRY SERVICES	\$					
3. TELECOMMUNICATIC	N REVENUE	\$					
4. OTHER OPERATED D	EPARTMENTS (SPECIFY):	\$					
5. OTHER REVENUE (SF	• • • • • • • • • • • • • • • • • • • •	\$					
6. TRADEOUTS	,	\$					
7. TOTAL ACTUAL REVE	NUE (SUM OF LINES 1 THRU 6)	\$					
F. OPERATED DEPARTMENT	COSTS (COSTS FROM PREVIOUS YEAR JANUARY 1, TO DECEMBER 31)						
1. ROOMS		\$					
2. ALL FOOD AND BEVE	RAGE	\$					
3. TELECOMMUNICATIO	NS	\$					
4. OTHER OPERATED D	EPARTMENTS EXPENSES (SPECIFY):	_ \$					
5. OTHER EXPENSES (S	PECIFY):	\$					
6. TOTAL OPERATED D	EPARTMENT COST (SUM OF LINES 1 THRU 5)	\$					
G. UNDISTRIBUTED OPERAT	ING EXPENSES						
1. ADMINISTRATIVE AND GEI	IERAL						
a. TOTAL		\$					
2. PROPERTY OPERATIONS	AND MAINTENANCE (POM)						
a. TOTAL		\$					
3. UTILITY COSTS		¢					
		\$					
4. MARKETING (EXCLUDING H	JIEL CHAIN EXPENSES	\$					
5. OTHER EXPENSES (SPECI	FY):	ψ					
		\$					
6 TOTAL UNDISTRIBUTED O	PERATING EXPENSES (SUM OF LINES 1 THRU 5) (*** DO NOT INCLUDE						
C. TOTAL UNDISTRIBUTED C		s					
	ES FROM PREVIOUS CALENDAR YEAR JANUARY 1, TO DECEMBER 31, DO NO						
	TMENTAL AND UNDISTRIBUTED OPERATING EXPENSES.						
	*** DO NOT INCLUDE REAL ESTATE TAXES ***						
1. INSURANCE (ONE YE	AR FIRE. CASUALTY)	\$					
	MISCELLANEOUS LOCAL TAXES (DO NOT INCLUDE REAL ESTATE OR PERSONAL						
PROPERTY TAXES) (l l	\$					
PERSONAL PROPERTY	\$						
BUSINESS LICENSE		\$					
PUBLIC SPACE RENTAL		\$					
3. OTHER FIXED EXPEN	\$						
4. TOTAL FIXED EXPENS	SES (SUM OF LINES 1 THRU 3)	\$					
I. TOTAL OF UNDISTRIBUTED							
1. SECTION G LINE 6 AND SE	CTION H LINE 4 (Does not include personal property tax in total)	\$					

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J. RE	SERVES FOR REPI	ACEM	ENT OF CAPITAL ITE	MS											
IDEN	LIFY NORMAL ANNU	JAL RE	SERVES FOR REPLA	СЕМ	ENT OF (CAPIT	AL ITEMS	AND	FF +	E	\$				
ARE YOU RESERVING ADDITIONAL MONIES FOR ANY UPCOMING EXTRAORDINARY EXPENDITURE?											YES		NO		
AMOUNT BEING RESERVED \$ PLEASE EXPLAIN:														<u> </u>	
	IS A PERCENTAGE				YES		NO		VEQ	INDICATE 9	6				%
	T OPERATING INC				TES	1	NO	1 11	123,	INDICATE /	0	_			/0
SECT		SECTI	ION F LINE 6 AND LES	22.2	ECTION		1				\$				
				33 3											
	PITAL IMPROVEME														
HAVE		CAPIT	AL IMPROVEMENTS (OR C	APITAL F	RENO	VATIONS 1	TO TH	IE PF	ROPERTY D	URINO	3 TH	IS REP	ORT	
	YES NO		ES, PLEASE PROVIDE		TAL COS	T HEF	RE AND AT	TACH	I A D	ETAILED	\$	\$			
ARE THERE ANY ANTICIPATED MAJOR CAPITAL EXPENDITURES EXPECTED IN THE NEXT 5 YEARS?										YES NO		5			
PI FA	SE EXPLAIN THE E	XPEND	ITURE AND PROVIDE	THE	FSTIMA	TED		ST.							
/											•				
											\$	\$			
M. s/	ALE OF PROPERTY	OR CH	ANGES IN OWNERS	ΗP											
1.	HAS A PARTIAL O	RCON	IPLETE INTEREST IN	THE	REAL PF	ROPE	RTY BEEN	SOL	D IN T	THE LAST			YES		NO
	THREE YEARS?														
ECO OR 1 ENT	NOMIC INTEREST I RUST, ETC. INCLU	N AN E DING M UST CO	ANSFER OR CONVEY NTITY THAT OWNS RI IULT-TIERED ENTITIE OMPLETE THE TRANS 27-5374.	EAL I S TH	PROPER AT OWN	TY (I.E The F	E. SHARES	OR S PERT	STOC Y). IF	KS IN PART	NERS SFER	HIPS	S, CORI S THRO	PORATI	ION,
2.	NATURE OF THE	OWNE	RSHIP (CHECK ONE)		-			FEE SIN	ЛРLЕ	PLE LEASE I		EASE H	IOLD		
3	PERCENT OF OW	'NERSH	IIP % TRANSFER DA						DATE						
4.	SALE PRICE OF R	REAL ES	STATE								\$				
5.	SALE PRICE OF N	-											\$		
	NUAL GROUND RE	ENT (IF	APPLICABLE)									T			
1.	LIST ANNUAL GR	OUND	RENT IF APPLICABLE							\$					
2.															
3. ENDING DATE OF LEASE															
4. EARLIEST RENEWAL DATE															
5.	. LAND AREA LEASED IN SQUARE FEET SQ. FT														

FP 421B

INSTRUCTIONS FOR COMPLETING HOTEL / MOTEL INCOME AND EXPENSE REPORT

The following instructions are provided to aid you in filling out this survey form. The information provided on the report should be in accordance with the accounting methodology used to report federal income taxes. The format has been designed to be consistent with the Uniform System of Accounts for the Lodging Industry. Expenses are to be reported only once, double reporting is prohibited. Please round amounts to the nearest dollar except for dollars per square foot. If you have any questions, please call (202) 442-6794.

A. ACCOUNTING METHODOLOGY

Identify the accounting method used to prepare this statement.

B. CERTIFICATION

District of Columbia law (D.C. Code §22-2514) requires certification of this information by the owner or officially authorized representative. Please print or type the name and title of the person certifying the information, the name and phone number of the person to contact with questions on the information, and the property owner's federal tax I.D. number.

C. DEBT SERVICE INFORMATION

Please provide information about any loan placed on this property within the last five years. Please include any new loans or refinancing of original debt. This information is requested to study the financing trends for this property type to determine typical debt coverage ratios.

D. GENERAL PROPERTY, MANAGEMENT, OCCUPANCY AND AVERAGE RATE INFORMATION

This section is generally self-explanatory.

- 1. b.-c. A full kitchen is recognized as a kitchen area with full sized appliances. A kitchenette is recognized as a kitchen area with less than full sized appliances.
- Leased areas refer to any space leased to any party not related to the ownership of the property. Examples include parking, gift shop, etc. Indicate the tenant, square feet leased and amount per square foot.
- 6. Is the ownership singular or fractional? If fractional, give the percentages for fractional ownership.

E. ANNUAL REVENUE

Please enter revenue information for the period covered by this statement. Please be careful to ensure that all revenue is accounted for.

- 1. Actual room rental income. This is not the gross potential revenue at 100% occupancy, but is the actual gross rent received.
- 2. Actual revenue received from the sale of food beverages and sundries excluding employee charges. This is to include revenue from food and beverage outlets, room service, etc.
- 3. Actual revenue received from the use of telecommunications services.
- 4. Actual revenue received from other operated departments such as parking, laundry, gift shop, health club, etc.
- 5. Any additional sources of revenue not listed above such as commercial tenants, investment income, etc.
- 6. Indicate the dollar value of any Trade-outs or barter agreements based on the average daily room rate at the time of the agreement. Trade-outs are typically a contra revenue account. If the value of Trade-outs is included in line 1, then show a negative amount. WARNING DO NOT DOUBLE COUNT.
- 7. Sum of lines 1 through 6.

F. OPERATED DEPARTMENT COSTS

These are costs necessary to maintain the production of income from operation of the property. Do not include under any expense category items such as ground rent, mortgage interest or amortization, depreciation, income taxes, or capital expenditures. **These are not operating expenses.** Capital expenditures include investments in remodeling, or replacements, which materially add to the value of the property or appreciably prolong its life. Capital expenditures are to be included in Section L. Please include here all other expenses attributable to the property. Attach separate sheets as necessary.

- 1. Costs directly attributed to room upkeep.
- 2. Costs directly attributed to providing food, beverages meals and drinks.
- 3. Cost of providing telecommunications services to guests.
- 4. Additional departmental costs not listed above. Please specify in the space provided.
- 5. Cost of other expenses not yet reported. Please specify in the space provided.
- 6. Sum of lines 1 through 5

G. UNDISTRIBUTED OPERATING EXPENSES

These are costs necessary to maintain the production of income from operation of the property. Do not include under any expense category items such as tenant improvements, ground rent, mortgage interest or amortization, depreciation, income taxes, or capital expenditures. **These are not operating expenses.** Capital expenditures include investments in remodeling, or replacements, which materially add to the value of the property or appreciably prolong its life. Capital expenditures are to be entered in Section L. This section is for local, site-specific expenses; do not include any corporate allocations. Payroll taxes are to be included in this Section G. Please include here all other expenses to the property. **Operating expenses are to be reported only once. Double reporting is prohibited.**

- 1. Payroll expenses for administrative staff. All managerial and operational expenses that cannot be attributed to a particular department (Ex. commissions on credit card charges, doubtful accounts, professional services –i.e. legal, accounting, general insurance for liability (not fire/casualty insurance, this goes in Section H), life insurance, theft, etc. Include allocated costs of management (including the management fees from Section D line 8), any other administrative and general expenses and include the dollar amounts.
- 2. Payroll expenses for maintenance staff and expenses for maintenance supplies. Maintenance and repair expense for heating, ventilating and air-conditioning, and related maintenance and/or repairs. Roof repairs and routine maintenance expenses. Do not enter the cost to replace entire roof. Roof replacement is a capital expense, which should be shown in Section L. Repairs to exterior of the property not covered elsewhere. Do not include capital items. Janitorial and cleaning expenses for the property. Any other property operations and maintenance expense not listed elsewhere (trash, grounds, snow removal, carpet, paint, security, etc.)
- 3. Specify all utility costs.
- 4. Payroll expenses for marketing activities (salary, wages, benefits, bonuses, etc.) Indicate all other expenses associated with the promotion, and marketing of the property (advertising, merchandising, etc.). Do not include Franchise Fees.
- 5. Specify any other expense not identified elsewhere. Do not include ADA upgrades; they should go in Section L.
- 6 Total undistributed operating expenses should equal the sum of lines G1 through G5.

H. FIXED EXPENSES

List all fixed expenses incurred by the property as directed.

- 1. Identify fire/casualty insurance expenses relevant to the reporting period only. Some insurance policies are multi-year contracts. Please include only one year's cost.
- 2. Indicate any other taxes and license fees (ex. BID Tax, etc.). Do not include real estate tax. Expense for public space (vault rental) is included here.
- 3. Specify any other fixed expenses and the amount. Do not include ground rent here, it goes in Section N.
- 4. Total Fixed Expenses should equal the sum of items H1 through H3.

I. TOTAL OF UNDISTRIBUTED AND FIXED EXPENSES

Total Expenses should equal the sum of Section G, line 6 and Section H, line 4.

J. RESERVES FOR REPLACEMENT OF CAPITAL ITEMS

Please provide the normal annual allocated amount for replacement of capital items. This includes accounts identifiable as capital reserves, escrow for capital replacement, escrow for capital items, or set asides for future capital improvements. This is to include reserves for FF & E.

Indicate if additional reserves for replacement above the normal annual amount have been retained for upcoming extraordinary expenditures. Provide the amount being reserved and an explanation for the extraordinary expenditure. Indicate if reserves for replacement are allocated on a percentage of gross income basis.

K. NET OPERATING INCOME

Section E, line 7 less Section F line 6, less Section I.

L. CAPITAL IMPROVEMENTS / RENOVATIONS

Please report, in detail, any capital improvements or renovations to the property during the current reporting period. Indicate if there are any planned capital expenditures in the next 5 years.

M. SALE OF PROPERTY OR CHANGES IN OWNERSHIP

- 1. Indicate if any percentage of ownership or configuration of ownership has changed in the last three years.
- 2. Identify the nature of the ownership interest that changed.
- 3. List the percent of ownership that changed whether it is fractional or complete, and the effective date of the change.
- 4. Indicate the amount paid for the ownership interest.

N. ANNUAL GROUND RENT

This section is self-explanatory. Complete if the property is subject to a land lease.

GOVERNMENT OF THE DISTRICT OF COLUMBIA Office of the Deputy Chief Financial Officer Office of Tax and Revenue INCOME-EXPENSE FORM

Dear Property Owner:

To estimate the value of your real property for assessment purposes, our staff must analyze the property individually and in relation to similar properties. The Income-Expense Form provides information needed to complete this analysis. It must be completed accurately to allow for a comprehensive analysis. This form has been revised to provide for data entry of information into our computer system. Please print legibly on the lines to ensure accurate processing of data.

Filing of the Income-Expense Form is required for income-producing or investment-type properties whether **RENTED**, **VACANT** or **OWNER-OCCUPIED** during the reporting period. **EXCEPTION**: RESIDENTIAL RENTAL PROPERTIES CONTAINING FOUR (4) OR LESS DWELLING UNITS are not required to report income-expense data. However, to avoid a non-compliance penalty PLEASE note on the form that the property has 4 units or less and return the *signed* form.

The *"E-Conomy Transformation Act of 2000"* provides a real property tax abatement for Qualified High Technology Companies (QHTC). To be considered for this program an approved **QHTC-CERT** <u>must</u> be submitted with the filing of an income-expense form. To be eligible, the commercial property must have met the following criteria:

- Non-residential or mixed-use building in which 50% of the tenants are QHTC; or 50% of the aggregate square footage is leased to a QHTC;
- A newly constructed building in which the initial certificate of occupancy or initial temporary certificate of occupancy was received after December 31, 2000 and the building meets the aforementioned requirements; and
- A building improved or renovated to adapt to use by a QHTC.

It is important that you file for your property ONLY on the form coded for that specific property. The forms are credited as coded. If you do not receive a form for a property that you own, please call Anthony Daniels, Assessment Program Coordinator at (202) 442-6794 and arrange to have a correctly coded form sent to you.

Do not photocopy forms with a computer printed address line to use for another property. If you photocopy blank forms, make sure that they have the following: 1) square, lot and premise address and 2) **all signatures are ORIGINALS.** Photocopied and stamped signatures will <u>not</u> be accepted.

Please return the completed form in the enclosed pre-addressed envelope or, deliver it to **1101** 4^{th} **Street, SW** - 2^{nd} **floor** between 8:15 A.M. – 4:30 P.M.

CONFIDENTIAL