



THE HOTEL

CONVERSION OF THE MEMPHIS POLICE STATION

What We Want You To Know

1

We Are An Experienced Team

2

Ownership Group w/ Local Investors

3

We Are Fully Funded

4

We Can Start Immediately!

5

Team Brings Local, M/WBE Participation

6

This Makes Sense For Downtown

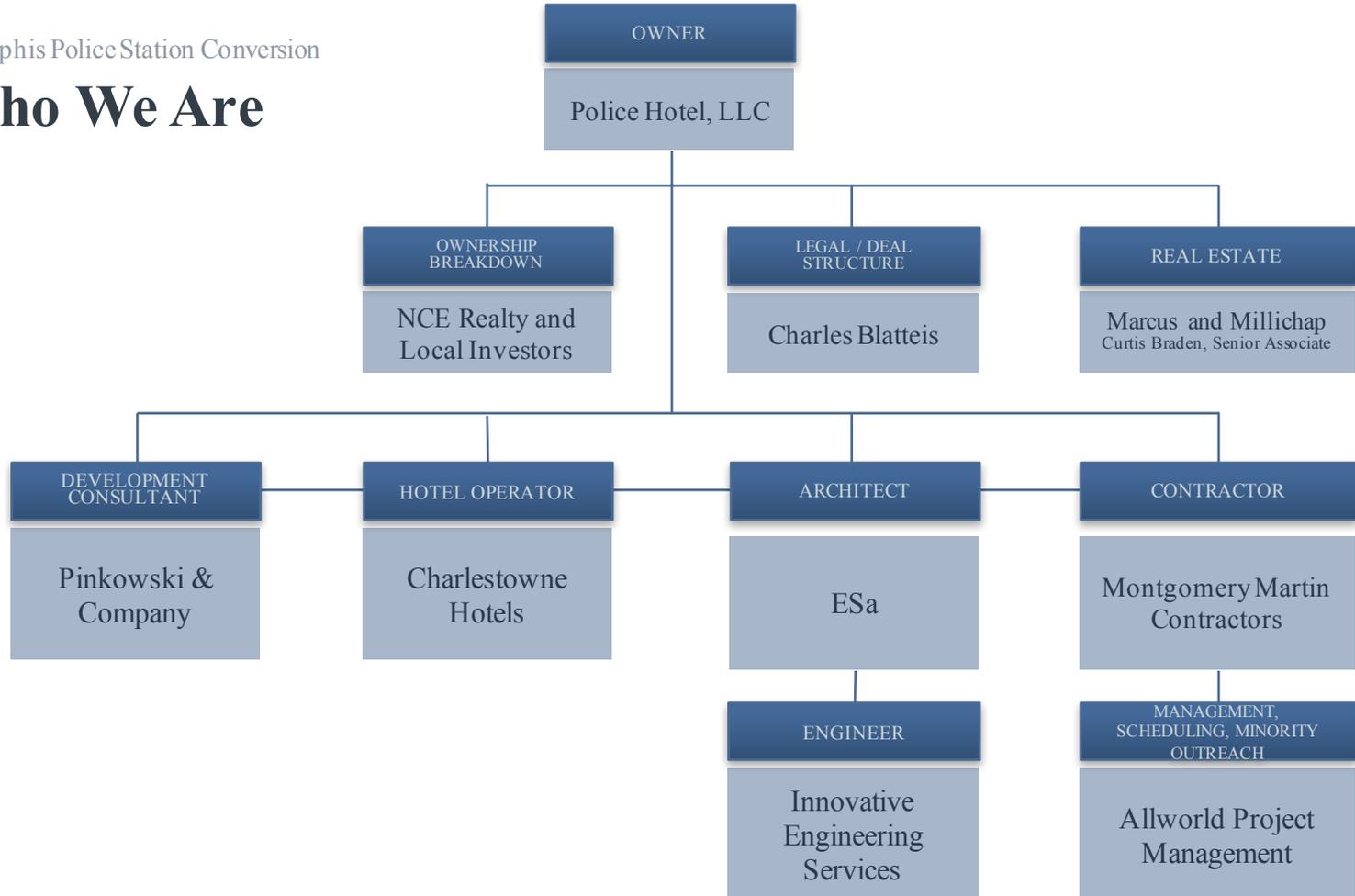
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Building Historically Preserved

8

We Will Bring Positive Economic Impact

Who We Are



Diversity Plan

With the understanding that an improved and successful Memphis is best achieved from a holistic and shared approach to doing business with local MBE companies, the Project Team that plans, constructs and owns the hotel is diverse in nature modeled after local population makeup.

OWNERSHIP

“Hotel Group, LLC” makeup includes local minority investors (confidential at this time).

REAL ESTATE

Curtis Braden, Senior Advisor – Marcus & Millichap

DESIGN & CONSTRUCTION

- MPE engineering services performed by Innovative Engineering Services, a local MBE firm.
- Project Management is AllWorld Project Management
- Construction led by Montgomery Martin Contractors who has a self-governed Diversity Contractor Program averaging over 32% inclusion on designated projects. MMC has spent over \$51 million with minority contractors. They are members of the MMBC and active in mentoring and training at MAMCA and throughout the city.

Funding

Police Hotel, LLC

Developer & Owner

The project is fully funded and can begin immediately.

Funding

NCE Realty & Capital Group, LLC

中国民生银行
CHINA MINSHENG BANK

编号 No. 00210001

日期 Date: 2016-01-29

单位存款证明书 CERTIFICATE

致: 北京乐融多源信息技术有限公司
TO whom it may concern:

兹证明 北京乐融多源信息技术有限公司 截止
到 2016 年 01 月 29 日 17:20:04 时在我行存款如下:
We hereby certify that up to 2016-01-29 17:20:04 _____
_____ has a deposit
account with this bank as follows:

帐 号 (Bank account NO.) 604080009

货币/金额 (Currency & amount) RMB/141,017,938.44

存款到期日 (Date of maturity): _____

我行声明:
本存款证明书只证明该客户在上述截止时点在我行所拥有的存款情况。本存款证明书不得用于抵押、质押等任何具有担保目的用途。加盖我行印章的存款证明书正本为有效版本, 复制本无效。任何对本存款证明书中的内容进行修改、涂改等均使本存款证明无效。
本证明书的中英文版本不一致时, 以中文版本为准。

Disclaimer:
This Statement of Deposit is confined to be a certification of the details in respect of the above deposit(s) with our bank as of the date and time hereof. This Statement of Deposit shall not be used for any security purposes, such as mortgage and pledge. This Statement of Deposit shall be valid only if the original is presented with the seal of our bank duly affixed thereon. Copies of this Statement of Deposit shall not be accepted and accordingly are invalid. Any modification or alteration of the content herein shall invalidate this Statement of Deposit.
If there is any discrepancy between the English version and the Chinese version of this Statement of Deposit, Chinese version shall be the prevailing one.

银行有权人签章 (Authorized Signature or Stamp)
银行会计业务公章 (Bank Seal)

\$22 Million U.S. Dollars

企业境外投资证书

境外投资证第 N40320160008 号

深圳市大鹏投资发展有限公司 有页所列境外投资符合《境外投资管理办法》(商务部令2014年第3号)有关规定, 现予以颁发《企业境外投资证书》。
公司自领取本证书之日起2年内, 未从事有页所列境外投资, 证书自动失效。
公司开展境外投资业务应认真遵守境内外相关的法律法规和政策。

境外企业(最终目的地)	名称	安恩益房地产投资集团有限公司	国家/地区	美国
设立方式	<input checked="" type="checkbox"/> 新设 <input type="checkbox"/> 并购 <input type="checkbox"/> 变更			
投资主体	中方名称	深圳市大鹏投资发展有限公司	股比	100%
	外方名称		股比	
投资总额	中方	1417.88008 万元人民币 (折合 230 万美元)		
	外方	0 万元人民币 (折合 0 万美元)		
中方境内现金出资实际币种和金额	币种	美元	金额 (单位: 万)	230
	现 金	自有资金 1417.88008 银行贷款 0		
中方投资构成(单位: 万元人民币)	境内			
	实 物	0		
	无形资产	0		
	股 权	0		
	其 他	0		
	境外			
		自有资金 0 银行贷款 0 其 他 0		
经营范围	房地产投资、管理。			
中投文号	无	核准或备案文号	深境外投资[2016]N00067号	
投资路径(仅限第一套境外企业)	名称	安恩益房地产投资集团有限公司	国家/地区	美国
	备 注	企业英文名称: NCE REALTY & CAPITAL GROUP, LLC		

发证机关 (盖章)
二〇一六年一月一日

Who We Are

NCE Realty &
Capital Group, LLC

Developer & Owner



California and NY Offices and Properties. **Local Presence** and Invested in **Memphis** Community.

“**Find** Value, **Create** Value”

Who We Are

MONTGOMERY MARTIN
CONTRACTORS



Chisca Hotel



Marriott



Court Square Center



College of Art

“We exist to create places where people **THRIVE.**”

Who We Are

ALLWORLD
Project Management, LLC

MANAGEMENT, SCHEDULING, MINORITY OUTREACH

Principal
MICHAEL HOOKS JR.



AWPM is classified as a Locally Owned Small Business, Small Business Enterprise and certified as a **Minority Owned Business** and Disadvantaged Business Enterprise by the Uniform Certification Agency (MMBC Continuum) in **Memphis, TN**.

Who We Are

ESa
Architect



We're proud of our **past**, but our eye is on the **future**. With a holistic approach that celebrates both form and function, we create healthy spaces that improve the quality of **life for those inside** while protecting the world outside.

Who We Are

ESa

Architect

Boutique Hotel Experience

HOTEL BRISTOL

Bristol, Virginia

University of the South,

Boomtown Casino and Hotel

Bossier City, LA

KINGSTON PLANTATION – MARGATE TOWER

The Sewanee Inn

Sewanee, TN

The Hotel Hershey Fitness

Myrtle Beach, SC

Kingston Plantation – Brighton

Tower

Myrtle Beach, SC

Center Addition + Pool Renovation

Hershey, PA

HERSHEY LODGE

(Lebbie Lebkickers renovation) Hershey, PA

Hyatt Regency Hotel on Broadway

Nashville, TN

The Hotel Hershey Spa

Master Plan and Phase I and Phase II Renovations
Hershey, PA

Who We Are



ENGINEERS

Principals
JEREMIAH E. WATSON, PE, LEED AP
RYAN J. HERTTER, PE, LEED AP



Innovative Engineering Services, LLC (IES) is an engineering firm specializing in providing engineering design and consulting for new construction and renovation of commercial buildings. The firm is one of the few **minority-owned** mechanical, electrical, plumbing, and fire protection engineering firms in **Memphis, TN**.

Who We Are

Marcus & Millichap
Real Estate Investment Services

REAL ESTATE

The Memphis office of Marcus & Millichap provides buyers and sellers of commercial real estate with investment brokerage and financing services focused on the **Memphis** MSA and throughout Tennessee, Mississippi and Arkansas. Investment professionals in Memphis also leverage Marcus & Millichap's **industry-leading research** to offer investment real estate advisory services on individual properties and portfolios.

As a senior agent, **Curtis Braden** exclusively represents buyers and sellers of investment properties throughout the Memphis area. He has more than twenty years experience in the real estate industry and has closed over five hundred investment real estate transactions valued over **one hundred fifty million dollars** during his career.

Who We Are



LEGAL / DEAL STRUCTURE

Attorney Charles Blatteis practices law in **Memphis, Tennessee** at the Blatteis Law Firm, PLLC. Attorney Blatteis provides legal services to both U.S. individuals and entities doing business and investing in the United States and abroad through corporate and transactional legal work. He also assists foreign nationals and immigrants with their litigation matters in the United States. Mr. Blatteis also serves officially as a “Consulting Attorney” for the Consulate General of Mexico in Little Rock as well as for the Consulate General of Peru in Atlanta. Attorney Blatteis is peer review rated “AV Preeminent,” the **highest rating** by Martindale Hubbell attorney ratings.

Who We Are

charlestowne**hotels**

Hotel Operator



Properties under Charlestowne's management consistently rank in the **top positions** on TripAdvisor in their respective markets as a result of an intensive management style that pays close attention to the **guest experience**.

Operations Management

Team of Professional Managers

Reporting System

Budgeting

Labor Cost Controls

Consolidated Purchasing Platform

Personnel Administration

Credit Card Processing

charlestownehotels



New Development & Repositioning

charlestownehotels

Conceptual & Strategic Advisory

Programming

Branding

Pre-Opening Sales & Marketing

OS&E Budgeting & Procurement

Staffing & Training



Brand Identity

charlestownehotels

THE
SPECTATOR
HISTORIC | HOTEL | CHARLESTON

Ó
ZERO GEORGE
STREET


THE *Society* HOUSE
HISTORIC LUXURY SUITES

Graduate
HOTELS



KING CHARLES INN
CHARLESTON SOUTH CAROLINA

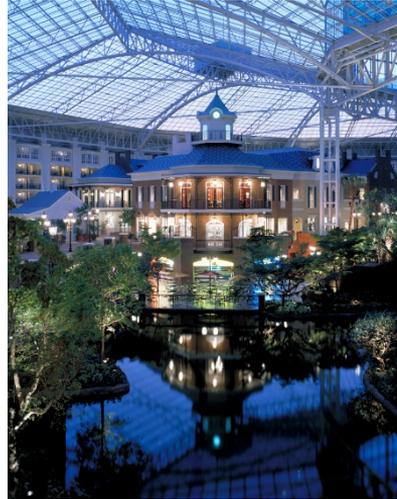



SHEM CREEK INN

Who We Are

PINKOWSKI
& COMPANY

Hotel Consultant



Providing Development Services, Asset Management and Consulting Services to companies, individuals and other entities involved in the **Hospitality Industry** for nearly 30 years.



THE HOTEL

MEMPHIS LODGING MARKET - PROOF ANALYSIS

Memphis Lodging Market

What Is On The Horizon For 2016 & Beyond?

2013

2.2%

2014

12.5%

2015

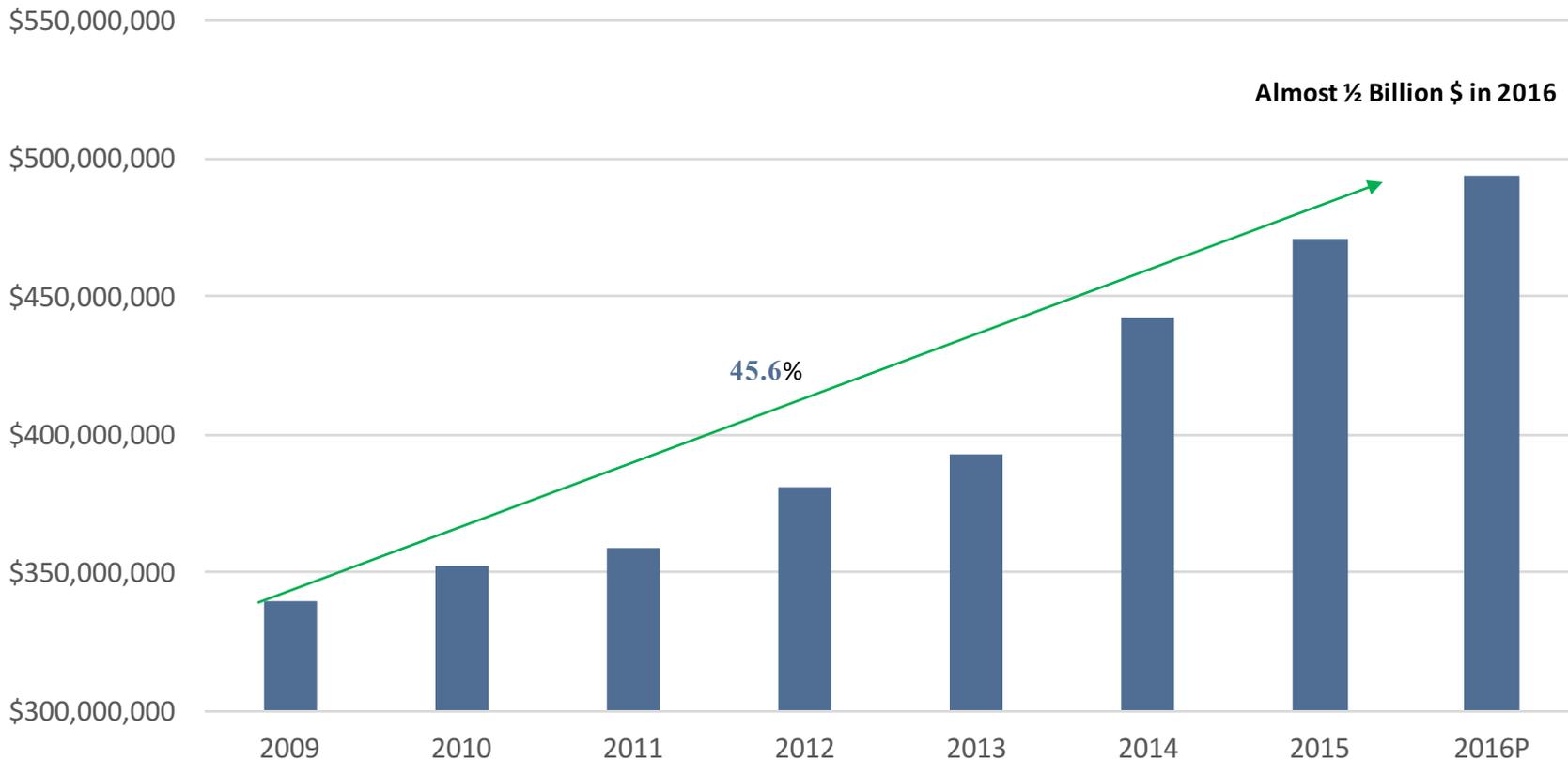
5.1%

2016p

6.1%

% REVPAR CHANGE

Memphis Lodging Market



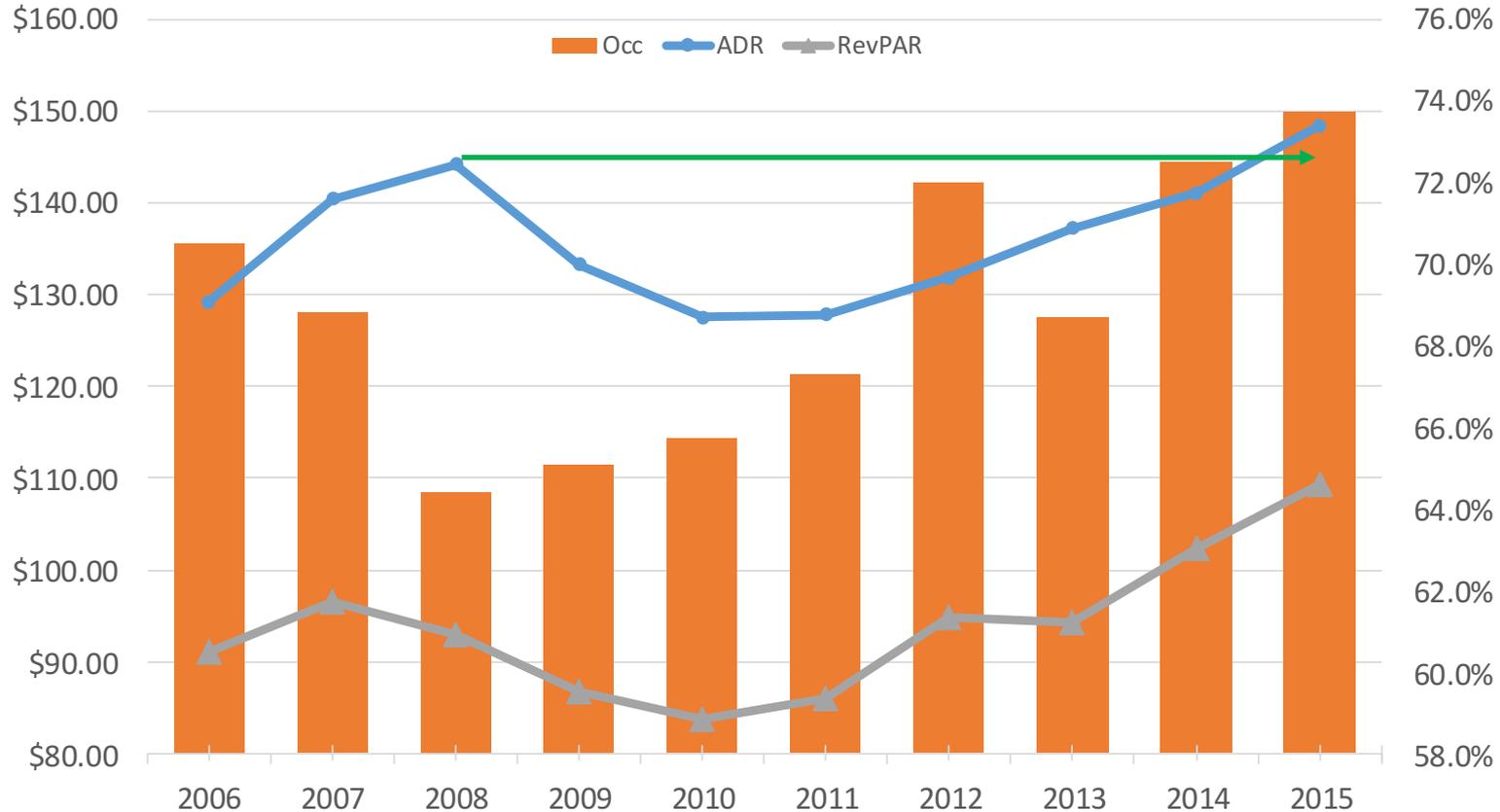
Downtown Memphis Hotels AS OF 12.31.2015

- Madison Hotel
- Springhill Suites
- Hampton Inn & Suites
- River Inn
- Westin
- Residence Inn
- Courtyard
- Peabody
- Sheraton
- Sleep Inn
- Comfort Inn
- Doubletree
- Holiday Inn
- Crowne Plaza
- Big Cypress Lodge



Downtown Memphis Hotels

AS OF 12.31.2015



Memphis Lodging Market



WHAT'S IN THE PIPELINE...

DOWNTOWN

- Hilton Garden Inn
- Holiday Inn Express
- Fairfield Inn
- La Quinta
- Cambria Suites
- Ascend
- Curio by Hilton
- One Beale
- Ice House
- Extended Stay Hotel
- Homewood Suites
- Home2 Suites
- AC Hotel

OTHER AREAS

- Hampton Suites, Germantown
- Hilton Garden Inn, Germantown
- Home2 Suites, Germantown
- Holiday Inn, Germantown
- GuestHouse, Graceland
- Holiday Inn Exp, West Memphis

Estimated Economic Impact

- **Annual Sales Tax Collections \$400,000 - \$500,000**
- **Annual Room Tax Collections \$300,000 - \$400,000**
- **Other Economic Impact**
 - **Impact from Construction Employment**
 - **Impact from Purchase of Construction Materials**
 - **Impact from Operating Payroll of Hotel**
 - **Impact from Additional Visitor Spending in Memphis**
- **Final Impact Study to be Produced**



CONCEPT

DESIGN STUDY



Existing Building



Existing Building



Example Projects



Level of Design



Level of Design





CONCEPT



DESIGN STUDY



Summary – Order of Magnitude Construction Budget

\$22-25 Million

Hotel Data

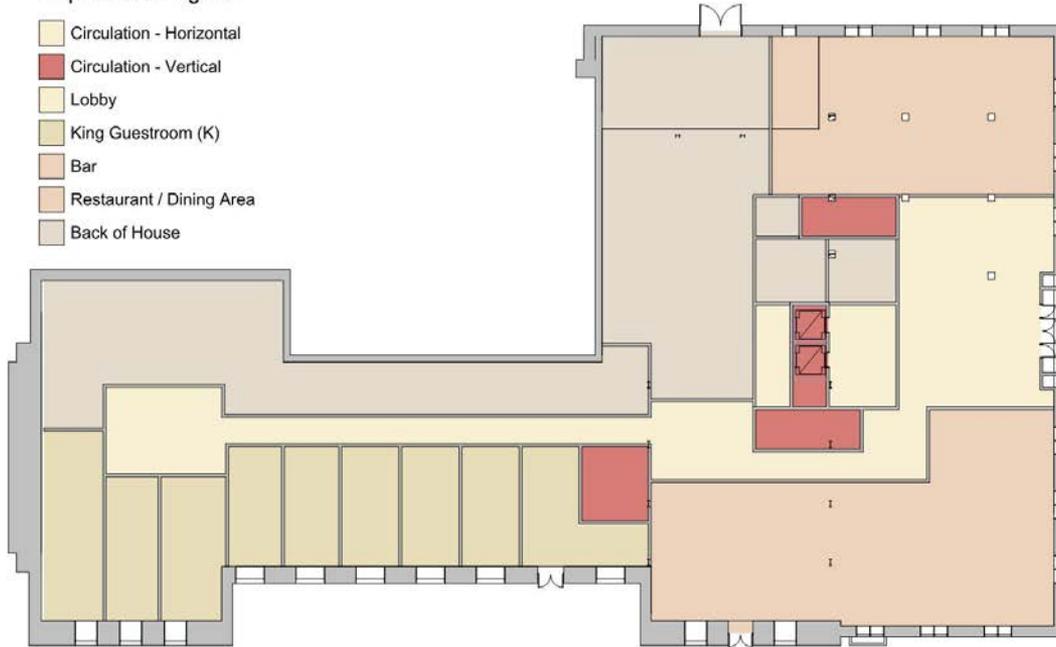
Guestrooms & Suites	100-125
Restaurant / Bar	3,500 sf
Banquet Space	3,000-4,000 sf
Rooftop Bar	1,400 sf
Parking (valet)	offsite
Total	117,400 sf



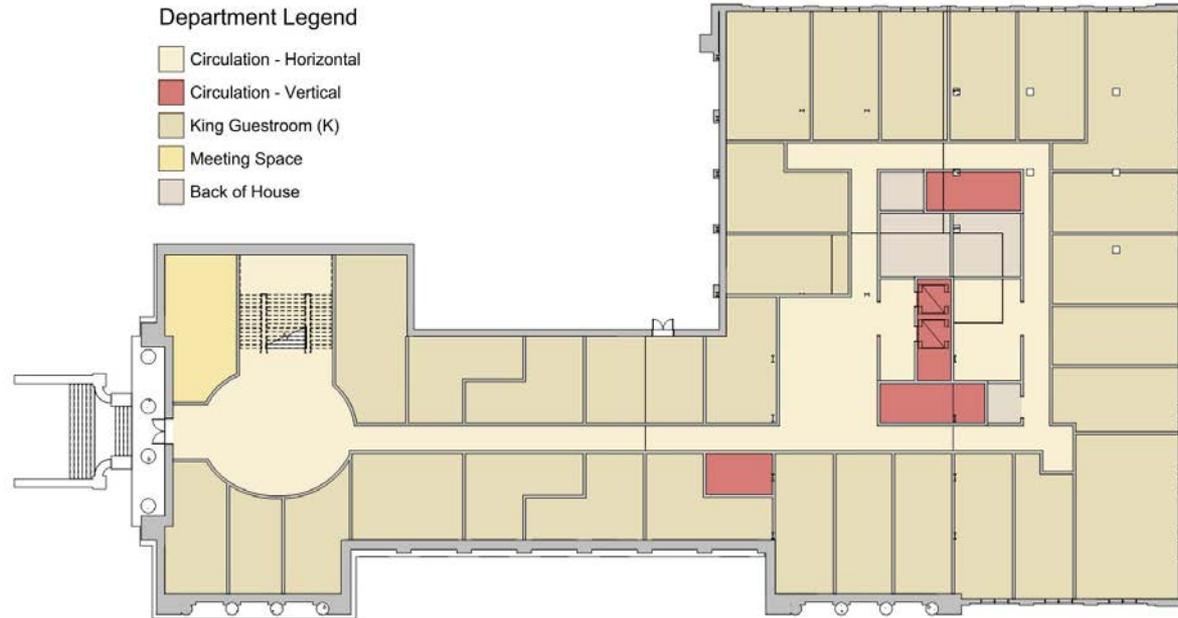
First Floor Plan

Department Legend

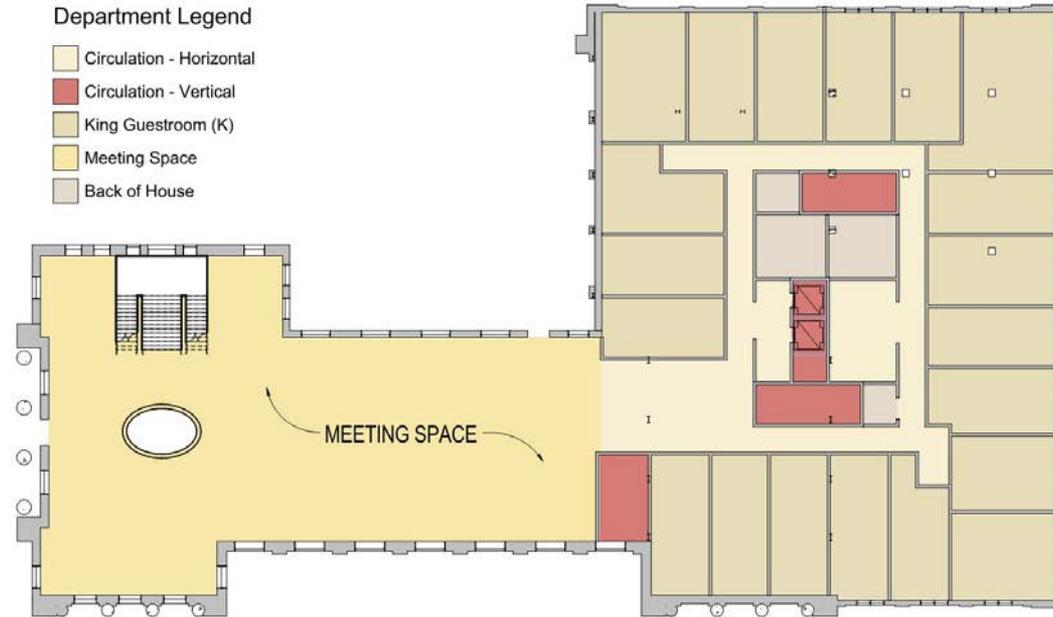
- Circulation - Horizontal
- Circulation - Vertical
- Lobby
- King Guestroom (K)
- Bar
- Restaurant / Dining Area
- Back of House



Second Floor Plan



Third Floor Plan



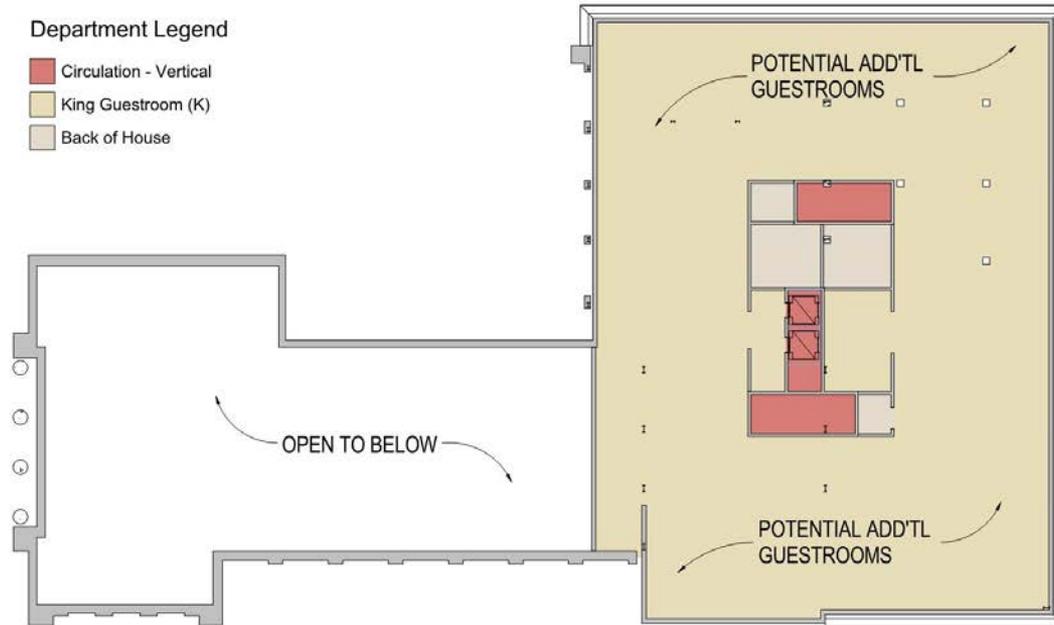
Fourth Floor Plan



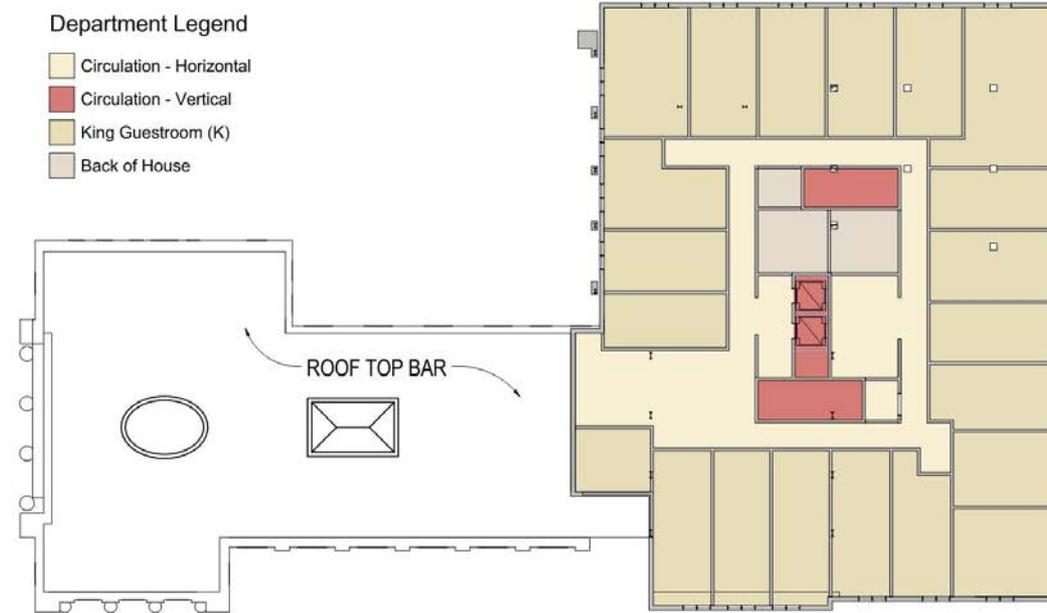
Fifth Floor Plan

Department Legend

-  Circulation - Vertical
-  King Guestroom (K)
-  Back of House



Sixth Floor Plan





MEMPHIS POLICE STATION

QUESTIONS?