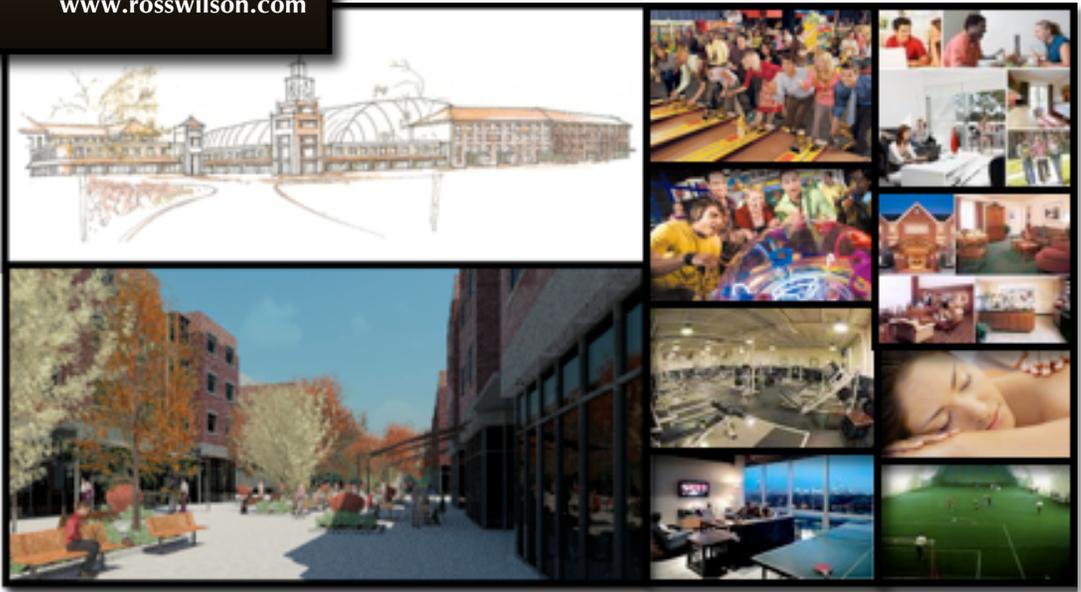




Bonaventure Square
 A Lifestyle Destination Development
 Allegany, New York

Ross Wilson & Associates, Inc.
 4640 Broadway
 Depew New, York, 14043
 (716) 601-7253
www.rosswilson.com



ST. BONAVENTURE UNIVERSITY

March 2010



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Bonaventure Square
*Upstate New York's Unique
Lifestyle Destination*

Note to Recipients

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The Project

A Lifestyle Destination with Unique Amenities

Bonaventure Square is upstate New York's newest and most distinctive development project. The project is being developed on 23 acres owned by St. Bonaventure University, adjacent to the University's main campus, at the border of the Town of Allegany and the City of Olean.

Located in the heart of the Enchanted Mountains ski and tourist region, the project offers a unique residential, hospitality, tourism and sports entertainment experience.

Bonaventure Square creates a compact mixed-use lifestyle community featuring a walk-able, pedestrian friendly streetscape, attractive architecture, and a wide variety of amenities and activities organized around a "town square." Bonaventure Square delivers a high quality residential experience and regional destination — a new "neighborhood" where the University hosts the community and the region.

Bonaventure Square distinguishes itself on three factors: location and unique market position, outstanding project economics, and a first rate development team. The development program is as follows:

The Residences at Bonaventure Square: 75 to 100 one and two bedroom apartments supplying 165 beds, with distinctive amenities including high-speed wireless communications, fitness center, and meeting rooms.

The Hotel at Bonaventure Square: a nationally branded 100 room hotel over four floors, with guest rooms and suites offering spacious, comfortable accommodations, flat screen TV's, microwave ovens, compact refrigerators and state of the art technology. The hotel will have the most desired amenities, including a welcoming lobby, indoor pool, jacuzzi, fitness room, business center and meeting rooms, small convenience shop, meeting rooms and guest laundry.

The Square Sportsplex: a 166,800 square foot multi-sport sportsplex and event center including multi-use artificial turf surface which can

accommodate boarded and open soccer/lacrosse fields, 6 hard surface tennis courts convertible for basketball, volleyball and hard-court uses, and training and exercise facilities. Overflow (special event) parking will be constructed on adjacent property owned by the University off of Cranberry road. The Square Sportsplex may be branded or affiliated with a nationally recognized athletics manufacturer or sports personality.

The E-Street Family Entertainment Center: a 51,800 square foot family entertainment complex, including a full service restaurant, sports lounge, game arcade, bowling lanes, baseball batting cages and rock climbing wall.

The University Bookstore Café: a 23,500 square foot bookstore and café. The bookstore would be the University's official bookstore

The Shops at the Square: the plan accommodates up to 34,000 square feet of neighborhood convenience retail space that will be developed only as demand warrants. Preliminary potential tenants include a pizza restaurant, sporting goods store and daycare center.

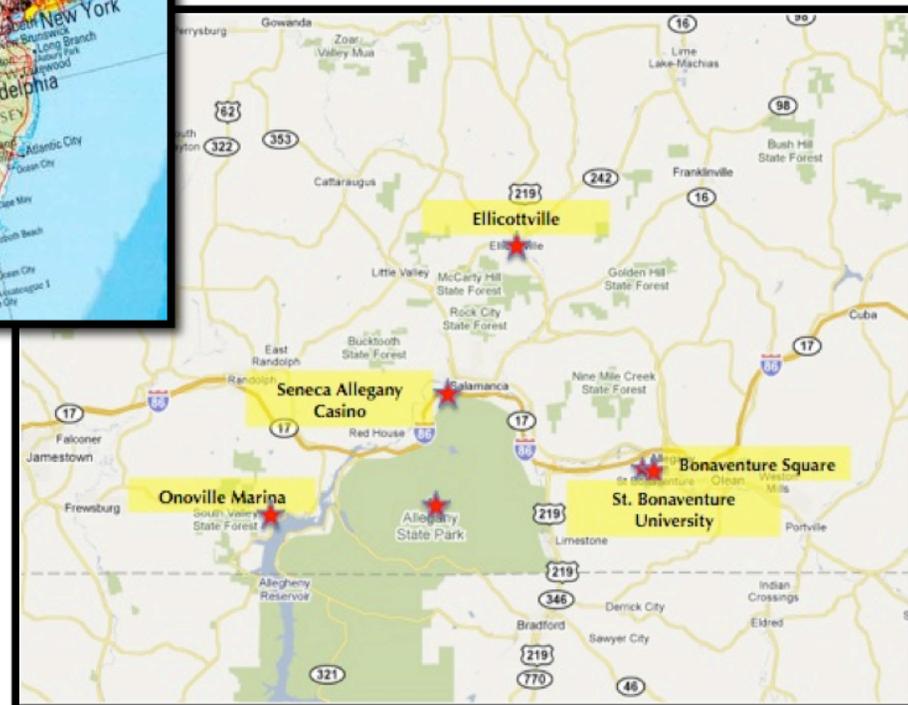
Bonaventure Square comprises 423,706 gross square feet, and has been designed to fill gaps in the regional residential, hospitality, visitation, entertainment and retail markets. The project is not being developed on a speculative basis, but is being developed with long-term tenant leases or comparable agreements in place prior to construction. In addition, the project is being developed as a unique product in the upstate real estate market. Due to the combination of these factors, the project is expected to outperform the market in each of its competitive sub-segments.

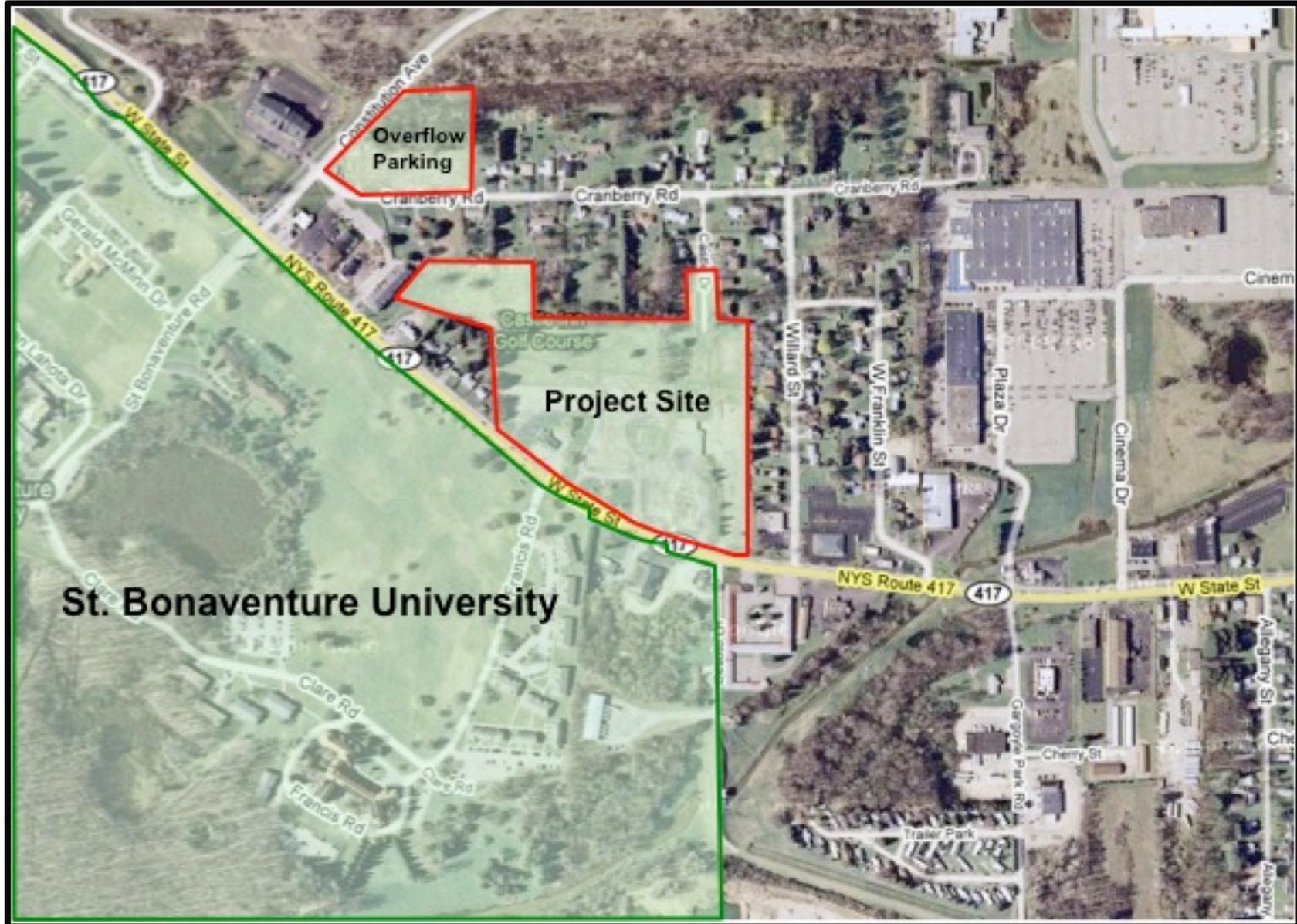
Bonaventure Square is being developed by a joint venture led by Ross Wilson & Associates Inc. The opening date for the project is scheduled for the third quarter of 2011.



Project Trade Area

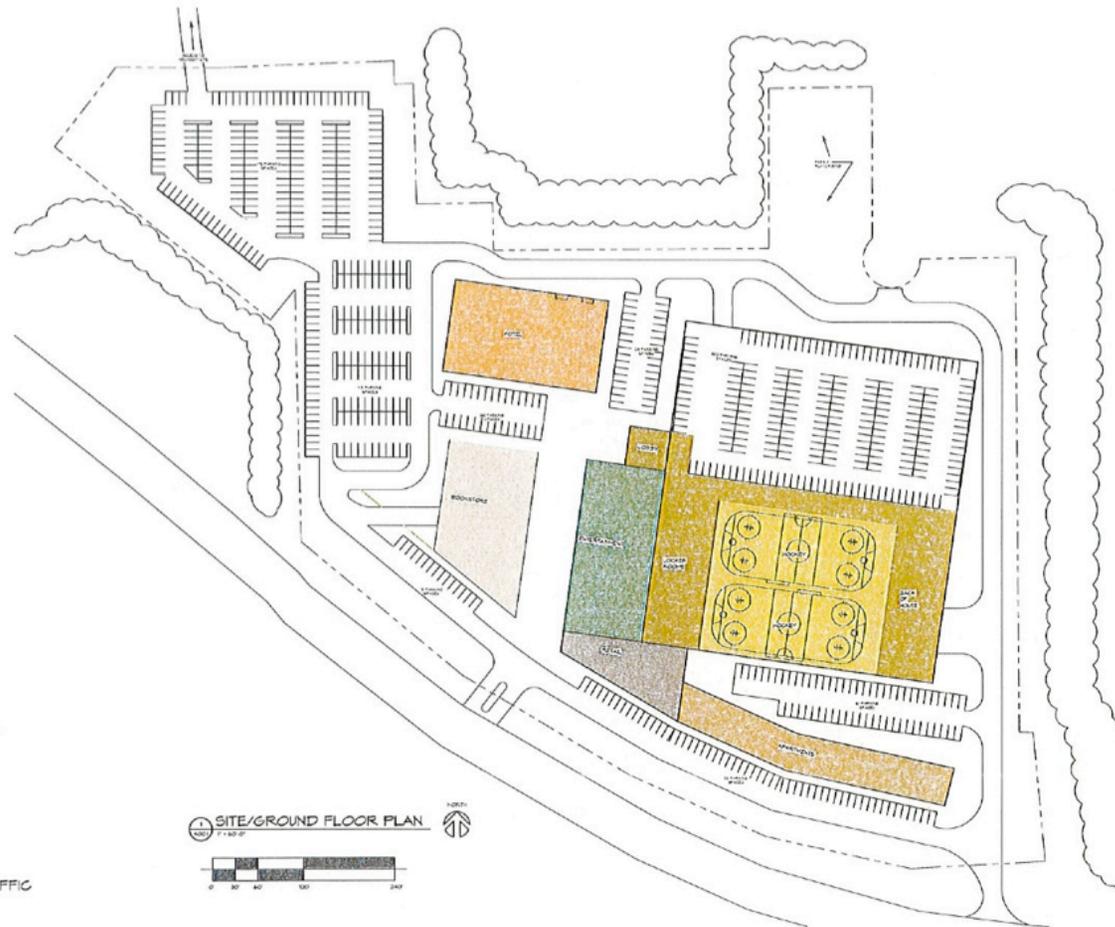
The Enchanted Mountains
Regions







Project Site Plan



- COMMERCIAL USE**
- BOOK STORE
- RESTAURANT/RETAIL
- ENTERTAINMENT CENTER
- ATHLETIC USE**
- INDOOR ATHLETIC FIELDS
- LOCKER ROOMS
- ADMINISTRATION/MECHANICAL
- RESIDENTIAL**
- HOTEL & CONFERENCE
- APARTMENT-STYLE HOUSING
- OUTDOOR SPACE**
- GREEN SPACE
- PARKING AND VEHICULAR TRAFFIC
- PEDESTRIAN TRAFFIC

SITE/GROUND FLOOR PLAN
 1" = 100'-0"
 NORTH

BONAVENTURE SQUARE

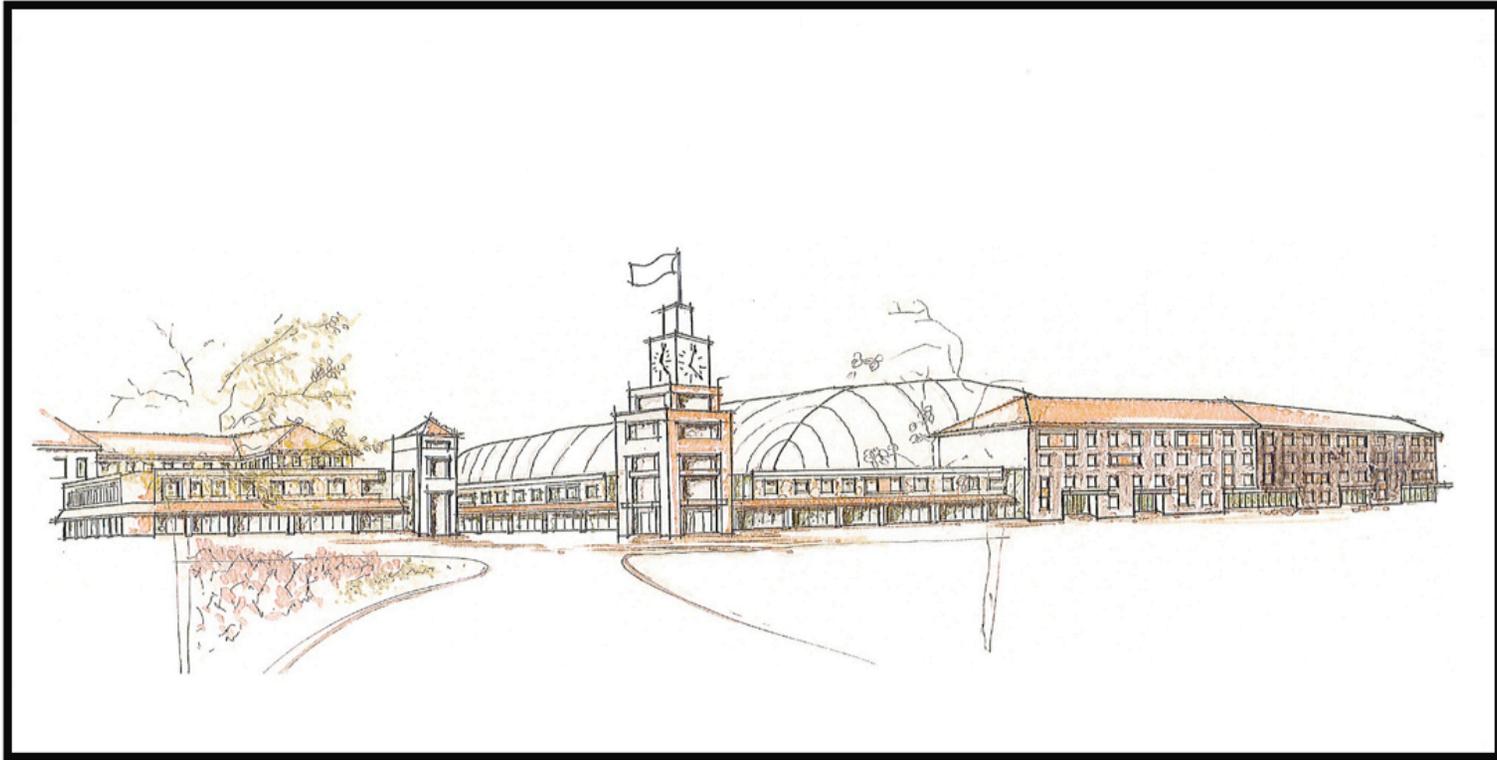
December 23, 2009

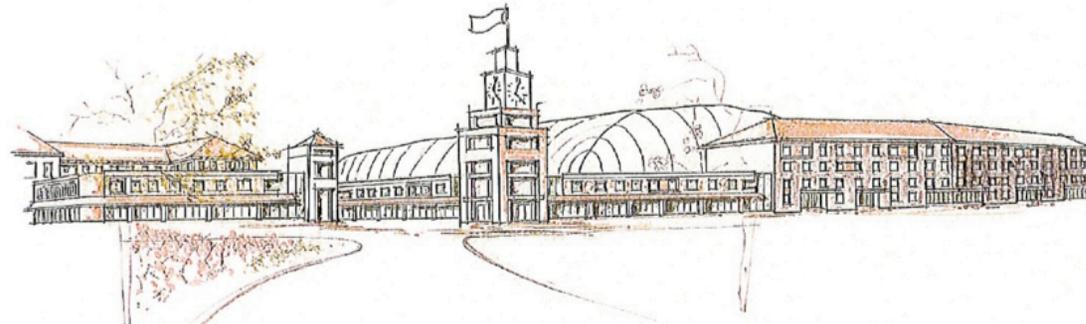
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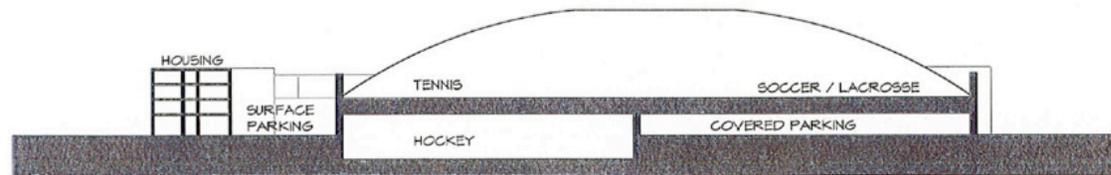


Concept Design

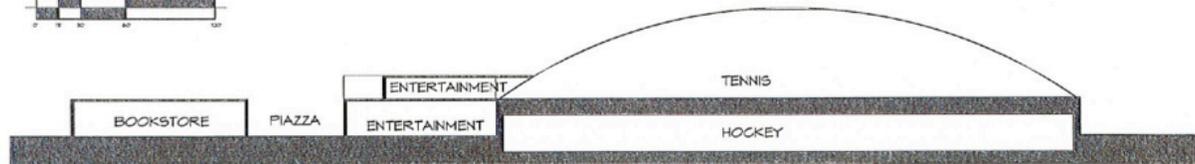




ENTRANCE PERSPECTIVE



NORTH-SOUTH SITE SECTION



EAST WEST SITE SECTION

BONAVENTURE SQUARE

February 23, 2010

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Location and Market Performance

At full build-out, Bonaventure Square will cost approximately \$58 to \$63 Million to develop. **Based on its analysis of market, demand, and economic performance, RWA has concluded that Bonaventure Square will be economically profitable to its investor/developers, and with conducive financing, could be expected to outperform competitors in each of its respective market segments.** Five general factors regarding the project's market and demand sources support this conclusion:

First, the Enchanted Mountains tourism and visitation market is sizable, but has a limited number of attractions, destinations and services. Tourism attractions, hospitality and visitation is almost exclusively for outdoor recreation activities, including skiing, camping, biking and horseback riding.

Second, each component of the project has been designed to fill underserved regional market niches. Each project subcomponent will occupy a market position with limited or no competitors within their respective market segments.

Third, each portion of the project creates overlapping demand for each of the other project sub-components. Uses within the development program are complimentary and drive traffic and demand for each adjoining other.

Fourth, Bonaventure Square is an entirely unique residential, tourist, retail and events destination in the Southern Tier. The development of a lifestyle community offering this mix of amenities will create significant demand for single and multi-day and trips from within an extended trade area.

Lastly, each portion of the project is being developed with long-term leases and end-user agreements prior construction. No portion of the project will be built on a speculative basis.

A discussion of the market structure and demand for the project is as follows.

The Enchanted Mountains Region

Nestled in the southwestern portion of New York State, southern Cattaraugus County and its diverse communities along the Pennsylvania border is known as the *Enchanted Mountains region*. Cattaraugus County, with a population of just over 79,000, is centrally located and accessible, bisected by major highways including Interstate 86 (also known as the Southern Tier Expressway, and State Routes 417 and 16.

Several major cities are within one day's drive or less of the Enchanted Mountains: Buffalo (70 miles); Rochester, Toronto, Pittsburgh and Cleveland (within 200 miles); Albany, the state capital, Syracuse, and Columbus (250 miles); and New York City, Detroit, Philadelphia and Washington, D.C. (app. 350 miles). **Nearly fifty-five percent of the population of North America is within a two-hour flight from the project location.**

The trade area for Bonaventure Square is estimated at a 180-mile radius circle from the University, or a 4-hour drive. Just over 22 Million people, or nearly 8.5 Million Households (in the US and Canada), live within the project's trade area. 2.5 Million of the U.S. households in that number earn more than \$50,000 per year.

The City of Olean (pop. 14,149) and Town of Allegany (pop. 7,908) are Cattaraugus County's two largest municipalities, and share a common border at the western edge of the Town. The county boasts a high quality of life, a skilled, productive workforce and abundant natural resources. The area's economy has remained fairly stable, even during the current recession. Olean is the county's industrial and retail hub. Major employers include:

- Olean General Hospital (900 employees)
- Dresser-Rand Company (875 employees)
- Alcas Corp/Cutco Cutlery Corp. (670 employees)
- St. Bonaventure University (420 employees)
- Dal-Tile (260 employees)
- Olean Advanced Products (230 employees)



Olean General Hospital, which has been expanding in recent years, is integrating with Bradford Regional Medical Center to become the Upper Allegheny Health System, a regional healthcare system to serve northwestern Pennsylvania and southwestern New York State. Dresser Rand recently invested \$14.7 million in a new technology center.

Tourism is the second largest industry in the county, growing steadily over the last decade. Known for its scenic beauty, the Enchanted Mountains is an established recreation and tourism destination, offering a wide variety of year-round, top-rated outdoor activities, including skiing, camping, fishing and hunting, biking and horseback riding. The region's communities also host a diverse variety of festivals and events throughout the year. **The region attracts over Six Million tourist visitors per year.** The major attractions in the area include:

- Regional Ski resorts in and around Ellicottville — it's combination of ski slopes, restaurants, shops, and quaint Main street rank it among the top ten rated skiing destinations on the east coast;
- The Seneca-Allegheny Casino, only 20 minutes from the project, is a full service casino resort with over 68,00 square feet of gaming space, luxury hotel, spa and restaurants. The Casino draws over Three Million visitors per year;
- Allegheny State Park, at 65,000 acres, is the largest state park in New York. The park alone draws over 1.4 Million visitors per year, and;
- The Onoille Marina, with its deep fresh water boating facilities, is a top regional boating and swimming destination.

Due to Bonaventure Square's central location, depth of the market within its trade area, the size of the regional tourist market, and the paucity of regional destination attractions, the project is well positioned to create general demand as a residential, recreation, hospitality, sports, retail and entertainment destination.

Market Analysis by Segment

The Residences at Bonaventure Square

St. Bonaventure is a private liberal arts University with a full-time enrollment of approximately 2,000 undergraduate and 400 graduate students. The University's athletic teams compete at the NCAA Division I level and belong to the Atlantic 10 Conference.

The University has approximately 1,800 beds on campus, but has no housing oriented specifically toward graduate students or faculty. Most graduate students who live on campus reside with upperclassmen in garden apartments and townhouses (580 beds total) that were built in phases from 1978 to 1999. These units are a mix of four and six-bedroom apartments. They have standard institutional furnishings with single beds and basic appliances. Some are air-conditioned.

The University's on-campus apartments rent for approximately \$720-\$760 per month per bed, or \$6,500-\$6,850 per school year in a unit with 4-6 bedrooms. The rent includes all utilities, including cable TV and high-speed Internet access.

The apartment residences will be the newest and highest quality apartments within the local market. Off-campus rental housing in and around Olean and Allegheny is limited to older apartments and homes that have been divided into multi-family units, with limited options convenient to campus. There has been no new construction of apartments in the general Olean-Allegheny area for many years.

The apartment residences will be developed in close coordination with the University, and its plan to provide new apartment style housing for its graduate student population and convert a portion of its stock of older on-campus housing to other uses. In addition to demand from the University, local employers have indicated an interest in providing housing options for new hires and visiting management executives.

The Residences at Bonaventure Square will provide the supply for demand for new apartment style housing from the University's graduate students, faculty, and the broader non-student residential market. It is expected that the Bonaventure Square Apartments will be priced slightly above the on-campus units. However, the Residences at Bonaventure Square will offer the premier living environment in the Allegheny/Olean area. These apartments will be superior in functionality and amenities to all on-campus housing and be surrounded by the varied shopping, dining, entertainment and sports activities that Bonaventure Square will offer.

Given the expected visitor traffic generated by the Sportsplex and events programmed throughout the year at Bonaventure Square, empty



Residences may also be rented to single and multiple night guests at a premium rate during the summer months, when vacancies at the Residences will be highest.

The Hotel at Bonaventure Square

Despite the growth of regional tourism, especially in the growth in multiple day stays, the supply of hotels in the region remains mixed, with considerable demand for hotel nights serviced by non-flagged bed and breakfast and older, small hotel properties.

The current supply of hotels is comprised primarily of smaller franchised limited service hotels, most of which have opened in the past ten years. They offer standard amenities, including complimentary continental breakfast, high speed internet and fitness rooms. Several have pools.

The only full service property in the market is located 17 miles east on I-86 in Salamanca at the Seneca Allegany Casino. It is an independent hotel and offers premium accommodations and amenities. While not a full service property, the Inn at Holiday Valley in Ellicottville has additional resort amenities. The supply market is comprised of the following hotel properties:

Olean-Allegany:

- Country Inn & Suites Olean – 77 rooms; opened 8/01
- Hampton Inn Olean – 76 rooms; opened 5/98
- Best Western University Inn – 60 rooms; opened (7/04)
- Microtel Inn & Suites Olean/Allegany – 50 rooms; opened 9/04

Salamanca (17 miles):

- Holiday Inn Express Hotel & Suites Salamanca – 68 rooms; opened 1/03
- Seneca Allegany Hotel & Spa (Casino) – 212 rooms; opened 3/07

Ellicottville (20 miles):

- Wingate by Wyndham Ellicottville – 84 rooms; opened 12/05
- Inn at Holiday Valley – 102 rooms; opened 6/95.

The hotels that would compete most directly with the Hotel at Bonaventure Square are the four Olean hotels and the Holiday Inn

Express Hotel & Suites in Salamanca. These hotels most recently have operated at an average annual occupancy percentage rate in the mid-60's at an average daily rate of around \$95.

Highest occupancy periods are in the summer months and there are many times during the year, particularly during University-related events and games, when no rooms are available in the market and hotels are forced to turn away a significant number of potential guests.

With respect to new competition, construction of an additional 200 rooms at the Seneca Allegany Hotel & Spa was stopped last summer due to economic conditions, and it is uncertain when that project will move forward. Because of its location, it would have minimal impact on the Bonaventure Square Hotel. A Holiday Inn Express hotel has been proposed for the Olean-Allegany area, and while it could be competitive with the proposed hotel, its timing is not known.

While a small number of new hotel rooms have entered the market over the last six years, the region has traditionally lacked quality meeting and event space. Only one other property in the local market is within the Hotel's competitive supply market for medium and large-scale conferences, events and meetings. More importantly, no other facility in the region will supply a comparable combination of quality guest accommodations, amenities and activities in this setting. No other significant properties in this segment are coming on line.

The sources of demand for hotel rooms at the property will come from a variety of sources:

- The Square Sportsplex is expected to draw over 350,000 visitors per year, a sizable portion of whom will be young athletes and their families staying for soccer, lacrosse, hockey and other tournaments hosted at the Sportsplex. The hotel will serve as the primary hotel for the Sportsplex, which will create significant demand for rooms, particularly on weekends and for matches and camps associated with its hockey, soccer, lacrosse and tennis offerings.
- St. Bonaventure University supplies significant demand for hotel rooms throughout the year. The University has an extensive cultural program, hosting numerous events throughout the year, including concerts, art exhibits, and lectures. Other sources of demand for hotel rooms generated by the University include Division I sporting



events, visiting faculty needing accommodations, meetings and conferences;

- Meeting, conference and business retreats;
- Skiers seeking multi-day lodging during ski season;
- Summer visitors vacationing at visiting regional tourist and recreation attractions;
- Weekend getaway vacationers;
- Banquets, weddings and special events occurring at the hotel and Sportsplex, and;
- Concerts, performances and events hosted as part of the year-round performance program at the Sportsplex

The hotel, due to its central location, accommodations and amenities, will quickly be established as a preferred destination for visitors to the region. The Bonaventure Square Hotel will be the newest hotel in the area and the premium hotel in the area to meet the needs of both commercial and leisure travelers, and serve the lodging needs of the university (sports events, alumni events, conferences, orientation, graduation, visitors, etc.) and local companies. Bonaventure Square's amenities (restaurants, retail, and entertainment venue) will help to make the Bonaventure Square Hotel the lodging destination of choice in the Olean/Allegany area.

The Square Sportsplex

The Square Sportsplex would be the only facility of its kind in Western New York. Only two facilities within 100 miles can be considered comparable. Sahlen Sports Park in Elma, New York (52 miles from Allegany) is a 180,000 square foot multi-sport indoor facility with three open and one boarded fields, a fitness center, soccer store and the park cafe. Sahlen offers soccer, lacrosse, flag football, softball and field hockey leagues, and camps for children and adults. Sahlen's has indoor fields, but no ice rink, nor hotel nearby.

The Family First Sports Park in Erie, Pennsylvania (81 miles from Allegany) is a 300,000 square foot development with three indoor soccer fields, indoor and outdoor basketball and volleyball courts, indoor golf dome, go-carts, fitness center, arcade, and a meeting/banquet center accommodating up to 640 persons. Family First

is located across from the Splash Lagoon water park and hotel, but has no ice rink nor hotel facility of its own.

Locally, the City of Olean operates a single pad ice rink, which it plans to close. The only athletic facility within 50 miles is the Olean YMCA, which has basketball courts, a fitness center, pool, and classrooms.

As the indoor soccer field can also be used for up to 2,000 person concerts, performances and events, the Sportsplex would also be the only performance venue of its kind other than the Seneca Allegany Casino, within 50 miles. One other athletic facility providing sports training, but no tournament play capabilities, is planned for Amherst, New York

The Sportsplex is forecast to draw over 350,000 visitors per year. Demand for the Sportsplex would come from multiple sources:

- The growing market in tournament hockey, soccer, lacrosse, volleyball and tennis. Youth leagues throughout New York, Pennsylvania, Ohio and Ontario increasingly travel for games and tournaments throughout the northeast. Travel Hockey has been a staple in western New York for decades. The growing popularity of soccer and lacrosse has driven new demand for quality facilities that can host multi-team tournament level play;
- St. Bonaventure University has proposed renting hours in the Sportsplex for its athletic teams' practices and games throughout the year, subject to appropriate terms and conditions. Demand from the various teams that could make use of the facility could comprise 2,500 to 2,800 hours per year, immediately filling demand for 7% to 10% of the facility's maximum rentable hours. Additionally, University students and faculty will be able to purchase fitness and league memberships to the facility;
- Local soccer, lacrosse, hockey, tennis other sports leagues, for games and practices throughout the year. With the imminent closure of the Olean hockey facility, the Sportsplex would be the only hockey rink within a 60 mile radius, and;
- Concerts, performances, conferences, exhibits and events, sponsored by the University and third party promoters and event planners.

As a premier athletic facility with events and performance space, with adjoining hotel rooms, amenities, restaurants and shopping, the Sportsplex will be the premier destination for the community and the



regional market for athletic and performance related travel and vacations.

The E-Street Family Entertainment Center

The E-Street Family Entertainment Center will offer bowling, a game arcade, indoor sports, entertainment, sports themed restaurant/bar and high quality food in a single family-oriented and themed location. The E-street facility will compete in the regional restaurant market, but given its offering of food and activities, will not have any direct competitors.

The nearest comparable property is the highly successful Dave & Buster's restaurant in Amherst, New York, 75 miles from Allegany.

Demand for E-street will be derived from the following sources:

- Visitors to Bonaventure Square. With annual visits to Bonaventure Square projected at over 350,000, the E-Street property will benefit from the significant traffic generated by the host of activities at the complex;
- Local diners seeking a night out with family and friends;
- Groups, corporations and community organizations seeking a fun location for parties, retreats, meetings, conferences and events. Groups and corporate customers make up a growing segment of the customers demand for Dave & Buster's;
- Guests at the Hotel at Bonaventure Square, as well as nearby hotels, and;
- St. Bonaventure University, and its 2,400 students, faculty and visitors throughout the year

The University Bookstore Café and Shops at the Square

The University will be placing its new University Bookstore and Café within Bonaventure Square. The University has indicated its preference to contract with a nationally branded bookstore chain, to lease and operate the store. The new University Bookstore will offer books for students at the University, books to the public, coffees and café food fare, as well as limited food service. The new store will feature a St. Bonaventure University themed retail section offering a variety of goods emblazoned with the St. Bonaventure logo and colors.

The Shops at the Square will contain small-scale neighborhood retail tenants. Current tenants negotiating for space within the Shops include a specialty sporting goods retailer, a pizza store, and daycare center.

The University Bookstore has no local or regional competitors. The nearest national chain bookstore is in Jamestown (48 miles). The remainder of booksellers and coffee oriented cafes within the region are small, independent operators.

Customers for the Bookstore and retail shops would be driven by students and faculty at the University, the local community, and most importantly, the 350,000 plus visitors to the Sportsplex and hotel complex. This type of potential retail traffic rivals small regional malls within the trade area.

Project Economics

Ross Wilson has completed an evaluation of project cost and cash flow in order to model the project's potential economic performance. ***The Reader is cautioned that this is analysis is preliminary and conceptual in nature, and is in no way is to be interpreted as a final statement of the project's economic performance.***

Based on the **concept** development program and design, ***the expected total development cost is estimated at between \$58 Million to \$63 Million.*** The concept pro forma is expected to produce an annual Return On Investment (ROI) on equity of 13% to 18%, on a project Internal Rate of Return (IRR) of approximately 19%. The concept pro forma was developed **without** any public contribution to the project except for an expected property tax abatement. Public incentives may change the economic performance of the project considerably.

In general, the project's potential economic performance is supported by 1) low vacancy rates for the residences, 2) market competitive or better occupancy rates and average daily rates for hotel rooms, 3) market competitive rents for leased retail space and the Sportsplex, and 4) the variety of potential revenue sources for project ownership.



The assumptions underlying the cash flow analysis model are as follows.

General Assumptions

- For simplicity, the project is shown as being developed in a single phase. The analysis assumes a 2-year entitlement, development and construction period. Debt service during the construction period is interest only.
- The revenue streams used in the model are also simplified. Revenue income is derived from 1) apartment rents and nominal miscellaneous income, 2) hotel room rates, with no food and beverage (F&B) revenue, and no income from conferences, meeting room events, or banquet services, and 3) simple triple-net (NNN) leases for the Sportsplex, University bookstore, and retail components of the project. It is recognized that the final leases, end user and investor agreements may be more sophisticated in terms of revenue sharing, but these variables cannot be predicted at this time.
- Total equity required for the project has been estimated at just over \$17 Million, or an overall equity requirement of 27.8% of project cost. This all in figure represents differing expected equity requirements for each component of the property. The capitalization rate used to value the project for purposes of sale valuation is assumed at 9%.

The Residences at Bonaventure Square

- The residence rent structure includes utilities. The model assumes 165 beds with average rent of \$750 per month. Rents increase 2% per year. Nominal additional (non-rent) income is assumed for additional miscellaneous services and charges (storage, laundry, etc.).
- The model assumes an overall vacancy factor of 5%. Although a portion of the leases would be for 10 months, empty apartments would be available as hotel overflow or to rent on a nightly basis during the summer months at a premium to overnight guests.

The Hotel at Bonaventure Square

- The Average Daily Rate (ADR), has been modeled starting at \$110 per night, with 5% increases per year for the first 4 years, then remaining flat afterward.
- The initial occupancy rate has been assumed at 63%, with a 3% increase per year over the first 5 years, then flattening at 70%.

- Expenses and net operating income for the hotel component have been assumed as typical for a regional property of this type, including management fees charged by the hotel flag operator.

Sportsplex, University Bookstore and Retail

- Revenue from the Sportsplex, University Bookstore and Retail components are modeled on a triple-net (NNN) lease basis. The final lease structure may incorporate revenue from a percentage of earnings, but is not modeled here.
- Lease rates range from \$12 to \$16 per square foot, with an annual 2% increase through the lease period. Common Area Maintenance Charges (CAM), taxes, and insurance would be charged to tenants, but net out of the pro forma. Property management fees are assumed at 4% of effective gross revenue.

Project Financing and Public Incentives

- Although the project may be owned, operated and financed in any number of combinations, for simplicity, the model structure ownership under a single ownership and equity entity.
- Public development incentives may be a significant component of the final project pro forma. Tax abatements, energy discounts, low-cost financing and other incentives available through New York State and the Cattaraugus County Industrial Development Agency (IDA) may have a significant positive impact on the project's operating costs and profitability.
- Grants available through a variety of State programs will be aggressively pursued to offset capital costs, infrastructure, and equity. Although the Cattaraugus IDA and New York State has indicated its support and interest in the project, the only public benefit reflected in the cash flow analysis is a 10-year property tax abatement.



Bonaventure Square
Concept Development Program

GENERAL INFORMATION

Property Name	Bonaventure Square
Sponsor	Ross Wilson & Associates, LLC
Location	Allegany, New York
Property Type	Mixed-Use Lifestyle Center
Proposed Opening Date	3rd Quarter, 2011

DEVELOPMENT PROGRAM

Site Area (Acres)	17
Site Area (SF)	740,520
	Gross Square Feet
The Residences at Bonaventure Square	
165 Beds, 75-100 1&2 BR	70,800
The Hotel at Bonaventure Square (100 Rooms)	76,806
University Bookstore & Café	23,500
The Shops at the Square	34,000
E-Street Family Entertainment Center	51,800
The Square Sportsplex	166,800
TOTAL GROSS SQUARE FEET	423,706
Total Building Lot Coverage (SF)	304,000
Lot Coverage Ratio	41%
On-Site Parking	584
Overflow Parking	500

TOTAL PROJECT COST **61,871,056**



Bonaventure Square Estimated Development Budget

ACQUISITION COSTS

Land Purchase Price	
Castle Property	2,000,000
Additional properties	325,000
Misc. Closing Costs	50,000
Subtotal	2,375,000

HARD COSTS

Site Work & Parking	2,250,000
Construction Costs (Core, Shell, FF&E)	
The Residences at Bonaventure Square	7,080,000
The Hotel at Bonaventure Square	10,000,000
Leasehold (Core & Shell Construction only)	
University Bookstore & Café	2,115,000
The Shops at the Square	3,060,000
E-Street Family Entertainment Center	5,698,000
The Square Sportsplex	16,680,000
Subtotal	46,883,000

SOFT COSTS

A/E Services	2,344,150
Construction Management	937,660
Feasibility Study	45,000
Appraisals	3,500
Environmental Certification & Report	2,500
Legal	50,000
Accounting	20,000
Survey	8,000
Abstract & Recording	2,500
Flood Certification	500
Title Insurance	12,000
Public Approvals	250,000
Property Insurance	12,000
Real Estate Taxes	-
Developer Fee	2,528,541
Project Contingency	4,045,665
Subtotal	10,262,015

Construction cost 59,520,015

FINANCING COSTS

Construction Loan	44,640,011
Construction Loan Interest	1,934,400
Finance fee	416,640
Subtotal	2,351,041

TOTAL PROJECT COST 61,871,056



Bonaventure Square
Estimated Project Cash Flow

Total Project Cost	61,871,056
Debt financing	44,640,011
Equity Requirement	17,231,044
Finance Interest Rate	6.5%
Finance Term	25 Years
Development and Construction Period	2 Years
Exit Capitalization Rate	9.0%

COMBINED CASH FLOW	2009-2010	2011	2012	2013	2014	2015	2016	2017	2018
Net Operating Income From Operations									
The Residences at Bonaventure Square		271,339	935,900	955,500	1,266,639	1,293,286	1,320,499	1,348,290	1,376,671
The Hotel at Bonaventure Square		255,526	1,152,453	1,368,401	1,671,926	1,824,410	1,824,410	1,824,410	1,824,410
Leasehold Properties:									
Sportsplex, E-Street, Bookstore, Shops		861,097	3,511,936	3,580,783	3,650,951	3,686,715	3,722,821	3,759,273	3,796,074
Total Net Operating Income	-	1,387,962	5,600,289	5,904,684	6,589,516	6,804,410	6,867,730	6,931,973	6,997,154
Development, Construction & Finance Costs	(59,936,655)								
Loan Proceeds	44,640,011								
Investor Equity	17,231,044								
Debt Service									
Interest	(1,934,400)	(725,400)	(2,901,601)	(2,852,327)	(2,799,851)	(2,799,851)	(2,799,851)	(2,799,851)	(2,799,851)
Loan Amortization	-	(189,513)	(758,054)	(807,327)	(859,803)	(915,690)	(975,210)	(1,038,599)	(1,106,108)
Cash flow After Debt Service	-	473,048	1,940,635	2,245,030	2,929,862	3,088,869	3,092,669	3,093,523	3,091,195
CAPITAL EVENT PROCEEDS									
Project Sale									
Gross Sales Revenue									77,746,157
Less: Cost of Sales									(3,887,308)
Less: Outstanding Loan Principal									(37,989,707)
Net Sales Revenue									35,869,143
Total Capital Event Proceeds									35,869,143
TOTAL CASH FLOW FOR DISTRIBUTION	-	473,048	1,940,635	2,245,030	2,929,862	3,088,869	3,092,669	3,093,523	38,960,338
PROJECT IRR									19.3%
NET PROFIT									55,823,973



Development Team



The Bonaventure Square Development Team is led by Ross Wilson & Associates, a Professional Construction Services firm founded in 1994 headquartered in Buffalo, NY with an additional office located in Syracuse, NY.

In 15 years RWA has negotiated construction management contracts both completed and underway with aggregate construction costs exceeding \$1Billion dollars. RWA is strategically positioned in both Western and Central New York State to offer its clients a variety of custom services, while being mindful of the necessity to possess a comprehensive knowledge of local construction practices. Our staff brings a multitude of expertise from all avenues of the construction business.

RWA draws on our staff resources to share our expertise in pre-construction estimating; scheduling; value analysis; logistics planning; accounting; project finance; legal services; public relations; interiors; operations; architectural and mechanical design; project and construction management; claims consulting; and innovative grants and resources development. Ross Wilson and Associates uses state of the art software to provide proactive management for cost, document quality and schedule.

Real Estate Development Services: Our primary business motivation is value creation through the identification of opportunity, acquisition, development, construction and management of commercial, institutional, and residential properties. RWA bases its activity on extensive planning, superior knowledge of local market needs and trends, and unique projects. Seeking properties and projects of the highest caliber that meet with consumer demand, RWA aims to enhance the communities of which they are a part, and ultimately provide quality development projects and superior yields for clients, our investors, and our partners.

www.rosswilson.com

Kinley Corporation

Kinley Corporation is a privately held construction, energy, and real estate development company based in Allegany, New York. Kinley began as a family owned and operated business in the late 1800's, and is operated by its fifth generation of family ownership and management.

In 1909, Kinley incorporated Kinley Oil & Gas to pursue opportunities associated with the oil industry. Over the last 100 years Kinley has diversified into a full-service construction management, energy services and development company.

As a General Contractor for the last 30 years, Kinley has constructed over \$600 million dollars in projects from Jamaica (West Indies) to Alaska and throughout the entire United States. These projects include Industrial, Commercial, Energy and Residential construction. With offices throughout the US, Kinley is organized into four divisions:

- The Industrial Division builds pipelines, fuel terminals and waste treatment plants for Airports, Railroads and Military Bases.
- The Commercial Division has completed construction projects including office & retail buildings, town houses & apartments, bowling & entertainment centers, hotels, diesel locomotive repair shops and real estate developments.
- The Energy division designs and builds pipeline & compressor station installations for the Oil & Gas industry, loading and off loading tank car facilities for the Ethanol Industry and a variety of other related energy projects.
- The Residential Division has built homes that range from \$100,000 to over \$1,000,000 in New York, Texas, Florida and Washington.

Kinley Corporation's principal owners are President and CEO J.L. Kinley and Chairman James H. Kinley.

www.kinleycorp.com



FOIT-ALBERT ASSOCIATES
ARCHITECTURE, ENGINEERING AND SURVEYING, P.C.

Founded over 30 years ago, Foit-Albert Associates is a 105- person full-service design firm that integrates quality design, functionality, and practicality so that the final product meets our clients’ objectives and is an extension of its natural surroundings. As a result, our company designs conceptual spaces, in addition to buildings, roads, or bridges. Our design teams, working from four key offices, have won more than 22 local, state, national, and international design awards, which is a testament to the quality of work we provide to all of our clients.

The firm has designed over 200 buildings nation-wide, forging partnerships with numerous public and private sector clients.

The architectural practice has designed diverse building types that include: university facilities; hotels and resorts; historic preservation & adaptive re-use of existing buildings; courthouses; educational facilities; institutional facilities; sports and recreational facilities; museums; theatres; libraries; visitor’s centers; as well as multi-family and student housing projects. We have a LEED™ certified architectural staff that is experienced in designing “green” buildings.

The engineering practice provides engineering for a variety of local, state, and federal government and private clients. Project types include: bridges; highways; roads; intersections; parks; trails; multi-use paths (including sidewalks); stormwater management; environmental; water systems; sewer systems; parking lots; and planning board review projects.

Our architecture and engineering practices are complemented by a full-service surveying and mapping team, grant writing team, master planning team, and construction inspection team.

We define success in the value we deliver to our clients, communities, employees, and our professions. Every project we deliver brings us closer to our mission: to be one of the nation’s most sought-after design firms that is the company of choice for clients and employees alike.

www.foit-albert.com

Firm Background

Foit-Albert Founded – 1977

Names of Principals

*Beverly Foit-Albert, R.A., Ph.D. – President
John J. Robson, P.E. – Executive Vice President
Donald J. Skowron, AIA – Senior Vice President*

Names of Owners

*Beverly Foit-Albert, RA, Ph.D. – Architecture
Greg Carballada, RA, LEEDTM AP – Architecture
Robert Sanders, AIA – Architecture
John J. Robson, PE – Engineering
Warren Shaw, PE – Engineering
Michael J. Pohl, PLS – Land Surveying*

Certification

Woman Business Enterprise

Current Staff

105 employees

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