

HOTEL REQUEST FOR PROPOSAL

Development Opportunity in Gilbert, AZ

RIVULONSM



Nationwide[®]

OWNED AND DEVELOPED BY NATIONWIDE REALTY INVESTORS



TABLE OF CONTENTS

- 2 THE OPPORTUNITY
- 4 ABOUT RIVULON
- 5-6 ABOUT GILBERT
- 7-8 PROPOSAL PROCESS

ABOUT NATIONWIDE REALTY INVESTORS

Rivulon is owned by Nationwide Realty Investors, the real estate development affiliate of Nationwide, a Fortune 100 firm and one of the largest and strongest diversified insurance and financial services organizations in the U.S. Directly and through joint ventures, Nationwide Realty Investors owns more than \$1.8 billion in real estate investments across the country.



Nationwide®

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Rivulon is owned and developed by Nationwide Realty Investors



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Rivulon, the premier business district in Gilbert, Arizona, is a 250-acre mixed-use development located eight miles southeast of Phoenix at the corner of Gilbert Road and the AZ 202.

With a population of more than 240,000 and a sophisticated workforce, Gilbert has been rated one of the top five fastest growing communities in the nation.

When fully complete, Rivulon will include approximately 3 million square feet of Class A office and back office, 500,000 square feet of retail and hotels.

NATIONWIDE REALTY INVESTORS IS NOW ACCEPTING PROPOSALS

for the prospective hotel site at Rivulon located at the northeast corner of Gilbert Road and the AZ 202.

Responses should be sent to Chris Thompson at Nationwide Realty Investors, 375 North Front Street, Suite 200, Columbus, Ohio 43215 no later than the end of the day on June 1, 2016.

Master Plan

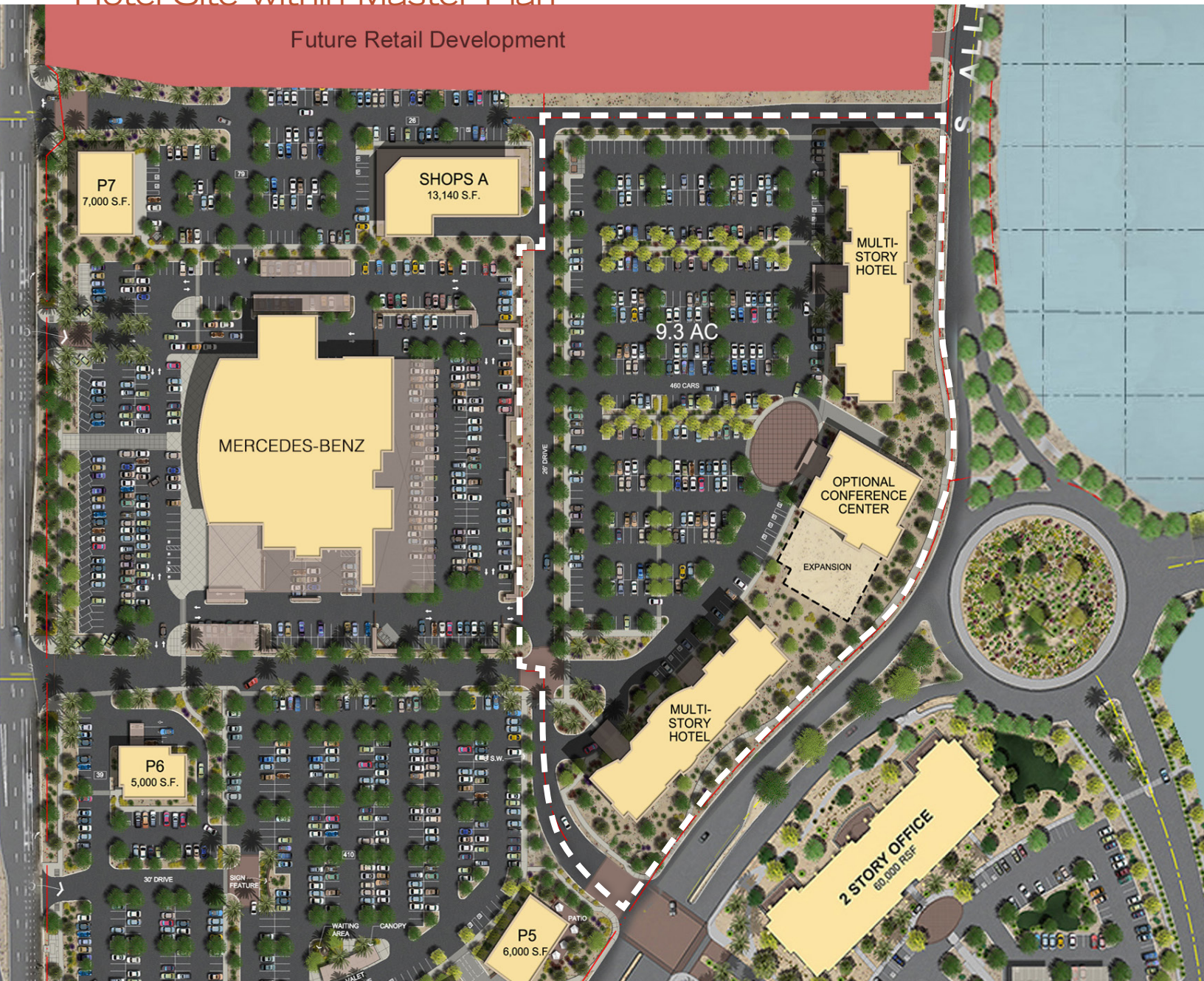


Hotel Site:

- The approximate hotel site is between 6 - 9 acres, to be determined based on proposals.
- Hotel will be easily accessible from the newly completed East Rivulon Boulevard roundabout.
- Site CAD drawings are available upon request.

Hotel Site within Master Plan

Future Retail Development



The first phases of development at Rivulon are well underway.

- 125,000 SF office space is complete anchored by Merrill Lynch and Finance of America Mortgage
- 150,000 SF Isagenix International headquarters building is complete
- 17,000 SF retail center is now complete
- Sauce Pizza & Wine and Jersey Mike's Subs will open early summer
- Mercedes-Benz just broke ground on a new dealership to open this summer
- Two 60,000 SF office buildings are in pre-development
- A back office campus is currently in pre-development
- When complete, the project is expected to accommodate 15,000 - 20,000 jobs



Gilbert, Arizona is one of the fastest growing communities in the U.S. Encompassing 72.6 square miles, and located just southeast of Phoenix, Gilbert has transformed from an agricultural community into a thriving and economically-diverse community.

GILBERT FAST FACTS

- Top 5 fastest growing communities in the nation
- Population: 242,000
- Median household income is over \$80,000
- Median age of 32.6
- Over 1.1 million jobs (2014 QCEW Employees and Non-QCEW Employees – EMSI 2014.2 Class of Worker)

UNPRECEDENTED GROWTH

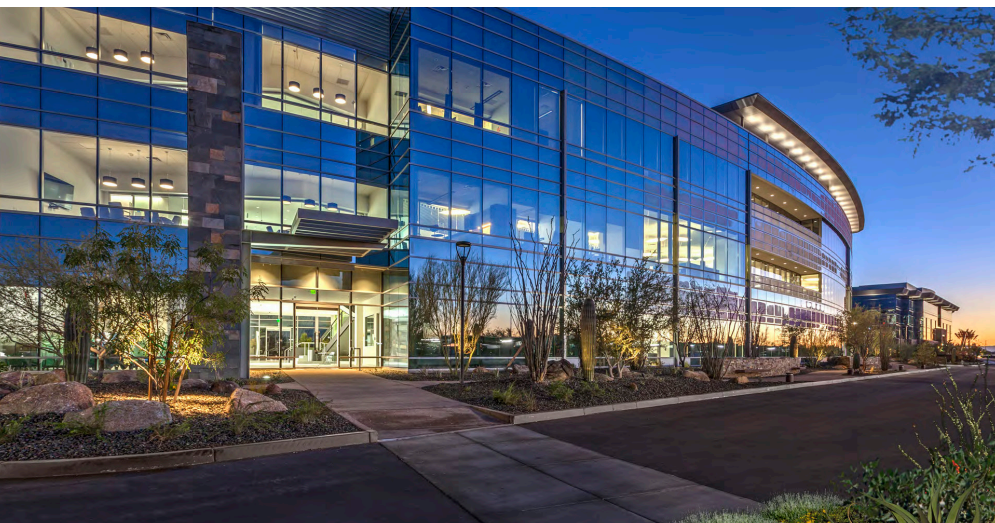
During the last three decades, Gilbert has seen tremendous growth, increasing in population from 5,717 in 1980 to more than 242,000 in 2015. Many recent accolades, including being named the 2nd Safest City and the 22nd Best Place to Live in the country, explain why so many want to live and do business in Gilbert. Within Gilbert and its surrounding communities, employers have access to a workforce of more than 1.3 million individuals within a 30-minute commute.

AVAILABILITY OF SKILLED LABOR

Businesses have access to a specialized and educated workforce - with more than 240,000 residents, Gilbert is an educated community with 40.7% of residents holding a bachelor's degree or higher, compared with 30.0% nationally. Over 69 colleges, universities, and technical schools are within a 30-minute commute.

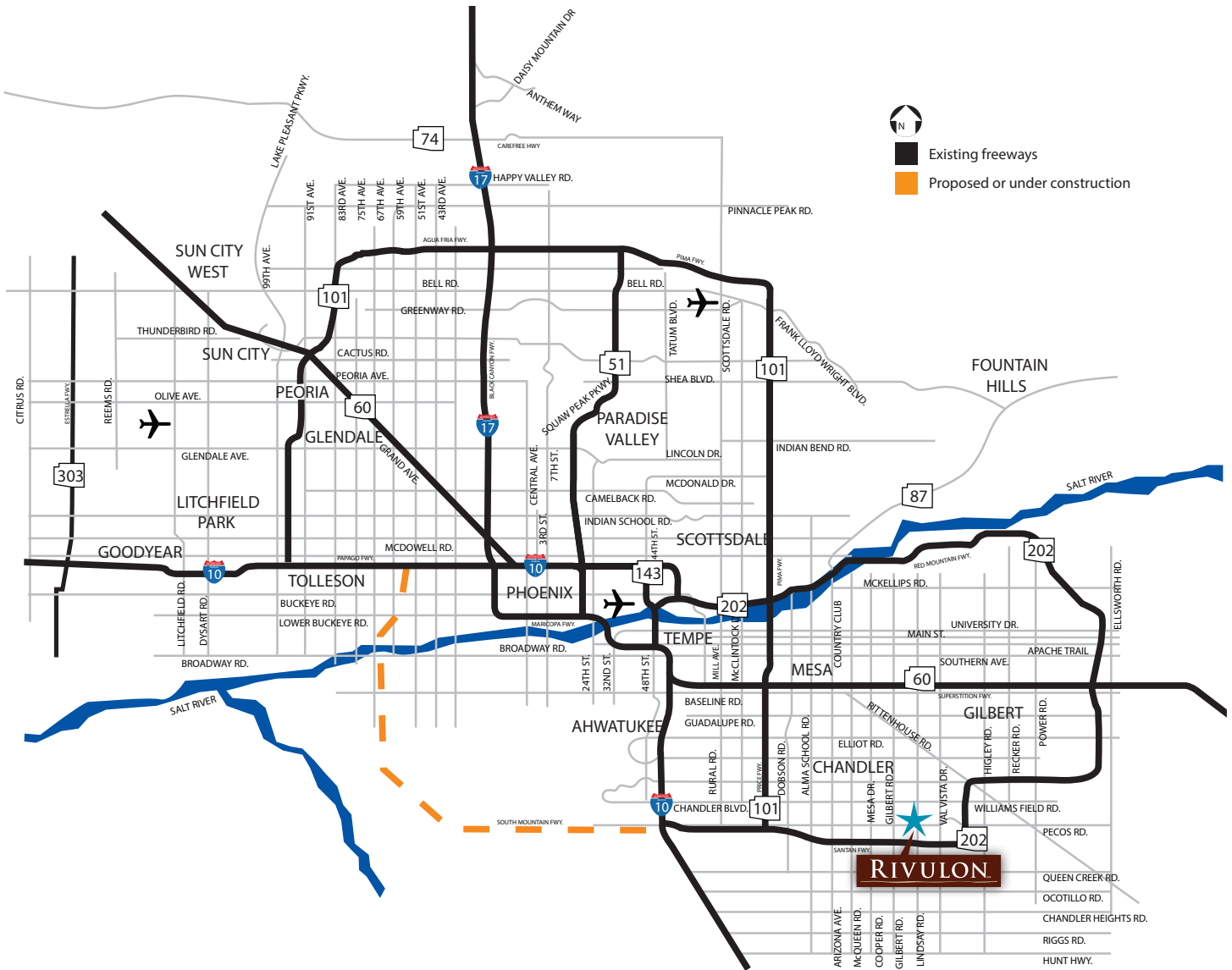
QUALITY OF LIFE

Gilbert offers unique boutique shopping and luxury retail centers, and is home to six golf courses, five major parks, four community pools, four recreation centers, multiple theaters, an indoor ice arena, and hosts community festivals, markets, and sporting events throughout the year.



RECENTLY NAMED...

- Best Place to Live in the U.S.
- One of America's Top 20 Thriving Cities
- A Top Place in the Nation to Live and Learn
- Best Places for Job Seekers in Arizona
- #1 City in the Nation for Working Parents
- 17th in the Nation for First-Time Home Buyers



DEMOGRAPHICS (Source: SitesUSA 2014)

	1 Mile	3 Miles	5 Miles
Estimated Population (2014)	6,834	76,282	257,625
Projected Population (2019)	7,232	80,723	272,615
Estimated Avg. Household Income (2014)	\$93,528	\$94,697	\$91,816
Average Household Size (2014)	3.1	3.0	2.9
Median Age (2014)	33.2	33.0	33.2

TRAFFIC COUNTS

Gilbert Rd (2012, Source: City of Chandler)	37,500
Loop 202 (2012, Source: KSS Fuels)	109,244
Total Cars Per Day	146,744

**5 LANES



OBJECTIVE FOR THE SITE: Nationwide Realty Investors is looking for a best-in-class hotel developer for the site to match the high-quality design standards and aesthetics of the development and service Rivulon tenants and the surrounding community. Nationwide Realty Investors prefers a ground lease but is willing to entertain a sale under the right circumstances.

RFP PROCESS: Submit specific proposals outlining responses to each section outlined below along with vision and qualifications. Proposals should be sent to Chris Thompson at Nationwide Realty Investors by June 1, 2016. Proposals will be reviewed, and presentations will be arranged for a short list of finalists.

DESIGN AND ARCHITECTURE

Design Approval

Design approval by Nationwide Realty Investors and the Town of Gilbert.

Statement of Qualifications

Please submit a statement of qualifications and portfolio samples for a project of this nature.

Construction, Architect, Finishes

Please provide the names of the proposed developer, architect, and any/all general contractors that you intend to work with on this project. Please also state the level of intended finishes and any energy certifications if any that you intend to accomplish (Energy Star, LEED, etc.)

SITE PLAN

Hotel Size(s)

Please express interest in submitting plans for one or two hotels. Entire site will support a minimum of 250 keys in total. Provide estimated room type counts, number of floors, square footage of each room by type, and approximate square footage of each hotel. (Nationwide Realty Investors is willing to split the site and work with two developers to achieve these goals.)

Architecture and Site

Please provide as much information as possible about proposed plans including site map, floor plans, parking plan, amenities, and renderings.

Conference Center

Rivulon's master plan includes ample meeting and conference space to support both hotels, Rivulon's businesses, and the surrounding community. A stand alone conference center is desired but not required for submission. Please let us know if your plan includes a conference center or multi-purpose meeting space, and how it would be incorporated. See illustrative site plan on page 3 for reference.

BUSINESS PLAN

Rates and Occupancy

Please provide information related to your business plan for the hotel including expected average room rate and occupancy.

Hotel Management

Please provide information about the proposed hotel management company.

Hotel Branding

Please provide proposed hotel brand(s) to be associated with the proposed site.

Offer

Please outline proposed terms, rates, and structure for a ground lease. If a sale is desired, please specify price and terms.

Financial Qualifications

Please include financial qualifications for the developer.

Schedule

Please include information on proposed timing.

Capital Structure & Financing

Please include information concerning the proposed capital structure, including amount of cash equity contribution, and information concerning construction and permanent financing for the proposed project.

TERMS AND CONDITIONS

General Terms and Conditions

Nothing contained herein shall be binding upon either party unless and until purchase or lease agreement containing such terms and conditions has been further negotiated, mutually agreed upon and have been fully executed and exchanged by and between both parties.

Confidentiality

The parties hereto expressly agree that there shall be no press release or other publicity originated by the parties hereto, or any representatives thereof, concerning the subject lease transaction, without the prior consent of both parties.

Submittal

Should you decide to respond to this inquiry, please do so in writing, and provide your response to each section in the order in which they are presented herein. Responses are due by end of day June 1, 2016. Please call if you have any questions regarding the inquiry:

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