Jordan Hotel Renovation Overview

May 2023







SUNDAY RIVER 2030 VISION

Sunday River Resort is investing in upgrades that increase the value proposition for customers

Lifts



& Baker 6 + Future Snowmaking Upgrades

Activities Expansion





Lodging

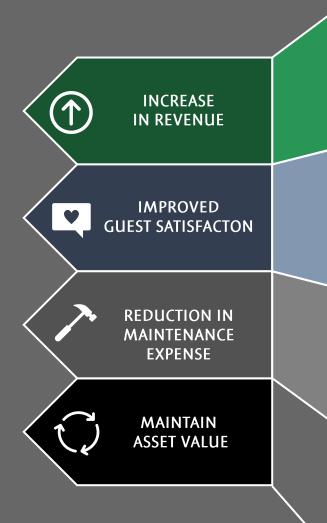


& Restaurants



IMPACT OF RENOVATIONS

In addition to resort upgrades, hotel renovations have strong performance impacts



REVENUE

Hotels see increases in Average Daily Rate and Occupancy after renovation for an average of 3 years. These gains typically are between 15-25% over the period. But can be higher depending on the scale and time from the previous renovation. In the long term, satisfied guests drives word-of-mouth marketing and sustains improved occupancy.

GUEST SATISFACTION

Online ratings improve after a renovation, studies have shown that properties can expect ~0.2 improvement above the property's historical weighted average in TripAdvisor ratings. Furthermore, complaints and refunds decrease. Customers are also more likely to refer friends and family to the property after renovation. The trends sustain past a 3-year period.

MAINTENANCE

Maintenance expense declines significantly following a renovation due to improvements in furnishings and upgrades. Improvements in these expenses are sustained in the long-term.

ASSET VALUE

In accordance with the theory of economic depreciation of real estate, an asset's ability to generate future cash flows reduces as the property ages and market conditions change. Physical deterioration increases operating expenses and obsolescence. Market demands based on customer preferences and competitors influence the rate of these factors.



COMPLETED BOYNE RENOVATONS

Recently, Boyne Resorts has partnered with portfolio resorts and HOAs to complete hotel renovations

Chalet
Edelweiss
Boyne Mountain, MI





Huntley Lodge Big Sky, MT



Summit Hotel Big Sky, MT



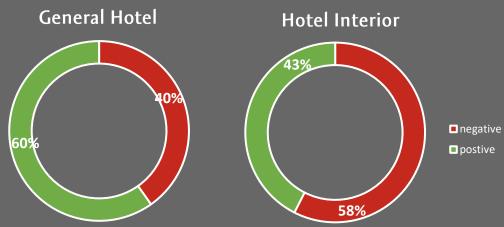
Prior to Renovation, Edelweiss and Huntley properties scored consistently in the bottom 25% of Net Promoter Scores (NPS) within portfolio.

After renovation, these properties consistently lead in NPS in the top 10% of scores week over week since opening.



JORDAN HOTEL GUEST FEEDBACK – WINTER 22/23

Sentiment of Jordan Guests Discussing the Hotel



- Jordan Hotel interior negatively contribute to customers' experience at Sunday River
- Guests consistently comment on the need for modernization of the hotel
- Guest Rooms are one of the most negative contributors to NPS with an impact score of -1.1
- Comparatively, the mountain sees guests commenting positively ~71%

Sample Comments from Jordan Guests

"...The hotel was a disappointment.."

"Hotel needs modernization...."

"The reason I didn't give a 10 was because the resort facilities are a bit outdated"

"The room was clean, its just very dated"

"I wonder how old the Jordan hotel is?"

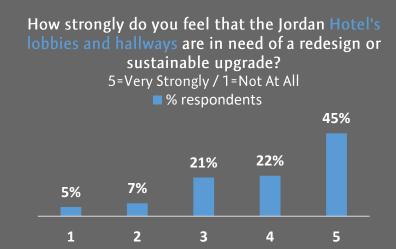
"The furniture in the Jordan rooms is getting tired"

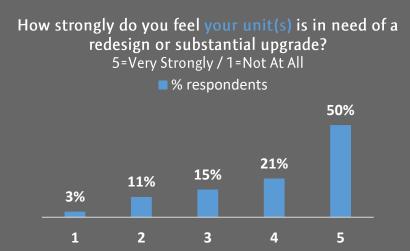
"The staff at the Jordan Hotel are extremely nice and always pleasant. The reason I didn't give a 10 was because the resort facilities are a bit outdated""

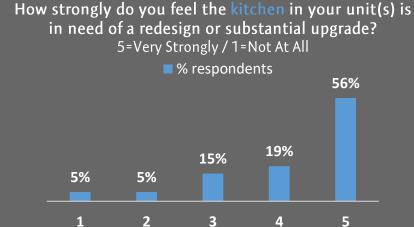
"Hope the Jordan spruces up a bit because it has potential to be great!"

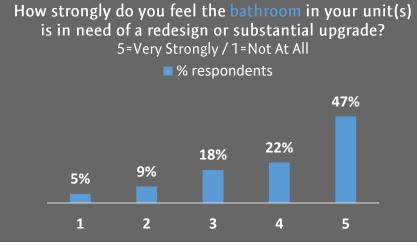


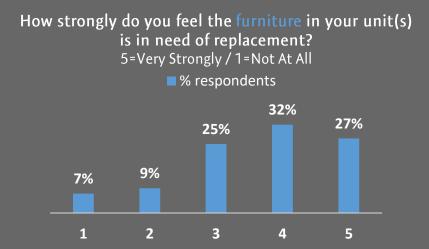
OVERVIEW OF OWNER SURVEY RESULTS

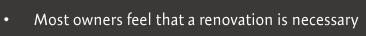












Over 20% of owners identified increasing food offerings as important



TIMELINE & KEY DATES

Planning

Potential Construction

- August 2020 Began interview process for Design Firms
- January 2021 Contracted TruexCullins for design
- February 2021 Sunday River contracted Puelle Design for Branding of Jordan and Surrounding Areas
- April 2021 Annual Meeting presentation of Design Concepts for Jordan from Truex
- May 2021 Property Improvement Plan Updated
- October 2021 Annual Meeting presentation by David Puelle of the Western Reserve branding work
- April 2022 Annual Meeting presentation of TruexCullins design work on common spaces
- April 2022 Reserve Study started by Reserve Advisors
- June 2022 Hired Project Manager from HEC+A Architecture and Design Company
- October 2022 Annual Owners Meeting presentation with renovation information
- October 2022 Contracted with Erin Hutton Projects for artwork
- November 2022 Chose Beyer Brown as the Procurement Agent
- November 2022 Renovation Project Team introduced to ownership
- November 2022 Owner Renovation Survey
- February 2023 Received Funding Proposal
- March 2023 Chose DEW Construction to serve as General Contractor
- April 2023 Long term HOA budget Draft
 - May 2023 Renovation Owner VOTE
- Fall 2023 Phase I Construction Begins

Mid to Late December Phase I Construction Completed



WHERE WE ARE WITH THE JORDAN

| | Execution | | |
|---------------------------------------|--|--|--------------------------------|
| Planning | Phase I Lobbies, public restrooms, elevators, ground floor hallway, Crown Club | Phase II Guest hallways, rooms | Close Out |
| ✓ Preliminary Planning | ✓ Design Vision | Construction of Model Room | Project Close Out |
| ✓ Brand Development | ✓ Full Project Costing | Model Room Feedback & Associated Changes | Renovated Hotel Brand Relaunch |
| ✓ Owner Survey | General Contractor Selection | Refine Costs | |
| Communication Plan (Updates Underway) | Project Funding Options | Execute Phase II Construction and Installation | |
| Design Firm Selected up n | Project Funding Owner Approval | | |
| Project Manager Selection | Refine Costs | | |
| | Execute Phase I Construction and Installation | | |

Elevating the Jordan to 3.5 Star Lodging Experience Interior of the hotel to match the spectacular location and views at the Jordan

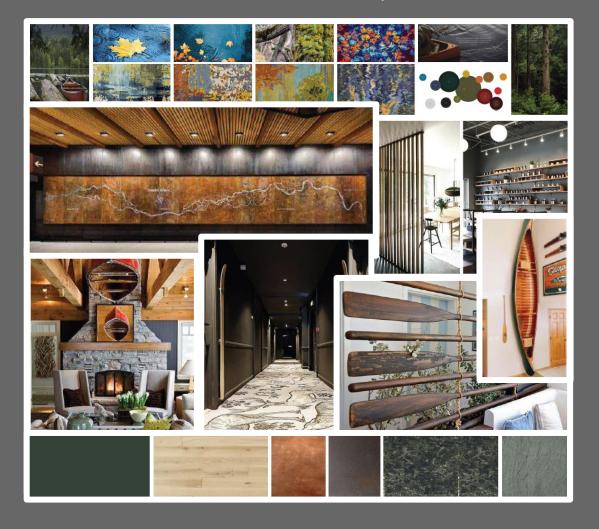
Scope of Work For Phase I – 20,873 square feet

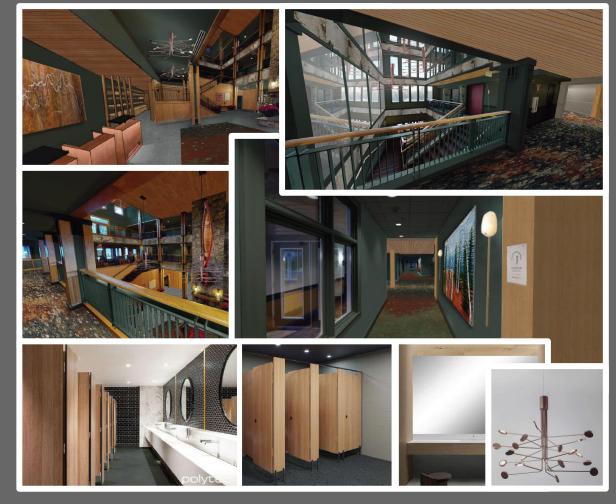
- Lobbies, Ground Floor Hallway, Public Restrooms and Crown Club.
- Elevated common area design including new furniture, lighting, flooring.
- Curated, Maine crafted artwork
- Fully renovated common area restrooms.
- Redesigned main entry to improve lobby temperature
- Upgraded elevator interiors
- Fully renovated Crown Club with improved functionality for owner use
- Renvisioned Front Desk with 24-hour market and retail space (Sunday River expense)



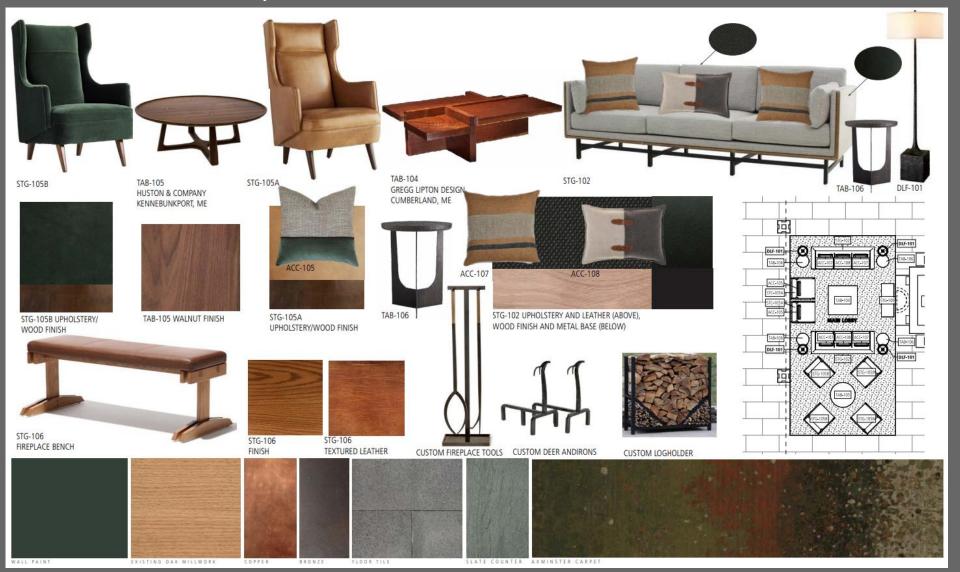
DESIGN INSPIRATION & VISION

COMMON AREA RENDERINGS

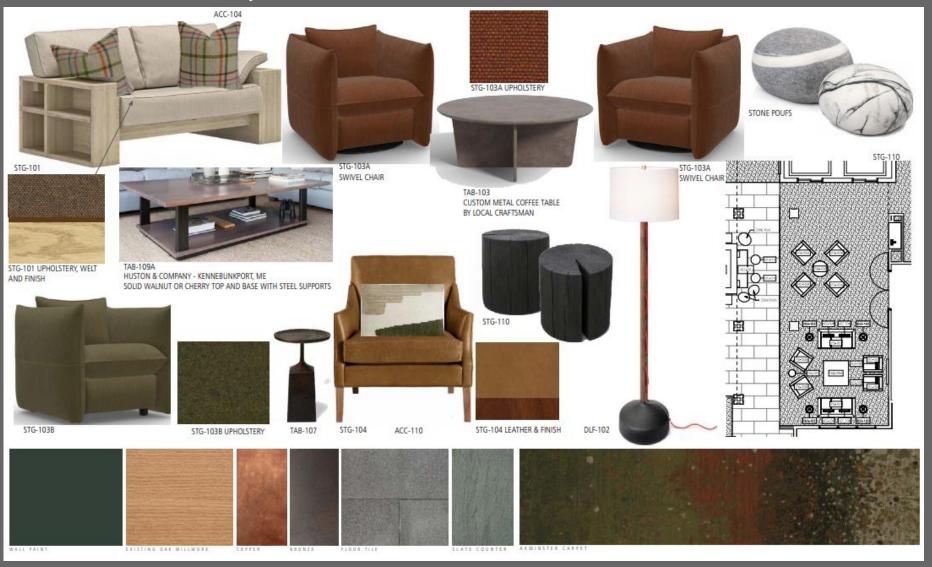






















ELEVATE

FLOW

FLIGHT

TRAVERSE



PHASE I - BUDGET & FUNDING

Anticipated Phase I Project Budget & Highlighted Costs

Phase I Estimated Project Total

\$4,995,655

| Highlighted Estimated Phase I Costs | | | | |
|---|-------------|--|--|--|
| Professional Services - Project Management, Design, Procurement | \$109,883 | | | |
| Construction and FF&D | \$4,874,922 | | | |
| Administrative Costs & Reserve - Permitting, Utility Allowance | \$10,850 | | | |

Overview of Phase I Project Funding

| Projected Loan Amount | Down Payment | Loan Term | Interest Rate |
|-----------------------|--------------|-----------|-----------------|
| \$4,000,000 | 20% | 10 years | adjustable rate |



PHASE I - BUDGET & FUNDING

Anticipated Dues Projection based on renovations and reserve funding

Assumes 5% increase annually in the operating budget

| • | Approved 2023-2024 – | 32.9% |
|---|-----------------------|-------|
| • | Projected 2024-2025 – | 5.9% |
| • | Projected 2025-2026 - | 5.7% |
| • | Projected 2026-2027 - | 5.6% |
| • | Projected 2027-2028 - | 5.1% |



Questions and Answers

Please contact Owner Services, <u>ownerservices@sundayriver.com</u>, with additional questions and we will put you in touch with a board member.



VOTING

It's time for you to take action!

Owners can show your support by voting in APPROVAL for the great future of the Jordan.

We will need 50% + 1 of all owners to vote in favor of funding this phase of the renovation with a loan.

Not participating in voting means a NO vote.

You will be emailed and mailed instructions for voting. You may vote online using the link provided or by mailing the proxy ballot provided. Please contact Owner Services if you need any assistance voting.

If you have additional questions after the meeting, please contact Owner Services, ownerservices@sundayriver.com, with additional questions and we will put you in touch with a board member.

