



Former Comfort Inn Staten Island | 93-Key Limited Service Hotel | Delivered Unencumbered  
310 Wild Avenue, Staten Island, NY 10314

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Besen's executive team has been instrumental in the direct purchase, financing, development, asset management and sale of over \$5 billion in commercial property assets and have an impressive track record in partnering and co-investing equity with prestigious financial institutions and private investors.

Besen's brokerage division has been named a 'Top NYC Brokerage Sales Firm' by CoStar Research for over 16 years. Its team has brokered the sale of over \$7 billion in real estate transactions. NYC Management (Besen's property management affiliate), has managed over 4 million square feet of multi-family commercial assets.

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HOTEL ADVISORY GROUP

# TABLE OF CONTENTS

Executive Summary	4
Property Overview	5
Competitive Set	8
Financials	11
About Staten Island	14
Disclaimers & Disclosures	17

## EXECUTIVE SUMMARY



Besen Partners Hotel Advisory Group, as agent for Ownership, is pleased to offer for sale 310 Wild Avenue, Staten Island, NY (the "Property"). Constructed in 2010, the design of this 93-key limited-service hotel prioritizes both style and space efficiency simultaneously. It was originally a Comfort Inn flag with Choice Hotels for the last 10 years. The start of the pandemic marked the end of the franchise agreement at which point ownership decided not to renew. The property is situated on W Shore Expressway (440) which is the center point between two access points into New Jersey from New York. The Hotel is up to date in terms of its Property Improvement Plan (PIP) resulting in a nominal change of ownership PIP. The property is pre approved by Best Western and can be franchised without any PIP. Property is historically a stabilized asset and leaves room to add value by cutting expenses. Property can be managed by an owner operator as an independent and save on third party management fees, royalties, and franchise fees.

The comp set for this property is limited and Staten Island is a fairly insulated market with no real fluctuation in supply and demand. Efficient revenue management can lead to a potential increase of \$48.65 in ADR and \$24.89 in RevPAR in line with the comp set. Since the property was third party managed room expenses are considerably high for an asset of this size at 42%. With strong demand generators such as amazon, their is scope to achieve a NOI north of \$1 MM.

### Investment Highlights:

- Tax Abatement (ICAP)
- Free and clear of brand and management encumbrances
- Property has recently gone through the Property Improvement Plan (PIP)
- Stabilized Revenue of \$2,200,000 and Net Operating Income of \$600,000
- Property ideally should be run without as an independent and potential to save on \$236,000 in Franchise fees
- Ideal Owner/Operator deal, opportunity to terminate management contract
- Pro-forma NOI for independent operation can be north of \$1,050,000
- Opportunity to increase ADR by \$48.65 and RevPAR by \$24.89
- Room Expenses currently are at 42% of Room Revenue, through efficient procurement and hands on management room expenses can be lowered by 7%

**ASKING PRICE: \$11.625.000 (\$125.000 / KEY)**



# PROPERTY OVERVIEW

## BUILDING

Year Built	2010
Year Renovated	2017
Stories	5
Number of Buildings	1
Existing Floor Area Ratio	-
Number of Keys	93
Building Area	30,910 SF

## LOT

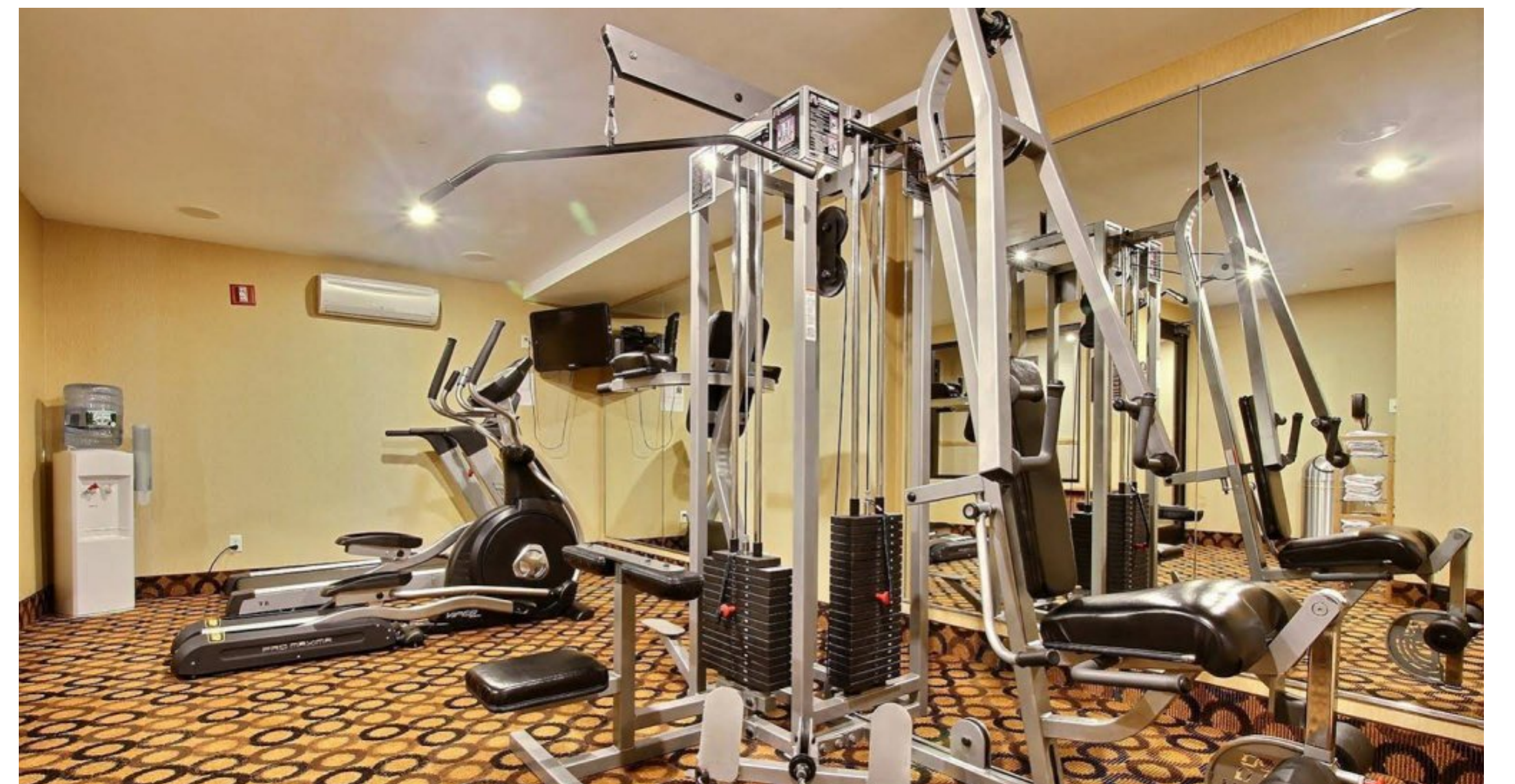
Property Type	H3: Hotel: Transient Occupancy-Midtown Manhattan Area
Lot Area SF	30,000 SF
Lot Area Acres	0.69 acres
Zoning	M1-1
Depth	200 FT
Frontage	150 FT
Census Tract	36085029102
Opportunity Zone	No

## NEIGHBORHOOD

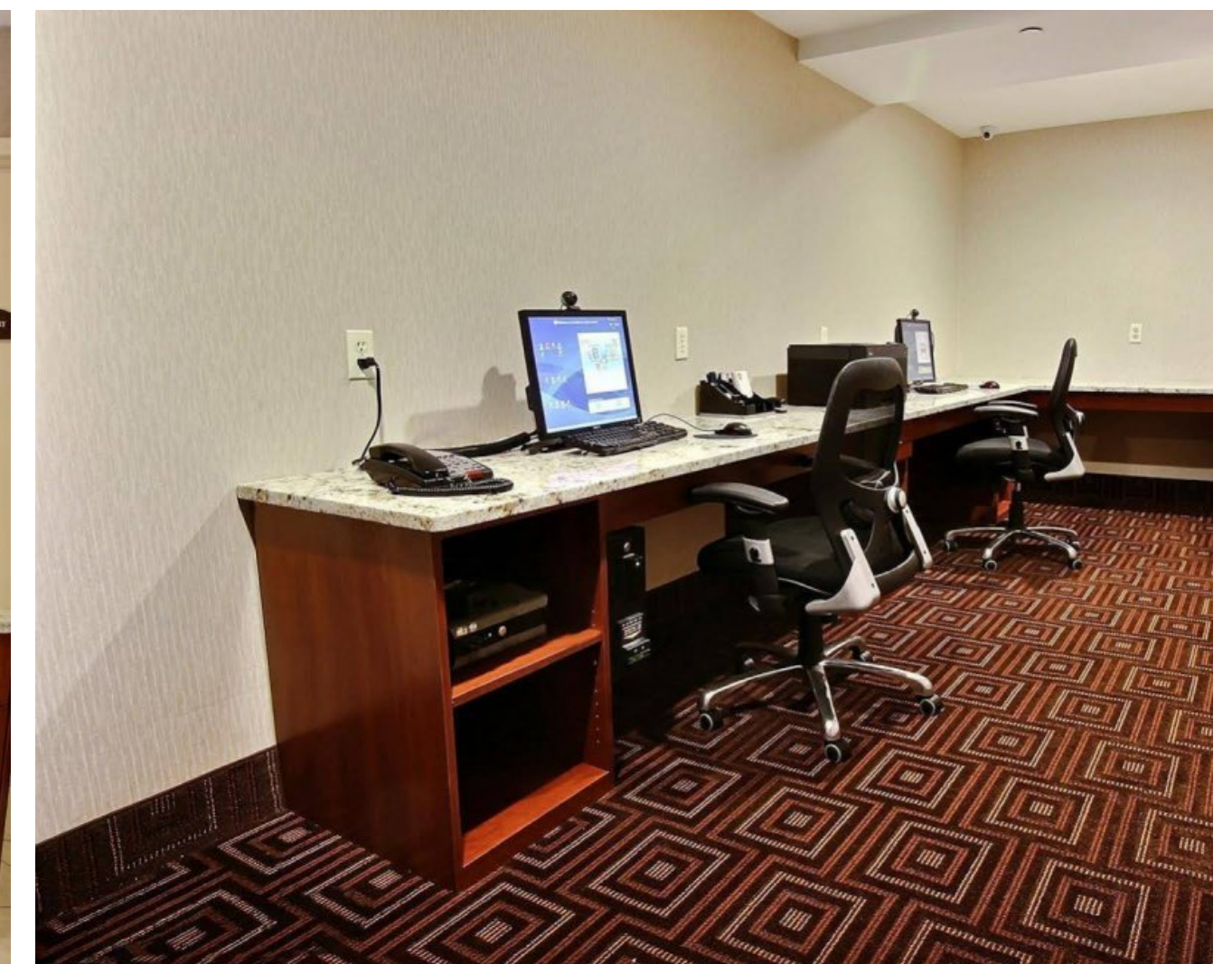
Metropolitan Statistical Area	New York-Newark-Jersey City, NY-NJ-PA
County	Richmond County
Municipality	-
Minor Civil Division	Staten Island
Neighborhood	Westshore



# PROPERTY OVERVIEW



# PROPERTY OVERVIEW



# COMPETITIVE SET



Property Name	Ramada Staten Island	Hampton Inn & Suites By Hilton	Holiday Inn Express Staten Island West	Fairfield Inn & Suites Staten Island
Address	535 Gannon Ave N, Staten Island, NY 10314	1120 South Ave, Staten Island, NY 10314	300 Wild Ave, Staten Island, NY 10314	290 Wild Ave, Staten Island, NY 10314
Miles to Subject	3.2	2.7	0.01	0.01
Opened	06 / 1981	11 / 2007	08 / 2010	11 / 2014
# of Keys	70	110	95	100
Stories	2	6	5	5
Corridor	Interior	Interior	Interior	Interior



MONTHLY PERFORMANCE – VS. COMPETITIVE SET

May 2021

	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	43.6	52.2	83.5	102.53	138.49	74.0	44.67	72.28	61.8
Year To Date	41.8	49.3	84.8	93.95	136.86	68.6	39.27	67.47	58.2
Running 3 Month	44.3	52.7	84.0	95.00	143.00	66.4	42.05	75.38	55.8
Running 12 Month	50.5	50.7	99.5	88.95	137.60	64.6	44.88	69.77	64.3

May 2021 vs. 2020 Percent Change (%)

	Occupancy			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	-46.9	-0.9	-46.4	23.5	7.1	15.3	-34.4	6.2	-38.2
Year To Date	-23.1	6.7	-28.0	11.0	9.2	1.6	-14.7	16.6	-26.8
Running 3 Month	-30.5	19.4	-41.8	14.5	6.5	7.5	-20.5	27.1	-37.4
Running 12 Month	-11.6	-14.6	3.5	-12.9	6.1	-17.9	-23.0	-9.4	-15.0

# COMPETITIVE SET REPORT - STR

Occupancy (%)	2019	2020												2021					Year To Date			Running 3 Month			Running 12 Month		
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	2019	2020	2021	2019	2020	2021	2019	2020	2021
My Property	58.7	38.8	41.5	44.7	64.3	82.0	90.3	60.6	44.1	48.6	55.9	48.7	48.6	37.4	38.6	43.0	46.2	43.6	51.6	54.4	41.8	59.5	63.7	44.3	54.2	57.1	50.5
Competitive Set	62.8	47.9	50.9	39.9	39.8	52.6	63.3	61.2	54.4	52.4	49.9	42.5	38.4	38.2	50.4	54.5	51.5	52.2	60.8	46.2	49.3	65.3	44.1	52.7	67.7	59.4	50.7
Index (MPI)	93.3	80.9	81.4	112.2	161.7	155.8	142.8	99.1	80.9	92.8	112.0	114.6	126.6	97.9	76.5	79.1	89.9	83.5	85.0	117.7	84.8	91.2	144.3	84.0	80.1	96.2	99.5
Rank	3 of 5	3 of 5	3 of 5	3 of 5	1 of 5	1 of 5	1 of 5	3 of 5	3 of 5	3 of 5	3 of 5	2 of 5	2 of 5	3 of 5	3 of 5	3 of 5	3 of 5	3 of 5	3 of 4	3 of 5	3 of 5	3 of 4	1 of 5	3 of 5	3 of 4	3 of 5	3 of 5

## % Chg

My Property	64.5	15.6	-9.4	-3.2	-3.4	24.1	38.3	6.5	-28.6	-20.2	-11.6	5.0	-17.1	-3.7	-6.9	-3.7	-28.1	-46.9	-6.7	5.3	-23.1	6.7	6.9	-30.5	-10.1	5.3	-11.6
Competitive Set	7.1	2.2	-17.0	-29.6	-39.2	-28.6	-19.1	-17.5	-22.1	-21.4	-27.1	-29.9	-38.9	-20.4	-1.0	36.6	29.3	-0.9	-3.3	-24.0	6.7	-0.3	-32.4	19.4	-1.0	-12.3	-14.6
Index (MPI)	53.6	13.2	9.2	37.6	58.9	73.9	71.0	29.1	-8.3	1.5	21.2	49.8	35.7	21.1	-6.0	-29.5	-44.4	-46.4	-3.5	38.5	-28.0	7.0	58.1	-41.8	-9.2	20.0	3.5
Rank	1 of 4	2 of 4	3 of 4	1 of 4	1 of 4	2 of 5	2 of 5	1 of 5	3 of 5	2 of 5	1 of 5	1 of 5	1 of 5	1 of 5	3 of 5	5 of 5	5 of 5	4 of 5	3 of 4	1 of 4	4 of 5	2 of 4	1 of 4	5 of 5	3 of 4	1 of 4	2 of 5

ADR	2019	2020												2021					Year To Date			Running 3 Month			Running 12 Month		
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	2019	2020	2021	2019	2020	2021	2019	2020	2021
My Property	100.62	91.07	86.40	91.56	76.83	83.01	84.76	91.91	96.71	83.49	82.71	81.56	84.38	92.48	91.57	91.55	90.98	102.53	107.04	84.67	93.95	110.70	83.00	95.00	115.70	102.07	88.95
Competitive Set	126.05	112.57	112.80	131.33	144.27	129.33	135.00	141.65	145.59	143.22	138.72	131.70	126.03	121.80	128.39	142.60	148.17	138.49	131.49	125.29	136.86	134.93	134.33	143.00	140.55	129.67	137.60
Index (ARI)	79.8	80.9	76.6	69.7	53.3	64.2	62.8	64.9	66.4	58.3	59.6	61.9	67.0	75.9	71.3	64.2	61.4	74.0	81.4	67.6	68.6	82.0	61.8	66.4	82.3	78.7	64.6
Rank	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	4 of 5	4 of 5	4 of 5	5 of 5	5 of 5	5 of 5	4 of 4	5 of 5	5 of 5	4 of 4	5 of 5	5 of 5	4 of 4	4 of 5	5 of 5

## % Chg

My Property	-9.9	-3.1	-15.3	-13.6	-27.3	-30.2	-31.4	-22.4	-16.1	-25.3	-26.9	-25.8	-16.1	1.6	6.0	0.0	18.4	23.5	-5.7	-20.9	11.0	-5.1	-25.0	14.5	7.4	-11.8	-12.9
Competitive Set	-3.6	-7.7	-11.6	0.0	8.9	-7.5	-1.2	9.0	14.0	2.7	2.8	4.0	0.0	8.2	13.8	8.6	2.7	7.1	-3.4	-4.7	9.2	-4.2	-0.4	6.5	6.0	-7.7	6.1
Index (ARI)	-6.5	5.0	-4.2	-13.6	-33.2	-24.5	-30.6	-28.8	-26.4	-27.3	-28.9	-28.7	-16.1	-6.1	-6.9	-7.9	15.3	15.3	-2.4	-17.0	1.6	-0.9	-24.7	7.5	1.4	-4.4	-17.9
Rank	4 of 4	3 of 4	3 of 4	4 of 4	4 of 4	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	4 of 5	3 of 5	3 of 5	4 of 5	2 of 5	1 of 5	2 of 4	4 of 4	1 of 5	3 of 4	4 of 4	1 of 5	2 of 4	3 of 4	5 of 5

RevPAR	2019	2020												2021					Year To Date			Running 3 Month			Running 12 Month		
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	2019	2020	2021	2019	2020	2021	2019	2020	2021
My Property	59.02	35.32	35.82	40.94	49.43	68.10	76.55	55.71	42.60	40.58	46.24	39.73	41.03	34.55	35.34	39.41	42.07	44.67	55.29	46.03	39.27	65.92	52.86	42.05	62.75	58.28	44.88
Competitive Set	79.22	53.97	57.44	52.34	57.40	68.09	85.39	86.63	79.24	75.00	69.24	55.98	48.39	46.47	64.73	77.65	76.24	72.28	79.89	57.86	67.47	88.06	59.29	75.38	95.13	76.99	69.77
Index (RGI)	74.5	65.4	62.4	78.2	86.1	100.0	89.6	64.3	53.8	54.1	66.8	71.0	84.8	74.4	54.6	50.8	55.2	61.8	69.2	79.6	58.2	74.9	89.1	55.8	66.0	75.7	64.3
Rank	3 of 5	3 of 5	4 of 5	3 of 5	3 of 5	4 of 5	4 of 5	4 of 5	4 of 5	3 of 5	3 of 5	3 of 5	3 of 5	3 of 5	3 of 5	3 of 5	3 of 5	3 of 5	3 of 4	3 of 5	3 of 5	3 of 4	3 of 5	3 of 5	3 of 4	3 of 5	3 of 5

## % Chg

My Property	48.3	12.1	-23.2	-16.3	-29.8	-13.4	-5.1	-17.4	-40.1	-40.4	-35.4	-22.1	-30.5	-2.2	-1.3	-3.7	-14.9	-34.4	-12.0	-16.7	-14.7	1.3	-19.8	-20.5	-3.4	-7.1	-23.0
Competitive Set	3.2	-5.7	-26.6	-29.6	-33.8	-34.0	-20.1	-10.1	-11.2	-19.2	-25.0	-27.1	-38.9	-13.9	12.7	48.4	32.8	6.2	-6.6	-27.6	16.6	-4.5	-32.7	27.1	5.0	-19.1	-9.4
Index (RGI)	43.7	18.8	4.6	18.9	6.2	31.2	18.7	-8.1	-32.5	-26.1	-13.8	6.8	13.8	13.6	-12.4	-35.1	-35.9	-38.2	-5.9	15.0	-26.8	6.1	19.1	-37.4	-8.0	14.7	-15.0
Rank	1 of 4	1 of 4	3 of 4	2 of 4	2 of 4	2 of 5	2 of 5	4 of 5	4 of 5	4 of 5	4 of 5	2 of 5	2 of 5	1 of 5	3 of 5	4 of 5	5 of 5	4 of 5	3 of 4	2 of 4	4 of 5	3 of 4	2 of 4	4 of 5	3 of 4	1 of 4	4 of 5

## FINANCIALS – 2019 INCOME & EXPENSES

	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Total
<b>Income</b>													
<b>01-0000 STATISTIC</b>													
01-9117 Occupancy %	33.54	52.23	59.21	72.26	66.11	65.30	56.92	61.71	60.90	63.27	46.38	58.65	58.04
01-9118 ADR \$	93.95	89.33	82.64	97.38	118.91	123.51	118.43	115.24	111.74	113.09	109.99	100.62	106.24
01-9119 Rev Par \$	31.51	46.65	48.93	70.37	78.62	80.66	67.41	71.11	68.05	71.55	51.01	59.02	62.07
01-9120 Rooms Available	2,883.00	2,604.00	2,883.00	2,790.00	2,883.00	2,790.00	2,883.00	2,883.00	2,790.00	2,883.00	2,790.00	2,883.00	33,945.00
01-9125 Rooms Occupied	967.00	1,360.00	1,707.00	2,016.00	1,906.00	1,822.00	1,641.00	1,779.00	1,699.00	1,824.00	1,294.00	1,691.00	19,706.00
01-9130 Rooms COMP/Vacant/Out of Order	2,668.00	2,094.00	1,718.00	1,155.00	1,327.00	1,314.00	1,671.00	1,576.00	1,641.00	1,462.00	2,139.00	1,799.00	20,564.00
10-3100 Rooms Revenue	90,847.56	121,484.52	141,059.86	196,327.77	226,650.96	225,030.86	194,341.87	205,015.74	189,848.62	206,279.84	142,326.09	170,144.02	2,109,357.51
<b>40-0000 OTHER INCOME</b>													
20-3260 Meeting Room Rental	2,718.50	2,962.79	6,059.88	2,957.03	3,444.20	3,333.03	2,507.88	2,222.41	3,852.26	3,014.41	2,972.41	2,622.41	38,667.21
40-3220 Valet/Laundry Sales		-20.00	0.00	45.00	-124.62	100.00	-100.00	45.00	0.00	35.00	0.00	40.00	20.38
40-3221 Other-Miscellaneous Inc			2,011.49	437.28	1,148.12	300.00	1,224.41	1,418.07	704.68	1,188.20	1,706.28	1,041.84	11,180.35
<b>Total 40-0000 OTHER INCOME</b>	<b>\$ 2,718.50</b>	<b>\$ 2,942.79</b>	<b>\$ 8,071.37</b>	<b>\$ 3,439.29</b>	<b>\$ 4,467.70</b>	<b>\$ 3,733.03</b>	<b>\$ 3,632.29</b>	<b>\$ 3,685.48</b>	<b>\$ 4,556.94</b>	<b>\$ 4,237.61</b>	<b>\$ 4,678.69</b>	<b>\$ 3,704.25</b>	<b>\$ 49,867.94</b>
<b>44-0000 OTHER MISC. INCOME</b>													
44-3000 Commissions - Vending	168.61												168.61
44-5002 Interest Incom			0.78	1.24	1.28	1.24	1.28	1.28	1.24	1.28	1.24	1.28	12.14
<b>Total 44-0000 OTHER MISC. INCOME</b>	<b>\$ 168.61</b>	<b>\$ 0.00</b>	<b>\$ 0.78</b>	<b>\$ 1.24</b>	<b>\$ 1.28</b>	<b>\$ 1.24</b>	<b>\$ 1.28</b>	<b>\$ 1.28</b>	<b>\$ 1.24</b>	<b>\$ 1.28</b>	<b>\$ 1.24</b>	<b>\$ 1.28</b>	<b>\$ 180.75</b>
<b>Total Income</b>	<b>\$ 93,734.67</b>	<b>\$ 124,427.31</b>	<b>\$ 149,132.01</b>	<b>\$ 199,768.30</b>	<b>\$ 231,119.94</b>	<b>\$ 228,764.93</b>	<b>\$ 197,975.44</b>	<b>\$ 208,702.50</b>	<b>\$ 194,406.80</b>	<b>\$ 210,518.73</b>	<b>\$ 147,006.02</b>	<b>\$ 173,849.55</b>	<b>\$ 2,159,406.20</b>
<b>Gross Profit</b>	<b>\$ 93,734.67</b>	<b>\$ 124,427.31</b>	<b>\$ 149,132.01</b>	<b>\$ 199,768.30</b>	<b>\$ 231,119.94</b>	<b>\$ 228,764.93</b>	<b>\$ 197,975.44</b>	<b>\$ 208,702.50</b>	<b>\$ 194,406.80</b>	<b>\$ 210,518.73</b>	<b>\$ 147,006.02</b>	<b>\$ 173,849.55</b>	<b>\$ 2,159,406.20</b>
<b>Expenses</b>													
<b>10-0000 ROOMS EXPENSES</b>													
10-5110 S & W - Front Office	13,504.46	13,225.63	13,371.42	12,513.11	15,572.52	19,881.74	19,317.64	16,740.00	15,752.62	15,140.16	15,542.47	16,724.33	187,286.10
10-5111 S & W - Housekeeping Supervisor	1,201.50	1,026.00	641.83	0.00	0.00	1,360.85	2,814.35	2,685.64	2,318.55	2,975.12	2,608.90	3,270.07	20,902.81
10-5112 S & W - Housekeeping					3,454.07	11,744.68	12,730.93	13,068.21	12,343.72	12,489.27	11,098.01	11,522.68	88,451.57
10-5113 S & W - Houseman	6,749.09	5,980.90	6,568.77	6,248.51	6,624.38	6,833.61	7,290.70	7,018.01	7,167.75	5,735.09	4,877.63	5,402.92	76,297.36
10-5116 S & W - Breakfast	3,165.08	2,866.21	3,675.94	3,369.28	3,007.75	2,921.76	3,012.49	3,159.90	2,916.77	3,153.10	2,858.92	2,231.46	36,338.64
10-5117 S & W - Shuttle Driver	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
10-5910 Payroll Taxes & Benefits-Rooms													0.00
10-5913 ER-SS	1,526.47	1,432.12	1,504.00	1,372.14	1,776.87	2,650.01	2,800.31	2,645.64	2,510.96	2,448.54	2,280.73	2,427.39	25,375.18
10-5914 ER-Medicare	356.98	334.93	351.74	320.91	415.55	619.76	654.92	618.74	587.23	572.65	533.40	567.70	5,934.51
10-5915 ER-FUI	147.75	136.32	87.87	35.91	57.87	132.53	148.40	127.45	66.44	39.41	49.36	149.65	1,178.96
10-5916 NY ER SUI	227.75	252.80	515.47	433.61	344.10	534.37	561.59	508.22	498.67	453.05	333.86	560.26	5,223.75
10-5917 NY RE EMP	18.45	17.32	18.19	15.30	12.14	18.87	19.82	17.95	17.60	15.99	11.79	19.76	203.18
<b>Total 10-5910 Payroll Taxes &amp; Benefits-Rooms</b>	<b>\$ 2,277.40</b>	<b>\$ 2,173.49</b>	<b>\$ 2,477.27</b>	<b>\$ 2,177.87</b>	<b>\$ 2,606.53</b>	<b>\$ 3,955.54</b>	<b>\$ 4,185.04</b>	<b>\$ 3,918.00</b>	<b>\$ 3,680.90</b>	<b>\$ 3,529.64</b>	<b>\$ 3,209.14</b>	<b>\$ 3,724.76</b>	<b>\$ 37,915.58</b>

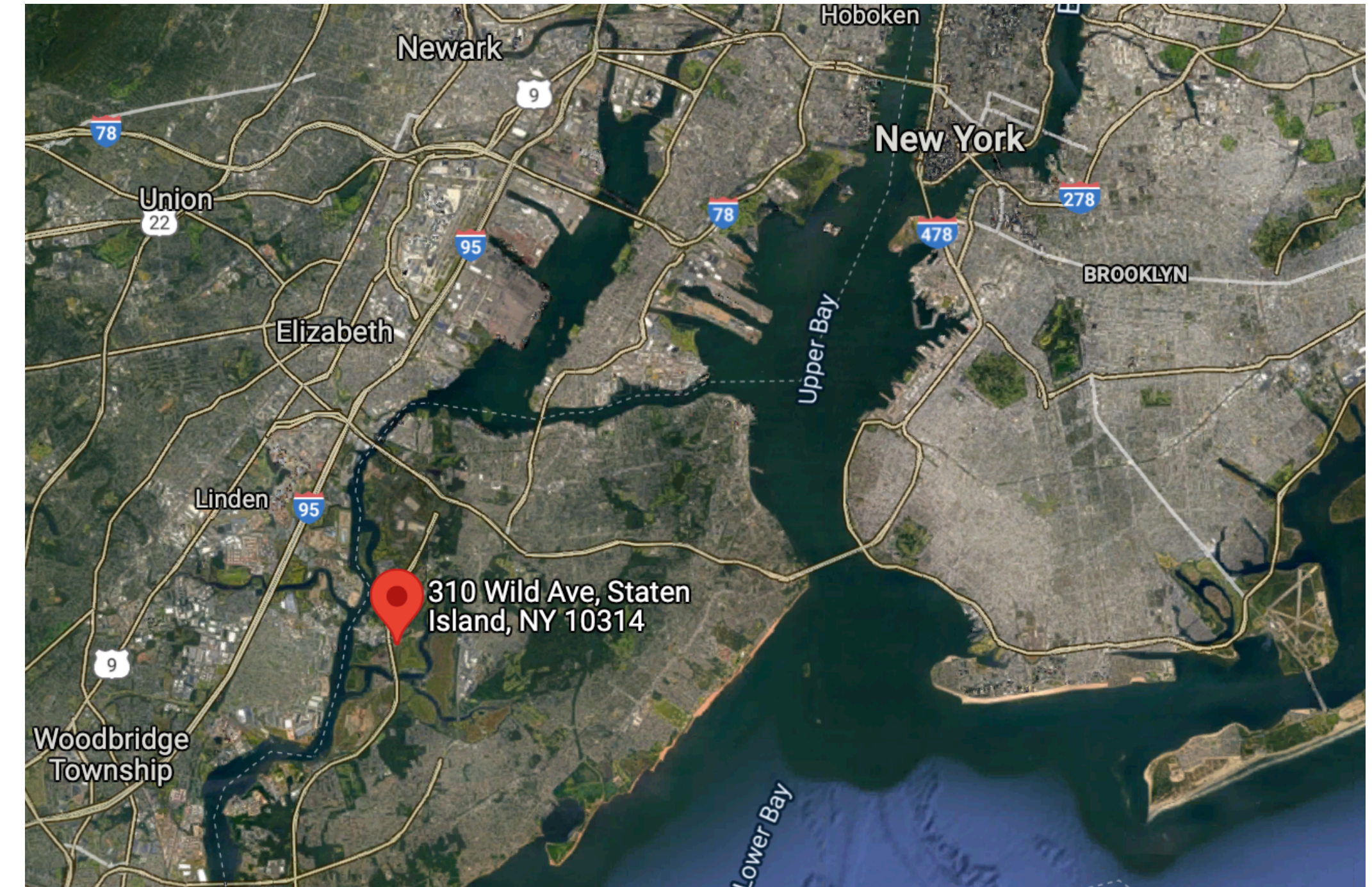
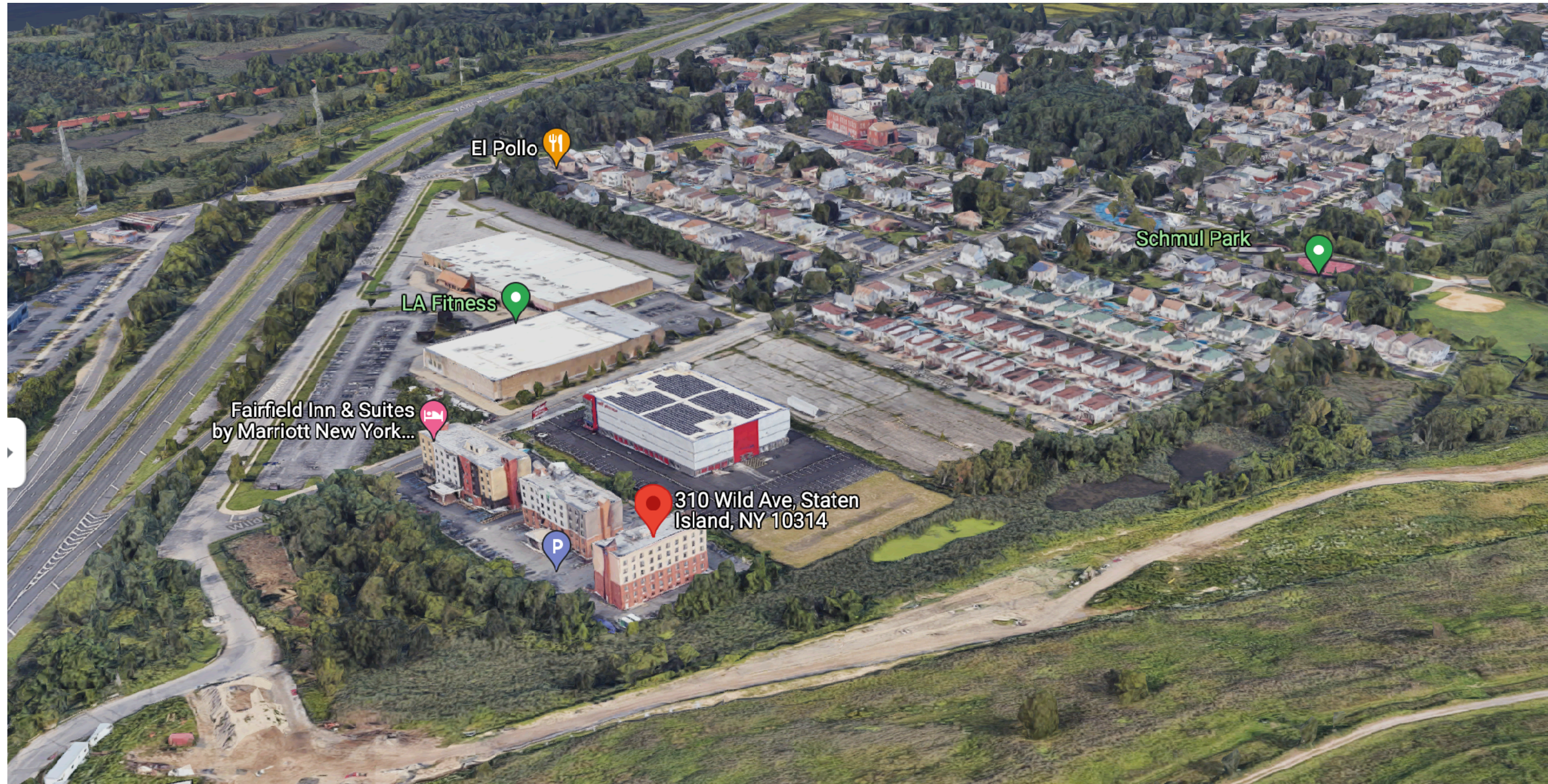
## FINANCIALS – 2019 INCOME & EXPENSES

10-6120 Complimentary Breakfast	2,155.95	3,093.41	2,190.05	2,816.42	5,553.92	3,021.83	5,236.39	3,396.99	3,947.04	4,881.24	3,438.28	3,875.69	43,607.21
10-6125 Other Breakfast Supplies	169.61	85.07	222.84	289.82	407.50	586.88	824.37	808.06	719.35	672.13	698.98	778.99	6,263.60
10-6135 Cable TV	1,267.69	1,267.69	1,267.69	1,267.69	1,267.69	1,267.69	1,267.69	1,267.69	1,267.69	1,286.69	1,286.69	1,286.69	15,269.28
10-6150 Cleaning Supplies-Rooms	285.94	362.64	1,114.68	712.37	1,693.73	647.10	1,841.99	1,973.10	35.38	616.07	1,895.81	1,710.85	12,889.66
10-6171 Guest Transportation			172.00										172.00
10-6275 Guest Supplies	152.08	275.39	103.17	1,309.61	1,875.49	411.52	48.31	536.74		1,712.82	931.87	661.69	8,018.69
10-6278 Guest Amenities	925.77	1,049.00	1,601.74	728.08	1,102.31	551.79	1,055.91	2,375.23		527.37	1,339.54	845.63	12,102.37
10-6280 Internet	201.50			418.50			418.50			139.50	139.50	139.50	1,457.00
10-6317 Laundry/Dry Cleaning	112.50												112.50
10-6321 Linen	7,277.45	-1,974.13	934.10	2,046.05	2,522.21	2,769.42		2,151.10		2,910.06	461.98	635.55	19,733.79
10-6322 Outside Linen Service	4,542.95	4,413.95	4,723.50	5,165.05	6,030.25	6,041.50	7,126.65	4,793.03	6,099.67	4,894.72	4,915.38	4,452.49	63,199.14
10-6355 Newspaper	86.70	92.00	115.00	92.00	110.40	92.00	87.40						675.50
10-6369 Office Supplies-Rooms	12.40	40.98	152.40				99.02			135.56	58.58		498.94
10-6370 Outside Services-Housekeeping	26,970.27	15,135.58	20,218.24	19,575.50	23,392.88								105,292.47
10-6466 Telephone & Radio-Rooms	1,153.07	1,168.20	1,173.59	1,027.48	1,031.47	1,026.93	1,042.62	1,026.73	1,021.73	1,021.51	1,022.54	1,333.38	13,049.25
10-6505 Travel - Rooms	87.50	62.50	81.25	125.00	93.75	81.25							531.25
10-6508 Travel Agent Commission	6,758.44	6,425.23	4,778.15	5,940.48	21,226.86	9,977.02	13,165.20	11,027.30	13,458.11	12,448.51	9,078.43	8,350.14	122,633.87
10-6514 Uniforms-Rooms					35.93	12.50							48.43
10-6519 Guest Relations	176.52	0.00	0.00	211.62		1,897.71	704.45	373.75	2,629.27	915.00	540.00	499.20	7,947.52
10-6520 Third Party Voice	2.95	0.00	0.00	0.00		0.00	0.00	0.00	2.95	0.00	0.00	0.00	5.90
10-6521 Reservations	1,983.84	1,974.84	1,412.74	1,374.24		2,910.18	1,443.54	1,489.74	1,497.44	1,374.24	1,405.04	1,420.44	18,286.28
<b>Total 10-0000 ROOMS EXPENSES</b>	<b>\$ 81,220.66</b>	<b>\$ 58,744.58</b>	<b>\$ 66,996.37</b>	<b>\$ 67,408.66</b>	<b>\$ 97,609.64</b>	<b>\$ 77,993.50</b>	<b>\$ 83,713.19</b>	<b>\$ 77,809.22</b>	<b>\$ 74,858.94</b>	<b>\$ 76,557.80</b>	<b>\$ 67,207.69</b>	<b>\$ 68,866.46</b>	<b>\$ 898,986.71</b>
<b>50-0000 G &amp; A</b>													
50-5125 S & W - Security	3,013.01	2,720.00	3,075.18	2,872.64	3,011.42	2,914.29	3,024.18	3,164.43	3,041.78	3,211.79	3,047.86	3,620.02	36,716.60
50-5126 S & W - Exec Office	5,553.43	5,016.00	5,553.43	5,374.29	1,146.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22,643.66
<b>50-5910 Payroll Taxes &amp; Benefits-G&amp;A</b>													0.00
50-5913 ER SS	531.12	479.64	534.98	511.27	257.75	180.69	187.50	196.20	188.59	199.13	188.97	224.44	3,680.28
50-5914 ER Medicare	124.22	112.17	125.12	120.03	59.83	42.26	43.85	45.88	44.11	46.57	44.19	52.49	860.72
50-5915 ER FUI	43.92	9.56	0.01	-0.02	-0.02	0.00	0.00	0.00	0.00	0.00	0.00	12.18	65.63
50-5916 NY ER SUI G&A	79.24	15.24	1,001.56	10.00	-0.01	0.00	0.00	0.00	0.00	0.00	0.00	43.13	1,149.16
50-5917 NY RE EMP G&A	6.43	4.42	2.12	0.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.52	14.84
<b>Total 50-5910 Payroll Taxes &amp; Benefits-G&amp;A</b>	<b>\$ 784.93</b>	<b>\$ 621.03</b>	<b>\$ 1,663.79</b>	<b>\$ 641.63</b>	<b>\$ 317.55</b>	<b>\$ 222.95</b>	<b>\$ 231.35</b>	<b>\$ 242.08</b>	<b>\$ 232.70</b>	<b>\$ 245.70</b>	<b>\$ 233.16</b>	<b>\$ 333.76</b>	<b>\$ 5,770.63</b>
50-6174 Credit Card Fees	2,751.94	3,894.27	3,732.66	6,308.13	6,834.82	6,346.94	5,469.66	1,237.86	5,881.13	10,318.94	3,791.88	4,706.69	61,274.92
50-6180 Data Processing	110.00	310.80	75.00	75.00	75.00	328.00		75.00	150.00		75.00	150.00	1,423.80
50-6181 Dues & subscriptions	0.00	0.00	0.00	35.00	35.00	85.40	0.00	55.67	0.00	0.00	0.00	0.00	211.07
50-6182 Computer Expense				21.23		65.33	0.00	65.33	65.33	65.33	65.33	65.33	413.21
50-6200 Equip Rent/Lease-G&A	97.99	141.51	97.99										337.49
50-6318 Permits & Licenses	230.00						-84.25						145.75
50-6369 Office Supplies-G&A	81.78	72.11			41.85	380.84	158.96	29.75	129.94		10.98	19.52	925.73
50-6400 Postage-G&A		43.85	209.93			-1.85	8.42		12.30				272.65
50-6450 Storage	54.44	54.44									57.32		166.20
50-6466 Telephone & Radio Exp	336.70	406.67	21.88		420.06	394.82	398.10	396.39	403.32	402.93	604.33	408.23	4,193.43
50-6468 Training and Conventions	1,161.09	0.00	0.00	272.19		299.00	297.69	0.00	0.00	272.19	0.00	0.00	2,302.16
50-6492 Trade Assoc & Membership-G&A							-240.75	550.00					309.25

# FINANCIALS – 2019 NET OPERATING INCOME

50-7190 Payroll Processing Fee	408.83	388.90	386.83	410.26	423.59	686.05	460.98	463.43	433.46	450.10	435.63	759.29	5,707.35
<b>Total 50-0000 G &amp; A</b>	<b>\$ 14,584.14</b>	<b>\$ 13,669.58</b>	<b>\$ 14,816.69</b>	<b>\$ 16,010.37</b>	<b>\$ 12,305.80</b>	<b>\$ 11,721.77</b>	<b>\$ 9,724.34</b>	<b>\$ 6,279.94</b>	<b>\$ 10,349.96</b>	<b>\$ 14,966.98</b>	<b>\$ 8,321.49</b>	<b>\$ 10,062.84</b>	<b>\$ 142,813.90</b>
<b>55-0000 FRANCHISE FEES</b>													
55-6100 Franchise Fees	5,613.96	7,466.84	8,827.18	11,957.09		27,507.53	11,810.99	12,434.29	11,622.05	12,557.66	8,717.91	10,365.99	128,881.49
55-6120 Rewards Program	1,250.99	2,302.09	2,153.16	1,936.88	1,603.98	10,218.66	2,637.34	2,577.64	3,896.44	2,427.56	1,717.46	3,341.18	36,063.38
55-6121 System Fee	3,274.81	4,355.66	5,149.19	6,974.97		16,046.06	6,889.74	7,253.34	6,779.53	7,325.30	5,085.45	6,046.83	75,180.88
55-6122 Marketing Fee	653.82	723.44	855.61	1,381.35		3,105.72	2,862.58	1,582.57	1,173.57	1,157.60	1,134.05	692.53	15,322.84
55-6123 Distribution Fee	115.50	115.50	714.00	474.00		1,596.00	1,014.00	891.00	990.00	1,379.00	1,084.00	992.00	9,365.00
55-6125 Other Fees	50.00	50.00	50.00	50.00		100.00	50.00	50.00	50.00	50.00	50.00	50.00	600.00
<b>Total 55-0000 FRANCHISE FEES</b>	<b>\$ 10,959.08</b>	<b>\$ 15,013.53</b>	<b>\$ 17,749.14</b>	<b>\$ 22,774.29</b>	<b>\$ 1,603.98</b>	<b>\$ 58,573.97</b>	<b>\$ 25,264.65</b>	<b>\$ 24,788.84</b>	<b>\$ 24,511.59</b>	<b>\$ 24,897.12</b>	<b>\$ 17,788.87</b>	<b>\$ 21,488.53</b>	<b>\$ 265,413.59</b>
<b>70-0000 R &amp; M EXPENSES</b>													
70-5130 S & W - Maint	1,423.67	0.00	0.00	0.00	0.00	476.93	0.00	0.00	0.00	0.00	0.00	0.00	1,900.60
70-5910 Payroll Taxes & Benefits-Maint													0.00
70-5913 ER SS R&M	88.26	0.00	0.00	0.00	0.00	29.58	0.00	0.00	0.00	0.00	0.00	0.00	117.84
70-5914 ER Medicare R&M	20.64	0.00	0.00	0.00	0.00	6.92	0.00	0.00	0.00	0.00	0.00	0.00	27.56
70-5915 ER FUI R&M	8.54	0.00	0.00	0.00	0.00	2.86	0.00	0.00	0.00	0.00	0.00	0.00	11.40
70-5916 NY ER SUI R&M	13.16	0.00	0.00	0.00	0.00	10.11	0.00	0.00	0.00	0.00	0.00	0.00	23.27
70-5917 NY RE EMP R&M	1.07	0.00	0.00	0.00	0.00	0.35	0.00	0.00	0.00	0.00	0.00	0.00	1.42
<b>Total 70-5910 Payroll Taxes &amp; Benefits-Maint</b>	<b>\$ 131.67</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 49.82</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 181.49</b>
70-6200 Equip Rent/Purchase-Maint									450.00				450.00
70-6219 Elevators	365.13	365.13	365.13	365.13	745.13	965.13	1,132.08		885.74	1,132.08			6,320.68
70-6225 Exterminating		146.98	146.98	1,164.96	146.98	315.74	168.76	419.17	348.40	909.11	174.20	244.97	4,186.25
70-6228 Crime/Fire Prevention-Maint	1,717.76	456.86	1,032.57	819.86		1,111.35	707.29		131.47	357.20			6,334.36
70-6330 Maintenance Contract	81.25	81.25	81.25	83.69	83.69	83.69	83.69	83.69	83.69	83.69	83.69	83.70	996.97
70-6367 Operating Supplies	278.44	43.54	23.77	23.77	57.17		29.86			206.45		24.80	687.80
70-6387 Plumbing	570.00												570.00
70-6451 Snow Removal	381.06	1,197.62	1,197.62										2,776.30
<b>Total 70-0000 R &amp; M EXPENSES</b>	<b>\$ 4,948.98</b>	<b>\$ 2,291.38</b>	<b>\$ 2,847.32</b>	<b>\$ 2,457.41</b>	<b>\$ 1,032.97</b>	<b>\$ 3,002.66</b>	<b>\$ 2,121.68</b>	<b>\$ 502.86</b>	<b>\$ 1,899.30</b>	<b>\$ 2,688.53</b>	<b>\$ 257.89</b>	<b>\$ 353.47</b>	<b>\$ 24,404.45</b>
<b>72-0000 UTILITES</b>													
72-6213 Electricity	8,279.15	5,703.72	5,355.95		919.07	4,127.77	5,742.13	5,961.63	5,095.09	4,315.79	3,364.25	6,220.81	55,085.36
72-6252 Gas	971.35	660.75	592.56	1,008.91	607.25	608.07		1,101.68	553.46	466.07	582.27	666.15	7,818.52
72-6520 Waste Disposal	5,430.90	905.15	905.15	905.15	905.15	905.22	678.84	678.84	678.84	678.84	678.84	678.84	14,029.76
72-6523 Water & Sewerage	2,616.16	3,868.68		3,797.98	4,848.48	4,606.06	3,619.73	2,779.87	4,681.35	6,210.79	7,430.22	4,774.35	49,233.67
<b>Total 72-0000 UTILITES</b>	<b>\$ 17,297.56</b>	<b>\$ 11,138.30</b>	<b>\$ 6,853.66</b>	<b>\$ 5,712.04</b>	<b>\$ 7,279.95</b>	<b>\$ 10,247.12</b>	<b>\$ 10,040.70</b>	<b>\$ 10,522.02</b>	<b>\$ 11,008.74</b>	<b>\$ 11,671.49</b>	<b>\$ 12,055.58</b>	<b>\$ 12,340.15</b>	<b>\$ 126,167.31</b>
<b>80-6200 INSURANCE</b>													
80-6287 Property/Umbrella	2,265.20	2,265.20	23,090.20	2,265.20	2,265.20	213.67	33,185.73						65,550.40
80-6288 Auto	614.80	614.80	614.80	619.80		-432.00							2,032.20
80-6290 Workers Compensation	1,754.00	1,754.00	1,769.00	1,769.00		1,485.00	1,490.00		1,490.00	1,490.00	1,490.00	1,490.00	15,981.00
80-6291 Disability Insurnace			1,013.82			218.34			268.18				1,500.34
<b>Total 80-6200 INSURANCE</b>	<b>\$ 4,634.00</b>	<b>\$ 4,634.00</b>	<b>\$ 26,487.82</b>	<b>\$ 4,654.00</b>	<b>\$ 2,265.20</b>	<b>\$ 1,485.01</b>	<b>\$ 34,675.73</b>	<b>\$ 0.00</b>	<b>\$ 1,758.18</b>	<b>\$ 1,490.00</b>	<b>\$ 1,490.00</b>	<b>\$ 1,490.00</b>	<b>\$ 85,063.94</b>
80-6424 Real Property Tax							19,871.48					19,958.40	39,829.88
80-6425 Use Tax Payable	10.51	63.82	9.19	10.30	37.95	7.10	119.10	249.31	0.00	5.51		0.70	513.49
<b>Total Expenses</b>	<b>\$ 133,654.93</b>	<b>\$ 105,555.19</b>	<b>\$ 135,760.19</b>	<b>\$ 119,027.07</b>	<b>\$ 122,135.49</b>	<b>\$ 163,031.13</b>	<b>\$ 185,530.87</b>	<b>\$ 120,152.19</b>	<b>\$ 124,386.71</b>	<b>\$ 132,277.43</b>	<b>\$ 107,121.52</b>	<b>\$ 134,560.55</b>	<b>\$ 1,583,193.27</b>
<b>Net Operating Income</b>	<b>-\$ 39,920.26</b>	<b>\$ 18,872.12</b>	<b>\$ 13,371.82</b>	<b>\$ 80,741.23</b>	<b>\$ 108,984.45</b>	<b>\$ 65,733.80</b>	<b>\$ 12,444.57</b>	<b>\$ 88,550.31</b>	<b>\$ 70,020.09</b>	<b>\$ 78,241.30</b>	<b>\$ 39,884.50</b>	<b>\$ 39,289.00</b>	<b>\$ 576,212.93</b>

## LOCATION OVERVIEW



### Bridges

Staten Island is connected to New Jersey via three vehicular bridges and one railroad bridge. The Outerbridge Crossing to Perth Amboy, New Jersey, is at the southern end of New York State Route 440, and the Bayonne Bridge to Bayonne, New Jersey, is at the northern end of NY 440; both ends of NY 440 continue into New Jersey as Route 440. The Goethals Bridge, carrying Interstate 278, connects Elizabeth, New Jersey, onto the Staten Island Expressway. Just north of the Goethals, the Arthur Kill Vertical Lift Bridge carries freight between the northwest part of the island and Elizabeth, New Jersey. The Staten Island Expressway is connected to Brooklyn via the Verrazzano-Narrows Bridge, which carries I-278. Pedestrian links to Staten Island are available via a footpath on the Bayonne and Goethals Bridges.

From 1964 to 1977, Staten Island contained the longest vertical lift, steel arch, and suspension bridges in the world: the Arthur Kill Vertical Lift Bridge, Bayonne Bridge, and Verrazzano-Narrows Bridge, respectively. The Arthur Kill Bridge still holds the title for longest vertical lift bridge, while the Bayonne and Verrazzano bridges are now the 5th- and 14th-longest in their respective categories.

### Ferry

The Staten Island Ferry is the only transportation directly from Staten Island to Manhattan, roughly a 25-minute trip.[153] The St. George Terminal, first opened in 1886,[154] was rebuilt in 1951[155] and again in the 2000s.[156] The ferry has been fare-free since 1997. The Staten Island Ferry transports over 60,000 passengers per day. It runs 24/7 every 15 to 20 minutes during weekday rush hours and every 30 minutes at other times

An NYC Ferry route is planned to start operating in 2021 between St. George Terminal and Manhattan's West Side. This route will be operated separately from the Staten Island Ferry and will charge a fare



Amazon is leasing its third a 975,000-square-foot building in Matrix Global Logistics Park in Bloomfield -- where the company already has two other large facilities.



## Amazon leases its third Staten Island warehouse

By Tracey Porpora | [porpora@siadvance.com](mailto:porpora@siadvance.com)

Updated: Oct. 15, 2020, 5:37 p.m. | Published: Oct. 15, 2020, 5:37 p.m.

Amazon -- the borough's largest employer -- already has a new 450,000-square-foot Last Mile Facility, which opened in the summer, and a 855,000-square-foot fulfillment center, which opened in 2018 on the site. The 975,000-square-foot building will act as Amazon's new sort center, and will officially open for business in November. "Amazon will welcome new associates for the first time next month to celebrate its day one of operation," said Emily Hawkins, an Amazon spokesperson. "This sort center will sort packages before being transferred to a delivery station or last-mile delivery partner for final delivery for customers," she added. The sort center has already created more than 1,250 full-time and part-time associate jobs, all paying at least \$17.25 per hour, she said. Joseph Taylor, CEO of the Cranbury, N.J.-based Matrix Development Group, said construction on the new warehouse was completed two weeks ago. "We are very excited the fourth building on the site has been leased by Amazon," he said. "This is now the jobs coast that Borough President James Oddo had envisioned and helped create." SITE HISTORY

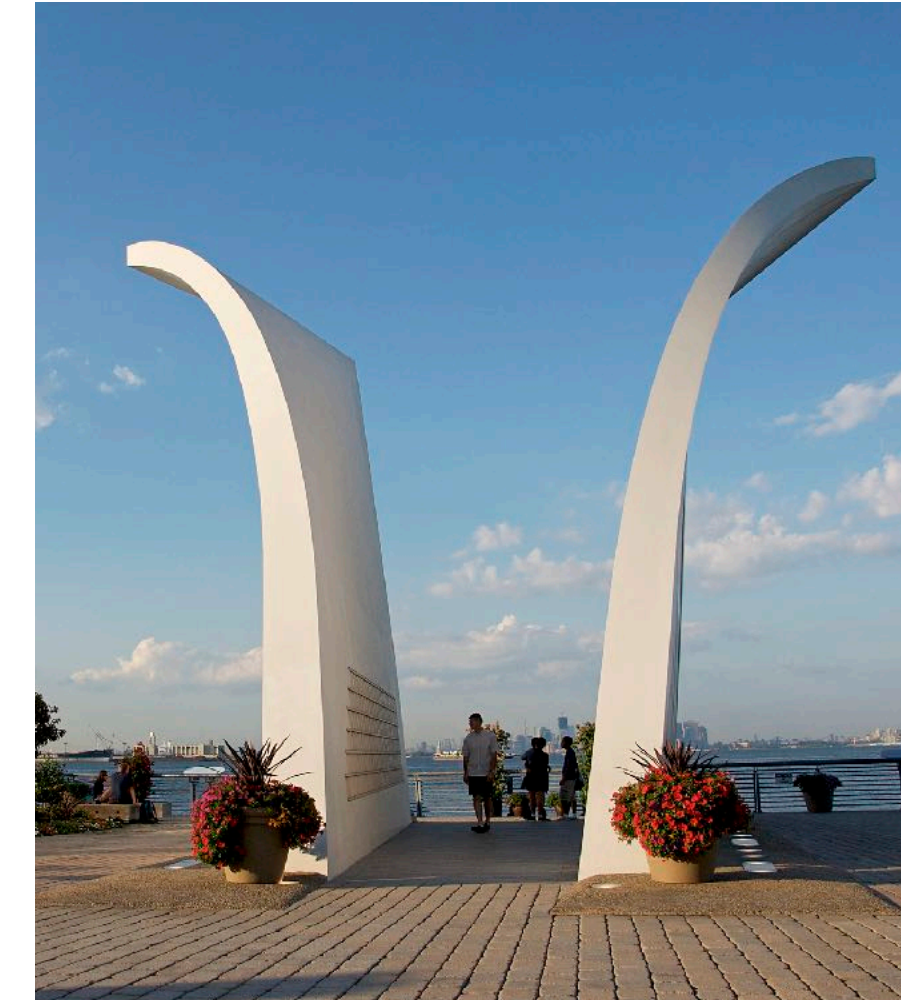
Matrix Development Group broke ground on the logistics park in late fall 2016. First to be built and occupied was Amazon's 855,000-square-foot \$100 million warehouse. That facility employs more than 4,500 people who work alongside robots to pick, pack and ship customer orders that are delivered to various geographic areas. The Last Mile Facility, termed a delivery station by Amazon, has sped up deliveries, specifically to Staten Islanders, according to Amazon. Packages go directly from the Last Mile Facility to residents' homes. In fact, all packages that leave the facility are delivered to homes and businesses within a 45-minute driving radius, according to Amazon. This facility employs more than 160 full- and part-time workers. Another 975,000-square-foot facility is occupied by Ikea, which opened in 2018. The Staten Island unit supports delivery to many customers in New York City, whether they are shopping in store, at the IKEA Planning Studio or online. The Advance has previously reported that about 200 people are employed at the facility. The 200-acre Matrix site is a \$700 million investment by the Matrix Development Group that has led to the creation of thousands of permanent jobs.

## ABOUT STATEN ISLAND

Staten Island (/ˌstætən/) is a borough of New York City, coextensive with Richmond County, in the U.S. state of New York. Located in the southwest portion of the city, the borough is separated from New Jersey by the Arthur Kill and the Kill Van Kull and from the rest of New York by New York Bay. With a population of 495,747 in the 2020 Census,[2] Staten Island is the least-populated of the boroughs but is the third-largest in land area at 58.5 sq mi (152 km<sup>2</sup>).

The North Shore—especially the neighborhoods of St. George, Tompkinsville, Clifton, and Stapleton—is the most urban part of the island. It contains the designated St. George Historic District and the St. Paul's Avenue-Stapleton Heights Historic District, which feature large Victorian houses. The East Shore is home to the 2.5-mile (4 km) F.D.R. Boardwalk, the fourth-longest boardwalk in the world.[7] The South Shore, site of the 17th-century Dutch and French Huguenot settlement, developed rapidly beginning in the 1960s and 1970s and is now mostly suburban in character. The West Shore is the least populated and most industrial part of the island.

Motor traffic can reach the borough from Brooklyn via the Verrazzano-Narrows Bridge and from New Jersey via the Outerbridge Crossing, Goethals Bridge and Bayonne Bridge. Staten Island has Metropolitan Transportation Authority (MTA) bus lines and an MTA rapid transit line, the Staten Island Railway, which runs from the ferry terminal at St. George to Tottenville. Staten Island is the only borough that is not connected to the New York City Subway system. The free Staten Island Ferry connects the borough to Manhattan across New York Harbor. It provides views of the Statue of Liberty, Ellis Island, and Lower Manhattan. Staten Island Zoo is home to kangaroos, birds of prey and snakes. The Snug Harbor Cultural Center and Botanical Garden features flower beds, Greek revival buildings and art galleries. Its grounds also include the Staten Island Children's Museum.





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