

STATE UNIVERSITY SYSTEM OF FLORIDA
BOARD OF GOVERNORS
FLORIDA INTERNATIONAL UNIVERSITY
2018 Hotel and Conference Center (P3)

Revenues to FIU, 10-Year Projection¹
(Potential cashflow to FIU from Hotel & Conference Center)

	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	Total
Annual Ground Lease Payments ²	\$ 210,000	\$ 210,000	\$ 210,000	\$ 210,000	\$ 210,000	\$ 220,500	\$ 220,500	\$ 220,500	\$ 220,500	\$ 220,500	\$ 2,152,500
Profit Participation (pro forma) ³											
Cash-on-Cash Return (%)	5.1%	3.4%	7.4%	11.0%	11.8%	13.2%	13.8%	14.6%	15.3%	19.6%	
Projected Net Operating Cash Flow	\$ 1,770,520	\$ 2,461,779	\$ 2,811,590	\$ 2,869,031	\$ 3,024,290	\$ 3,187,357	\$ 3,306,532	\$ 3,368,085	\$ 3,596,720	\$ 3,771,370	
Profit Participation (%)	7.4%	10.4%	11.8%	12.1%	12.7%	13.4%	13.9%	14.2%	15.1%	15.9%	
Potential profit-sharing revenue to FIU	\$ 131,019	\$ 256,025	\$ 331,768	\$ 347,153	\$ 384,085	\$ 427,106	\$ 459,608	\$ 478,268	\$ 543,105	\$ 599,648	\$ 3,957,783
TOTAL PROJECTED REVENUE TO FIU:	\$ 341,019	\$ 466,025	\$ 541,768	\$ 557,153	\$ 594,085	\$ 647,606	\$ 680,108	\$ 698,768	\$ 763,605	\$ 820,148	\$ 6,110,283

1) Data provided by Univesity and based on Owner/Concord pro forma projections.

2) Annual ground rent for hotel and conference center will be \$210,000, and will increase by 5% every five (5) years.

3) In lieu of variable annual rent, FIU will participate in profit-sharing, receiving revenue from the hotel/conference center facility in the form of a percentage of residual cash flow from operations. Specifically, if cash-on-cash return is below 10%, FIU receives nothing; if 10%-12.5%, FIU receives 6%; if 12.5%-15%, FIU receives 8%; and if >15%, FIU receives 10%.