

Message

From: David Orowitz [/O=TRUMP ORG/OU=FIRST ADMINISTRATIVE GROUP/CN=RECIPIENTS/CN=DOROWITZ]
Sent: 12/17/2011 6:04:15 PM
To: Ivanka Trump [itrump@trumporg.com]
CC: Joshua Seidner [jseidner@trumporg.com]; Jim Petrus [jpetrus@trumporg.com]; Andrew Weiss [aweiss@trumporg.com]; (patriciamoore1504@gmail.com) [patriciamoore1504@gmail.com]; John J. Cullinane (jcullinane@jcaia.com) [jcullinane@jcaia.com]
Subject: Hand-Out for Monday
Attachments: 2011 12 17 OPO Presentation Hand Out - Final - Small Size.pdf

Ivanka,

Attached is a copy of the hand-out for Monday. I do think it is worthwhile to send to Kevin Terry prior to the meeting. It would be great if people did have a chance to read before our presentation as they will have the opportunity to ask questions and we can potentially fill in holes on some of their more vague comments. Potential email follows.

Best,
Dave

Kevin,

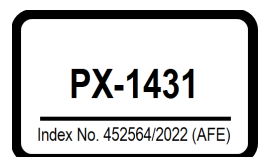
Hope that you are having a good weekend. We have finalized our hand-out for Monday and it is attached to this email. I was hoping to get your help in sending to the reviewers at your earliest convenience. I think that it will be very beneficial to the Q&A if the reviewers have had a chance to review and have the opportunity to ask questions on the items that are still unclear to them.

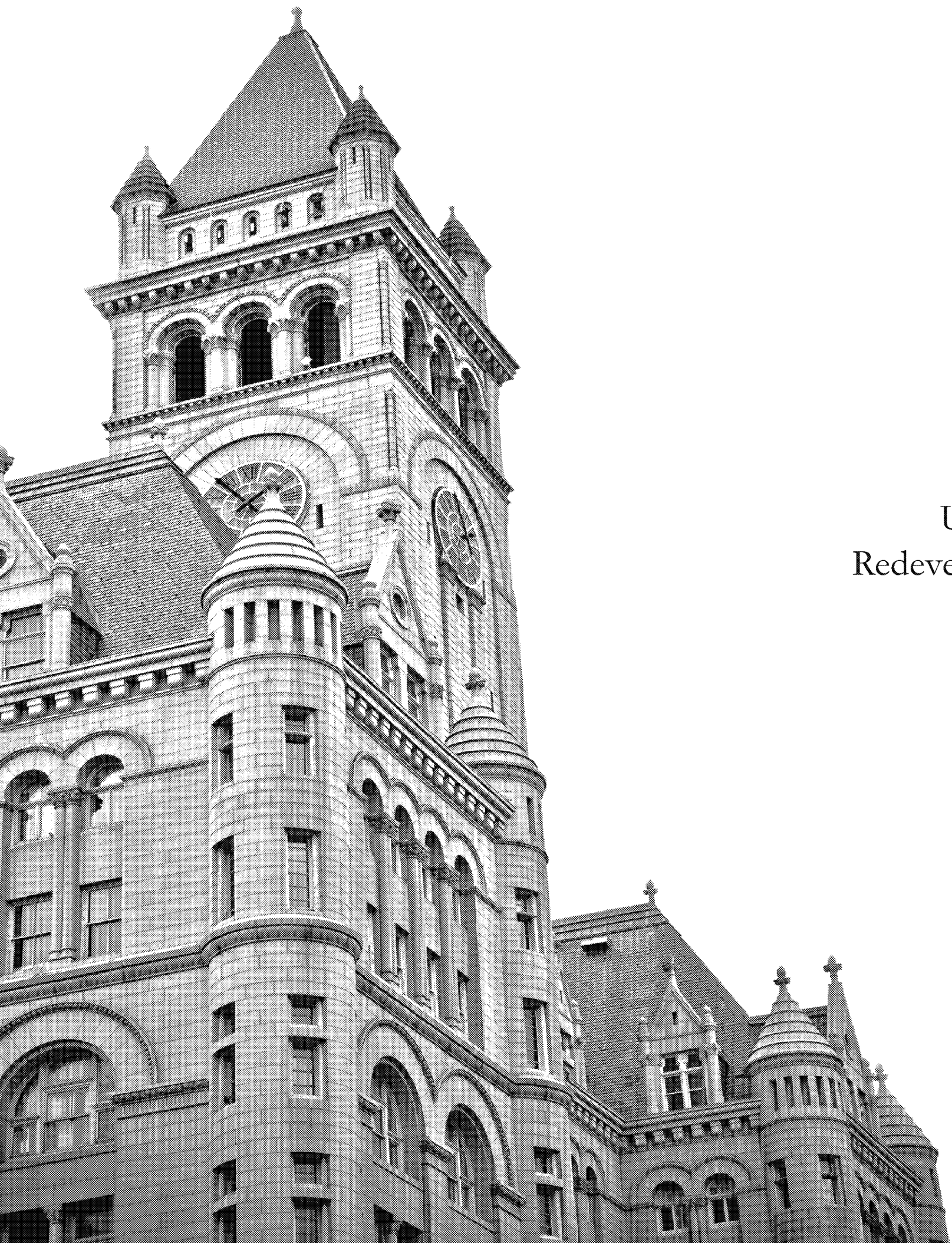
I also wanted to note one of the items in the presentation. Colony previously had provided a reference note from the FDIC (I believe that you and Dave discussed earlier this week) and two bank references. We understand from the comments that the reviewers would like three more reference letters. With the holiday coming up and only two days to get the letters, Colony was unable to obtain these in time to go into the presentation. They will be sending separately with a goal of getting them to you by Wednesday when I believe you are finishing the in-person presentations. I hope this is okay for you.

I look forward to seeing you on Monday.

Best,
Ivanka

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U.S. General Services Administration
Redevelopment of The Old Post Office Building
Washington, D.C.

Trump International Hotel
The Old Post Office Building
Washington, D.C.

December 19, 2011

TRUMP INTERNATIONAL HOTEL

THE OLD POST OFFICE BUILDING

WASHINGTON, D.C.



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FACTOR 1:

1a) No references provided for financial partner

At the time of our submission, Ralph Malami, Manager, Capital Markets and Resolutions, Franchise and Asset Marketing Branch at the Federal Deposit Insurance Corporation ("FDIC") provided a letter of reference for Colony Capital, our financial partner. Per FDIC policy, Mr. Malami was required to send the letter directly to the GSA and not to Colony or Trump for inclusion in this response. The letter was sent to Kevin Terry during the week of July 11th and we have confirmed with Mr. Terry that he received it. In addition, we also submitted bank reference letters in our proposal from Jack Vissicchio, Managing Director, Bank of America Merrill Lynch and Seth Weintrob, Managing Director, Morgan Stanley & Co. LLC.

We now understand that you wanted four letters of reference from non-banking relationships in total for our financial partner. Colony is actively pursuing three additional non-banking reference letters and will attempt to provide them to the GSA by December 21st, which we believe should be in time for the final day of presentations.

1b) No biographies or organization charts for financial partner

Deal Team Biographies

THOMAS J. BARRACK, JR.

Mr. Barrack is Founder, Chairman, and Chief Executive Officer of Colony Capital, LLC, a private equity real estate company headquartered in Los Angeles, California.

As Chairman, Mr. Barrack has invested approximately \$45 billion in assets around the globe. Today, Mr. Barrack oversees a global organization located in 11 cities and 9 countries. Prior to the formation of Colony, Mr. Barrack was a principal with the Robert M. Bass Group, the principal investment vehicle of the Fort Worth, Texas investor Robert M. Bass. Mr. Barrack also served in the Reagan administration as Deputy Undersecretary of the Department of the Interior.

Mr. Barrack received a B.A. in 1969 from the University of Southern California. He attended Law School at the University of San Diego and the University of Southern California, where he was an editor of the Law Review.

THOMAS F. HARRISON

Mr. Harrison, Principal of Colony Capital, LLC, is responsible for the management oversight of the firm's real estate portfolio, including the management of its value-added and real estate development activities. Mr. Harrison was previously active in the acquisition and management of Colony's REO portfolio from 1991 to 1995.

Mr. Harrison began in real estate development and management in 1981 and this experience spans a broad array of product types and marketplaces. Prior to joining Colony in 1991, Mr. Harrison was an Executive Vice President of WSGP Partners, where he was responsible for real estate acquisitions from the RTC and other financial institutions. Previously, Mr. Harrison held senior positions with three prominent national development companies where he was responsible for the development collectively of over \$1.5 billion of real estate projects and the acquisition of over \$250 million of income-producing properties and residential land.

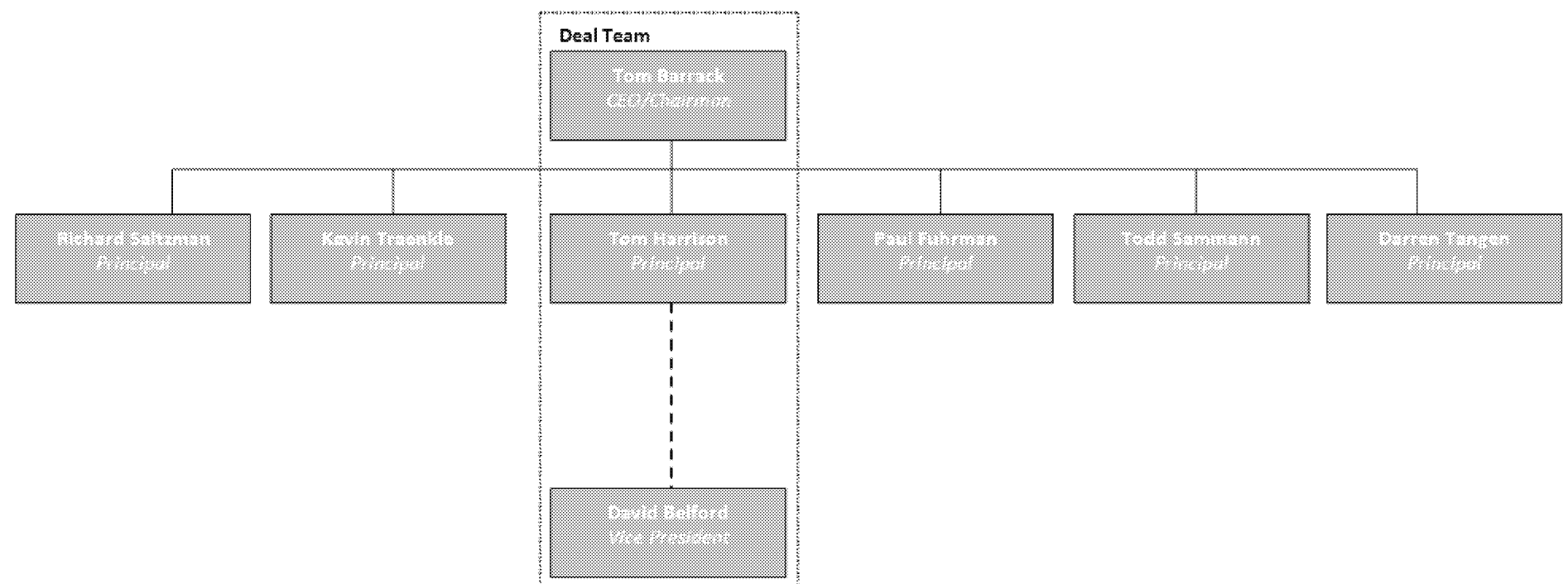
Mr. Harrison is a member of the Urban Land Institute. He received a B.A. and an M.A. in Architecture from the University of California, Los Angeles in 1975 and 1978, respectively.

DAVID BELFORD

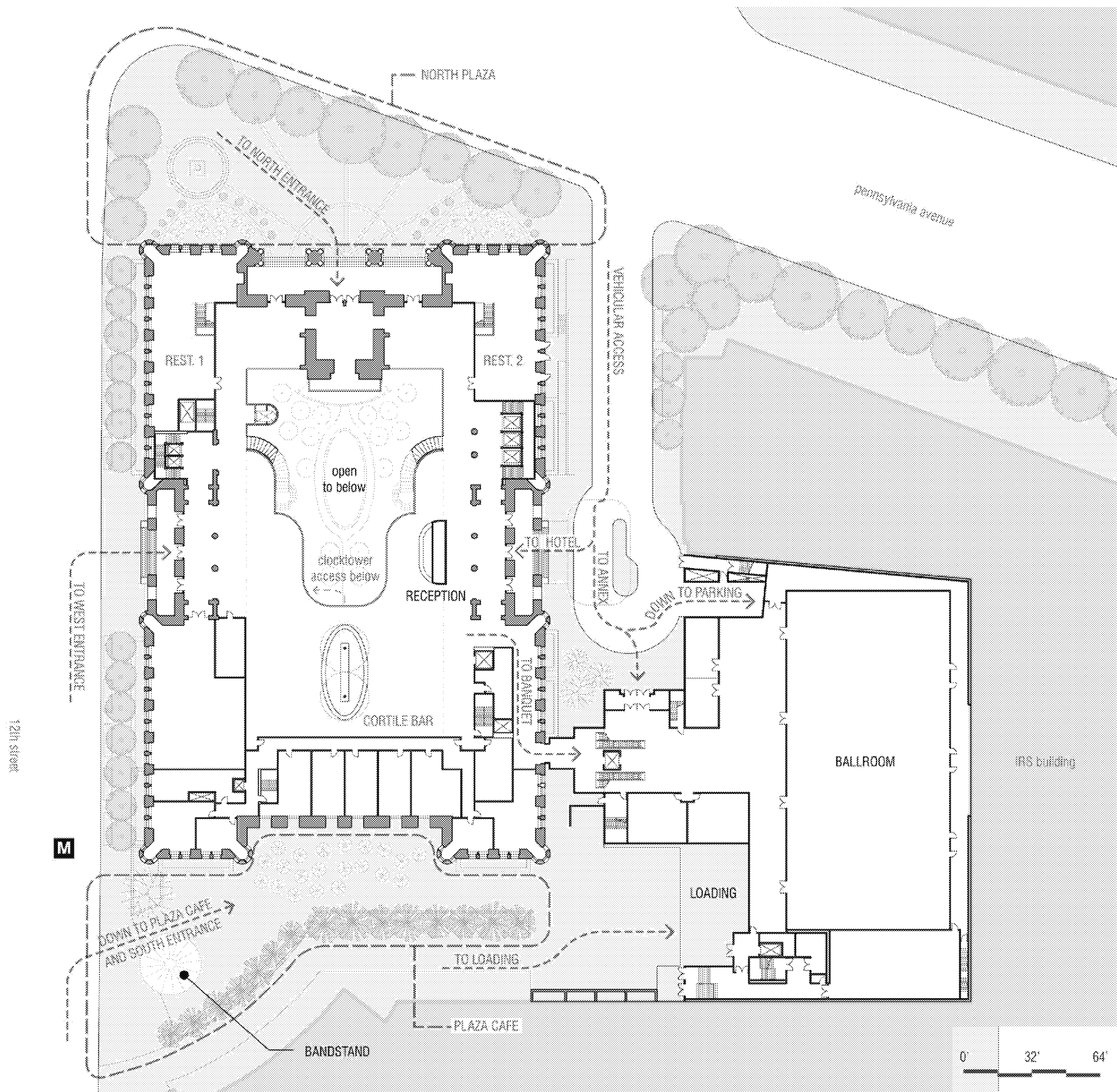
Mr. Belford, Vice President of Colony Capital, LLC, is responsible for the identification, evaluation, and consummation of new investments, primarily in North and South America. Prior to joining Colony in 2008, Mr. Belford was an Associate in the Originations division at iStar Financial Inc. in New York. From 1999 to 2004, Mr. Belford worked in the Investment Banking Division of Donaldson, Lufkin & Jenrette, Inc./ Credit Suisse First Boston Inc. in New York and Los Angeles and on the Foreign Exchange desk at Merrill Lynch & Co., Inc. in New York.

Mr. Belford received his B. Com. from Queen's University in Ontario, Canada, a Master of International Affairs from the Lauder Institute at the University of Pennsylvania and an MBA from the Wharton School.

Colony Capital, LLC organizational chart



FACTOR 2: DETAILED SITE PLAN



In order to promote readability, the comments identified in Factor 2 have been reordered to be shown alongside the relevant diagram

2b) Limited Public Access

As the diagram shows, the Trump proposal emphasizes reinstating and utilizing all four major original entrances to the OPO. The Pennsylvania Avenue entrance will once again become the building's front door; the 11th Street entrance will become the main vehicular drop-off for the hotel and Annex; the C Street entrance will become the southern entry for visitors from the National Mall; and the 12th Street entrance will become the Metro Station entry, directly accessing the first floor. This will permit clear and open public accessibility from all four entrances. This configuration also allows this new activity in the Federal Triangle to extend across Pennsylvania Avenue, providing an extraordinary link that brings visitors from all directions, including straight from the National Mall to downtown D.C.

2c) Lack of specific documentation on exterior plans for public spaces

The paving of the Pennsylvania Avenue Plaza will reflect the tri-arched entrance of the building. 11th street shows the cross axis of the McMillan plan inscribed within the paving pattern, offering some history of that plan and the OPO. The layout of the rear plaza is designed to be a gentle slope and provide a fully accessible southern entrance to the ground floor. It is expected that further detailing of these spaces will be coordinated with GSA and the review agencies.

2f) Unclear relation between Pennsylvania Avenue restaurants and North Plaza

The two new restaurants at the northwest and northeast corners of the OPO would serve patrons at the outdoor cafés through the existing side doors at the top of the existing front steps. In addition, items from the ground floor prep kitchens could be delivered from the ground floor northeast entrance. Restaurants in this area best meet the GSA's goals of contributing to the vitality of the Avenue due to their later business hours and engagement of the sidewalk with tables. Fashion retail uses, on the other hand, would not be open in the evenings and might require significant alterations to the building's façade to attract tenants.

2l) Concern about Pennsylvania Avenue vehicular access

The Trump team has done due diligence that supports reinstating 11th Street for vehicular access to the OPO and Annex. There is currently an intersection for 11th Street on Pennsylvania Avenue and the Trump team intends to work closely with the District Department of Transportation to work on the proper traffic signalization for multi directional vehicular access. We believe that our efforts with the District Department of Transportation will be successful. However, the Trump proposal would also work with a right turn only condition for cars entering 11th Street from Pennsylvania as well as exiting from 11th Street to Pennsylvania Avenue.

FACTOR 2: OLD POST OFFICE- DETAILED AXONOMETRIC DIAGRAM

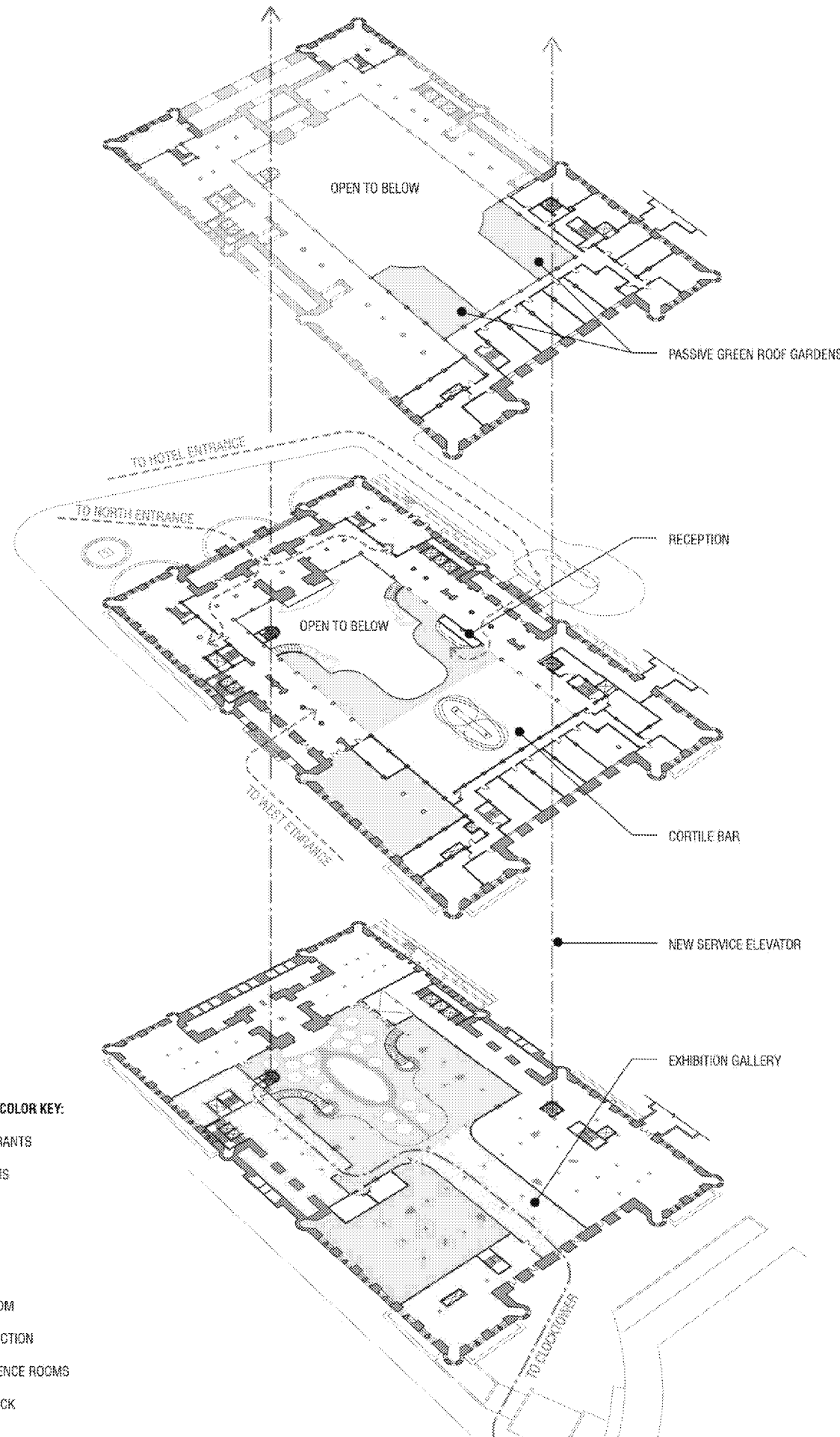
MEZZANINE LEVEL:
RESTAURANTS AND
GUEST ROOMS

FIRST FLOOR:
RESTAURANTS,
CORTILE BAR,
LIBRARY AND
GUEST ROOMS

GROUND FLOOR:
WATER GARDEN, SPA,
PLAZA CAFE AND
MUSEUMS

PUBLIC SPACES COLOR KEY:

- RESTAURANTS
- MUSEUMS
- SPA
- CORTILE
- LIBRARY
- BALLROOM
- PRE-FUNCTION
- CONFERENCE ROOMS
- ROOF DECK



2d) Design seems flamboyant, inconsistent with historic nature/character

The Trump team focused our design efforts on developing solutions specifically guided by the historic nature and character of the building including: (a) a design solution for column-free hotel guest rooms that coordinates with the exterior windows and the corridor's historic pattern of doors and borrowed light windows; (b) a design solution for an entrance canopy on 11th Street that does not touch the building; and (c) a design solution for the sequence of events that enable people to experience the historic nature of the building through preserved elements, informational exhibits, and public gardens. The design for new features, such as the Water Garden in the Cortile, are not finalized and the images displayed are intended only to show an amenity water garden on the ground floor. Working with the GSA's feedback, the Trump team intends to further design every amenity to create interesting and functional new improvements while meeting the historic restoration requirements for all of the contributing elements of the building.

2e) Unclear access to the clock tower

The Trump proposal inadvertently did not clearly identify the elevator to the tower. The existing elevator would be incorporated into our new design. There is a designated sequence of experiences on the way to the tower which is more clearly represented in the diagram to the left. Entering from the south, on ground floor level from the Mall side of the OPO, the visitor would proceed to the Cortile through a gallery of historic exhibits detailing the long history of the OPO. There the visitor can enter the OPO museum leading to the Congress Bells museum and from there access the existing elevator (which would be refurbished) and ascend to the tower. Visitors coming in from the first floor entrances would come down either of the two new grand stairways and then enter the tower at the ground floor of the Cortile.

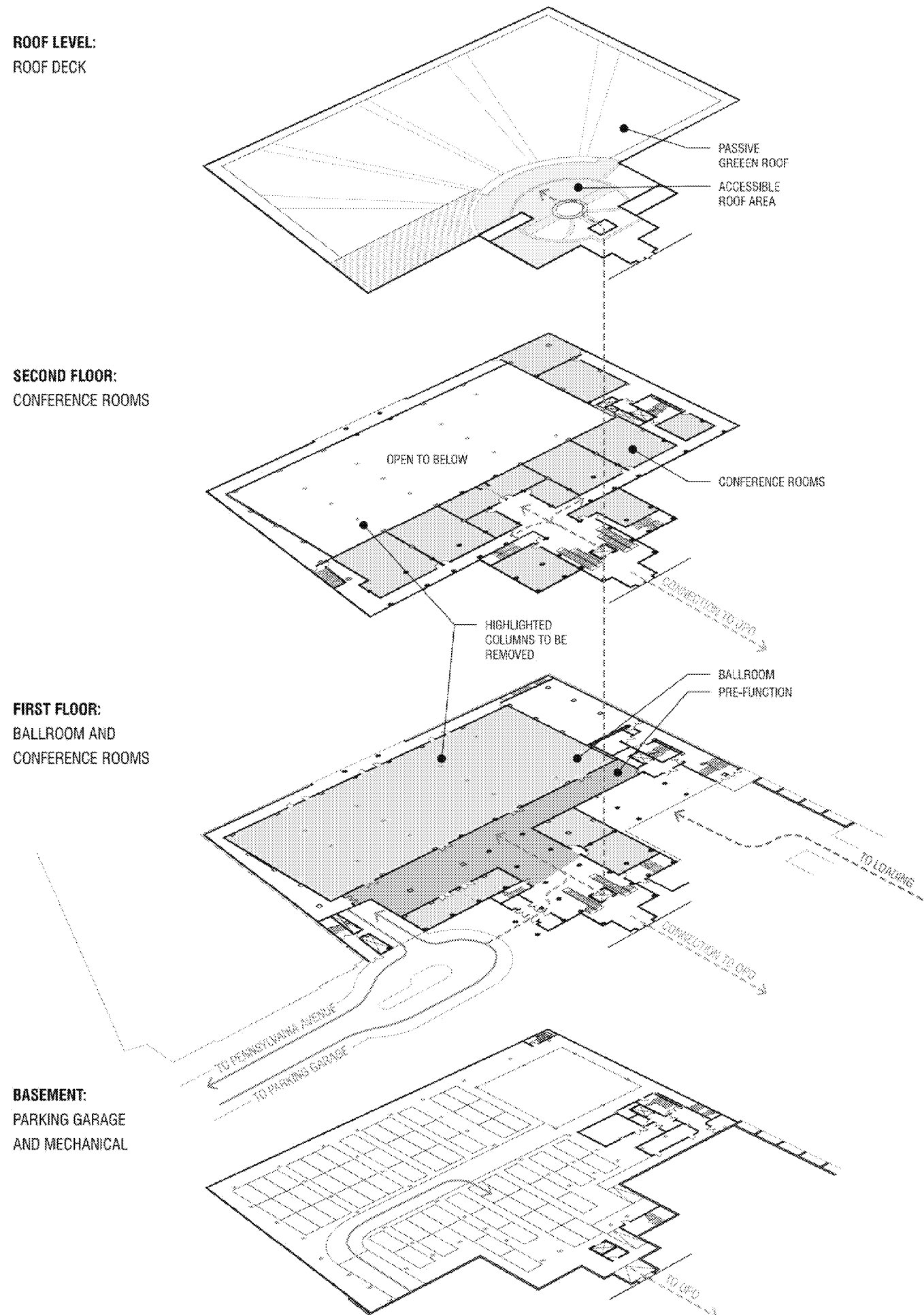
2g) Reception is hidden

The Trump proposal addresses that the majority of people staying at the hotel would arrive by cab or car at the 11th Street entrance. In order to introduce the visitor to the historic fabric of the OPO, they are greeted with the carved wood mahogany screen of the old Stamp Windows Counter. The reception desk is purposely located on the back side of the Stamp Windows Counter to draw the visitor into the Cortile and get the stunning experience of the space with the heroic tower. We are very open to reconsidering the final placement of the reception desk in another location that also does not detract from the Stamp Windows Counter and Cortile.

2h) Unclear service elevators

The Trump proposal added a new service elevator which is located in the southeast corner near the fire stair. This area is currently a mechanical shaft and the Trump team believes we can eliminate the need for mechanicals in this area and utilize the shaft for the elevator with only minor structural work. The proposed service elevator will be sized appropriately to accommodate the required services

FACTOR 2: ANNEX- DETAILED AXONOMETRIC DIAGRAM



2a) Annex meeting space seems awkward

The Annex has been programmed as an integrated, luxury meeting facility. The Trump proposal provides the largest meeting space and ballroom within the luxury Washington D.C. hotel competitive set. It will have over 34,000 square feet of event space, including a 13,600 square-foot two story high Grand Ballroom, and several meeting/function rooms. Locating the meeting space in a consolidated location will ensure its efficient use for large events and break-out sessions and provide easy access from the banquet kitchen to all venues. The entrance is designed to work with the vehicular access drop-off on the newly reinstated 11th street. In addition, the facility will be easily accessible from the first floor of the main building via the existing enclosed walkway. A visitor will arrive into a welcoming pre-function space which opens up to the Grand Ballroom, restrooms, and a kitchen. Using the existing elevator or corner stair, a visitor can continue up to the second floor conference center. Lastly, the visitor can ascend up to the roof and enjoy the beautiful roof top garden. The Annex basement will be converted into a valet parking garage and new mechanical spaces which will allow for all mechanical ties with the IRS building to be severed. The Trump proposal intends to keep most of the Annex structure intact, but will remove 18 columns and part of the second floor slab to create a two-story, column-free Grand Ballroom, and rebuild the Annex roof to replace the skylight with a new flat green roof with a garden. The building's façade will also be covered with a green living wall. The roof garden will be accessible on the portion of the roof closest to OPO. The rest of the Annex roof will be a passive green roof. Restructuring the Annex roof will also lower the overall building height.

2l) Is the Annex being totally rebuilt?

As noted in answer 2a, the majority of the structure and foundations of the Annex will be retained with some structural modifications to accommodate the new use.

2j) Unclear Annex Plans

As noted in answer 2a, the Annex has been programmed as an integrated, luxury meeting facility. The majority of the structure and foundations of the Annex will be retained with modifications to the roof and removal of some interior columns to accommodate the new use. The building's façade will be covered with a green living wall. The roof garden will be accessible on the portion of the roof closest to OPO. The rest of the Annex roof will be a passive green roof. Restructuring the Annex roof will also give the opportunity to lower the overall building height.

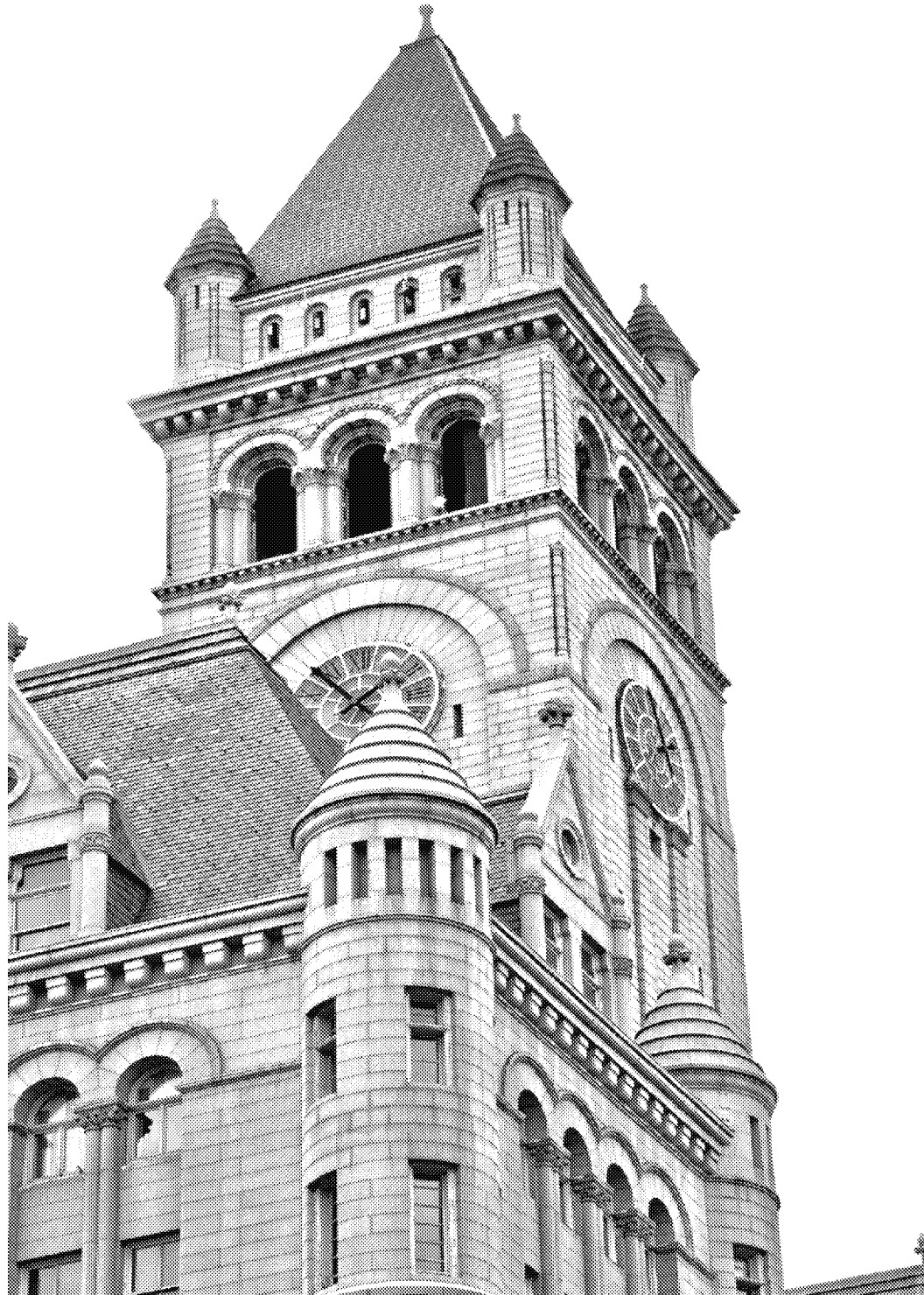
2k) Unclear about the loading area location/design

The service and loading areas are intended to remain where they are today in the Annex with delivery access from 12th Street. The service route from the Annex to OPO will take the same internal corridor route as it does today. The back of house area in the OPO has been strategically located in close proximity to the existing service route.

FACTOR 3:

3a) Commitment from Colony not in writing

Trump and Colony have an extensive, signed agreement that documents investment and decision-making and a second agreement that establishes Trump's role as brand and manager. Colony has approved this project at the highest levels and the original project advocate was Tom Barrack, Colony's Founder, CEO and Chairman. Tom Barrack and Donald J Trump have a personal and professional relationship that spans more than 25 years, which further solidifies Colony's commitment to partnering with Trump. In addition, Colony has been involved in the planning and development of the proposal from their participation in the first site tour and have even funded 50% of all expenses. Please find a letter from Tom Barrack that describes Colony's strong commitment.



ColonyCapital, LLC

December 16, 2011

Kevin Terry
Senior Realty Contracting Officer
US General Services Administration
301 7th Street SW
Washington, DC 20407

Re: Financial Sponsor Commitment

To Kevin:

Colony remains very committed to its partner The Trump Organization for the GSA's leasing and redevelopment process for the Old Post Office. To date, Colony has spent considerable time and energy and incurred significant costs to perform due diligence and underwrite this opportunity. We believe our team is best-positioned both as the ideal caretaker of the OPO and that Trump and Colony together offer a proposal that makes the most economic sense for the GSA over both the short and long-term. Please contact me with any questions or concerns regarding Colony's commitment to this project.

Warmly,

A handwritten signature in black ink, appearing to read "Thomas J. Barrack, Jr.", written in a cursive style.

Thomas J. Barrack, Jr.

2450 Broadway
6th Floor
Santa Monica, California 90404
Tel: 310.282.8820
Fax: 310.282.8808

FACTOR 3:

3b) Financial statements appear to have multiple GAAP departures including but not limited to not including separately held entity financials, no provisions for income tax and the PV of the deposits not reflected

We believe that Mr. Trump's financial statements clearly demonstrate that we are more than capable to fund this project and that, in fact, we could do so entirely in cash. That being said, this will not be necessary due to our commitment from Colony and strong interest from existing banking relationships (letters from some of them were included in our proposal).

The financial statements provided are Mr. Trump's personal statements. Unlike the statements of public companies, it is not uncommon for personal financial statements to include GAAP exceptions. To provide further context, we will attempt to respond to your specific examples below:

Separately held entities: Mr. Trump owns approximately 400 entities that are in various businesses. Unlike Mr. Trump's personal financial statements, which are completed as of June 30th each year, the books for these individual entities are generally accounted for on a calendar year. Including these entities on the June 30th statement would require the books of 400 entities to be closed twice per year, which would be highly unconventional and costly. Mr. Trump finds that the level of detail that is provided is adequate for his purposes.

Provisions for income tax: To establish a provision for income taxes, we would need to close the books on each entity twice per year as we have discussed above.

PV of the deposits: Membership deposits are documented as they are as they do not become due until a member resigns and we have no way of determining how many, if any, members will resign. In addition, some of our clubs' documents allow the refund of deposits only after a very long period of time (e.g., 30 years) or when multiple new members join and offset these refunds. It should be noted that the footnotes to the financial statement disclose the full amount of these membership deposits for each club facility. This amount greatly exceeds the present value of those deposits.

3c) Please provide a statement regarding any bankruptcy or loan defaults on real estate development projects as specified under Factor 3

We responded to this question in the RFP as follows:

"Trump and Donald J. Trump are not debarred, suspended, proposed for debarment, or declared ineligible for the award of contracts by any Federal agency. Furthermore, Trump has no bankruptcy or loan defaults on real estate projects or government contracts."

We are unclear if this response was considered by the evaluation team, and if so, whether it was deemed inadequate. Please let us know if there is a further question or concern on this matter and we will do our best to address it.

3d) Please provide financials on equity partner

Please find to the right Colony's long and consistent track record of raising large real estate investment funds. Their investment in this project would originate from these funds.

Colony Capital, LLC & Affiliates			
Fund Listing			
Funds	Initial Closing	Fund Capital Platform	Commitments
Colony I	Dec-91	Opportunistic	185,300,000
Colony II	Apr-95	Opportunistic	625,000,000
Colony III	Jan-98	Opportunistic	1,000,000,000
Colony IV	Nov-99	Opportunistic	562,522,500
Colony V	Dec-01	Opportunistic	201,025,600
Colony VI	Jul-03	Opportunistic	463,000,000
Colony VII	Jul-05	Opportunistic	1,200,000,000
Colony VIII	Nov-06	Opportunistic	4,000,000,000
Colyzeo I (@1.2)	Jul-03	Opportunistic	275,280,000
Colyzeo II (@1.4)	Feb-07	Opportunistic	1,414,225,681
Colony Asia	Jun-03	Opportunistic	150,650,000
CRP I	Jun-05	Value-Added	512,000,000
CRP II	Apr-06	Value-Added	976,000,000
CRP III	Jan-08	Value-Added	368,000,000
CDCF	May-08	Distressed Debt	885,140,200
CDCF II	Mar-11	Distressed Debt	356,866,531
			13,175,010,512

Note: excludes hedge fund Edge, MENA vehicles, co-investments and Public REIT - Colony Financial Inc. (CFI)

FACTOR 4:

4a) Unclear how tax credit would be applied

Traditionally, the federal tax credits for historic preservation have been applied to the overall cost of rehabilitation work on a National Register property. There are numerous examples of successful projects that have benefited from these credits including Hotel Thayer at West Point, NY (one of many projects on which John Cullinane, our team member, worked). Although the tax credits can apply to any essential part of a rehabilitation project, on the Old Post Office the credits will enable us to undertake essential stabilization and repair work. In addition, previous inappropriate additions to the building, such as the rear entrance covering and ramp would be removed and the facade restored to its original configuration. The preservation requirements for receiving tax credits are very demanding and our intention to apply for these credits should give the GSA comfort in our commitment to preserving the building at a very high level. With the tax credits we are confident that the project will preserve the character of the Old Post Office, and its contributing elements, while extending its useful life.

The \$24 million of tax credits was calculated as 20% of the total hard costs of the project (\$122MM). The credits become available at the completion of the project and we plan to partially pay down our construction financing with the proceeds.

4b) ADR assumptions seem optimistic

Our team spent significant time in the market establishing the potential for Trump International Hotel, The Old Post Office Building, Washington, D.C. and took a conservative approach to projecting our average daily rate (ADR). Our senior hotel executive team, including our COO and CFO, spent more than a week in the market meeting with the General Managers of the top luxury properties to enhance their understanding of the competitive set, and the key drivers that make them successful, in order to establish a program for the OPO that will outperform these competitors.

Under our plan, Trump International Hotel, The Old Post Office Building, Washington, D.C. is positioned to outperform the competitive set based on the reasons discussed in our proposal, including:

- The building and its architecture are impressive, iconic, and unique. These characteristics would be meticulously preserved while also providing for the highest level of finishes throughout the interior of the building.
- The OPO's location is ideal for both business and leisure travel, which will support strong occupancy throughout the seasons, both on weekends and weekdays. Proximity to the mall, museums, and monuments, in addition to our world class spa, leading banquet facilities, and signature restaurants, will drive leisure business on weekends when occupancy in D.C. is generally weakest.
- All of the General Managers of our potential competitors articulated the need for more meeting space and a larger ballroom in order to secure the large group events that take place in the Washington D.C. market.
 - Our 34,000 square feet of meeting space is the most of any top-tier luxury hotel.
 - Our 13,600 square foot Grand Ballroom will also be the largest in our competitive set and serve as the premier location for events varying from blue chip corporate meetings to high end social events.
- The existing luxury hotel properties achieve significantly higher rates in their larger rooms and we have accordingly programmed our OPO hotel with a significantly higher percentage of premier rooms than our competitors.
- In addition, Trump International Hotel, The Old Post Office Building, Washington, D.C. will be the first luxury hotel opened since the Mandarin Oriental in 2004, which is a significant competitive advantage as we will be competing against aging properties. This advantage is expected to last for the foreseeable future as there is no pipeline of new top-tier luxury properties being proposed in the Washington D.C. market.

All of these factors make us confident that our projections are obtainable. In order to establish ADR at stabilization, we used the following systematic approach:

Current Top Tier Luxury Hotel Performance: To establish the current market, we obtained the Smith Travel Research (STR) blended performance data for the Four Seasons Hotel, Washington, DC, The Hay-Adams, The Ritz-Carlton, Washington D.C., The Ritz-Carlton Georgetown, Washington D.C., and the Mandarin Oriental, Washington D.C. This group is referred to throughout this response as our "competitive set".

In 2010, these properties obtained a weighted average ADR of \$372.85. These numbers are strong relative to the rest of the country and are expected to improve significantly along with national hospitality fundamentals.

It should be noted that there was significant variability in the performance of different properties based on the quality of their product offering. The Four Seasons Hotel, Washington, DC has proven that hotel guests will pay significantly more for a high quality product and an attractive amenities package. They achieved 70% occupancy and an ADR of \$522 in 2010, which resulted in their revenue per available room (REVPAR) exceeding the competitive set by 45%. The program that we have devised would position the OPO to compete directly with the Four Seasons and outpace the rest of the competitive set.

(continued)

FACTOR 4:

4b) ADR assumptions seem optimistic (continued)

Expected Growth of Competitive Set: To establish growth assumptions that bring the competitive set from 2010 to 2018, we evaluated historic hotel performance along with the projected supply and demand drivers for Washington D.C. The predicted performance for the national hotel market is very positive as growth cycles generally last seven years and we are currently in the second year of one of those cycles. In addition, Washington D.C.'s long-term economic drivers are amongst the best in the country.

Per PKF (a hotel research firm), ADR for the luxury sector in Washington D.C. has grown by 4% per year over the last ten years including the weak years during the recent downturn. Based on strong demand and lack of any new supply, market analysts expect significant rate growth in the coming years.

In our analysis, we project:

2011-2014: 6% average ADR growth as we exit the recession.

2015-2021: 4% ADR growth at the historical average.

2022 onward: 2.5% ADR growth.

Comp Set Forecast	2010	2011	2012	2013	2014	2015	2016	2017	2018
Occupancy %	67.2%	68.0%	69.5%	70.0%	70.0%	70.0%	68.0%	68.0%	70.0%
ADR	\$ 372.85	\$ 389.16	\$ 417.17	\$ 446.30	\$ 472.30	\$ 491.03	\$ 510.67	\$ 531.10	\$ 552.34
RevPar	\$ 250.56	\$ 264.63	\$ 289.93	\$ 312.41	\$ 330.61	\$ 343.72	\$ 347.26	\$ 361.15	\$ 386.64
ADR Growth		4.4%	7.2%	7.0%	5.8%	4.0%	4.0%	4.0%	4.0%
REVPAR Growth		5.6%	9.6%	7.8%	5.8%	4.0%	1.0%	4.0%	7.1%

Competitive Set Penetration of Trump International Hotel, The Old Post Office Building, Washington, D.C.: We believe that this property will be the rate leader in Washington D.C. and will obtain a significant rate premium over the competitive set. The Four Seasons, which our proposal positions us to compete favorably with, achieves a 40% premium on ADR relative to the competitive set.

However, to be conservative, our numbers project our hotel obtaining ADR penetration of 86% of the Four Seasons and 119.5% of the competitive set.

Index Forecast	2016	2017	2018
Occupancy Index	80.9	98.5	102.9
ADR Index	107.7	111.1	119.5
RevPar Index	87.1	109.5	122.9

Taking all of these numbers into consideration, we predict a \$660 ADR in 2018 for Trump International Hotel, The Old Post Office Building, Washington, D.C.

4c) Permanent financing includes \$48MM cash out in year 3

As we are confident that the project will be generating significant income by the third year of operations, we predict that we will be able to very conservatively borrow more money than our outstanding construction loan at that time. This will result in excess proceeds. This is beneficial to both Trump and the GSA as we have structured the GSA's fees to provide for additional payments at refinancing or sale once Trump reaches a certain return hurdle. This potential distribution will get us to that hurdle more quickly. Please let us know if there is a specific concern related to this component of our proposal and we will do our best to respond to it.

FACTOR 4:

4d) Missing cash flows for years 6-13

Table was shortened in our proposal for formatting purposes. Please see below for the full sheet.

C.1. TRUMP OPO CASH FLOW PRO FORMA

<i>(USD Thousands)</i>														
Project Year	1	2	3	4	5	6	7	8	9	10	11	12	13	
Hotel Operating Year				1	2	3	4	5	6	7	8	9	10	
Period End	Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25	Mar-26	
Period	Construction Period		Opening	Stabilization & Refi									Sale	
Uses of Funds ¹	TOTAL													
Development Funding	\$ 185,852	\$ 10,412	\$ 76,718	\$ 98,722	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Tax Credit	\$ (24,366)	\$ -	\$ -	\$ (24,366)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Capitalized Pre-Development Costs	\$ 1,672	\$ 1,672	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Uses	\$ 163,158	\$ 12,084	\$ 76,718	\$ 74,356	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sources of Funds														
Equity	\$ 74,895	\$ 12,084	\$ 62,810	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Construction Draw (Net of Tax Credit)	\$ 88,264	\$ -	\$ 13,907	\$ 74,356	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Sources	\$ 163,158	\$ 12,084	\$ 76,718	\$ 74,356	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Property Income														
Building NOI	\$ 165,619	\$ -	\$ -	\$ -	\$ 1,923	\$ 11,273	\$ 18,063	\$ 18,543	\$ 18,090	\$ 18,558	\$ 19,039	\$ 19,533	\$ 20,039	\$ 20,558
Lease Payments	\$ 37,099	\$ -	\$ -	\$ -	\$ 3,311	\$ 3,394	\$ 3,479	\$ 3,566	\$ 3,655	\$ 3,747	\$ 3,840	\$ 3,936	\$ 4,035	\$ 4,136
Income After Lease Payments	\$ 128,520	\$ -	\$ -	\$ -	\$ (1,388)	\$ 7,879	\$ 14,584	\$ 14,977	\$ 14,435	\$ 14,812	\$ 15,199	\$ 15,596	\$ 16,004	\$ 16,423
Construction Interest	\$ 15,267	\$ -	\$ 41	\$ 3,159	\$ 5,680	\$ 5,896	\$ 491	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income After Construction Interest	\$ 113,253	\$ -	\$ (41)	\$ (3,159)	\$ (7,068)	\$ 1,983	\$ 14,093	\$ 14,977	\$ 14,435	\$ 14,812	\$ 15,199	\$ 15,596	\$ 16,004	\$ 16,423
Income (Post-IR)	\$ 123,253	\$ -	\$ -	\$ -	\$ (268)	\$ 1,983	\$ 14,093	\$ 14,977	\$ 14,435	\$ 14,812	\$ 15,199	\$ 15,596	\$ 16,004	\$ 16,423
NCF	\$ 33,047	\$ -	\$ -	\$ -	\$ (268)	\$ 1,983	\$ 2,817	\$ 3,701	\$ 3,159	\$ 3,536	\$ 3,923	\$ 4,321	\$ 4,728	\$ 5,147
Investor Cash Flows														
Equity Investment	\$ (74,895)	\$ (12,084)	\$ (62,810)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
NCF	\$ 33,047	\$ -	\$ -	\$ -	\$ (268)	\$ 1,983	\$ 2,817	\$ 3,701	\$ 3,159	\$ 3,536	\$ 3,923	\$ 4,321	\$ 4,728	\$ 5,147
Perm Refi Excess Proceeds	\$ 47,576	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 47,576	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Sale Proceeds	\$ 275,253	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 275,253
Less: Debt Repayment	\$ (119,991)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (119,991)
Less: GSA Deferred Participation (TBD)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Equity CF pre-GSA Profit Share	\$ 160,991	\$ (12,084)	\$ (62,810)	\$ -	\$ (268)	\$ 1,983	\$ 50,393	\$ 3,701	\$ 3,159	\$ 3,536	\$ 3,923	\$ 4,321	\$ 4,728	\$ 160,410

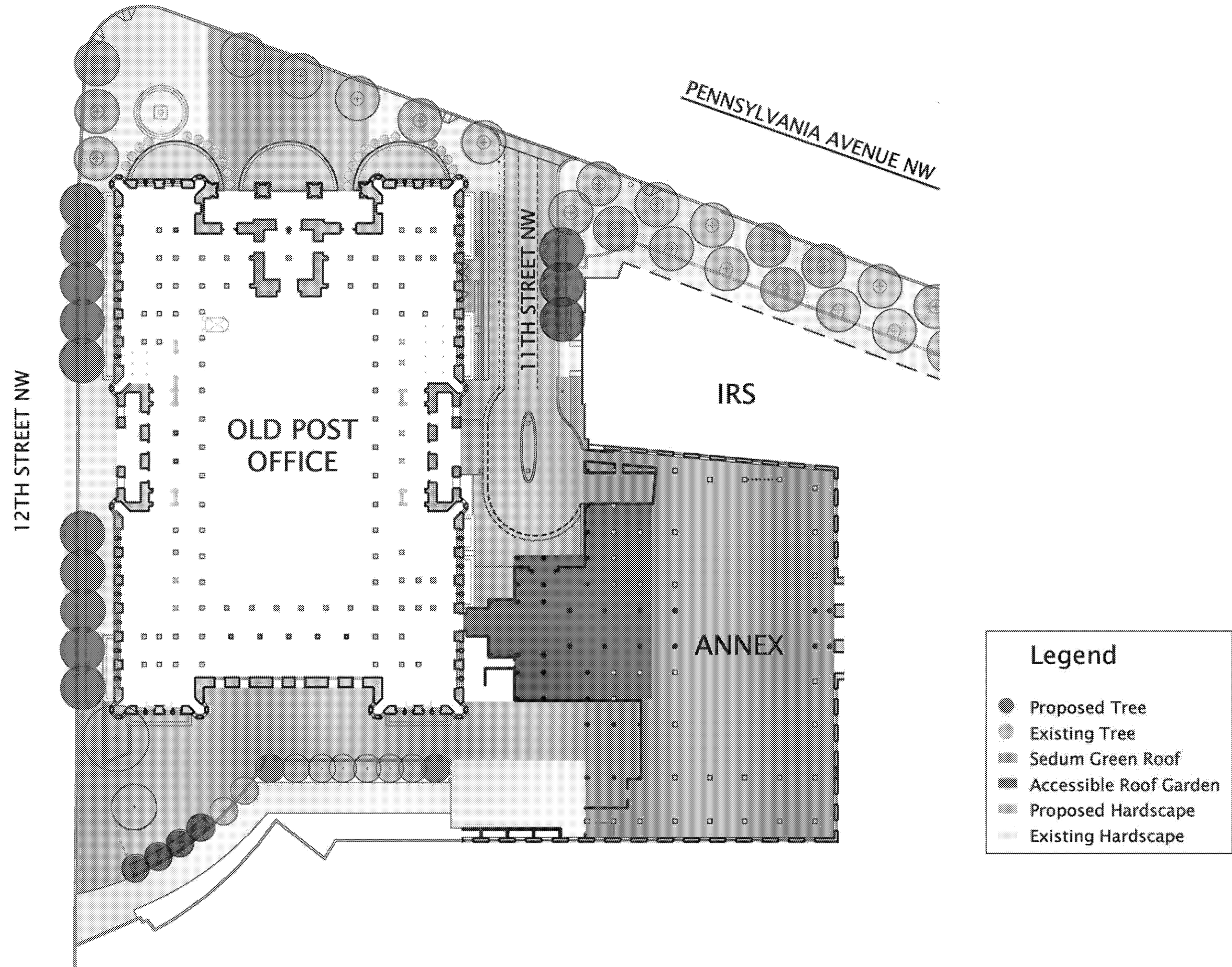
Internal Rate of Return ²	14.0%
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1. Does not include Interest Reserve of approx. \$9-10M.
 2. Does not reflect 15% Preferred Return to the PSD

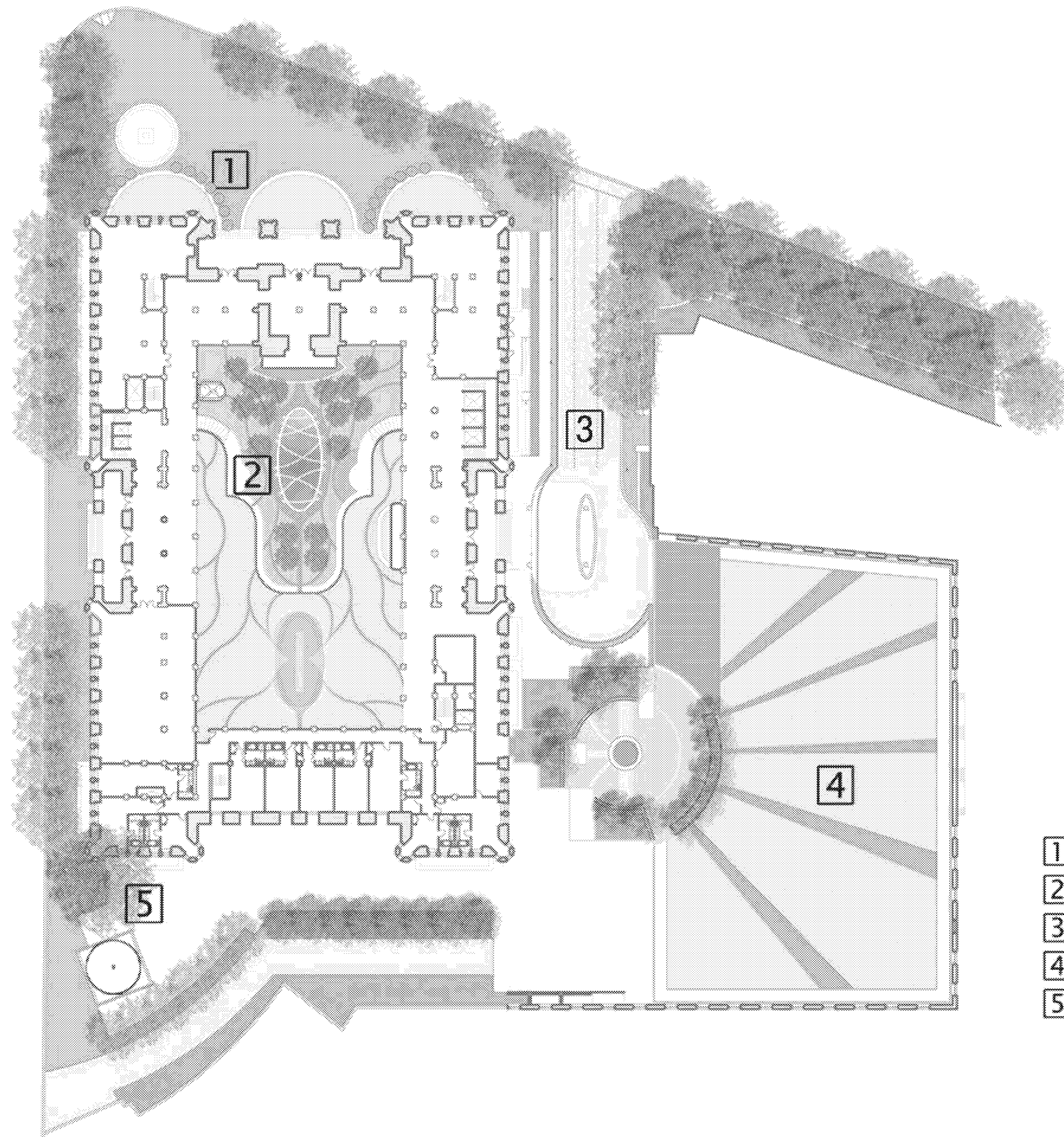


Enlarged Drawings and Renderings

SCHEMATIC SITE PLAN



LANDSCAPING PLAN

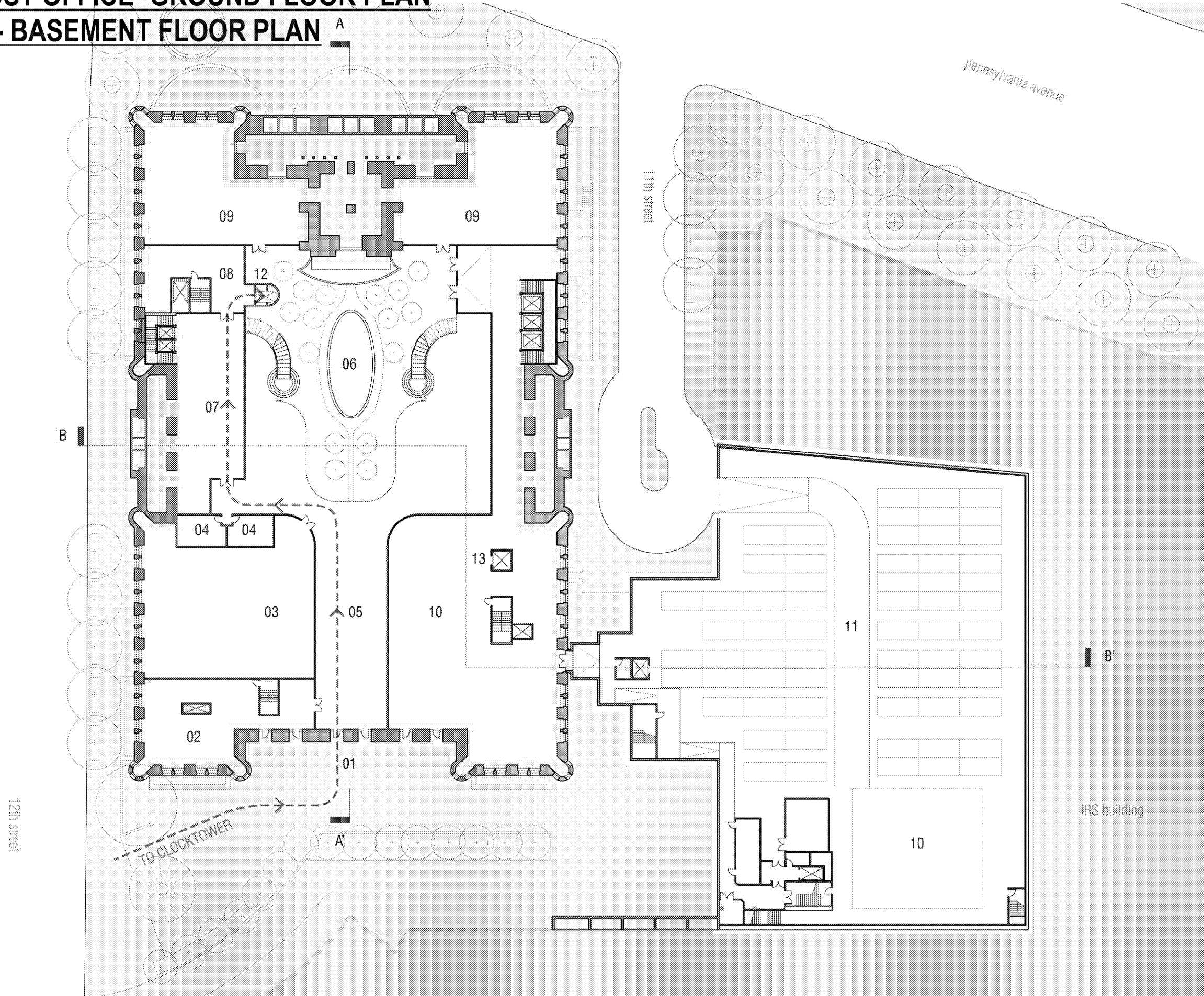




A Collection of Gardens

- 1 Cafe Gardens on Pennsylvania Avenue
- 2 Water Garden at the Cortile
- 3 Linear Garden on 11th Street
- 4 Green Roof Garden atop the Annex
- 5 Plaza Garden at the C Street Entrance

OLD POST OFFICE- GROUND FLOOR PLAN

ANNEX- BASEMENT FLOOR PLAN



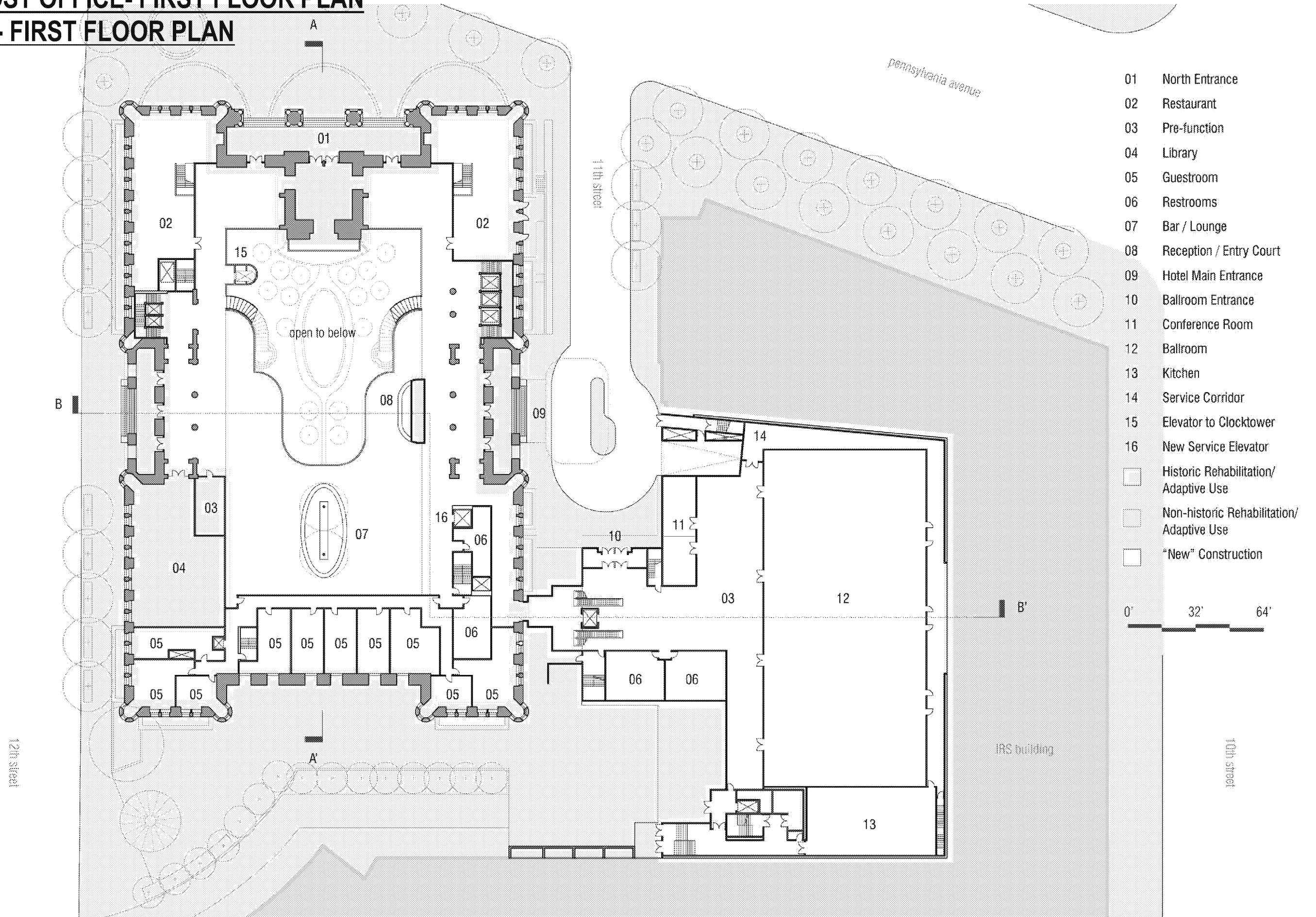
- 01 South Entrance / C Street Plaza
- 02 Plaza Cafe
- 03 Spa
- 04 Restrooms
- 05 Exhibition Gallery
- 06 Water Garden
- 07 Old Post Office Museum
- 08 Congress Bells Museum
- 09 Mechanical / Prep Kitchen
- 10 Back of House
- 11 Parking
- 12 Elevator to Clocktower
- 13 New Service Elevator
-  Historic Rehabilitation/ Adaptive Use
-  Non-historic Rehabilitation/ Adaptive Use
-  "New" Construction



- PATH TO CLOCKTOWER:**
- 01 South Entrance / C Street Plaza
 - 05 Exhibition Gallery
 - 07 Old Post Office Museum
 - 08 Congress Bells Museum
 - 12 Elevator to Clocktower

OLD POST OFFICE- FIRST FLOOR PLAN

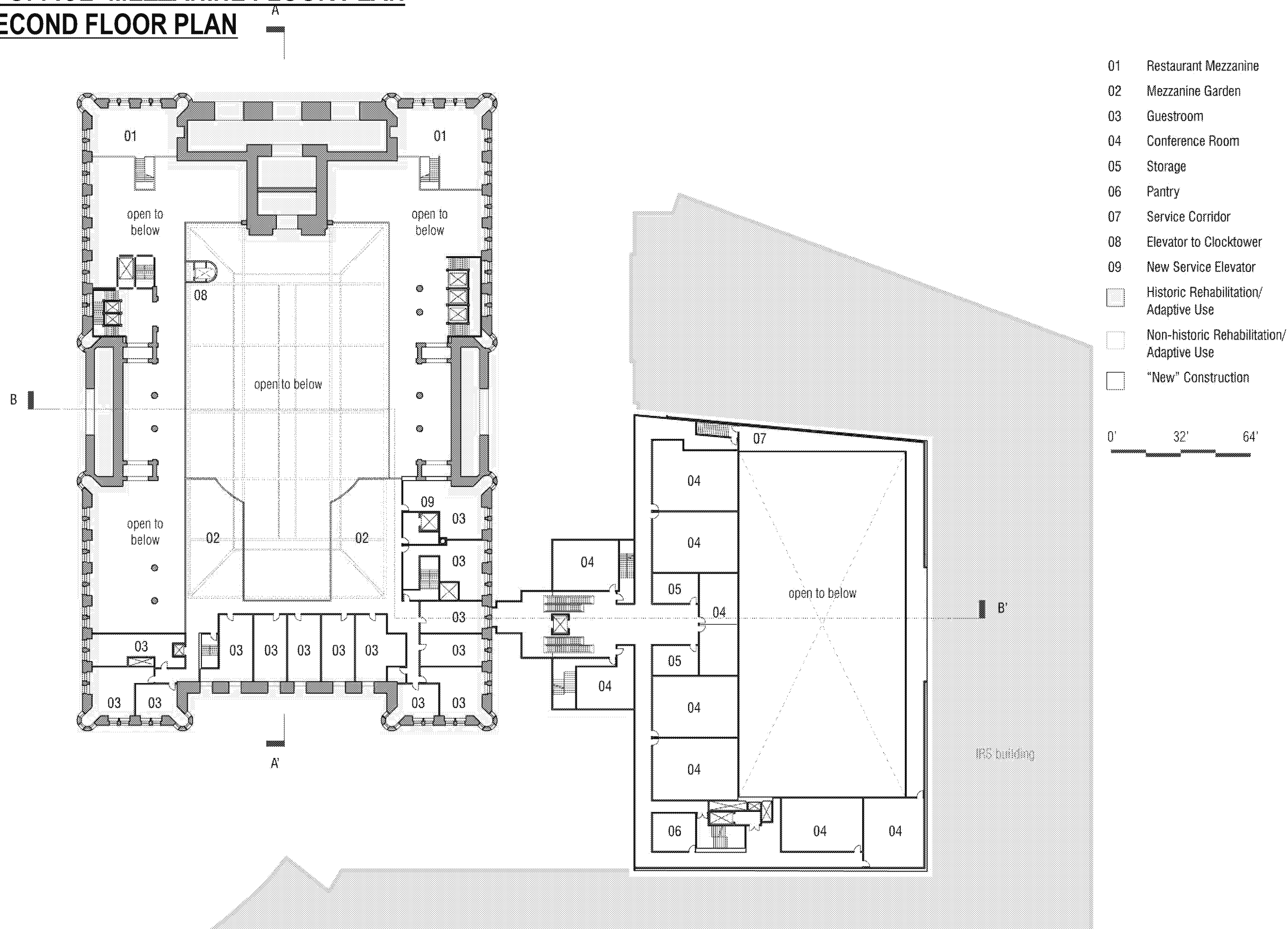
ANNEX- FIRST FLOOR PLAN



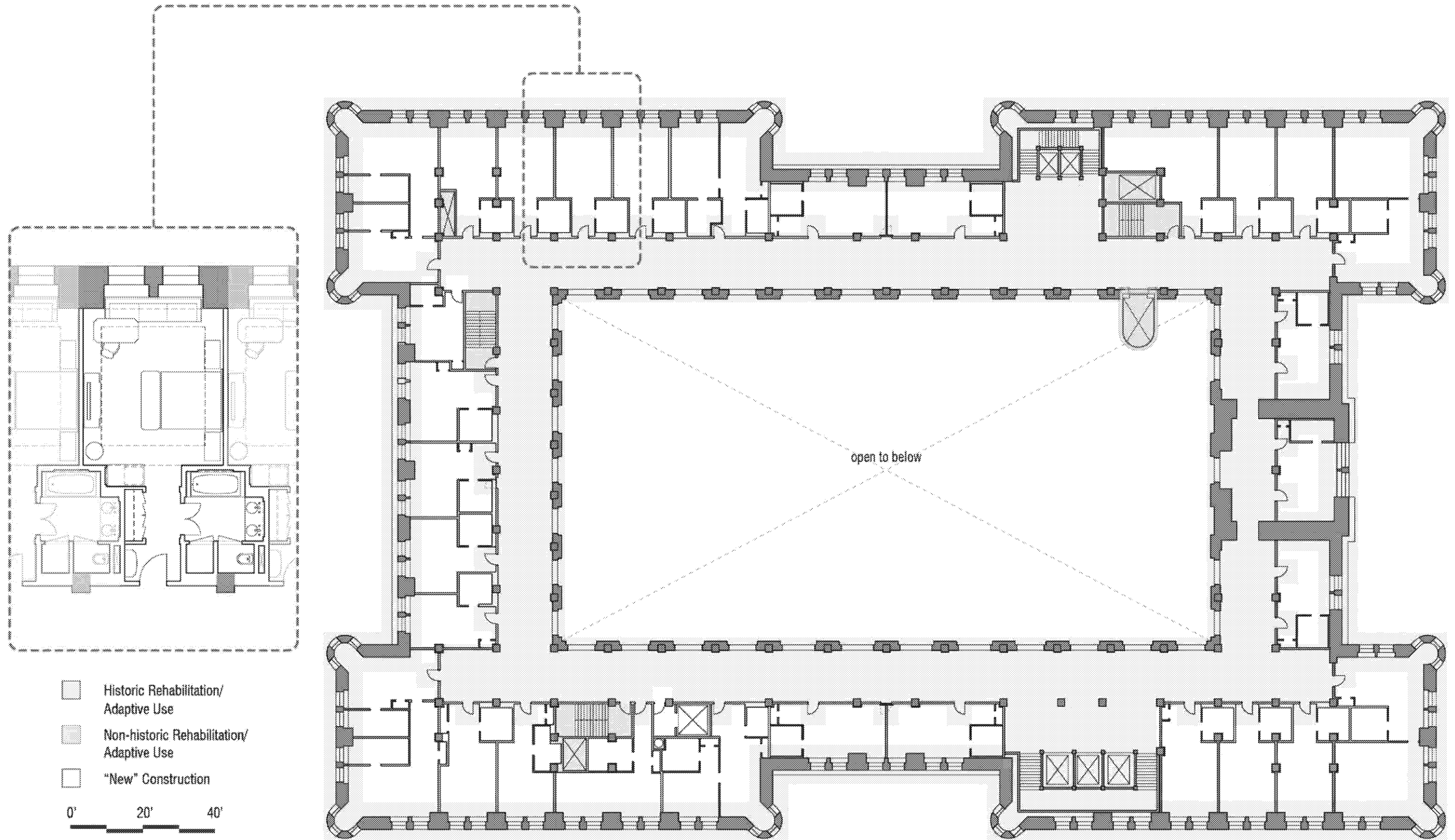
- 01 North Entrance
- 02 Restaurant
- 03 Pre-function
- 04 Library
- 05 Guestroom
- 06 Restrooms
- 07 Bar / Lounge
- 08 Reception / Entry Court
- 09 Hotel Main Entrance
- 10 Ballroom Entrance
- 11 Conference Room
- 12 Ballroom
- 13 Kitchen
- 14 Service Corridor
- 15 Elevator to Clocktower
- 16 New Service Elevator
-  Historic Rehabilitation/ Adaptive Use
-  Non-historic Rehabilitation/ Adaptive Use
-  "New" Construction

OLD POST OFFICE- MEZZANINE FLOOR PLAN

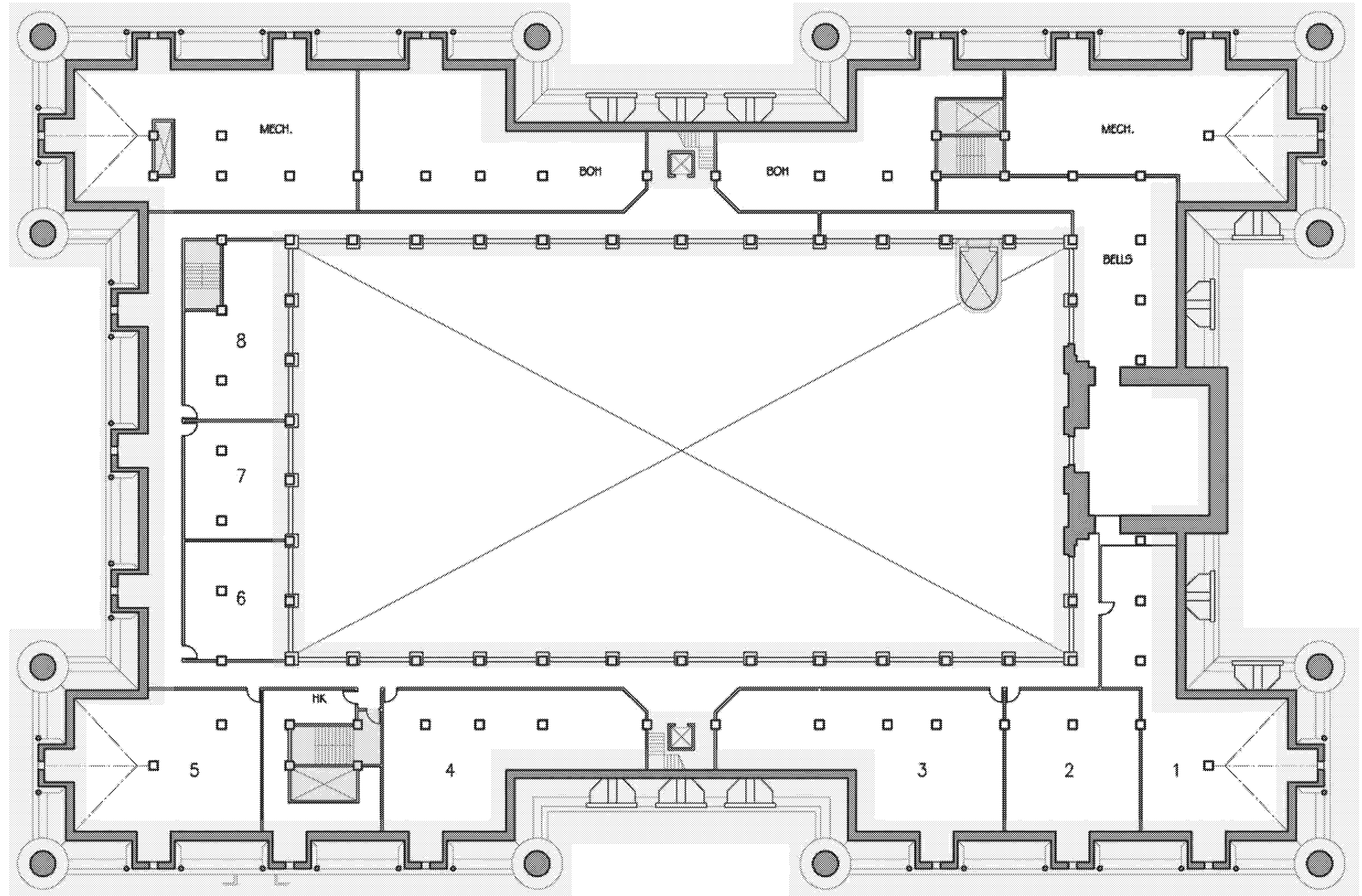
ANNEX- SECOND FLOOR PLAN



TYPICAL FLOOR PLAN




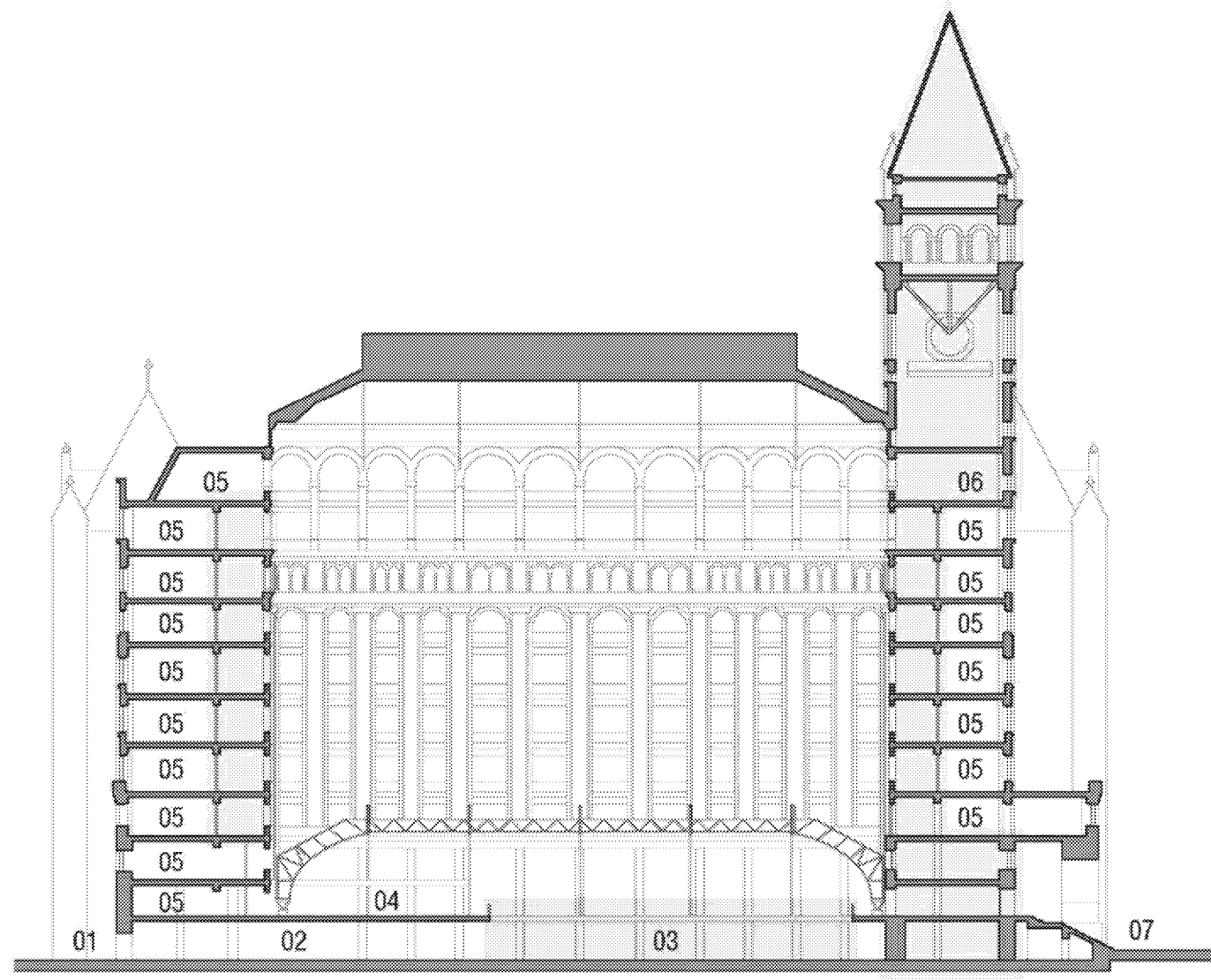
NINTH FLOOR PLAN



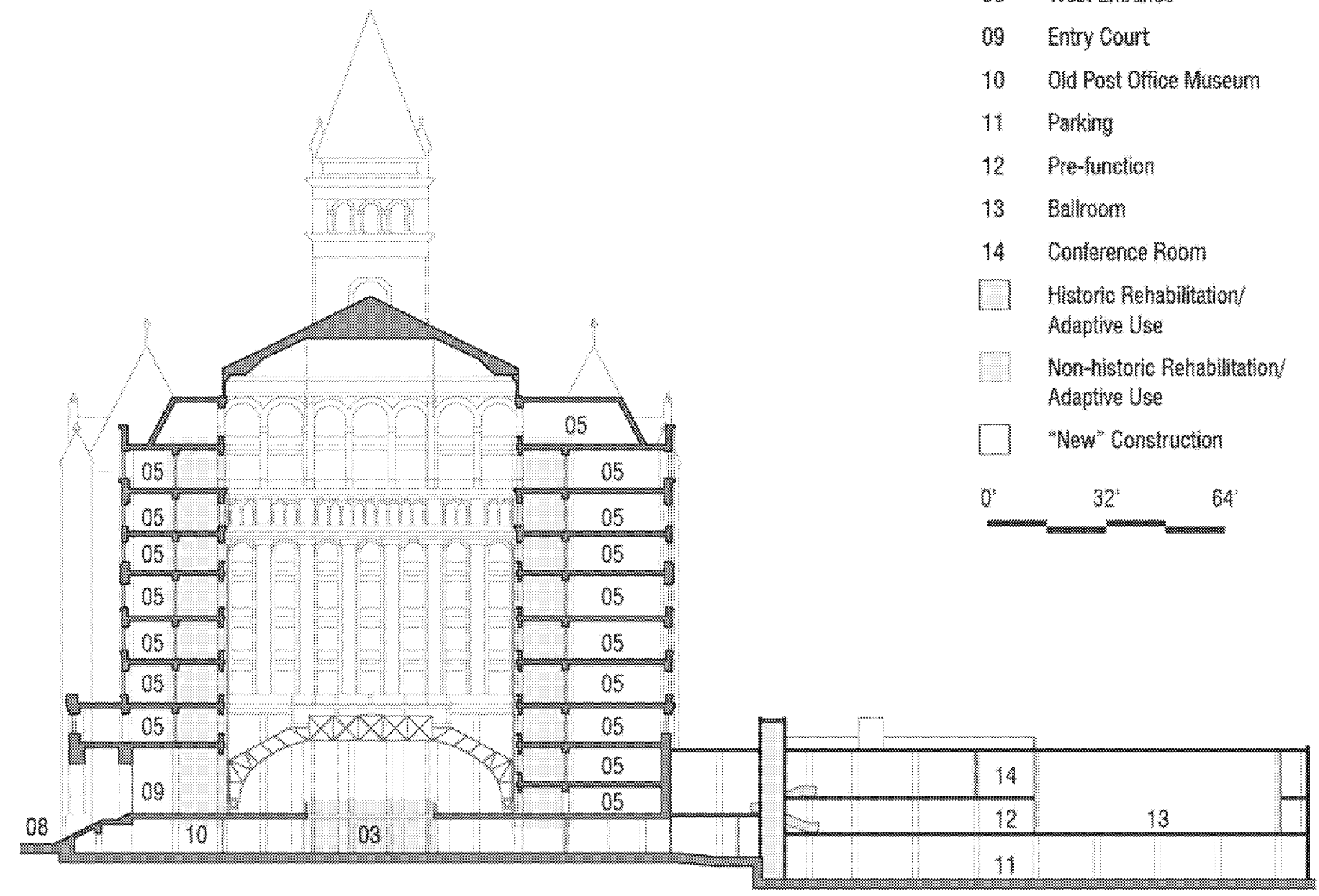
- # Presidential Suite
 - Historic Rehabilitation/
Adaptive Use
 - Non-historic Rehabilitation/
Adaptive Use
 - "New" Construction
- 0' 20' 40'

SITE SECTIONS

- 01 South Entrance
- 02 Exhibition Gallery
- 03 Water Garden
- 04 Bar / Lounge
- 05 Guestroom
- 06 Congress Bells
- 07 North Entrance
- 08 West Entrance
- 09 Entry Court
- 10 Old Post Office Museum
- 11 Parking
- 12 Pre-function
- 13 Ballroom
- 14 Conference Room
-  Historic Rehabilitation/Adaptive Use
-  Non-historic Rehabilitation/Adaptive Use
-  "New" Construction

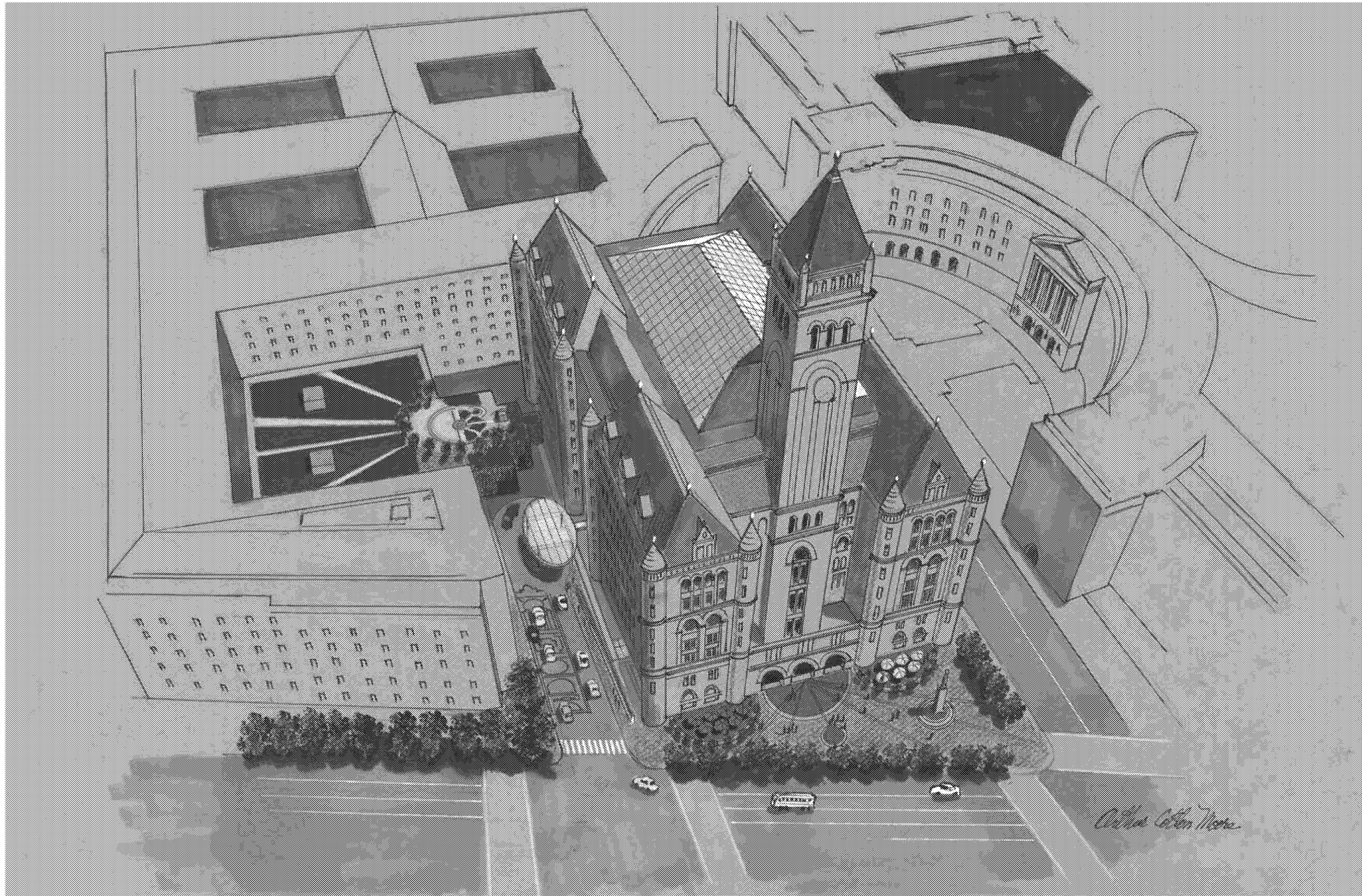


Section AA'



Section BB'

AERIAL PERSPECTIVE



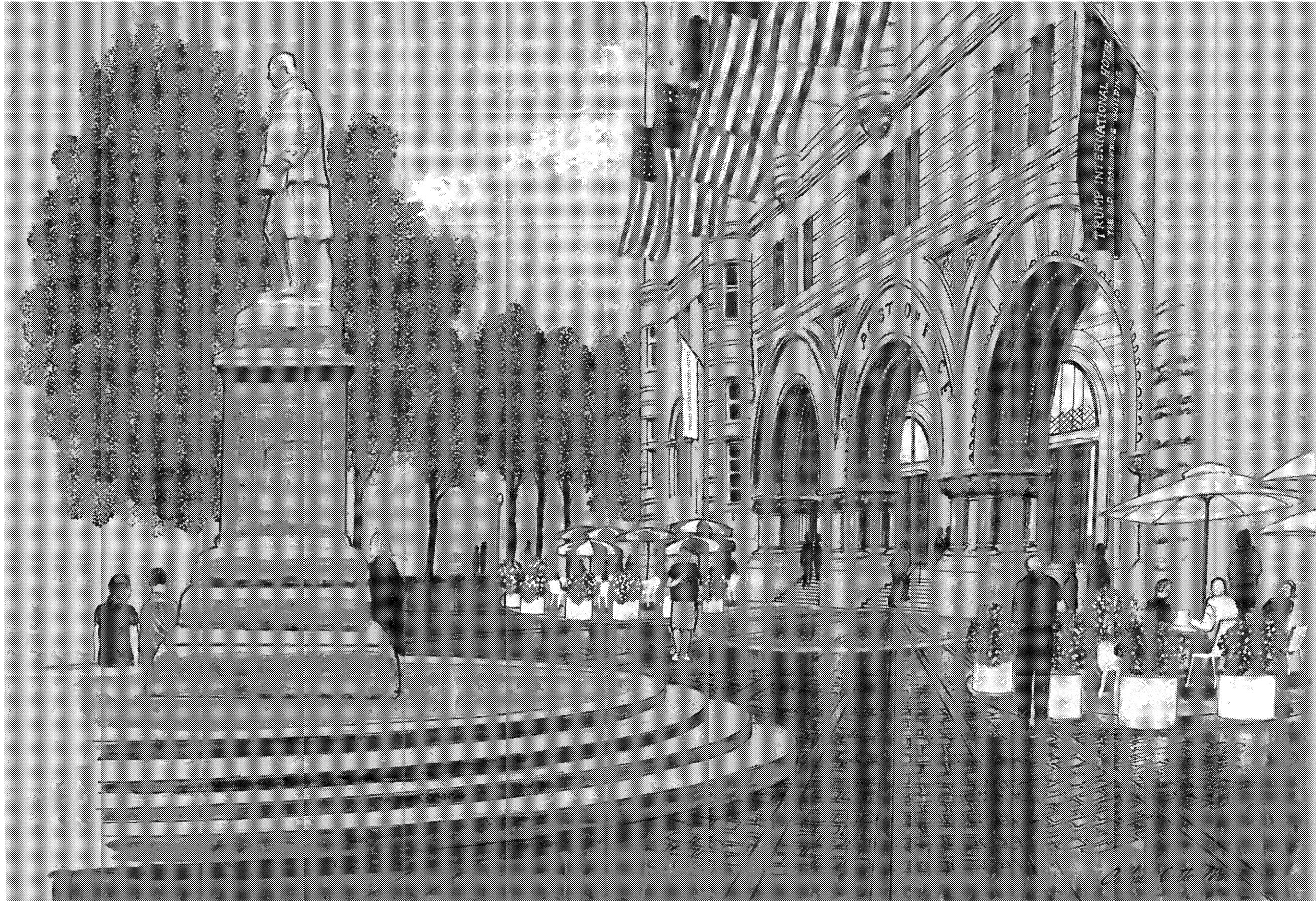
The OPO's undisturbed facade is enhanced with a series of gardens on Pennsylvania Avenue, newly reinstated 11th Street, and the Annex roof top.

11TH STREET RENDERING



11th Street vehicular entry with Annex living green wall and glass canopy which is disconnected from the OPO.

PENNSYLVANIA AVENUE PLAZA RENDERING



Pennsylvania Plaza Garden with new pedestrian activity that Brings Life to the Avenue and visitors into the OPO's reinstated front door.

C- STREET PLAZA RENDERING



C- Street Plaza and sloped entry into the OPO Exhibition Gallery and Congress Bells Museum. This restored entry will bring visitors to the building from the National Mall.

CORTILE RENDERING

