January 18, 2017

Kristine Tallent ACA/CFO City of Franklin, Tennessee 109 Third Avenue South Franklin, TN 37064

Dear Ms. Tallent

Please find enclosed the Consolidated Profit and Loss Statement for the Cool Springs Conference Center for period end December 31, 2016.

A summary of the financial and distribution date is as follows:

## COOL SPRINGS CONFERENCE CENTER

December, 2016

|                       | CURRENT MONTH |         |         |
|-----------------------|---------------|---------|---------|
|                       | ACTUAL        | BUDGET  | LAST YR |
| GROSS REVENE          | 690,559       | 885,912 | 878,415 |
| HOUSE PROFIT          | 149,622       | 205,743 | 241,771 |
| Less: FIXED EXPENSES  | 17,658        | 18,657  | 16,785  |
| NET INCOME            | 131,964       | 187,086 | 224,986 |
| Less: FF&E RESERVE 5% | 34,528        | 44,296  | 43,933  |
| NET CASH FLOW         | 97,436        | 142,790 | 181,053 |

| YEAR-TO-DATE |           |           |  |
|--------------|-----------|-----------|--|
| ACTUAL       | BUDGET    | LAST YR   |  |
| 3,533,205    | 3,719,432 | 3,306,040 |  |
| 398,456      | 440,590   | 381,011   |  |
| 109,481      | 111,945   | 108,616   |  |
| 288,975      | 328,646   | 272,395   |  |
| 176,660      | 185,972   | 165,314   |  |
| 112,315      | 142,674   | 107,081   |  |

TOTAL CURRENT BALANCE DUE TO OWNERS

97,436.00

TOTAL DUE TO/(FROM) CITY OF FRANKLIN

48,718.00

TOTAL DUE TO/(FROM) WILLIAMSON COUNTY

48,718.00

The financial statements for the Cool Springs Conference Center, subject to routine year-end audit and adjustments, is true and correct in all material respects to the best of my knowledge.

Sincerely,

Randy Hansen Controller

FRANKLIN MARRIOTT COOL SPRINGS 700 COOL SPRINGS BLVD FRANKLIN, TENNESSEE 37067 USA T: 615.261.6100 MARRIOTT.COM/BNACS Michael Sanders General Manager