

Sandpiper: Tolleson Echo Suites Project Narrative

Sandpiper, LLC (the developer) is proposing to construct a 124 room Echo Suites Extended Stay by Wyndham on parcel 102-47-076, located on the Southeast corner of W McDowell Road and N 91st Ave in Tolleson. Echo Suite is a new midscale extended stay concept that we at Sandpiper have worked closely with Wyndham in developing. We strongly believe it will thrive in the area and serve a significant market need in Tolleson

The building we are proposing would be a four story, wood-built hotel with a ground floor area of approximately 13,000 square feet (Approx 50,204 SF total). We intend to construct over 127 parking spaces for guest and employee parking, with on-site amenities to include a workout room, on-site laundry, vending, and electric vehicle chargers.

As part of the extended stay concept, each room will provide guests with a full refrigerator and cooking area (cooktop and microwave), as well as ample closet and working space, making it an ideal choice for guests looking for a length of stay of more than 2-3 days. We intend to have the property managed by our world-class property management company, Sandpiper Hospitality.

Echo Suites Extended Stay by Wyndham

Echo Suites is Wyndham's 24th brand and fastest growing brand in the development pipeline. Sandpiper is currently constructing its first Echo Suites in Richmond, VA, which is scheduled to open in early January, with other Echo Suites under construction and scheduled to open in 2025 in Sterling VA, Reno NV, and Peoria AZ.

Sandpiper has worked closely with Wyndham to design Echo Suites and believe it will be the premier brand in the extended stay space, in terms of market share, appearance, and guest experience. From the genesis of the brand, Wyndham has asked for our feedback to ensure they constructed a product that is tailor-made to have success in the extended stay sector. We believe this has led to a brand with an emphasis on guest safety, in-room entertainment, and high-end furniture & fixtures.

From the outset our intent has been to fulfill guest demand for higher quality in the extended stay space for the business traveler in industries such healthcare, construction and development, and education – something we believes will set us apart from lower end economy extended stay and the negative connotations associated with those properties.

Sandpiper is contracted to be the largest Echo Suites developer based on our current commitment, with agreements in place to be the sole Echo Suites developer in 8 major markets, including the Greater Phoenix MSA.

As a new brand, relatively few Echo Suites are open nationwide. However, early reviews for open Echo Suites in Plano Texas and Spartanburg, SC (with the latter managed by Sandpiper Hospitality) have been strong.

For additional information about Echo Suites as a brand, please visit Wyndham's official website:

<https://development.wyndhamhotels.com/brand/echo-suites-extended-stay-by-wyndham/>

**About Us:
Sandpiper LLC**

Sandpiper, LLC is an industry leading developer and manager of midscale and economy extended stay hotels headquartered in Richmond, VA. Since 2008, Sandpiper has been developing, acquiring, owning, and operating extended stay hotels as sponsor through numerous private investment funds. Over the last 14 years, Sandpiper has developed 14 extended stay hotels and acquired 20 extended stay hotels across 10 states and five national hotel brands, including Marriott and Choice.

Sandpiper has now turned its development sights to Echo Suites Extended Stay by Wyndham, a new midscale extended stay concept that we believe to be a significant improvement over brands like Woodspring Suites, which comprises a large percentage of our current portfolio. Sandpiper has played an integral role in the development of Echo Suites with Wyndham and has an agreement with Wyndham to build over 30 Echo Suites over the next five years across multiple trade areas, with Tolleson being among the markets we are most excited about.

For more information on Sandpiper, our current and future properties, and history, please visit our website:

<https://sandpiperlodgingtrust.com/>

Sandpiper Hospitality

In addition to development and acquisition, Sandpiper hotels are managed by Sandpiper Hospitality, an affiliated property management company. Since 2012, Sandpiper Hospitality has built its management capabilities to become one of, if not the, leading management company in the extended stay segment. Now managing over fifty properties, we believe Sandpiper Hospitality will allow our new Echo Suites hotels to be one of the cleanest and most efficiently run properties in the industry.

Please more information on Sandpiper Hospitality, please visit our website:

<https://www.sandpiperhospitality.com/>